Hoots Bustin' Out All Over Radio-TV

August 3, 1963 • Sixty-Ninth Year • 50 Cents

Billboard

The International Music-Record Newsweekly

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

Mfrs. Second Columbia Pricing Move

Dealers Approve, Too, But Still Concerned

By Ren Grevatt

NEW YORK—A cross-section of manufacturers voiced general approval last week of the new pricing policies recently announced by Columbia Records. At the same time, the reaction among dealers was in general more guarded, although many at this level also appeared to take heart at the move.

Kapp Records president, Dave Karpe, asserted that "Columbia is making an honest and genuine attempt to remove some of the confusion from the business." While admitting that "some of the final details on the functional aspects are not entirely clear to me," Karpe remarked that "the idea of really establishing a price to the dealer is a good one."

Kapp continued: "It seems to me that it may be the beginning of something good. I've noted that a number of companies are trying to show greater restraint. The ABC-Paramount idea is a good one and Wollert Bros. have a simple plan that everyone can...

Star-Owned Indie Record Production Aids New Acts

By June Bundy

NEW YORK—The decades-old effort of important stars and music business personalities to diversify effectively into independent record production and music publishing operation hit an all-time peak of success this year.

With such well-established and solid artists as Bobby Darin, Harry Belafonte, Deon, the Tokens, Sam Cooke, the 5 Scoundrels, the Beach Boys, the Dowells, King Curtis and Steve Alaimo leading the way, many performers are in the process of building indie producing and publishing operations to match the most successful in music-enterprise. At the same time veteran disk names Frank Sinatra and Nat "King" Cole are chalkling up more and more sales with their own labels (i.e., Sinatra's Reprise and Cole's KC).

In tune with this trend, the right to function as an indie disk producer is being written into more and more contracts between big record names and major labels. In many cases the diskers also agree to release and promote a stipulated number of releases produced by the star with his own artist roster.

Billboard's Hot 100 singles (Continued on page 8)

DEPARTMENTS & FEATURES

Top 100 Chart...Page 22

Other Music Pop Charts

Breakout Singles...1

Breakout Albums...2

Honor Roll of Hits...3

Hot Country Singles...4

Hot R&B Singles...5

Downloadable World...6

Double-Play Hits...8

Record Reviews

LP Reviews...7

Single Reviews...8

Music & Record News

Jabal...10

Country Music...14

Rhythm & Blues...15

Departments

International Music News...34

Radio-TV Programming...39

Publishers' Trade Items...41

Coin Machine Operating...45

For Sales...53

Buyers & Sellers

Classifieds...43

15,000 Attend WNEW 30th Anniversary

NEW YORK—More than 15,000 persons turned out Wednesday (24) for WNEW Radio’s 30th anniversary gala in Madison Square Garden. The five-hour spectacular, staged as a benefit for New York’s Musicians’ Aid Society, featured a host of top recording artists, groups, comedians, instrumentalists and big bands, plus the New York Giants Football team.

WNEW’s air personalities, aided by the Ray Charles Singers, introduced the acts from two revolving stages. Performing were Jerry Vale, Tari Thornton, the Dukes of Dixieland, George Maharis, Vic Damone, the J’s with Jamie, Frank Sinatra Jr., Steve Lawrence and Eydie Gorme, the St. Zenters, Sy Oliver and Tommy Dorsey and others.

John Van Buren Sullivan, vice-president and general manager of the station, and program directorVarner Paulsen, who directed the show, accepted a Citation for Distinguished Service from a representative of the Mayor of New York.

The Garden bash launches six months of festivities leading up to the station’s 30th birthday, February 13, 1964.

Red Copies Problem on ‘Surf Hootenanny’

CHICAGO—When Stacy Records decided to press its "Surfin’ Hootenanny," by Al Casey, in red transparent vinyl, it didn’t expect the comment that was to come—pro and con.

According to Stacy president, Jim Gaylord, the idea was strictly promotion, a red-hot color for a red-hot record. Some people, however, didn’t go for it. One rack jobber took the records reluctantly, and another refused to handle the red copies altogether because the package was hard for his clerks to count.

More buyers, however, thought the red disk in clear plastic sleeve was a great idea. Gaylord also credited a lot of teen-age sales to the coloring. Certainly, kids usually shop from the Top 10 and in our case we got a lot of extra sales because we were attracted by the color." Gaylord said he’s moved over 100,000 of the record, which hit Billboard’s Hot 100 four weeks ago and up to 42 today, and 66, then 70 and this week 59.

Juke box operators also pre- ferred the black labels with paper sleeves for the same reason. Most buyers, however, thought the red disk in clear plastic sleeve was a great idea. Gaylord also credited a lot of teen-age sales to the coloring. Certainly, kids usually shop from the Top 10 but in our case we got a lot of extra sales because we were attracted by the color." Gaylord said he’s moved over 100,000 of the record, which hit Billboard’s Hot 100 four weeks ago and up to 42 today, and 66, then 70 and this week 59.

Juke box operators also pre- ferred the black labels with paper sleeves for the same reason.
STRENGTH IN NUMBERS!

The Astronauts “Baja” #8194
Bobby Bare “Detroit City” #8183
Sam Cooke “Frankie and Johnny” #8215
George Hamilton IV “Abilene” #8181
Neil Sedaka “The Dreamer” #8209

RCA VICTOR

www.americanradiohistory.com
RCA Signs Teldec To Long-Term Deal

NEW YORK — Victor Records has signed a new long-term deal with Teldec as part of an international merchandising agreement between the RCA Victor imprint all over the world and America, and Teldec's marketing its disks in Europe with just the RCA imprint, but now has clearinghouse status for all eight European Victor designation in all the countries in which Teldec is distributing the label. They include West Germany, Scandinavia, Benelux, Austria and Switzerland. In the United States, Victor international chief Darrell Dorsman said he expects the Teldec logo will be in use worldwide.

Hans Lieber, general manager of RCA Victor in Paris, W. Va. Teldec will now carry the Teldec logo in Europe, will be in the U.S. for the past fortnight to attend the Victorian, launching the classical list and Elvi, Paul Anka,Neil Sedaka, Floyd Crane and Al Hirt the pop leaders.

Both Teldec chiefs said that all Teldec lists are becoming more important in denoting strength of catalog, and American and European identifying monaural records, thereby eliminating the need for price prestige to stereo records. "All the records in the world are stereo records now," he added.

Sidney Frey, A.F. president, said that the no-merchandising policy will help stereo records now closely approaching the 40 percent mark, thus obviating the need for more stereo promotions, and that the sales of vinyl LP's, which have already been increased significantly in both countries, will now carry a $4.98 tab.

A-F Reduces Stereo Price

NEW YORK — Audio Fidelity, a manufacturer of stereo record scene, has lowered the price of its ready-made LP's to $4.98, the same as for the price prestige to stereo records. "All the records in the world are stereo records now," he added.

Hans Lieber, general manager of RCA Victor in Paris, W. Va. Teldec will now carry the Teldec logo in Europe, will be in the U.S. for the past fortnight to attend the Victorian, launching the classical list and Elvi, Paul Anka,Neil Sedaka, Floyd Crane and Al Hirt the pop leaders.

Both Teldec chiefs said that all Teldec lists are becoming more important in denoting strength of catalog, and American and European identifying monaural records, thereby eliminating the need for price prestige to stereo records. "All the records in the world are stereo records now," he added.

Sidney Frey, A.F. president, said that the no-merchandising policy will help stereo records now closely approaching the 40 percent mark, thus obviating the need for more stereo promotions, and that the sales of vinyl LP's, which have already been increased significantly in both countries, will now carry a $4.98 tab.

A-F Reduces Stereo Price

NEW YORK — Audio Fidelity, a manufacturer of stereo record scene, has lowered the price of its ready-made LP's to $4.98, the same as for the price prestige to stereo records. "All the records in the world are stereo records now," he added.

Hans Lieber, general manager of RCA Victor in Paris, W. Va. Teldec will now carry the Teldec logo in Europe, will be in the U.S. for the past fortnight to attend the Victorian, launching the classical list and Elvi, Paul Anka,Neil Sedaka, Floyd Crane and Al Hirt the pop leaders.

Both Teldec chiefs said that all Teldec lists are becoming more important in denoting strength of catalog, and American and European identifying monaural records, thereby eliminating the need for price prestige to stereo records. "All the records in the world are stereo records now," he added.

Sidney Frey, A.F. president, said that the no-merchandising policy will help stereo records now closely approaching the 40 percent mark, thus obviating the need for more stereo promotions, and that the sales of vinyl LP's, which have already been increased significantly in both countries, will now carry a $4.98 tab.

A-F Reduces Stereo Price

NEW YORK — Audio Fidelity, a manufacturer of stereo record scene, has lowered the price of its ready-made LP's to $4.98, the same as for the price prestige to stereo records. "All the records in the world are stereo records now," he added.

Hans Lieber, general manager of RCA Victor in Paris, W. Va. Teldec will now carry the Teldec logo in Europe, will be in the U.S. for the past fortnight to attend the Victorian, launching the classical list and Elvi, Paul Anka,Neil Sedaka, Floyd Crane and Al Hirt the pop leaders.

Both Teldec chiefs said that all Teldec lists are becoming more important in denoting strength of catalog, and American and European identifying monaural records, thereby eliminating the need for price prestige to stereo records. "All the records in the world are stereo records now," he added.

Sidney Frey, A.F. president, said that the no-merchandising policy will help stereo records now closely approaching the 40 percent mark, thus obviating the need for more stereo promotions, and that the sales of vinyl LP's, which have already been increased significantly in both countries, will now carry a $4.98 tab.

A-F Reduces Stereo Price

NEW YORK — Audio Fidelity, a manufacturer of stereo record scene, has lowered the price of its ready-made LP's to $4.98, the same as for the price prestige to stereo records. "All the records in the world are stereo records now," he added.

Hans Lieber, general manager of RCA Victor in Paris, W. Va. Teldec will now carry the Teldec logo in Europe, will be in the U.S. for the past fortnight to attend the Victorian, launching the classical list and Elvi, Paul Anka,Neil Sedaka, Floyd Crane and Al Hirt the pop leaders.

Both Teldec chiefs said that all Teldec lists are becoming more important in denoting strength of catalog, and American and European identifying monaural records, thereby eliminating the need for price prestige to stereo records. "All the records in the world are stereo records now," he added.

Sidney Frey, A.F. president, said that the no-merchandising policy will help stereo records now closely approaching the 40 percent mark, thus obviating the need for more stereo promotions, and that the sales of vinyl LP's, which have already been increased significantly in both countries, will now carry a $4.98 tab.

A-F Reduces Stereo Price

NEW YORK — Audio Fidelity, a manufacturer of stereo record scene, has lowered the price of its ready-made LP's to $4.98, the same as for the price prestige to stereo records. "All the records in the world are stereo records now," he added.

Hans Lieber, general manager of RCA Victor in Paris, W. Va. Teldec will now carry the Teldec logo in Europe, will be in the U.S. for the past fortnight to attend the Victorian, launching the classical list and Elvi, Paul Anka,Neil Sedaka, Floyd Crane and Al Hirt the pop leaders.

Both Teldec chiefs said that all Teldec lists are becoming more important in denoting strength of catalog, and American and European identifying monaural records, thereby eliminating the need for price prestige to stereo records. "All the records in the world are stereo records now," he added.

Sidney Frey, A.F. president, said that the no-merchandising policy will help stereo records now closely approaching the 40 percent mark, thus obviating the need for more stereo promotions, and that the sales of vinyl LP's, which have already been increased significantly in both countries, will now carry a $4.98 tab.

A-F Reduces Stereo Price

NEW YORK — Audio Fidelity, a manufacturer of stereo record scene, has lowered the price of its ready-made LP's to $4.98, the same as for the price prestige to stereo records. "All the records in the world are stereo records now," he added.

Hans Lieber, general manager of RCA Victor in Paris, W. Va. Teldec will now carry the Teldec logo in Europe, will be in the U.S. for the past fortnight to attend the Victorian, launching the classical list and Elvi, Paul Anka,Neil Sedaka, Floyd Crane and Al Hirt the pop leaders.

Both Teldec chiefs said that all Teldec lists are becoming more important in denoting strength of catalog, and American and European identifying monaural records, thereby eliminating the need for price prestige to stereo records. "All the records in the world are stereo records now," he added.

Sidney Frey, A.F. president, said that the no-merchandising policy will help stereo records now closely approaching the 40 percent mark, thus obviating the need for more stereo promotions, and that the sales of vinyl LP's, which have already been increased significantly in both countries, will now carry a $4.98 tab.
Bills subtracting 4 BILLBOARD

WASHINGTON — The National Association of Broadcasters (NAB), the trade group for the broadcast industry, has filed a lawsuit against the Secretaries of the Federal Communications Commission (FCC) and the National Association of Broadcasters (NAB), and the President of the United States, alleging that the FCC has failed to act on a petition filed by NAB in 1975 requesting that the FCC issue a final order implementing the terms of an agreement reached by the NAB, the FCC, and the Department of Justice in 1971. The agreement, known as the "NAB-Federal Communications Commission Agreement," was reached in 1971 to resolve a dispute between the NAB and the FCC over the regulation of radio ownership. The petition, filed in 1975, requested that the FCC issue a final order implementing the terms of the agreement. The FCC has not acted on the petition to date.

The NAB petition requests that the FCC issue a final order implementing the terms of the 1971 agreement, which includes provisions that would allow the NAB to negotiate with the FCC on behalf of its members in matters relating to radio ownership. The agreement was reached after a lengthy negotiation process between the NAB and the FCC, and it was seen as a significant victory for the NAB in its efforts to influence the regulation of radio ownership.

The NAB petition was filed in 1975, and the FCC has not acted on it to date. The NAB is seeking to have the FCC issue a final order implementing the terms of the 1971 agreement, which it believes would be in the best interests of its members and the broadcast industry.

The Petition

The NAB petition requests that the FCC issue a final order implementing the terms of the 1971 agreement, which includes provisions that would allow the NAB to negotiate with the FCC on behalf of its members in matters relating to radio ownership. The agreement was reached after a lengthy negotiation process between the NAB and the FCC, and it was seen as a significant victory for the NAB in its efforts to influence the regulation of radio ownership.

The agreement includes provisions that would allow the NAB to negotiate with the FCC on behalf of its members in matters relating to radio ownership. The agreement was reached after a lengthy negotiation process between the NAB and the FCC, and it was seen as a significant victory for the NAB in its efforts to influence the regulation of radio ownership.

The NAB petition requests that the FCC issue a final order implementing the terms of the 1971 agreement, which includes provisions that would allow the NAB to negotiate with the FCC on behalf of its members in matters relating to radio ownership. The agreement was reached after a lengthy negotiation process between the NAB and the FCC, and it was seen as a significant victory for the NAB in its efforts to influence the regulation of radio ownership.
We Have Accepted the Responsibility of Leadership.

COLUMBIA RECORD DISTRIBUTORS
A Division of Columbia Records Distribution Corp.

799 SEVENTH AVENUE, NEW YORK 19, NEW YORK • CIRCLE 5-7300

July 20, 1963

TO: ALL COLUMBIA RECORD DEALERS

The record industry has come of age!

This year marks the fifteenth anniversary of the long-playing record—a contribution by Columbia Records which singularly launched an era of growth and profitability for those of us who till in its vineyards. Yet, full maturity can only be ours if we reflect on the trials and errors of the past and use them to guide us in the years ahead.

We're at the threshold of a new and even more exciting era that can far surpass the accomplishments of the past if we enter the era with a secure and healthy confidence at every level...retail, manufacturing, and distribution. This confidence can only be realized if consideration is given to all in the development of a workable Profit perspective...the one common denominator necessary at every industry level if we are to continue to prosper and grow.

At Columbia Record Distributors, we recognize a basic fact...your Profit is directly related to your ability to turn inventory. The constant hazard of anticipation buying...the traditional industry practice of twice a year "buy-in" deals (sometimes even more frequent)...programs that tax not only your proficiency at speculation but, more importantly, reduce your inventory turn and consequently your return on investment.

Columbia Records has accepted the responsibility of leadership. We are dedicated to a prosperous future for all. With this credo in mind, we are pleased to announce a revision in dealer price policy, enabling you to buy Columbia Lp and Pre-Recorded Tape product at a constant year-round price!

For your convenience a new Dealer Price Card is enclosed and is effective as of July 22, 1963. The following is an example within the familiar price categories:

<table>
<thead>
<tr>
<th>Suggested List</th>
<th>Dealer Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>$3.98</td>
<td>$2.25</td>
</tr>
<tr>
<td>4.98</td>
<td>2.81</td>
</tr>
</tbody>
</table>

We are announcing a quarterly 10% Exchange Privilege on all album product. The adoption of this straight 10% Exchange Program automatically terminates all existing Exchange Policies, including the Bonus to Sell Program.

Qualified dealer purchases during the period July 22, 1963 to September 25, 1963 will be subject to extended dating terms. See your Columbia salesman for the complete details of Columbia's exciting year-round merchandising and advertising program.

A program conceived and dedicated to a mutually profitable future...a future that must be recognized by all as the abundant "age of reason!"

Sincerely,

[Signature]

JACK LOEHRZ
General Manager
COLUMBIA RECORD DISTRIBUTORS

Every Retail Account Serviced by Columbia Record Distributors Received This Letter.
Columbia leads the industry into the "age of reason"

PROGRAM
Strength • Vitality • Imagination
Designed to take the guesswork out of ordering and put the profit back in the record business. You'll have more profit from faster turnover with...

PRODUCT
The World's Best-Selling Artists
All proven profit-makers with exciting new albums backed by...

PROMOTION
A "new look"
And a greatly expanded advertising schedule including the following publications:


Display material designed to fit and function in every record location:

- Motion Display: The most eye-catching motion display ever! Features 24 albums with replacement units each month for new releases.

- Interlocking Album Covers: A new and exciting concept in point-of-sale merchandising. These new album covers interlock to form the right sized display for every store need.

- Artist Pictures: 20" x 30" blow-ups of the world's best-selling artists.

Plus the greatest local co-op advertising campaign ever presented, guaranteed to make your store the focal point for record sales!

See your local Columbia salesman for full details!
The World's Best-Selling Artists

COLUMBIA RECORDS
Star-Owned Indie Record Production Aids New Acts.

Manufacturers Begin New Columbia Pricing Move

Lost Touch with the Industry? Get the most authoritative coverage of the entire international music-record scene the convenient, economical way.

Barbra Streisand - Continued from page 1

Ewart Abner - Exits Vee Jay

Join Mark Century

Copyrighted material
Once upon a time JAN AND DEAN had the No. 1 single in the country. So they made an LP and naturally titled it **SURF CITY**. All the good people who bought their single then bought their LP, and it too became the No. 1 album in the country. It could only happen in America.
VILLAGE CLUB JUMPS

Dodson Impressive at Duplex

New York's Upstares at the Duplex, Greenwich Village cabaret, had an exciting management June 17 and, if the standards set by their first group of performers are any indication, the club may soon join the ranks as one of the Village's most popular and new and established personalities.

The policy which managers Barbara Brodsky and Bob Waxman hope to continue is to offer one known artist and two new acts on the bill. Their initial offering was a smash combination.

Marge Dodson, who cut two albums on Columbia Records a couple of years ago, headed up the talent at the Duplex and made a good deal of glamour, taste and humor that makes for an audience's delight. Her style is all her own and she is marked by an honest consideration for the lyrical content of the song. Her repertoire covers most of the better standard items and also some sought-out rare material, which is excellent. Composer Curtis Lewis' "Garden of the Blues," a suite of songs written for Marge, contains some of the freshest ballad settings you'll hear.

"We Never Mentioned Love," "What Will a Man Do?" and she sings the biggest moments are her renditions of "If I Love Were," "Colorless" and "Diamonds and Rust," the latter treatment of "Mares East Oats." On this first group of performers, known as the Gospel Messengers, who are also known as "The Most Infallible" are a lot of Gospel music. In the audience's delight and a lot of moments, known as the Gospel Messengers, who are also known as "The Most Infallible" are a lot of Gospel music. In the audience's delight were under her spell will turn one's head and her vocal power is not two chairs. To the delight of the crowd she will inform her listeners of the Gospel message. Each attempt to shield himself by Dodson and Loudon are wise. But in this one it turns out in embryo. Others stars in wide-eyed awe.

The various situations suggest that Miss Dodson provides an intriguing look at human nature. The manner in which she presents her performances proves to be an asset both in hypnosis and showmanship.

LEE ZITO

TALENT TOPICS

HOLLYWOOD

Betty Hutton and husband, Pete Candoli, are setting up the local offering of the musical, "Get Happy!" Candoli, who arranged the music, has up-dated the vehicle, modernizing it with current references. He also conducts the orchestra. In a Regent's drive the approching Trini Lopez, currently appearing at Hollywood's P.J.'s, has been booked by Earl Clark's new run at Frank Sinatra's Cal-Neva Lodge, Lake Tahoe, starting July 23.

Champ Butler (Gillette Roberts) opens a two-week run at the Michigan Central Hotel July 23... Ertha Kitt will rapturously welcome the tour of the Far East, starting with an engagement in Melbourne Australia, August 26. She will be seen at the Monterey Veterans Hall, August 29, and three days in Hong Kong. Tour also includes a week in Japan. Upon her return she opens at the Vancouver, B.C. Cave November 6th.

Amber Pervin will appear as guest soloist and conductor with the Los Angeles Philharmonic Symphony Orchestra at Hollywood Bowl August 9, and will appear in an open air concert at Marineland on the Pacific Coast August 11th. Previn is remaining in this area while currently engaged in arranging and conducting the score of "My Fair Lady" for Warner Brothers. She is currently working on "South Pacific." LEE ZITO

TALENT ON TOUR

(Top record talent in top towns this week)

EAST

Ray Charles will appear at the Berkshire Music Barn, Lenox, Mass., July 23... John Coltrane and his Afro-Cuban Sextet will be at New York's Live Club July 24... Frank Sinatra and his orchestra at the Blue Room, Beverly Wilshire Hotel, Los Angeles, July 25... Gene Krupa and His Quartet are at the Mayfair Ballroom, Detroit, for a week starting July 29... Earl Wrightson reigns as "The Vagabond King" for two weeks at the Melody Top, Milford, July 29... The Oscar Peterson Trio to play

WEST

Lawrence Welk and His Singing Orchestra at the Los Angeles Music Center July 30 through August 24. Also in Chicago, folk duo Arlo Guthrie and Tim Hardin at the Old Town Hall, July 30 through August 14... A new look at a great legend debuts as "Riff in West Side Story" in Warren, Ohio, on July 30. Little Peggy March plays one-stops in Iowa, Minnesota through August 13.
MGM Records proudly presents the album debut of the show-stopping vocal quartet that stole away the hearts of millions of TV viewers this season. There’s never been anything quite like this charming, beautifully-blended barbershop harmony on records before. It’s a sound that will sell and sell and sell... every time it grabs air play, every time the Osmond Bros. break up the Andy Williams Show, and every time they appear as regulars on the new ABC-TV dramatic series, “The Travels Of Jamie McPheeters.”

The OSMOND BROTHERS are exclusively on MGM RECORDS
The Label of the Fortune-Sellers!
MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
Kai Winding's 'More' Hit Has Long Jazz Tradition

By BOB ROLONTZ

NEW YORK—Jazzmen continue to come through with hit singles whether the market is swapped with rock and roll, folk music, novelty tunes, or surfing records. Latest jazz act to move up the pop charts with a hit is Kai Winding, whose Verve single of "More" from the film "Mondo Cane," is in the top 20 of Billboard's "Hot 100" this week.

This marks Kai Winding's first big hit pop, just as first time pop hits were recently scored by top jazz names like Stan Getz and Charlie Byrd, Cannonball Adderley, Dave Brubeck, Herbie Mann, Vince Guaraldi, Mongo Santamaria, and a number of other jazz personalities.

Of course, there's not a reason in the world why a top jazz name can't come up with a record that makes it in at Verve just as it did in front of the disk is obviously one of the factors involved in the arrangement of the group. That arrangement is of course the arrangement by the Winding orch.

Jazzmen have been making albums for a long time that have sold solidly in the pop field, Jimmy Smith and the Stan Getz-Curry combo being just the latest names to come up with a group that has climbed high on the pop charts. Right now a new group of jazz albums appear to be on their way to turning them into the pop field. They are:

- The Winding Verve album of "Soul Sailing," with Al Kooper, Tina Morris Returns to the Village Gate," "Put Luck" by the Ramsey Lewis Trio with Louie Bell Bell's "Midnight Blue" on Blue Note, and "The World Concert" on Reprise, and Peggy Lee's "Mink Jazz" on Capitol.

On Billboard's album charts right now are jazz albums by Jimmy Smith, Count Basie, Vince Guaraldi, Cannonball Adderley and the Byrds, and Dave Brubeck. Most of these albums have sold better than most pop albums. How big can a jazz album get? The jazz version of "My Way" by Julie London and Friends went over 500,000, and Erroll Garner's "Concert by the Sea" also passed the 500,000 mark, a respectable mark for an LP.

Hank Crawford Next to Pop?

NEW YORK—It has only been a few months since Hank Crawford decided he should organize his own group, and already he has garnered enough bookings on both coasts to make his decision look like a wise one. Crawford of course was known to most jazz fans prior to his organizing his own group, through his LP's on Atlantic cut out while he was a member of the Ray Charles band, many of them with men from the Charles combo.

Crawford is the new jazz act that Atlantic jazz chief Nesuhi Ertegun expects to be an accepted pop artist as well without losing his jazz following. And since Crawford has the ear of the American Record Association, it seems that Crawford could achieve the same eminence. This is the reason that Atlantic has issued a single of "Anytime" and "Blueberry Hill" from the alto-saxist's album "The Soul of the Ballad." Crawford had been known as one of the Ray Charles band for almost five years, doting on sax and flute in the combo that teamed up with Charley Harper was the leader of the combo. His work with the Charles crew has earned him a lot of money, and carried him to countless cities and towns where he won a great many followers on his electronics. It was his wife who suggested Atlantic to sign him as a soloist in the first place.

Crawford's new single, by the way, which was a Billboard's "Special Merit" pick, has been selling extremely well for Atlantic, according to the executives at the firm, and many of the country's pop jocks have been spinning the disk. If it does make it pop Crawford will be following in the footsteps of a host of other jazz artists who have bridged the gap (a narrow one these days) between jazz and pop.

New Garner Album Up

NEW YORK—Early next month, the second Erroll Garner album, purchased by Octave Rubin from his first Reprise album "My Kind of Love." The album will feature the pianist, naturally, and is called "A New Kind of Garner." Leith Stevens is co-conductor of the 35-piece orchestra. Reprise will release this album on a world-wide basis.

St arrange for the international fixed arrangements have been made with Harold Davison for Garner's next European tour. It kicks off in Great Britain Oct.

London Ups Two in Sales

NEW YORK—Two changes in London Records' sales department took place with the appointment of S. W. Warner as head of the American Group Division and Jack Welford as chief of the London and International pop single sales department.

Welford, a nine-year veteran of the London family, has been in charge of the Record Merchandising Division of the company for the last three years, a post he will retain. Welford will be associated with the label for 14 years and has been in charge of all internal sales controls.

S-B Starts Talent Firm

NEW YORK—Shapiro Bernstein has moved into the artist-management field with the formation of the S-B Talent Corporation.

The company is currently making plans to step up over-all productivity designed to deliver a complete package — song, artist and master.

Recently in the past few months, S-B and Painted Desert Music Corporation have signed Joyce Paul, Danny Randall, Ted Cooper and Eddie Martin and other promising young artists to exclusive contracts.

Emil La Viola, S-B professional manager, will fly to London, July 22, to assist Harry Walker, manager of its Nashville operation, in pursuing several Joyce Paul masters.

The Leader's Visitors

ON THE SET with Frank Sinatra, second from right, are, left to right, Jeff Baxter, WEVE, Cleveland; Donald C. Keynes, vicepresident in charge of programming for McLendon radio stations; Yolanda Salas, also with McLendon, and Jack Magrew, national promotion director for Reprise Records. Film is "Four for Texas."
It started C&W, but it’s gone POP now!

First in ATLANTA
Baltimore
BOSTON
HARTFORD
MEMPHIS

...and now bustin’ out coast to coast!

SONNY JAMES
THE MINUTE YOU’RE GONE

GET ON BOARD A BIG, BIG HIT!
JOHNNY CASH ON 'HOOTENANNY' SEPT. 30

CINCINNATI—Johnny Cash has been set for the ABC-TV network's "Hootenanny," Sept. 30. The show will air from Southern Methodist University, Dallas.

Cash is also confirmed for an appearance in the MGM movie, "Hootenanny," slated for release in September. For the taping, Cash and the Tennessee Three will perform in a one-day stand in Nashville, Thursday, July 21, according to a booking agent who handles the bookings at the spot.

In a further move for exposure, Cash also will take the show to the University of Texas, Sept. 23, with a single and album sessions for Capitol, with Ken Nelson directing. Wanda and her Party Timers are booked to promote Jack Roberts, Aug. 1-10.

Clyde Beavers guested on WWVA's "World's Original Jamboree" in Wheeling, W. Va., Saturday (27). Clyde, whose "Stoky Lyker" was winning favor in several markets, played to fat business at the Club 54, Chicago, July 12-14, and is slated for other club dates in the Windy City area in late August.

Harry Fenster, Brook, N. Y., song cletter, placed a song that he expects to hit pay dirt with his "It's All Over But the Crying," as done by Al Martino on the 20th-Fox label, which has been netting loads of network play.

considerable activity is also reported on Fenster's "You Know Me When You Were Lonely," which Eddie Zank has waxed for Columbia.

Johnny Logan, c.w. jock at WCKY, Covington, Ky., worked Mockingbird Hill Park, Anderson, Ind., recently with Marty Roberts, and is slated for a return engagement there August 24 along with Johnny Cash. Jimmie's new single for the King label, "Howdy, Neighbor," is due out this week. Recent visitors on Logan's WCKY plat- ter show included the Stanley Brothers and the Walker Boys.

"Lips That Lie": Hilliis Buttram, who introduced his new single, the "Legend of Uncle Jim," and Russell Simms, who dropped in with Labbie Nichols, but what appears to be in winner on "Hanky Tork Heaven."

DEWEY GOWEN's 10-piece band, who rarely stray from the confines of Dewey's Longhorn Ranch, Dallas, jour- neyed recently to the New York City area, for an engagement sponsored by the Texas Country Music Network. Accompanying the Gown group on the date were Slim Whitman, Leon Payne, Sonny Terry, Charlie Parker, Mac Curtis and Stringbean, with John Buckley handling the emcee chores. Gown has been selected to chair the board of Dallas Local 147, AFM.

Ross Maddox is back in Owens- ville, Calif., following a 10-day tour of Hawaii.

Ernest Ashworth's TALK BACK TREMBLING LIPS

Hot Country Singles

BANDS OF GOLD

JOHNNY CASH, RCA Victor 2819

SIX DAYS ON THE ROAD

Ray Price, Capitol 4975

ACT NATURALLY

Buck Owens, Capitol 4937

ABILENE

Buck Owens, Capitol 4937

WE MUST HAVE BEEN OUT OF OUR MINDS

Waylon Jennings, United Artists 425

GUILTY

Jim Reeves, RCA Victor 2819

SUNHandAREN'T GOLD

Buck Owens, Capitol 4937

TALK BACK TREMBLING' LIPS

Buck Owens, Capitol 4937

DREAMS OF YOU

Patsy Cline, Decca 31483

DETROIT CITY

Bobby Bare, RCA Victor 2819

JUST TO BE HUMAN

Billy Lee Riley, Capitol 4975

OLD SHOWBOAT

Starrwood Jack, RCA Victor 47470

THE MINUTE YOU'RE GONE

Johnny Cash, Columbia 31484

LOVING ARMS

Carl Butler & Pearly, Columbia 47470

MY BAE'S NOT HERE

Porter Wagener, RCA Victor 8178

LITTLE OLE YOU

Jim Reeves, RCA Victor 8181

THE ONLY GIRL I CAN'T FORGET

Buddy Miller, Decca 31568

B-static Reeves, RCA Victor 8181

BAD NEWS

John D. Loudermilk, RCA Victor 8145

LOOSE LIPS

Carl Butler & Pearly, Columbia 47470

I GOTTA GET DRUNK (And Shore Do Dread It)

Ray Price, Capitol 4975

DOWN TO THE RIVER

Rose Maddox, Capitol 4975

A HEARTACHE FOR A KEEPSAKE

Kitty Wells, Decca 31561

WE'RE THE TALK OF THE TOWN

Buck Owens & Rose Maddox, Capitol 4975

PAMPER MUSIC'S Bob Forshee and Wayland Stubblefield, no- nominal promotion director for Pamper, spot a Pamper Spotlight Pick in last week's issue of Billboard. "Back Home and Stayin'," A Good Country Song," was waxed by Hank Cochran on the Gaylord label and is distributed by Monument Records.
Another Hit—Fantastic follow-up to WHAT A GUY
THE KIND OF BOY YOU CAN’T FORGET
THE RAINDROPS
Jubilee 5455

Strongest release since I LOVE YOU
OUR SONG
THE VOLUMES
Jubilee 5454

Smash in New York and spreading
TWO FRIENDS
THE BOB KNIGHT FOUR
Jubilee 5451

Hit single from Album ROCK GOES FOLK
LET THE GOOD TIMES ROLL
THE TOPSIDERS
Josie 907

Sure shot hit sound
IF SHE DOESN’T WANT YOU
LYNETTE WEST
Josie 910

The Sound of the Sixties

jubilee
josie
RECORDS

a product of Jay-Gee Record Co., Inc.
A Division of The Casab Corporation
318 West 48th Street, New York 36, N. Y.
### NEW RELEASES from CHESS

#### "LET YOUR HAIR DOWN"
**by The Gems**
Chess #1863

#### "PAYBACK"
**by Elta James**
Argo #5445

#### "IF IT AIN'T ONE THING, IT'S ANOTHER"
**by The Dells**
Argo #5442

#### "ORGAN SHOUT"
**by Dave "Baby" Cortez**
Chess #1861

#### POP-JAZZ HIT!

#### "BONITA"
**by Illinois Jacquet**
Argo #5444

### R & B ROUNDOUT

**By NICK BIBO**
(Chicago Office)

World Pacific, a top jazz label, is entering the rhythm and blues field. First release is "Anything for You," by the Furrys. It's already listed by WVON and WBEE, Chicago. It's a happy birthday to Paul Proctor of Chicago's Summit Distributing Company, Paul, incidentally, tells us he's looking for r&b lines. Chicago's Potter Distributing Company has picked up the Harlot label. And it's a girl, Phyllis Elaine, for Mr. and Mrs. John Muse (he's Potter's promotion ace). John claims strong sales on "Kissin' Friend," by Rick and the Musters on Harlem, and "Return to Me," by the Fabulous Continentals on CB Records. Herbert (Tay) Blue joined Salem Records as national promotion manager. His hot one of the week is "I'll Make a New World Just for You," by Frank Jones, and "Moments of Infatuation," by Jackie Bee.

Four of Chicago's top r&b dealers are scoring well with their Monday and Wednesday night hops at Budland on the city's South Side. Latest dance craze in the teen-age center is the Gilella (it's bigger than the Monkey). The group, who call themselves the Four Jays, are Jerry (The Duke) Murray, WOPA; Jim (Dandy) Rees, WBEE; E. Rodney (Meadlal) Jones, WVON; and Louis (Big Jay) Jefferson, popular South Side spinner. Vee Jay has signed the Chantantes and their first release is "Grisley Bear." The group formerly recorded for Mercury, William Tyson, formerly a New York and Chicago deejay (WVO, WBSC, WEAW and WOPA), is their manager. Tyson also heads Ty Do Records, month-old discy whose first release is "The Big Ape" by Paul Hanklin, another Chicagoan. Ray Dobard, head of Motown City, Berkeley, Calif., says the following are making it over the country. "Cross Roads," Luther Randolph, "Chinese Checkers," Booker T and the MGs, and "Baby I Love You," by Curly Lewis. . . . D. R. Cool writes from West Palm Beach, Fla., to tell us he's just been selected as guest columnist for Mr. Deejay magazine, and that he's also the leader of the famous r&b vocal group, the Fabulous Stuphines, currently doing one-niners. . . . Hy Lit (WIRG) and Lord Finsterfly (WADA) hold a benefit show for the City of Hope charities. It was a wild party, with cars driven in and featured such stars as Little Stevie Wonder, Gary (U. S.) Bonds, Sam Cooke, Smokey Robinson and the Miracles. Al Kelly claims some of the kids were packed 10 so a car.

### POP-JAZZ HITS!

### "BONITA"

**by Illinois Jacquet**

### "HEART WAVE"
**by Martha & The Vandellas**

### "MY DADDY KNOWS BEST"
**by Harlettes**

### "I'M AFRAID TO GO HOME"
**by Freddie Scott**

### BILLBOARD SPECIAL SURVEY

**FOR WEEK ENDING 8/3/63**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label &amp; No.</th>
<th>Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>FINGERTIPS (Port II)</td>
<td>6</td>
</tr>
<tr>
<td>5</td>
<td>PRIDE AND JOY</td>
<td>10</td>
</tr>
<tr>
<td>6</td>
<td>EASIER THAN DONE</td>
<td>6</td>
</tr>
<tr>
<td>8</td>
<td>SO MUCH IN LOVE</td>
<td>6</td>
</tr>
<tr>
<td>8</td>
<td>MOCKINGBIRD</td>
<td>6</td>
</tr>
<tr>
<td>11</td>
<td>SURF CITY</td>
<td>5</td>
</tr>
<tr>
<td>11</td>
<td>JUST ONE LOOK</td>
<td>7</td>
</tr>
<tr>
<td>11</td>
<td>HELLO STRANGER</td>
<td>11</td>
</tr>
<tr>
<td>13</td>
<td>NO ONE</td>
<td>3</td>
</tr>
<tr>
<td>13</td>
<td>MY TRUE CONFESSION</td>
<td>5</td>
</tr>
<tr>
<td>16</td>
<td>ONE FINE DAY</td>
<td>6</td>
</tr>
<tr>
<td>16</td>
<td>WITHOUT LOVE</td>
<td>3</td>
</tr>
<tr>
<td>16</td>
<td>(You're) THE DEVIL IN DISGUISE</td>
<td>2</td>
</tr>
<tr>
<td>18</td>
<td>IT WON'T BE THIS WAY (Always)</td>
<td>3</td>
</tr>
<tr>
<td>21</td>
<td>ME</td>
<td>6</td>
</tr>
<tr>
<td>22</td>
<td>TIE ME KANGAROO DOWN, SPORT</td>
<td>3</td>
</tr>
<tr>
<td>22</td>
<td>LEAVE ME ALONE</td>
<td>2</td>
</tr>
<tr>
<td>22</td>
<td>SHAKE, SHAKE, SHAKE</td>
<td>2</td>
</tr>
<tr>
<td>22</td>
<td>CANDY GIRL</td>
<td>2</td>
</tr>
<tr>
<td>24</td>
<td>LOVE ME ALL THE WAY</td>
<td>2</td>
</tr>
<tr>
<td>24</td>
<td>I (Who Have Nothing)</td>
<td>3</td>
</tr>
<tr>
<td>27</td>
<td>SHAKE A HAND</td>
<td>4</td>
</tr>
<tr>
<td>28</td>
<td>MAN'S TEMPTATION</td>
<td>2</td>
</tr>
<tr>
<td>30</td>
<td>WHAT A FOOL I'VE BEEN</td>
<td>2</td>
</tr>
<tr>
<td>30</td>
<td>HEY GIRL</td>
<td>2</td>
</tr>
</tbody>
</table>
20th Century-Fox Records presents

3 summer hits

Eileen Barton
With a National Breakout
THE EARTH STOOD STILL
b/w
PATTY CAKE, PATTY CAKE
417

Tex & The CheX
With their Chart-Rider
BEACH PARTY
411

Corey Denver's
Southern Smash
JOHNNY RIVER
412

www.americanradiohistory.com
MALA FEMENEA
Jimmy Rowell, Laren, 5971 (Romance-Ding Dong, BRL) (New York)

I CRIED AT LAURA'S WEDDING
Barbara Lynn, Juma 7260 (Dickson-Holmes, ASCAP) (Philadelphia)

MAN'S TEMPTATION
Cliff Chandler, Yes Jazz 554 (Conard-Kearin, BMI) (Washington)

LOVER BOY
Clifford, Gene 14488 (Parrick, BMI) (Philadelphia)

THAT'S WHAT MY HEART NEEDS
Oris Redding, Volt 109 (East-English, BMI) (New Orleans)

WHERE IS JOHNNY NOW?
Seychelles, Swiss 4143 (Hill & Range-Thomas, BMI) (Philadelphia)

STOP PRETENDING
Covers, Parvin 1002 (Nordy-Wolfe, BMI) (Washington)

The best-selling singles are those that have achieved significant sales potential, in the opinion of Billboard's Review Panel, for a listing in the top 100 of Billboard's Hot 100. These songs are ranked in the chart. For a full listing of singles in other categories, the top 25 artists in each of the country, R&B, pop, and rock categories are selected on the basis of their potential to become big sellers in their respective areas.

SINGLE REVIEW POLICY

Every single sold to Billboard for review is based on a review by Billboard Review Panel, and its sales potential is rated within its category of music. Full reviews are presented in Billboard. Single ratings are included in Billboard and Special Merit Prizes. All other singles are listed in their respective categories.

Breakout Singles

**NATIONAL BREAKOUTS**

HELLO MUDDHU, HELLO FADDHU...
Allan Sherman, Warner Bros. 3379

DESSERT PETE...
Kingston Trio, Capitol 5005

**REGIONAL BREAKOUTS**

These new records, not yet on Billboard's Hot 100, have been expected to sell strongly and are selected in order of sales potential, in the opinion of Billboard's Review Panel, to achieve a listing in the top 100 of Billboard's Hot 100. These songs are ranked in the chart. For a full listing of singles in other categories, the top 25 artists in each of the country, R&B, pop, and rock categories are selected on the basis of their potential to become big sellers in their respective areas.

**POP SPOTLIGHT**

**THE CRICKETS**
A Pop Spotlights the Works of the Week.

APRIL AVENUE
(Crack, BMI) (3:18) — Liberty 56822
The Crickets might have left the chart with this record, but they have not been seen here in a long time.

MARTY ROBBINS

MARTY ROBBINS

NOT SO LONG AGO
(Mercury, BMI) (2:30)

I HOPE YOU LEARN A LOT
(Marshall, BMI) (3:30) — Columbia 42016
Two fine sides by Marty that should appeal to his fans both in the pop and country fields. The songs are well-written, with a very good vocal performance.

PATTY SPOTLIGHT

PATTY SPOTLIGHT

PATTY SPOTLIGHT

LONZINE CANNON

YOU STAYED AWAY TOO LONG
(Shaft-Cox, BMI) (3:15)

ONE AT A TIME
(Shaft-Cox, BMI) (3:15)

GENE MARTIN AND JUNE STEARN

THREE SIDES TO THE STORY
(Stax, BMI) (2:30)

JANELLA

ONE OF THE DUBBIES

WHY DON'T YOU BELIEVE ME
(Emperor Records, BMI) (3:30)

JUST ANOTHER SONG
(Stax, BMI) (2:30) — Stax 639

PATTY CLINE

FADED LOVE
(United Artists, BMI) (2:43)

BLUE MOON OF KENTUCKY
(TM Corporation, BMI) (3:04)

THE LATE PATSY CLINE showed off her fine voice on two strong items here. "Faded Love" is a lovely, moving love song that Patzy sings with much heart. "Blue Moon of Kentucky" is a bluegrass tune, which she sings stylishly. Both should get much exposure.

WANDA JACKSON

LET ME TALK TO YOU
(Cedarwood, BMI) (3:20) — Capitol 26328
Wanda sings this heartfelt plea to a woman friend, asking her for just one more chance to talk to him. It's a strong item for the market. Patzy is "Memory Mountain" (Kiley, BMI) (2:30).

KITT WELLS AND ROY DRUSKY

ANOTHER CHANCE TO FALL IN LOVE
(Cedarwood, BMI) (2:30)

WELLS AND ROY is a memorable pair of recordings. "Another Chance to Fall in Love" is a fine pop song that could become a strong item. "We Miss You" is a fine ballad that could become a strong item.

ROGGER WILLIAMS

LOOK AGAIN
(Dick Clark, BMI) (3:14)

ROGER is a fine artist who has been getting his due. This is a fine record that could become a strong item.

STEVE ALLEN

CUANDO CALIENTA EL SOL
(ProShea, BMI) (3:15)

STEVE has not been seen here in a long time. This is a fine record that could become a strong item.

WUNDA SPOTLIGHT

WUNDA SPOTLIGHT

ROSEMARY CROSBY

SOMETHING DOWN THE LINE
(Cross-Broth, BMI) (3:17) — Galaxy 723

A good, well-written tune that has the "crying of the one who wants only a part of what he has." The song is a weak one that will not do much.

DORIS SPOTLIGHT

DORIS SPOTLIGHT

ALAN MURPHY

THE ROUTERS

BIG BAND

AL-OGA

A real catchy little ditty featuring a fine backing by walking guitar, wailing sax and a "pop" rhythm. The sound is different enough to catch the attention of the top 40 and the songs end making new overecorations in a way that they should be more pleasing to their fans.

BEATRICE SPOTLIGHT

BEATRICE SPOTLIGHT

BARBARA WATSON

THE DUBBIES

WHY DON'T YOU BELIEVE ME
(Emperor Records, BMI) (3:30)

JUST ANOTHER SONG
(Stax, BMI) (2:30) — Stax 639

BARBARA Watson has been doing a fine job on the country scene with this group. "The Dubs" is a fine record that could become a strong item.

JAMAALAYA

(Non-Recording, BMI) (3:50)

JAMAALAYA

A bright, catchy song featuring the talent of Johnny Fisher. The record is well-written, with a strong rhythm that could become a strong item.

The late Patsy Cline shows off her fine voice on two strong items here. "Faded Love" is a lovely, moving love song that Patsy sings with much heart. "Blue Moon of Kentucky" is a bluegrass tune, which she sings stylishly. Both should get much exposure.
Introducing

JEAN MARTIN

With The Sound That Sells, singing

“TANTO, TANTO”

b/w an Instrumental Version by

SCRATCH’S KATS

ON M.A.R.J.A.Y RECORDS #ST 3625-A

M.A.R.J.A.Y RECORDS

230 PARK AVE., N. Y., N. Y. PHONE: OR 9-3232
WE HAVE THE GREAT FILM MUSIC!!!
<table>
<thead>
<tr>
<th>Hot 100—A TO Z (Publisher-Licensee)</th>
<th>BUBBLING UNDER THE HOT 100</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1.</strong> 30 MUCH IN LOVE</td>
<td>1. I WANT TO TALK TO YOU</td>
</tr>
<tr>
<td><strong>2.</strong> 61 COTTONFIELDS</td>
<td>2. From Me To You</td>
</tr>
<tr>
<td><strong>3.</strong> 58 ONE FINE DAY</td>
<td>3. I'M AIN'T GONNA DO THIS</td>
</tr>
<tr>
<td><strong>4.</strong> 37 TWIST IT UP</td>
<td>4. BODY AND SOUL</td>
</tr>
<tr>
<td><strong>5.</strong> 52 ROCK ME IN THE CRADLE</td>
<td>5. THE DREAMER</td>
</tr>
<tr>
<td><strong>6.</strong> 70 GOODNIGHT MY LOVE</td>
<td>6. THE SONG REMAINS THE SAME</td>
</tr>
<tr>
<td><strong>7.</strong> 36 WITHOUT LOVE</td>
<td>7. I'M NOT THE ONE</td>
</tr>
<tr>
<td><strong>8.</strong> 36 IT'S MY PARTY</td>
<td>8. IT HURTS TO BE SILENT</td>
</tr>
<tr>
<td><strong>9.</strong> 33 THE HEART IS A LOST</td>
<td>9. EVERYBODY'S TUESDAY</td>
</tr>
<tr>
<td><strong>10.</strong> 36 THE MONDAY NIGHT</td>
<td>10. CAN'T HELP MYSELF</td>
</tr>
<tr>
<td><strong>11.</strong> 36 BE TRUE TO YOURSELF</td>
<td>11. THIS IS ALL I AM</td>
</tr>
<tr>
<td><strong>12.</strong> 33 WHERE THE HEART IS</td>
<td>12. DADDY'S GONE</td>
</tr>
<tr>
<td><strong>13.</strong> 36 ON A CORNCOB</td>
<td>13. IT'S TOO LATE</td>
</tr>
<tr>
<td><strong>14.</strong> 36 I'LL BE TRUE TO YOU</td>
<td>14. SURF GIRL</td>
</tr>
<tr>
<td><strong>15.</strong> 36 I'M NOT THE ONE</td>
<td>15. LAND OF 1,000 DANCES</td>
</tr>
<tr>
<td><strong>16.</strong> 36 I'M NOT THE ONE</td>
<td>16. YOUR Mamas KISS</td>
</tr>
<tr>
<td><strong>17.</strong> 36 I'M NOT THE ONE</td>
<td>17. I'M NOT THE ONE</td>
</tr>
<tr>
<td><strong>18.</strong> 36 I'M NOT THE ONE</td>
<td>18. BEAUTY AND THE BEAST</td>
</tr>
<tr>
<td><strong>19.</strong> 36 BE TRUE TO YOURSELF</td>
<td>19. THE DUDE</td>
</tr>
<tr>
<td><strong>20.</strong> 36 BE TRUE TO YOURSELF</td>
<td>20. I FEEL THE PICNIC SONG</td>
</tr>
</tbody>
</table>

---

**Billboard HOT 100 FOR WEEK END AUGUST 3**

---

**ARTIST** | **TITLE** | **POSITION** | **LABEL** | **RECORD** |
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>James Brown</td>
<td>Be My Baby</td>
<td>1</td>
<td>Capitol</td>
<td>4056</td>
</tr>
<tr>
<td>Little Tony</td>
<td>Be My Baby</td>
<td>2</td>
<td>Capitol</td>
<td>4056</td>
</tr>
<tr>
<td>The Eagles</td>
<td>Be My Baby</td>
<td>3</td>
<td>Capitol</td>
<td>4056</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Be My Baby</td>
<td>4</td>
<td>Capitol</td>
<td>4056</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Be My Baby</td>
<td>5</td>
<td>Capitol</td>
<td>4056</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Be My Baby</td>
<td>6</td>
<td>Capitol</td>
<td>4056</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Be My Baby</td>
<td>7</td>
<td>Capitol</td>
<td>4056</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Be My Baby</td>
<td>8</td>
<td>Capitol</td>
<td>4056</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Be My Baby</td>
<td>9</td>
<td>Capitol</td>
<td>4056</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Be My Baby</td>
<td>10</td>
<td>Capitol</td>
<td>4056</td>
</tr>
</tbody>
</table>
### BEST-SELLING ALBUMS

<table>
<thead>
<tr>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Catalog Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>WIPE OUT</td>
<td>The Surfari</td>
<td>DLP 3535</td>
</tr>
<tr>
<td>THE SURFARIS</td>
<td>Pat Boone</td>
<td>DLP 3528</td>
</tr>
<tr>
<td>SCARLETT O'HARA</td>
<td>Lawrence Welk</td>
<td>DLP 3534</td>
</tr>
<tr>
<td>PIPELINE</td>
<td>The Chantays</td>
<td>DLP 3515</td>
</tr>
<tr>
<td>CALICUTTA</td>
<td>Lawrence Welk</td>
<td>DLP 3506</td>
</tr>
<tr>
<td>BLUE HAWAII</td>
<td>Billy Vaughn</td>
<td>DLP 3510</td>
</tr>
<tr>
<td>THE MILLS BROS.</td>
<td>Great Hits</td>
<td>DLP 3517</td>
</tr>
<tr>
<td><strong>1963's EARLY HITS</strong></td>
<td>Lawrence Welk</td>
<td>DLP 3501</td>
</tr>
<tr>
<td><strong>PATTY BOONE SINGS GUESS WHAT?</strong></td>
<td>Lawrence Welk</td>
<td>DLP 3523</td>
</tr>
<tr>
<td><strong>THE ANDREW SISTERS PRESENT</strong></td>
<td>Lawrence Welk</td>
<td>DLP 3529</td>
</tr>
</tbody>
</table>

### BEST-SELLING SINGLES

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wipe Out</td>
<td>The Surfari</td>
</tr>
<tr>
<td>Breakwater / Scarlett O'Hara</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>The Next Time / Violet And A Rose</td>
<td>Wink Martindale</td>
</tr>
<tr>
<td>Tie Me Kangaroo Down Sport / I Feel Like Crying</td>
<td>Pat Boone</td>
</tr>
<tr>
<td>Monsoon / Scotch High's</td>
<td>The Chantays</td>
</tr>
<tr>
<td>Guano Calienta El Sol (When The Sun Is Hot) / Leave It To Me</td>
<td>Steve Chantays</td>
</tr>
<tr>
<td>Pretty Girls Everywhere / Baby Baby</td>
<td>Arthur Alexander</td>
</tr>
<tr>
<td>Torquay Two / Peg Leg</td>
<td>The Fireballs</td>
</tr>
<tr>
<td>Sukiyaki / Theme From A Summer Place</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>Sugar Shack</td>
<td>Jimmy Gilmer &amp; The Fireballs</td>
</tr>
<tr>
<td>I've Been Everywhere / Mule Skinner Blues</td>
<td>Lucky Starr</td>
</tr>
</tbody>
</table>
ARGENTINA

(Courtesy Kontrast in la forma)

This Last Week

1. MELA COMO ME - Charly Garcia (Argentina)
2. TAMANOHITA - Toshio Yamamoto (Japan)
3. VACLAVOS - Violetas (Venezuela)
4. ZAMUR - Victor Victoria (Vietnam)
5. LEE - Viceroy (Vietnam)
6. LIZARD - Viceroy (Vietnam)
7. RIO DE JANEIRO - Viceroy (Vietnam)
8. FRENTE AL MAR - Day (Oman)
9. FRENTE AL MAR - Day (Oman)
10. FRENTE AL MAR - Day (Oman)

This Week

1. ZAMUR - Violetas (Venezuela)
2. TAMANOHITA - Toshio Yamamoto (Japan)
3. VACLAVOS - Violetas (Venezuela)
4. LEE - Viceroy (Vietnam)
5. LIZARD - Viceroy (Vietnam)
6. RIO DE JANEIRO - Viceroy (Vietnam)
7. FRENTE AL MAR - Day (Oman)
8. FRENTE AL MAR - Day (Oman)
9. FRENTE AL MAR - Day (Oman)
10. FRENTE AL MAR - Day (Oman)

AUSTRALIA

(Countrywide Chart, Federation-Macra)

This Week

1. BILLBOARD SWEETS - Cliff Richard (Australia)
2. TAMANOHITA - Toshio Yamamoto (Japan)
3. WELCOME TO ATLANTIS - Dean (Australia)
4. TAMANOHITA - Toshio Yamamoto (Japan)
5. TAMANOHITA - Toshio Yamamoto (Japan)
6. TAMANOHITA - Toshio Yamamoto (Japan)
7. ZAMUR - Violetas (Venezuela)
8. TAMANOHITA - Toshio Yamamoto (Japan)
9. TAMANOHITA - Toshio Yamamoto (Japan)
10. TAMANOHITA - Toshio Yamamoto (Japan)

FRANCE

(Countrywide Chart, Federation-Macra)

This Week

1. BILLBOARD SWEETS - Cliff Richard (Australia)
2. WELCOME TO ATLANTIS - Dean (Australia)
3. TAMANOHITA - Toshio Yamamoto (Japan)
4. TAMANOHITA - Toshio Yamamoto (Japan)
5. TAMANOHITA - Toshio Yamamoto (Japan)
6. TAMANOHITA - Toshio Yamamoto (Japan)
7. ZAMUR - Violetas (Venezuela)
8. TAMANOHITA - Toshio Yamamoto (Japan)
9. TAMANOHITA - Toshio Yamamoto (Japan)
10. TAMANOHITA - Toshio Yamamoto (Japan)

BRITAIN

(A special weekly music poll published in New Musical Express)

This Week

1. PLENTY OF CONFUSION - "Frank Ifield (Columbia)"
2. THE KEY - "Billy Fury (Columbia)"
3. WHERE DO YOU WANT IT - "Bobby Vee (Columbia)"
4. 50,000,000 - "Bobby Vee (Columbia)"
5. TWIST AND SHOUT - "The Beatles (Parlophone)"
6. TWIST AND SHOUT - "The Beatles (Parlophone)"
7. TWIST AND SHOUT - "The Beatles (Parlophone)"
8. TWIST AND SHOUT - "The Beatles (Parlophone)"
9. TWIST AND SHOUT - "The Beatles (Parlophone)"
10. TWIST AND SHOUT - "The Beatles (Parlophone)"

Netherlands

(Countrywide Chart, Federation-Macra)

This Week

1. BILLBOARD SWEETS - Cliff Richard (Australia)
2. WELCOME TO ATLANTIS - Dean (Australia)
3. TAMANOHITA - Toshio Yamamoto (Japan)
4. TAMANOHITA - Toshio Yamamoto (Japan)
5. TAMANOHITA - Toshio Yamamoto (Japan)
6. TAMANOHITA - Toshio Yamamoto (Japan)
7. ZAMUR - Violetas (Venezuela)
8. TAMANOHITA - Toshio Yamamoto (Japan)
9. TAMANOHITA - Toshio Yamamoto (Japan)
10. TAMANOHITA - Toshio Yamamoto (Japan)

HOLLAND

(Countrywide Federation, Amsterdam)

This Week

1. LUCKY LIPS - Clifford Richardson (Columbia)
2. LUCKY LIPS - Clifford Richardson (Columbia)
3. LUCKY LIPS - Clifford Richardson (Columbia)
4. LUCKY LIPS - Clifford Richardson (Columbia)
5. LUCKY LIPS - Clifford Richardson (Columbia)
6. TAMANOHITA - Toshio Yamamoto (Japan)
7. TAMANOHITA - Toshio Yamamoto (Japan)
8. TAMANOHITA - Toshio Yamamoto (Japan)
9. TAMANOHITA - Toshio Yamamoto (Japan)
10. TAMANOHITA - Toshio Yamamoto (Japan)

MEXICO

(Countrywide Federation, Munich)

This Week

1. FOUR MAN IN UNIFORM - "Johnny Otis (Columbia)"
2. TAMANOHITA - Toshio Yamamoto (Japan)
3. TAMANOHITA - Toshio Yamamoto (Japan)
4. TAMANOHITA - Toshio Yamamoto (Japan)
5. TAMANOHITA - Toshio Yamamoto (Japan)
6. TAMANOHITA - Toshio Yamamoto (Japan)
7. TAMANOHITA - Toshio Yamamoto (Japan)
8. TAMANOHITA - Toshio Yamamoto (Japan)
9. TAMANOHITA - Toshio Yamamoto (Japan)
10. TAMANOHITA - Toshio Yamamoto (Japan)

YUGOSLAVIA

(All records on Jugoton Label)

This Week

1. ZAMUR - Violetas (Venezuela)
2. TAMANOHITA - Toshio Yamamoto (Japan)
3. TAMANOHITA - Toshio Yamamoto (Japan)
4. TAMANOHITA - Toshio Yamamoto (Japan)
5. TAMANOHITA - Toshio Yamamoto (Japan)
6. TAMANOHITA - Toshio Yamamoto (Japan)
7. TAMANOHITA - Toshio Yamamoto (Japan)
8. TAMANOHITA - Toshio Yamamoto (Japan)
9. TAMANOHITA - Toshio Yamamoto (Japan)
10. TAMANOHITA - Toshio Yamamoto (Japan)
EDWARD B. MARKS MUSIC CORPORATION
136 West 32nd Street, N.Y. 19 • Circle 7-7277
Herbert E. Marks, President • Arnold Shaw, Gen. Prof. Mgr.

FEDERICO
FELLINI'S
8 1/2
Playing SRO at Festival Theatre and New Embassy on Broadway

TOVARICH
153 Performances — Moving to Winter Garden October 1

NEW RIA
4.
2.
1.
Lundirack
New Album
WOMEN
Dl
DECCA
VENERE
Hopkins.
EAST
production.
BARNUM
Music
BAKER
Music
George
VIGOR

"MORE" THE ACADEMY AWARD SONG OF '64
WOMEN OF THE WORLD
Playing SRO at Forum on Broadway and Guild on 50th Street

"MORE" THE ACADEMY AWARD SONG OF '64
MONDO CANE
Opening 100 RKO Theatres in Metropolitan Area

Published by Piedmont Music Co., a member firm

New Single: Theme of "Women of the World" ... Jimmy Smith (Verve VK 10299)
and "MORE" to come:


EDWARD B. MARKS MUSIC CORPORATION
136 West 32nd Street, N.Y. 19 • Circle 7-7277
Herbert E. Marks, President • Arnold Shaw, Gen. Prof. Mgr.

WWW.AMERICANRADIOHISTORY.COM
Until You Listen To This Fantastic Record You Haven't Really Heard Movie Music!

1963 THE YEAR'S MOST POPULAR THEMES

RECORDED IN STEREO 35MM
ENOCH LIGHT AND HIS ORCHESTRA

This album will give you an entirely new conception of movie music... never displayed more brilliantly or in more powerfully exciting musical terms. Incredibly exciting, with daring emotional power!

Selections: ANTHONY AND CLEOPATRA; LAWRENCE OF ARABIA; MUTINY ON THE BOUNTY; DAYS OF WINE AND ROSES; HOW THE WEST WAS WON; HUD; PUT ON A HAPPY FACE (Bye Bye Birdie); SPEAK NOT A WORD (Island of Love); I COULD GO ON SINGING; MORE (Mondo Cane); SPENCER'S MOUNTAIN

#854

WORLD LEADER IN RECORDED SOUND
Command RECORDS
1501 Broadway, New York 36, N.Y.
EVERYBODY WANTS
MORE, MORE, MORE, MORE, MORE, MORE, MORE, MORE, MORE, MORE, MORE, MORE, MORE, MORE, MORE, MORE, MORE, MORE, MORE, MORE, MORE!
(THE THEME FROM THE FILM "MONDO CANE")
BY KAI WINDING

!!!MORE!!!
(Theme from Mondo Cane)
KAI WINDING
FEATURING KENNY BURRELL

V/VG-8551 That's why we've changed the title of Kai's big new surfin' album to MORE!, the chart-bustin' single from the set.
THE NEW SOUNDS OF AMERICA ARE ON VERVE

VERVE RECORDS IS A DIVISION OF METRO-GOLDWYN-MAYER, INC.
NOW ON THE CHARTS AND SELLING!

ROULETTE
GOLDEN GOODIES

VOL. 1: R-25207
VOL. 2: R-25310
VOL. 3: R-25318
VOL. 4: R-25309
VOL. 5: R-25315
VOL. 6: R-25316
VOL. 7: R-25313
VOL. 8: R-25314
VOL. 9: R-25313
VOL. 10: R-25317
VOL. 11: R-25319
VOL. 12: R-25211

60" High,
26" Wide,
20" Deep

THE GOLDEN GOODIES SERIES AVAILABLE IN THIS COLORFUL FLOOR BROWSER. ASK YOUR DISTRIBUTOR FOR DETAILS NOW!

ORIGINAL HITS
ORIGINAL ARTISTS
ORIGINAL RECORDS

THE MOST FABULOUS COLLECTION OF OLDIES IN 12 BEST-SELLING VOLUMES!

ALL ORIGINAL RECORDINGS the Courtesy of:
Atlantic, Beltone, Cameo/Parkway, Chess, Coed, Dimension, End, Gee, Goldisc, Gone, Herald-Ember, Heritage, Joy, Jubilee, Laurie, Melba, Modern, Old Town, Roulette, Tapp, Todd, Triple X, Vee Jay.

STRIKE IT RICH!
CONTACT YOUR ROULETTE DISTRIBUTOR NOW!!
<table>
<thead>
<tr>
<th>Week</th>
<th>Title / Artist / Label</th>
<th>Chart</th>
<th>Week</th>
<th>Title / Artist / Label</th>
<th>Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>OATS OF WINE (AND HONEY)</td>
<td>54</td>
<td>1</td>
<td>OATS OF WINE (AND HONEY)</td>
<td>54</td>
</tr>
<tr>
<td>2</td>
<td>3 THE JAMES BROWN SHOUT</td>
<td>6</td>
<td>2</td>
<td>3 THE JAMES BROWN SHOUT</td>
<td>6</td>
</tr>
<tr>
<td>3</td>
<td>WISHING</td>
<td>29</td>
<td>3</td>
<td>WISHING</td>
<td>29</td>
</tr>
<tr>
<td>4</td>
<td>ROCK, ROLL, &amp; RHYTHM</td>
<td>67</td>
<td>4</td>
<td>ROCK, ROLL, &amp; RHYTHM</td>
<td>67</td>
</tr>
<tr>
<td>5</td>
<td>WEST SIDE STORY</td>
<td>95</td>
<td>5</td>
<td>WEST SIDE STORY</td>
<td>95</td>
</tr>
<tr>
<td>6</td>
<td>SONGS AV.</td>
<td>54</td>
<td>6</td>
<td>SONGS AV.</td>
<td>54</td>
</tr>
<tr>
<td>7</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
<td>7</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
</tr>
<tr>
<td>8</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
<td>8</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
</tr>
<tr>
<td>9</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
<td>9</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
</tr>
<tr>
<td>10</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
<td>10</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
</tr>
<tr>
<td>11</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
<td>11</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
</tr>
<tr>
<td>12</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
<td>12</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
</tr>
<tr>
<td>13</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
<td>13</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
</tr>
<tr>
<td>14</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
<td>14</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
</tr>
<tr>
<td>15</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
<td>15</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
</tr>
<tr>
<td>16</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
<td>16</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
</tr>
<tr>
<td>17</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
<td>17</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
</tr>
<tr>
<td>18</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
<td>18</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
</tr>
<tr>
<td>19</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
<td>19</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
</tr>
<tr>
<td>20</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
<td>20</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
</tr>
<tr>
<td>21</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
<td>21</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
</tr>
<tr>
<td>22</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
<td>22</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
</tr>
<tr>
<td>23</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
<td>23</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
</tr>
<tr>
<td>24</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
<td>24</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
</tr>
<tr>
<td>25</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
<td>25</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
</tr>
<tr>
<td>26</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
<td>26</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
</tr>
<tr>
<td>27</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
<td>27</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
</tr>
<tr>
<td>28</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
<td>28</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
</tr>
<tr>
<td>29</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
<td>29</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
</tr>
<tr>
<td>30</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
<td>30</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
</tr>
<tr>
<td>31</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
<td>31</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
</tr>
<tr>
<td>32</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
<td>32</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
</tr>
<tr>
<td>33</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
<td>33</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
</tr>
<tr>
<td>34</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
<td>34</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
</tr>
<tr>
<td>35</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
<td>35</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
</tr>
<tr>
<td>36</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
<td>36</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
</tr>
<tr>
<td>37</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
<td>37</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
</tr>
<tr>
<td>38</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
<td>38</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
</tr>
<tr>
<td>39</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
<td>39</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
</tr>
<tr>
<td>40</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
<td>40</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
</tr>
<tr>
<td>41</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
<td>41</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
</tr>
<tr>
<td>42</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
<td>42</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
</tr>
<tr>
<td>43</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
<td>43</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
</tr>
<tr>
<td>44</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
<td>44</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
</tr>
<tr>
<td>45</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
<td>45</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
</tr>
<tr>
<td>46</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
<td>46</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
</tr>
<tr>
<td>47</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
<td>47</td>
<td>THE BROADWAY BOY</td>
<td>15</td>
</tr>
<tr>
<td>48</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
<td>48</td>
<td>THE CAT'S MEOW</td>
<td>74</td>
</tr>
<tr>
<td>49</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
<td>49</td>
<td>THE MANHATTAN TRANSFER</td>
<td>7</td>
</tr>
<tr>
<td>50</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
<td>50</td>
<td>THE VANDAL SISTERS</td>
<td>11</td>
</tr>
</tbody>
</table>
JUST RELEASED!
from DECCA-CORAL
FOR A PROFITABLE FALL

SONGS EVERYBODY KNOWS
STEVE LAWRENCE

ALFRED APAKA

GEORGIA BROWN

ELEANOR DAVIDSON

WILD BILL DAVIS

VINCENT EDWARDS

I SING IN THE RAIN

MY ISLE OF GOLDEN DREAMS

PETE TAYLOR

THE BEST OF JUDY GARLAND

THE GREAT HAMPTON LITFAVORITES

THE GREAT HAMPTON ALL STARS

KITSY DREAMS

ISLAND LOVE SONGS

SAMMY KAYE

SWEET SONGS OF THE 50s

BURL IVES

A NEW AND DIFFERENT SONG

SOUTH HAMPTON STREET PARADE

PETE TAYLOR

THE GREATEST SONGS OF 40s

THE GREATEST AFTERNOON

LIONEL HAMPTON ORCHESTRA

THE SWING BANDS OF THE 40s

VOCAL GROUPS OF THE 50s

THE STORY OF SONGS

THE BAND OF THE 20s

IT'S A BLUE WORLD

THE BEST OF THE BLUE ORCHESTRA

FOLK SONGS AND WESTERN BALLADS

THE ORCHESTRA OF THE 20s

FIVE CENTURIES OF SONG

CELLO SONGS

REMEMBER WHEN?

GOLDEN FAVORITES

TED WEEGEE

THE KITTY WELLS STORY

THE SINGING NURSES

RHYTHMS OF THE BULL RING

NOVEMBER 76

NOVEMBER 75

NOVEMBER 74

NOVEMBER 73

NOVEMBER 72

NOVEMBER 71

NOVEMBER 70

NOVEMBER 69

NOVEMBER 68

NOVEMBER 67

NOVEMBER 66

NOVEMBER 65

NOVEMBER 64

NOVEMBER 63

NOVEMBER 62

NOVEMBER 61

NOVEMBER 60

NOVEMBER 59

NOVEMBER 58

NOVEMBER 57

NOVEMBER 56

NOVEMBER 55

NOVEMBER 54

NOVEMBER 53

NOVEMBER 52

NOVEMBER 51

NOVEMBER 50

NOVEMBER 49

NOVEMBER 48

NOVEMBER 47

NOVEMBER 46

NOVEMBER 45

NOVEMBER 44

NOVEMBER 43

NOVEMBER 42

NOVEMBER 41

NOVEMBER 40

NOVEMBER 39

NOVEMBER 38

NOVEMBER 37

NOVEMBER 36

NOVEMBER 35

NOVEMBER 34

NOVEMBER 33

NOVEMBER 32

NOVEMBER 31

NOVEMBER 30

NOVEMBER 29

NOVEMBER 28

NOVEMBER 27

NOVEMBER 26

NOVEMBER 25

NOVEMBER 24

NOVEMBER 23

NOVEMBER 22

NOVEMBER 21

NOVEMBER 20

NOVEMBER 19

NOVEMBER 18

NOVEMBER 17

NOVEMBER 16

NOVEMBER 15

NOVEMBER 14

NOVEMBER 13

NOVEMBER 12

NOVEMBER 11

NOVEMBER 10

NOVEMBER 9

NOVEMBER 8

NOVEMBER 7

NOVEMBER 6

NOVEMBER 5

NOVEMBER 4

NOVEMBER 3

NOVEMBER 2

NOVEMBER 1

NOVEMBER 31

NOVEMBER 30

NOVEMBER 29

NOVEMBER 28

NOVEMBER 27

NOVEMBER 26

NOVEMBER 25

NOVEMBER 24

NOVEMBER 23

NOVEMBER 22

NOVEMBER 21

NOVEMBER 20

NOVEMBER 19

NOVEMBER 18

NOVEMBER 17

NOVEMBER 16

NOVEMBER 15

NOVEMBER 14

NOVEMBER 13

NOVEMBER 12

NOVEMBER 11

NOVEMBER 10

NOVEMBER 9

NOVEMBER 8

NOVEMBER 7

NOVEMBER 6

NOVEMBER 5

NOVEMBER 4

NOVEMBER 3

NOVEMBER 2

NOVEMBER 1

NOVEMBER 31

NOVEMBER 30

NOVEMBER 29

NOVEMBER 28

NOVEMBER 27

NOVEMBER 26

NOVEMBER 25

NOVEMBER 24

NOVEMBER 23

NOVEMBER 22

NOVEMBER 21

NOVEMBER 20

NOVEMBER 19

NOVEMBER 18

NOVEMBER 17

NOVEMBER 16

NOVEMBER 15

NOVEMBER 14

NOVEMBER 13

NOVEMBER 12

NOVEMBER 11

NOVEMBER 10

NOVEMBER 9

NOVEMBER 8

NOVEMBER 7

NOVEMBER 6

NOVEMBER 5

NOVEMBER 4

NOVEMBER 3

NOVEMBER 2

NOVEMBER 1

NOVEMBER 31

NOVEMBER 30

NOVEMBER 29

NOVEMBER 28

NOVEMBER 27

NOVEMBER 26

NOVEMBER 25

NOVEMBER 24

NOVEMBER 23

NOVEMBER 22

NOVEMBER 21

NOVEMBER 20

NOVEMBER 19

NOVEMBER 18

NOVEMBER 17

NOVEMBER 16

NOVEMBER 15

NOVEMBER 14

NOVEMBER 13

NOVEMBER 12

NOVEMBER 11

NOVEMBER 10

NOVEMBER 9

NOVEMBER 8

NOVEMBER 7

NOVEMBER 6

NOVEMBER 5

NOVEMBER 4

NOVEMBER 3

NOVEMBER 2

NOVEMBER 1

NOVEMBER 31

NOVEMBER 30

NOVEMBER 29

NOVEMBER 28

NOVEMBER 27

NOVEMBER 26

NOVEMBER 25

NOVEMBER 24

NOVEMBER 23

NOVEMBER 22

NOVEMBER 21

NOVEMBER 20

NOVEMBER 19

NOVEMBER 18

NOVEMBER 17

NOVEMBER 16

NOVEMBER 15

NOVEMBER 14

NOVEMBER 13

NOVEMBER 12

NOVEMBER 11

NOVEMBER 10

NOVEMBER 9

NOVEMBER 8

NOVEMBER 7

NOVEMBER 6

NOVEMBER 5

NOVEMBER 4

NOVEMBER 3

NOVEMBER 2

NOVEMBER 1

NOVEMBER 31

NOVEMBER 30

NOVEMBER 29

NOVEMBER 28

NOVEMBER 27

NOVEMBER 26

NOVEMBER 25

NOVEMBER 24

NOVEMBER 23

NOVEMBER 22

NOVEMBER 21

NOVEMBER 20

NOVEMBER 19

NOVEMBER 18

NOVEMBER 17

NOVEMBER 16

NOVEMBER 15

NOVEMBER 14

NOVEMBER 13

NOVEMBER 12

NOVEMBER 11

NOVEMBER 10

NOVEMBER 9

NOVEMBER 8

NOVEMBER 7

NOVEMBER 6

NOVEMBER 5

NOVEMBER 4

NOVEMBER 3

NOVEMBER 2

NOVEMBER 1

NOVEMBER 31

NOVEMBER 30

NOVEMBER 29

NOVEMBER 28

NOVEMBER 27

NOVEMBER 26

NOVEMBER 25

NOVEMBER 24

NOVEMBER 23

NOVEMBER 22

NOVEMBER 21

NOVEMBER 20

NOVEMBER 19

NOVEMBER 18

NOVEMBER 17

NOVEMBER 16

NOVEMBER 15

NOVEMBER 14

NOVEMBER 13

NOVEMBER 12

NOVEMBER 11

NOVEMBER 10

NOVEMBER 9

NOVEMBER 8

NOVEMBER 7

NOVEMBER 6

NOVEMBER 5

NOVEMBER 4

NOVEMBER 3

NOVEMBER 2

NOVEMBER 1

NOVEMBER 31

NOVEMBER 30

NOVEMBER 29

NOVEMBER 28

NOVEMBER 27

NOVEMBER 26

NOVEMBER 25

NOVEMBER 24

NOVEMBER 23

NOVEMBER 22

NOVEMBER 21

NOVEMBER 20

NOVEMBER 19

NOVEMBER 18

NOVEMBER 17

NOVEMBER 16

NOVEMBER 15

NOVEMBER 14

NOVEMBER 13

NOVEMBER 12

NOVEMBER 11

NOVEMBER 10

NOVEMBER 9

NOVEMBER 8

NOVEMBER 7

NOVEMBER 6

NOVEMBER 5

NOVEMBER 4

NOVEMBER 3

NOVEMBER 2

NOVEMBER 1
SPECIAL MERIT PICKS

Special Merit Picks are now available of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

SPECIAL MERIT

TENNESSEE FORTRESS

& COMMERICAL

THOUSAND MARKING

or 30,000, the or should be retired. This is because Tennessee Fort...
Teichiku Celebrates Its 30th Anniversary

By J. FUKUNISHI

Tokyo—In celebration of Teichiku Records’ 30th anniversary, the record company has organized various events and promotions to honor this milestone.

Since its establishment in 1964, Teichiku Records has played a significant role in the music industry, especially in promoting classical and opera recordings. The company’s success is attributed to its dedication to high-quality music production and its commitment to artists, particularly those from Japan and other East Asian countries.

In the beginning, Teichiku Records faced numerous challenges, including limited resources and a lack of recognition in the international market. However, through perseverance and strategic planning, the company managed to establish a solid presence in the industry.

Today, Teichiku Records is known for its extensive catalog, which includes works from renowned composers and performers. The company has contributed significantly to the development of classical music in Japan and has been instrumental in bringing Japanese music to the world.

As Teichiku Records celebrates its 30th anniversary, it looks forward to continuing its legacy of excellence and innovation in the music industry.
PETULA CLARK, British cabaret, was honored recently with the French Disc Accidents' French two-million sale of her "Monsieure." The award is being presented by M. Le Boussier, Academy head.

Frank Ifield, the Dallas Boys, Margo Henderson, probably Kenny Ball and others at a London studio for his show.

Ed gave me details of his schedule in London two weeks ago, shortly after he had arrived from New York. His first assignment here was to tape Richard Burton's and several of Louisa O'Toole who—like Richard, the Shadows and Ifield—was included in the complete program which Sullivan made here in March.

EMI is celebrating exceptional success over the first six months of this year—the first period of such length in which no U.S. artist has had a disk in the No. 1 slot. In the 25 weeks EMI had the No. 1 place on all but four weeks (when Decca's Jet Harris and Tony Meehan were at the top with "Diamonds").

EMI artists who held the coveted top slot in this period included Cliff Richard, the Shadows, Frank Ifield, the Beverley Sisters and the Bachelors and Billy J. Kramer. Tonight (3) BBC-TV presents a one-hour special of the "Williams Show" series as a special holiday attraction. Featuring an orchestra and a singer this is something of a consolation from the Beatles for the fans who will not be here to do another live show for the corporation on September 27th—despite the fact that two singles featuring the same title were already established.

Another group which is nothing more than a Noise Searcher, as the Beatles, is the only one of several specials that has not been seen here during the last few weeks. A speaker for the group is Provost Clark is due on the continent on Monday for just a few unexpected concerts and TV appearances. Originally he was only scheduled for September 27th, but a half million to 46,600,000 between April and June this year.

It also shows that daytime listeners were on the increase with the average audience for any show one of 3,630,000.

One who is taking a major role in the competition is the rock band also appearing in the show is the Beatles, who are expected to appear on September 21st.

It will not be here to do another live show for the corporation on September 27th—despite the fact that two singles featuring the same title were already established.

Another group which is nothing more than a Noise Searcher, as the Beatles, is the only one of several specials that has not been seen here during the last few weeks. A speaker for the group is Provost Clark is due on the continent on Monday for just a few unexpected concerts and TV appearances. Originally he was only scheduled for September 27th, but a half million to 46,600,000 between April and June this year.

One who is taking a major role in the competition is the rock band also appearing in the show is the Beatles, who are expected to appear on September 21st.

It will not be here to do another live show for the corporation on September 27th—despite the fact that two singles featuring the same title were already established.

Another group which is nothing more than a Noise Searcher, as the Beatles, is the only one of several specials that has not been seen here during the last few weeks. A speaker for the group is Provost Clark is due on the continent on Monday for just a few unexpected concerts and TV appearances. Originally he was only scheduled for September 27th, but a half million to 46,600,000 between April and June this year.

One who is taking a major role in the competition is the rock band also appearing in the show is the Beatles, who are expected to appear on September 21st.

It will not be here to do another live show for the corporation on September 27th—despite the fact that two singles featuring the same title were already established.

Another group which is nothing more than a Noise Searcher, as the Beatles, is the only one of several specials that has not been seen here during the last few weeks. A speaker for the group is Provost Clark is due on the continent on Monday for just a few unexpected concerts and TV appearances. Originally he was only scheduled for September 27th, but a half million to 46,600,000 between April and June this year.

One who is taking a major role in the competition is the rock band also appearing in the show is the Beatles, who are expected to appear on September 21st.

It will not be here to do another live show for the corporation on September 27th—despite the fact that two singles featuring the same title were already established.

Another group which is nothing more than a Noise Searcher, as the Beatles, is the only one of several specials that has not been seen here during the last few weeks. A speaker for the group is Provost Clark is due on the continent on Monday for just a few unexpected concerts and TV appearances. Originally he was only scheduled for September 27th, but a half million to 46,600,000 between April and June this year.

One who is taking a major role in the competition is the rock band also appearing in the show is the Beatles, who are expected to appear on September 21st.

It will not be here to do another live show for the corporation on September 27th—despite the fact that two singles featuring the same title were already established.

Another group which is nothing more than a Noise Searcher, as the Beatles, is the only one of several specials that has not been seen here during the last few weeks. A speaker for the group is Provost Clark is due on the continent on Monday for just a few unexpected concerts and TV appearances. Originally he was only scheduled for September 27th, but a half million to 46,600,000 between April and June this year.

One who is taking a major role in the competition is the rock band also appearing in the show is the Beatles, who are expected to appear on September 21st.

It will not be here to do another live show for the corporation on September 27th—despite the fact that two singles featuring the same title were already established.

Another group which is nothing more than a Noise Searcher, as the Beatles, is the only one of several specials that has not been seen here during the last few weeks. A speaker for the group is Provost Clark is due on the continent on Monday for just a few unexpected concerts and TV appearances. Originally he was only scheduled for September 27th, but a half million to 46,600,000 between April and June this year.

One who is taking a major role in the competition is the rock band also appearing in the show is the Beatles, who are expected to appear on September 21st.

It will not be here to do another live show for the corporation on September 27th—despite the fact that two singles featuring the same title were already established.

Another group which is nothing more than a Noise Searcher, as the Beatles, is the only one of several specials that has not been seen here during the last few weeks. A speaker for the group is Provost Clark is due on the continent on Monday for just a few unexpected concerts and TV appearances. Originally he was only scheduled for September 27th, but a half million to 46,600,000 between April and June this year.

One who is taking a major role in the competition is the rock band also appearing in the show is the Beatles, who are expected to appear on September 21st.

It will not be here to do another live show for the corporation on September 27th—despite the fact that two singles featuring the same title were already established.

Another group which is nothing more than a Noise Searcher, as the Beatles, is the only one of several specials that has not been seen here during the last few weeks. A speaker for the group is Provost Clark is due on the continent on Monday for just a few unexpected concerts and TV appearances. Originally he was only scheduled for September 27th, but a half million to 46,600,000 between April and June this year.

One who is taking a major role in the competition is the rock band also appearing in the show is the Beatles, who are expected to appear on September 21st.

It will not be here to do another live show for the corporation on September 27th—despite the fact that two singles featuring the same title were already established.

Another group which is nothing more than a Noise Searcher, as the Beatles, is the only one of several specials that has not been seen here during the last few weeks. A speaker for the group is Provost Clark is due on the continent on Monday for just a few unexpected concerts and TV appearances. Originally he was only scheduled for September 27th, but a half million to 46,600,000 between April and June this year.

One who is taking a major role in the competition is the rock band also appearing in the show is the Beatles, who are expected to appear on September 21st.

It will not be here to do another live show for the corporation on September 27th—despite the fact that two singles featuring the same title were already established.

Another group which is nothing more than a Noise Searcher, as the Beatles, is the only one of several specials that has not been seen here during the last few weeks. A speaker for the group is Provost Clark is due on the continent on Monday for just a few unexpected concerts and TV appearances. Originally he was only scheduled for September 27th, but a half million to 46,600,000 between April and June this year.

One who is taking a major role in the competition is the rock band also appearing in the show is the Beatles, who are expected to appear on September 21st.

It will not be here to do another live show for the corporation on September 27th—despite the fact that two singles featuring the same title were already established.
AN INTERNATIONAL EXHIBITION OF RECORDS.

ARGENTINA

MICROFON RECORDS

The most aggressive record company in Argentina.

- Audio Fidelity (U.S.A.)
- Durian (Italy)
- Supraphon (Czechoslovakia)

DANCE RECORDS

- Audio Fidelity (U.S.A.)
- Durian (Italy)
- Supraphon (Czechoslovakia)

AND NOW!

Café-Tea / Stepping Stone / Casablanca / Casablanca

MEXICO

AMOR Y MÚSICA

THE LEADING MUSIC MAGAZINE OF LATIN AMERICA

Popular and Classical Music
- Record Reviews
- Monthly Best Seller Charts
- Album Reviews
- Business
- Industrial Coverage.

For information and advertising, write to:

Otto Meyer-Serra, Editor AMOR Y MÚSICA
Avenida 6088, Mexico D.F., Mexico

NORWAY

EMERALD RECORDS

There's no "snob" about the grey labels.

We are specialists in Country & Western, Religious, Irish and Scottish Records.

We will be very interested in features of material in the Country & Western and Religious fields.

For further information, please contact Mr. Manley Solomon, President.

MEMBERS OF THE INTERNATIONAL FEDERATION OF THE PHONOGRAPH INDUSTRY.

GRETHERS

PROMINENT PUBLISHERS OF POP MUSIC IN SCANDINAVIA

FOR OVER 50 YEARS!

Carl Grehers Musikforlag

1000 Stockholm 1, Sweden

UNITED STATES

RECORDS FOR EXPORT

All American Brands combined in one shipment.

ELRICH EXPORT COMPANY

129 Broad St., New York 4, N.Y.

ISRAEL

SEE YOU SAW II IN BILLBOARD International Exchange

Israel-

Seeker Brothers

Four in 'Peking'

By ARAZIA RAPOPORT

70, 6th Avenue, New York City

The movie "55 Days In 'Peking,'" showing here at last, is assured of being the last of its group to attract the attention of moviegoers and intriguing the public, but not before another one from the same studio.

In the film, the Chinese capital is held up to the world as a city of mystery and mystery.

The movie is a sequel to the highly successful "China," which was released last year and was the talk of the town.

It has been described as a "fascinating" film, and its success is due to the fact that the Chinese capital is a city of mystery and mystery.

The movie is a sequel to the highly successful "China," which was released last year and was the talk of the town.

It has been described as a "fascinating" film, and its success is due to the fact that the Chinese capital is a city of mystery and mystery.
Hawaiian LP's Big In Japan

By J. Fukumih 108 Kakimokukaka, Meguroku, Tokyo

The Tokyo Shimbun newspaper reported as the July best sellers here. Popular: 1 "Sun- light Twist" (Gianni Mollardi-Philips); 2 "Hey Paula" (Paul and Paula-Philips); 3 "Rhythm of the Rain" (Cascades-Warner Bros.); 4 "Where the Boys Are" (Connie Francis-MGM); 5 "I Will Follow Him" (Little Peggy March- RCA); Classical: 1 Saint Saens "Symphony No. 3" (An- serrat-Swim Romande-London); 2 Mahler Symphony No. 1 (Leinsdorf -Boston Symphony- RCA); 3 Dvorak "Symphony No. 5, New World" (Bernstein- New York Philharmonic-CBS); 4 Wagner "Siegfried" (Hotten, Sutherland and others, Sord- Vienna Philharmonic-London); 5 Beethoven "Complete Symphonies" (Karajaro-Berlin Philhar- monic - Deutsche Grammophon). . . . R. Mitchil, pres- ident of Koenig Records, affiliate of London, Telefoni and others, left for Southeast Asian countries July 10 accompanied by M. Muramaya, chief of in- ternational operations, for a mar- ket survey. . . . Nippon Victor released a stereo album, "Ives Montand Recital 66." It is the on-the-spot recording of his per- formances at L'Etoile, Paris, No- vember 15, 1962, embodying 16 selections beginning with "I Love Paris." This could do well because Montand received an ova- tion when he was here last year. . . . This summer nearly 100 albums and singles of Hawaiian music (approximately 30 label) are hitting the Japan- ese market. Hawaiian boom has evidently been caused by a series of visiting Hawaiian bands and choosers, the introduction of Tahitian "Tamanu" and numer- ous Japanese movies being shot in the Aloha land with Japanese actors and actresses jetting to the islands.

Julian (Cannonball) Adderly's plane arrived 4:29 p.m. July 6 and they rushed straight to the Kosei Nenkin Hall guided by a police patrol car, "Jessica's Wed- ding," "Brother John," "Primitive" and others. Adderly's numbers were received with stamping feet and screams. . . . Kyo Sakamoto, of "Success" is leaving for the States August 20 at the invitation of Glenn Wallis's Capitol Records' chairman to appear in two TV pro- grams. He is also booked for month's concert tour in Uncle Sam's land from the end of September. . . . Jiro Chou and His New Orleans Jazz All- Stars are expected to arrive Au- gust 17 for an across-the-country tour under the sponsorship of K y o d o Kakusuke Enterprise. Trumpeter-singer Punch Miller, 70 years old, is among its mem- bers. The first concert will take place at Kosei Nenkin Hall Au- gust 21, with local performances following. Nippon Victor is marketing the group's album under the logo of Riverside in con- junction with their visit. A steel band arrives from Trinid- ad July 27. This is the first chance for Japanese people to hear local performances of steel band and limbo. In Tokyo the band gives one concert at Kosei- ni Nenkin Hall July 30 and appears one week at Golden Akasaka, and holds another concert at Hibiya Amphitheater August 16. . . . George, top Japanese singer, left for Honolulu July 8 to give one-week performance at Royal Hawaiian Hotel. Then he is to proceed to New York to arrange his recital at Carnegie Hall to be held this autumn.

Pre-War Records All the Rage

By ROMAN WASZCHKO
Glogera, Warsaw 22

A current craze in Poland is for old disks from the period between the two World Wars. Old recordings from the '30s are being reissued and they are selling like hot cakes. This year Polish recording films will issue 5 million disks-- both light and serious music. The number of Polish disks is over the market increases year by year. Back in 1949 131,000 disks were made; by 1958 the figure was 2,769,000, and in 1960 at 7,274,000. This year 900 minutes of serious mu- sic and 750 minutes of light mu- sic will be recorded. Sales of disks is also increasing. In 1962 160 million zloties worth of disks were sold-- mainly pop num- bers. Serious music takes about 7 per cent of the over-all figure of disks produced.

As usual, the United States Pavillion was one of the largest at this year's Poznan International Trade Fair held at the beginning of June. On display in the Pavillion was a disk shop with latest recordings and musical instru- ments. Poland bought 948,000 worth of recordings from the United States. The in- struments are for Polish sym- phonies orchestras.

3 Disk Firms Form Distrub

By HENRY FOX
Kungsgatan 56, Stockholm

Three record companies, Met- zonome, Sonet and Knapagapp have joined in a new distri- bution set-up, GDC, Grammo- fonbolaget Distributioncentral All, the president of the company will be Eddie Landqvist located in Stockholm.

The George Lewis "Teenagelover," which was such a big hit in Copen- hagen, will open here in Sep- tember. The leading roles will be played by Karl Kolle and Corinna Fridh, . . . Lili Bahn has imported a group from the U. S. A. for a summer show. They are the Prophets.

Grona Lund, the big amuse- ment park, will present Anita O'Day, Josh White, Alice Babs, Count Basie's band and the Spotnicks this summer. Some of them will again be on tour in Folkets Park all over Sweden. John Leyton was here for TV. He has a new record out this week. Other new releases are by Barbara Lewis "Hello Stran- ger!" and Doris Troy "Just One Look" on Atlantic and the Streakers "Thank You, Lucky Star" on HMV. On Polydor KÖR 6 have recorded "Flick- orna i Stockholm" (The Girls in Stockholm) and Nilsa singing "Lilli Parnelli.

FOR THE MAN WHO SIMPLY CAN'T AFFORD TO WAIT FOR REGULAR MAIL DELIVERY

Billboard now offers annual AIRMAIL SUBSCRIPTIONS to any domestic address (including Canada) for just $45 per year.

Even though Billboard is jet flown to every major city of the world . . . subscriber copies are then delivered by surface trans- portation to outlying areas—sometimes causing unavoidable delay.

SWEDEN

The Vital Information In Billboard Can Be In Your Hands Just Hours After It Comes Off The Press . . . Via Direct Air- Mail To Your Address.

Subscribe now . . . or arrange for your current subscription to be converted to Billboard's new Air Service.

AIR ORDER FORM

Billboard, 2160 Patterson Street, Cincinnati, Ohio, 45214
52 WEEKLY ISSUES DIRECT AIRMAIL, $45

Please enter your New subscription to "Billboard Yu Air"

[ ] Payment Enclosed [ ] Bill Me

Please convert my present subscription to Air Service and bill me for the additional transportation charges according to the balance of my subscription.

IMPORTANT: Current subscribers, please attach the address label from one of your copies of Billboard, as the code numbers are needed to trace your records.

New Subscriber's Name __________ Title __________

Company Name __________

Address __________

City __________ Zone __________ State __________

Type of Business __________
'Hootenanny' Bandwagon Keeps Rolling On

Radio-TV
PROGRAMMING

By BILL GAVIN
Bill Gavin is editor-publisher of Bill Gavin's Record Report, 114 Sarazen St., San Francisco.

RECENTLY I HAD the pleasure of addressing a group of highly respectable businesses of promotion. Most of these men had been in the business for many years, had done very well at it, and probably knew more about the techniques and problems of promotion than I could ever possibly learn. Yet that's what they wanted to talk about, and this it—in part—what I said.

Independent distributors have been lots of changes in the last 15 years. They are now going to your organization. The biggest change, I think you'll agree, is that where it used to be small business, it's now big business. If there are 10 stations in a market, but they are very unorganized and sales have grown enormously, your profits have been in proportion.

Now that many independent distributors have grown to such a large estate, they hire promotion people to represent them. These promotions are given one primary job: the air play. Just how they do it may be accomplished is all too often left to the discretion of the employee. I say "all too often" because many times the practices of promo men do not fairly represent the policies of their employers.

Too many promotion people don't know their product. They can tell you the price of the single, but they can't tell you the price of the whole. They are woefully unaware of sales or service techniques. Their stock in trade is making people buy records. But if it's a hit record, it is a battle winner for Murray (the KF, or even it's Bill Gavin's "Hot Twenty." The fact that it may be already an established hit in Detroit, Atlanta and Seattle is totally unknown to them.

ANOTHER GLARING FLAW in promotion is failure to follow up the air play with useful information. It is assumed that if the record plays one time, that is enough to keep it in the station. Eventually, they do it, but they may not do it. In the meantime the key station may drop it from the playlist. It should be the responsibility of the label man to get his records played on the biggest stations in the country, and sales on his new records on their list. Not only does this help keep the record on the air, but it encourages the DJs to program it more frequently.

That's where thepiulary and the DJ's are really not aware of the Boston area, where the tabulated phonograph requests are sent, are usually an accurate forecast of big sells to follow. And not only this, there are some stations toward the top of the country, promoters continue to ignore anything except the hard facts of sales—if, indeed, they are aware of that.

LIASON BETWEEN AIR PLAY and merchandising sometimes fails. It is true that there's a lagging between promotion and sales, and it is lost. It is the promo man's job to see that all stores know about his new records that are getting air play. Many sales are lost because the retailers had no idea that they needed to stock the item. Perhaps your promo man doesn't contact the stores or else they don't have an organization to convey this information in the fastest way possible.

As you are quite aware, the economics of broadcasting limits the number of stations in a market. Detroit, Atlanta and Los Angeles, New York are the only cities I know about where three top 40 stations are in competition. In all other cities there are only one or two. Not only that, there are some stations toward the shorter playlist. Opportunities for exposure of new product have become more restricted. This is a tough problem for your promo man to solve. To make matters worse, there is usually just one person at each station who decides the fate of your records. His will seems essential, and you expect your promotion people to maintain it. Many times they simply don't know how.

GOOD WILL IS NOT built on flattery. Or drinks. Or lunches and dinners. It is built on mutual respect. Your promo man, as your personal representative, is doing you a dis-service when he becomes a passy-footing yes man to a program director, music director or disk jockey. You yourselves, as business men, would never stoop to do the same, and they should not, either. Some of your employees indulge in on your behalf.

Promotion is a highly respectable calling. Record distribution is not. The character and practices of your promotion men are symbols of your distribution. It is my (Continued on page 40)
Each program is built around a folk song theme such as prison songs, work songs, Irish music, etc. A "Hootenanny" featuring leading instru- mental and vocal artists. Hosted by Jim Gordon, the show is presented on the first half of "Program PM's" regular Wednesday night "On the Town" format.

The "Hootenanny" for the benefit of "The Children's Hospital for Cancer Research" was held recently by WBBZ Radio, Boston with more than 30,000 in attendance.

TV Hootenannies
Radio directors have a monopoly on the "hootenanny" either.

WFFA-TV, Dallas, Tex., recently held a folk music talent search for a new program. For eight "Hometown Hootenanny" programs scheduled during July, August and September.

Ed Pfeiffer, WWFTV-manager, made an intensive analysis of the situation said, "We found that the interest is high and the novice participants are especially great. We found young musicians have a new outlet, which can expose their talents to the public.

Jay Watson, program manager at KTRA, said the TV station, put his finger on one of the major contributing factors to the success of "Hootenanny."

The "Hootenanny" program on the KTRA Wednesday night has become one of television's hottest entertainment features," Watson said, "and in making a survey of the Dallas-Fort Worth area, we found a great deal of interest in folk music among young performers as a result."

Don't forget PFC.

RITCHIE ADAMS

New playing W. Germany for Uncle Sam

DONDE ESTE AURIO RIO... is a great new song from a great label.

GOT A GIRL B/W THERE'S A GIRL DOWN THE WAY (7-11-61)

Exclusively on SHELLY RECORDS

PROGRAMMING NEWSLETTER

By GIL FAGGEN

OH, THOSE TOP 40 sheets: Stan Lewis, owner of Stan's Rec- ord Shop, Shreveport, La., writes that he would be a big help to distributors if radio stations putting out play sheets would print the charts and State on their lists. Stan, I'm with you!

LONG JOHN NEVEL's off- beat interview show— an institution on New York's WOR—will be carried by the Boston WNAC (Boston) beginning July 29 when the 50-k.w. outlet re- install its all-night schedule.

Reports have reached me that WJAS (the NBC-owned station in Philadelphia) is planning to sway its music format for all talk. Other reports have the Steel City echo the effects of the first "Kazooenanny" staged recently in Pittsburgh, as well as the one held at Forbes Field. The station's Rege Cordell led the entire stadium of 5,000 teenage kazoo players in a concert of popular tunes. Ah, if Bob Burns could have been there.

Leo Morris of KVWO (Chey- enne, Wyo.) has been offered president of the Wyoming Asso- ciation of Broadcasters. The association this week named the election of Dan Koons (WAVY, Richmond, Va.), Carl Lee (WTTH-Kalamazoo, Mich.), Frank Gauthier (WSB, Atlanta), Gene Shumate (KWKX, Rexburg, Idaho) and Ken Nyko (KBMY, Billings, Mont.) to its 16-man board of directors.

Jack Lazare has flipped over the many gifts received from listeners and friends upon hearing of his appointment as program director of WNRC Radio (New Haven). Jack, who also does the "City Hall" show on the station, joined WNRC in August 1949 after air stints with WRTI, New York, and WRK, Pittsburgh.

John R. Lightfoot, formerly at KWK (St. Louis), WSAI (Cincinnati) and WAKY (Louisville) named director of operations at Metromedia's KLAC (Los Angeles). Roger Bailey remains in place as director of KLAC director of programs.

Les (Steele) Crane, KGO (San Francisco), has been assigned to WABC-TV (New York City) for fall night talk stumps. KGO is looking for representations in Los Angeles.

John Smith, former newsman with WADD (New York), leaves the KLAC staff for a new assignment in KLAC for next year.

sincere conviction that many distributors are ignorant of their image as presented to radio people by their promotion people. Most promotions are put out by local radio is usually based on reports from his promotion man. Some these reports are biased against certain radio people, particularly when the reports are poorly written.

HOW LONG HAS IT been since any of you gentlemen were inside a radio station? How long since you picked up the phone and asked the question "How do you like our program director?" Isn't it true that whatever may be wrong with your promotion setup is your responsibility? I believe that distributors took the time to observe the promotion people personally, and that occasionally, the whole standard of record promotion would improve immensely. Treating a radio station as a place of business, rather than a social club or a recreational hangout is something I'm sure you'd insist on.

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular mid-level records of the week. Rank order is based on relative standing in the Hot 100:

<table>
<thead>
<tr>
<th>This Year</th>
<th>Last Year</th>
<th>From This Year's Hot 100</th>
<th>From Last Year's Hot 100</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>2.</td>
<td>10.</td>
<td>15.</td>
</tr>
<tr>
<td>2.</td>
<td>1.</td>
<td>20.</td>
<td>1.</td>
</tr>
<tr>
<td>3.</td>
<td>3.</td>
<td>30.</td>
<td>20.</td>
</tr>
<tr>
<td>4.</td>
<td>4.</td>
<td>40.</td>
<td>30.</td>
</tr>
<tr>
<td>5.</td>
<td>5.</td>
<td>50.</td>
<td>40.</td>
</tr>
<tr>
<td>6.</td>
<td>6.</td>
<td>60.</td>
<td>50.</td>
</tr>
<tr>
<td>7.</td>
<td>7.</td>
<td>70.</td>
<td>60.</td>
</tr>
<tr>
<td>8.</td>
<td>8.</td>
<td>80.</td>
<td>70.</td>
</tr>
<tr>
<td>9.</td>
<td>9.</td>
<td>90.</td>
<td>80.</td>
</tr>
<tr>
<td>10.</td>
<td>10.</td>
<td>100.</td>
<td>90.</td>
</tr>
</tbody>
</table>

YESTEARYEAR'S HITS

Change-of-program programming from your librarian's shelves, featuring the disks that were the hottest in the last five years and ten years ago this week.

Here's how they ranked in Billboard's chart of that time.

POP-5 YEARS AGO

August 4, 1958

1. Poor Little Fool, R. Valens, Imperial
2. Patricio, P. Prude, RCA Victor
3. Sincerely, E. Crane, RCA Victor
4. Yakoba, C. Allen, Arista
5. Love, E. Apple, Capitol
6. Little Star, L. Scott, Capitol
7. I'll Be Your Love, P. Prude, RCA Victoria
8. RHYTHM AND BLUES—5 YEARS AGO

August 4, 1958

1. Poor Little Fool, R. Valens, Imperial
2. Sincerely, E. Crane, RCA Victor
3. Love, E. Apple, Capitol
4. Little Star, L. Scott, Capitol
5. I'll Be Your Love, P. Prude, RCA Victoria
6. RHYTHM AND BLUES—5 YEARS AGO

August 4, 1958

7. Dangin', J. Santos, Imperial
8. I'll Be Your Love, P. Prude, RCA Victoria
9. Little Star, L. Scott, Capitol
10. I'll Be Your Love, P. Prude, RCA Victoria
11. RHYTHM AND BLUES—5 YEARS AGO

August 4, 1958

11. Poor Little Fool, R. Valens, Imperial
12. I'll Be Your Love, P. Prude, RCA Victoria
13. Little Star, L. Scott, Capitol
14. I'll Be Your Love, P. Prude, RCA Victoria
15. RHYTHM AND BLUES—5 YEARS AGO

August 4, 1958

15. Poor Little Fool, R. Valens, Imperial
16. I'll Be Your Love, P. Prude, RCA Victoria
17. Little Star, L. Scott, Capitol
18. I'll Be Your Love, P. Prude, RCA Victoria
19. RHYTHM AND BLUES—5 YEARS AGO

August 4, 1958

19. Poor Little Fool, R. Valens, Imperial
20. I'll Be Your Love, P. Prude, RCA Victoria
21. Little Star, L. Scott, Capitol
22. I'll Be Your Love, P. Prude, RCA Victoria
23. RHYTHM AND BLUES—5 YEARS AGO

August 4, 1958

23. Poor Little Fool, R. Valens, Imperial
24. I'll Be Your Love, P. Prude, RCA Victoria
25. Little Star, L. Scott, Capitol
26. I'll Be Your Love, P. Prude, RCA Victoria
27. RHYTHM AND BLUES—5 YEARS AGO

August 4, 1958

27. Poor Little Fool, R. Valens, Imperial
28. I'll Be Your Love, P. Prude, RCA Victoria
29. Little Star, L. Scott, Capitol
30. I'll Be Your Love, P. Prude, RCA Victoria

Break Color Line

Continued from page 39

week-long series done from the Trade Fair, the show will be done from the Oasis Brook Lee, 24, and done from the Old Orchard shopping center, August 1.

In each case, the show will be recorded at 12:30 p.m. and played back the following mon- day during the regular Music Wagon time-slot (9:10 a.m.).
Fair Trade Plan Set by Pilot Head

CHICAGO—Pilot Radio will initiate a fair trade test program soon in three major markets. This was revealed by the firm's president, Roland Kalb, during the NAMM Show here last week. At a meeting here, Kalb also said that William F. O'Doyle, former head of Symphon, and at one time a vice-president of Capitol Records' phonograph division, has joined the Pilot family as acting Western regional manager.

Turning to the problems of the industry in general, Kalb noted that the home entertainment business, in his opinion, is "courting chaos." High-pressure selling, poor merchandising, indiscriminate distribution and over-saturated markets are quickly tightening the noose on the whole industry, he observed.

"Our industry faces a momentous decade," Kalb continued. "We can either take the heavily traveled road to chaos or we can take the less traveled path that leads to success."

(Continued on page 42)

Highly Styled Miniatures an Aid to Dealer Space Problems

By REN GREGG

CHICAGO—Dealers of all sizes, from all parts of the nation attending the annual Music Show, are finding, according to the she sheet numbers and diversity of the crowd, many new ideas in entertainment equipment. Many of these people were heard to comment on the excellent assortment of the equipment business and the record business.

"In records, we always have the same problem," said one dealer. "There's always a lot more to choose from than most dealers can possibly display. So you get involved in a process of selection. Which will sell best? Which should you put out on the display racks? Now it's getting to be so much in the equipment field."

Another dealer, gazing at a floorful of magnificently styled, 70-inch long home entertain- ment center showing at the booth of a manufacturer, exclaimed, as he told the company's rep: "They're beautiful, but how many of them can be sold? Our average store show? They're huge and I've still got to display loads of records, accessories and instruments!"

Style, Important Factor

Styling, as had been noted frequently, has become an increasingly important factor in high-end product merchandising. Now, as though in anticipation of the dealer's space problem, many firms have for the first time given a highlighting keynote to the lower-end merchandising, while at the same time giving key emphasis to a "miniaturization" process.

Never before have so many manufacturers displayed in any exhibition such evidence and with such smart styling. Many have taken on the look of a new "style"—the highly polished, brass-finished, chrome or stainless steel types of cabinets and cases. This is true in tape equipment, portable phonographs, in TV, and parts are available in the regular AM/FM and clock AM/FM radio areas.

Possibly the single most important factor being talked about at shows this year was the many miniature TV's on display from both foreign and domestic manufacturers.
Highly Styled Miniatures an Aid to Dealer Space Problems

- Continued from page 41

sources. Dealers stocking these have already found it difficult to get enough of the units to meet the demand. At the same time, there is increasing talk of "rechargeable batteries" and "battery chargers," which in some respects extend the life of batteries almost indefinitely.

The standard portable of the past several years, the 17 and 19-inch, slimline style, has received a "furnishiform" process from at least one manufacturer, Electrohome of Chicago, just now planning an all-out invasion of the American market. The portable employs a partial wood composition finish, which could bring the unit into a "primary usage" level rather than as the more accepted "second set" or "game room" portable.

Example of Trend

An example of the trend in the phone area is a new four-technology type of clothes dryer, which is a combination of at least three separate units. The portable now being pushed by Mercurion Records. The three-speed, two-speed, three-speed, and five-speed, each equipped with a diamond style, is fully transistorized and lists for $29.95.

There is a growing talk of card states or cruisers. The advancement of the transistor is truly certain to continue the "electronicization" trend, with more and more transistorized product in all equipment types now being introduced.

There is also increasing talk in the telephone field, of slower speed playback or pre-recorded stereo tape units of smaller reels and cartridges in smaller units. The 3M-Reverse tape cartridge player, first introduced last year, and which plays at 1 1/2 ips. has had considerable impact in this area. The price, incidentally, of the basic unit, introduced in the summer of 1962, has been reduced from $53.95 to $39.95. Increased production of the units has made this possible, officials said.

Craig Panorama, Inc., Los Angeles, meanwhile, introduced a four-track stereo tape playback unit which measures only 7" x 11" x 3 1/4" high. Weight of the set is only seven pounds. Three speeds offered are 3 1/4, 3, and 1 1/2 ips. Cartridge tapes now available for certain playback units on the market can be rewound on three-inch reels and played on the four-track machine.

Robertson Electronics may also have contributed a new step to the field of the installment plan in its new Crossfield 777 tape machine, which is a full-size stereo at 1 1/2 ips. The unit which performs this function is the most complete and expensive, but the development of a special third head which separates recording and reproduction for playing back tape at high fidelity playback at 1 1/2 ips. allows us to have future application in considerably smaller equipment.
NEW DEALER PRODUCTS

CLASSIFIED MART

A convenient market place for the best surveys of equipment, supplies, services and personnel serving more than 36,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

DISTRIBUTING SERVICES

USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

FOR SALE

HAYDN SOCIETY RECORDS

ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST

Send for current catalog

ESPERIC, INCORPORATED
P. O. BOX 1779
HARTFORD, CONN.

National Distributors for

HAYDN SOCIETY RECORDS

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

RECORD PROMOTION & PUBLICITY

MOST WAX NATIONAL RECORD PRINTING, Vinyl, Brass or Steel plated, finished in any color. Brass or Steel records, brass or steel plated. Phone: 734-3936.

Moss (Music Operators Stereo Service)

A regular program of 3% stereo singles for Operators.

Developed by RJS in cooperation with Rock-Ola Rowe-AI and Wurlitzer.

DON'T MISS FULL COLOR ANNOUNCEMENT OF MOSS PACK RELEASE #3

IN AUGUST 10 BILLBOARD

*Record Source International, A Division of Billboard.

RECORD ACCESSORIES & DEALER FIXTURES

LOW, LOW PRICE

— Big Seller —

Record Rack #6598, probably the lowest priced, is so much better than any rack in the market. Works up to 49 records. Trade brass plated, smartly designed. Perfect for 31 reports. Retail for less than $1.00.

See your distributor or write for the latest listing of the most diversified record racks line.

ART-PHYL CREATIONS
502 N. Felthorne Avenue
New York, N. Y.

when answering ads . . .
Say You Saw It In Billboard

ATTENTION, SONG WRITERS

BRIGHTEST TIMES MUSIC, INC., and BRIGHTEST TIMES MUSIC CO. are looking for original song compositions for our permanent music library. Four hours on the rooftops, the jarrow, the skylark, the wren, the nightingale, the thrush and seven thousand more. Call Mr. Parker, 3-429-50, or Publix 7-8932, HARRISON, N. Y.

Attention, Radio Stations: Important Message.

If you need help in securing exactly the right records and albums for your music programming — you can get it from RSI.

Over 1800 satisfied stations and the list grows with every mail. If you have any special record problems, call or write to find out how RSI can help you. No obligations, of course.

RSI

Record Service International

1644 Broadway, New York 36, N. Y.

PL 7-2500

WANTED TO BUY

1963 COLUMBUS, 8th

andid, fullly modernized, moderate rentals.

Rental office on premises.

Phone: H.G. SHEPHERD

at CI 5-8975

EMPLOYMENT SECTION

HELP WANTED

Major Midwest Record Company Seeks National Promotion Manager

All replies confidential.

Write

Box 195

Billboard Publishing Co.

188 W. Randolph St.

Chicago, Illinois

when answering ads . . .
Say You Saw It

In Billboard

CLASSIFIED RATES

Per Insertion

1 1/2" 1" 2"

Each Additional Inch

Manufacturers

$7 $10 $25

Distributors

$5 $9 $25

Advertisements

$5 $9 $25

* Minimum size sold is 1 1/2", expressible in 35 words. 1" 70 words. All rates are for SACH advertisements. Each time. Advertisements 2" or larger set in boxed style.

If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

ATTEND THIS HANDY AD ORDER BLANK

Please insert the following ad...

consecutive issues.

Classification: 

Size: 

□ Set regular classified style. 

□ Amatuer classified style.

□ Phone operator.

□ Company Name —

□ Address —

□ City —

□ State —

□ Please excite your payment. We do not bill for classified ads.

PUBLISHER'S BILLBOARD BUYERS AND SELLERS CLASSIFIED

1564 Broadway

1520 N. Glover St.

198 W. Randolph St.

New York 36, N. Y.

Hollywood 20, Calif.

Chicago 1, Ill.
An audience sees and hears and feels something extra in the outstanding performance of a star. Call it "stardust." The Rowe AMI has it, with eye-catching light and line and color that set the mood for the thrilling sound that only Stereo Round* can bring. It's a performance that calls for encore after encore.

Your Rowe AC Services distributor cordially invites you to come in now and see and hear this new phonograph—and learn about the many extras that distinguish this great performer as an outstandingly profitable money-maker.

*Patent Pending

ROWE
AC SERVICES
18 South Michigan Avenue, Chicago 3, Ill.
Rowe sets the standards in vending equipment, bill changers, music systems.
GOTHAM OPS STEFFEN POLICY

House Vote on Juke Box Bill Seems Likely

By MILDELD HALL

WASHINGTON—The Shatter- ing Committee has the House Judiciary Committee last week favorably reported out an anti-juke box exemption bill. The Celler Bill to end performance royalty on juke boxes of all kinds, for which the Copyright Law, only recently re- pealed, made a separate royalty committee, made it through the full com- mittee in record time.

The favorably reported bill, authored by the Judiciary Committee chairman, will now go to the Rules Committee, and then up for a vote on the floor of the House.

The original version of the Celler Bill would have set up a government royalty collection office and put a $5 per box limit on a per-box royalty. (Continued on page 33)

Common Market to Call Shots For U.S. Coin Firms in Europe

By OMAR ANDERSON

BRUSSELS—U.S. coin machine firms doing business in Europe will find their operations being increasingly influenced by the European Common Market—in terms of technical conditions of doing business, as well as the obvious matters of tariffs.

This season of the Common Market is sym- bolized and aptly illustrated by the market's approach to antitrust regulation, for the Brus- sels Common Market high command is assuming control over all antitrust regulation in the six member countries.

Even now, trust-busting in the EEC territory is moving into a twilight zone of, deal, and, to some extent, international jurisdiction. On the one hand, the Bundeskartellamt, in West Berlin, still retains nominal jurisdiction over West German antitrust cases.

Expanded Jurisdiction

However, the EEC antitrust authorities in Brussels are assuming expanded jurisdiction in the national sphere as the amalgamation of the six member countries—West Germany, France, Italy, Holland, Luxembourg, and Belgium—pro- ceeds to form the Common Market.

This means that eventually—by 1966—antitrust enforcement will be almost entirely in the hands of the EEC authorities in Brussels. Therefore, U.S. coin machine firms will be getting antitrust guidance from Brussels, rather than the various national capitals. This shape of things to come is already being projected by the Brussels authorities.

At the moment the Common Market is helping firms—including U.S.—in the six countries sort out the antitrust aspects of exclusive dealership contracts concerning companies outside the Com- mon Market.

The so-called "negative clearance" has become the top-priority concern of literally hundreds of firms. At the moment all companies that filed requests for negative clearance on the antitrust contracts concerning companies outside the Common Market are awaiting the outcome of the latest actions taken by the Brussels antitrust authorities.

In the EEC's Official Journal of July 4, the Commission for the first time published essential facts on two requests for negative clearance filed according to Article 2 of Regulation 17, for the purpose of giving third parties an oppor- tunity to present comments against the contract involved.

In both applicants claim that Article 85 (1) of the Rome Treaty is not applicable to their agreements since they cover only countries out- side the Common Market and do not restrict competition within it or not affect trade between member countries. Meanwhile, the Commission now invites third parties to present their comments and opinions within 35 days from July 4, after which it will rule on the cases. What is happening is this? The Commission is (Continued on page 54)

III. Judge Calls Halt to Seizure Of Chi Pinballs

Wurlitzer Sets Royal for Ohio

COLUMBUS, Ohio — The Roy- al Manufacturing Company here has been named Wurlitzer distributor for the 40 counties in Central and South Ohio, said Wurl-itzer sales manager, announced this week. Royals will maintain its headquarters at 112 N. High Street.

Office manager Paul Hott and sales representative Dick Gilger have both spent many years in the Wurlitzer distributor in the Columbus head- quarters. Royals will maintain a complete parts and service department in the Columbus headquarters.

MOA Exhibitor Picture Bright

By NICK BIBO

CHICAGO—Some 30 exhibitors, including the four major juke box manufacturers, two record companies and a host of amusement game, ride and supply manufacturers, have signed up with Music Operators of America for its September 4-6 convention at the Morrison Hotel here.

It appears almost certain that MOA will sur- pass last year's total of 40 exhibitors, which the association indicated that advance reserva- tions point to a substantial increase in operator attendance over last year.

Convention chairman Lou Casada said that there are anumber of members representing the association that there would be "new and startling equipment unveiled at the convention." He also made his convention announcement following a meeting here last week with art Motteste, Bob Siler (National Coin Machine Distributor Association executive secretary) and Bob Blumberg, manager of the Show.

2 Diskettes In

In Columbus and Joy Joy are the two diskettes who have been excluded to date. Both were in the show last year. (A total of seven records firms, including Capitol, Decca, Dot, MGM and Vassar, were MOA exhibitors in 1962.)


The four juke box firms include Rock-Ola, (Continued on page 54)
Two New Tables for U. S. Billiards

U. S. BILLIARDS of Amityville, N. Y., has introduced these two new pool tables. Shown in top photo is a new bumper pool model, which comes in two sizes; 40 by 56 inches (model 48) and by 75 inches (model 67). In the bottom photo is the firm's Comet Six Pocket Pool Table. Four sizes of this unit are as follows: 45 by 77 inches (model 6700); 47 by 85 inches (model 7700); 52 by 92 inches (model 9100). Both types have all-formica cabinets and legs and both have hinged tops which swing up for easy cleaning and servicing. The tables also have gold aluminum corners and legs which bolt from the outside for easy installation.

EUROPEAN NEWS BRIEFS

German Tax Change

BONN — West German coin machine firms face an altered fiscal way of life when this country switches to the added-value (Mehrwertsteuer) system of turnover tax, to replace the present cascade system. Germany is switching to the French system in line with harmonization of tax structures within the European Common Market. The federal cabinet has accepted the draft text of the added-value system, and the draft is now in parliament. However, the switch is not expected to take place until 1965.

Strike Ball Push

HANOVER — The Hermann R. Vollbracht Nachfl. firm has launched heavy promotion for Chicago Coin's Strike Ball game, promotion key to the bowling surge in this country. Strike Ball, with six play variations, is being presented to operators and their technicians. Vollbracht reports that the Citation shuffleboard of Chicago Coin was an important smash hit. Vollbracht promotion on Citation invites, "Ask any Citation operator about the technical reliability and collections of this game. You will hear only enthusiastic approval."

Bussoz Promotion

PARIS — Les Etablissements Bussoz, a major Paris distributor, is challenging the concept of the summer—and particularly August — as a business holiday. The Parissan firm has stepped up its promotion of American coin machine products to combat the traditional business slowdown as the escou to the country begins.

Currently, Bussoz is boosting Bally bowers and pinball games, Gottlieb and Williams pinball and Wurlitzer phonographs. The firm reports heavy sales of both the Wurlitzer 2700 and "Wurlitzer Europe le Lyrique," 200 and 100 selections respectively.

Sardinia Prospect

CAGLIARI, Sardinia — Entertaining Italian operators, foreseeing the not-distant day when joke boxes may be packed like sardines on this new holidays mecca, are stepping up their investment on this island.

Their focus is a fantastic $200 million holiday development — the "Emerald Coast" — along a 35-mile strip of Sardinia's eastern coastline by the Agha Khan and associates.

The Agha Khan's consortium is building a complete holiday community, including a yacht harbor, along the 35-mile strip, which the consortium owns outright. Eventually, the now-barren coastline will have a population of 50,000 — and upwind of several thousand phonographs and games.

Tourist Guides

ATHENS — Greek operators are developing a major new source of revenue from coin-operated "tourist guide" machines. Operating from tape recordings, the guide-machines are placed at historical points, permitting tourists to dispense with a guide and sightsee on their own.

The machines are proving popular because they are multilingual and available around the clock. Moreover, the tapes are prepared by experts and guaranteed for accuracy.

The main advantage is that they permit the tourist to operate on a flexible schedule, seeing what he wants when he wants. Moreover, where possible, the tapes have music and other sound to illustrate the text description.

POA Official

In Car Crash

LONDON — By remarkable coincidence, misfortune under similar circumstances struck at both the secretary of the Amusement Caterers Association and the secretary of the Phonograph Operators Association recently. As previously reported in Billboard, John Singleton, ACA official, and his wife, were injured in Europe in an automobile accident while on vacation. It has just been disclosed that Mrs. L. Shaw, POA official, was severely injured, with her husband, in a similar accident at the end of her vacation in Malaga. In Singleton's case, it was his wife who sustained the most severe injuries. The Shaw case, her husband sustained the most serious injuries.

Garrison Named

Full Line Outlet

CHICAGO — Garrison Sales Company, Phoenix, Ariz., distributorship headed by Stan Beasley and E. G. (Tape) Nowell, was named a full line distributor for Rowe AC Services last week. Garrison will handle only phonographs for Rowe AC. The firm will now handle the complete vending and phonograph line for Arizona.

Dick Senstrom (right) signs the contract with Stuart F. Auier, Seeburg regional vice-president, following the appointment of Senstrom's firm as Seeburg distributor in Hawaii, replacing Harel Okimoto Enterprises. Senstrom is a long-time Seeburg salesmen and will handle the entire music and vending line.

Old-Fashioned Arcade Natural

For Discount Center Location

SALT LAKE CITY — The constantly growing spread of huge discount stores is turning former kiddie ride operator W. E. Knudsen of Knudsen Distributing Company here into an arcade operator.

The big new discount stores, wisely allotting rides, provide a natural incentive for Knudsen to present rides with participation-type amusement machines.

This has worked out so well, in providing entertainment for non-selling members of the family, that Knudsen now has the equivalent of 100 machines in several of his shopping center locations.

Thrift City

A typical shopping center is the 100,000-square-foot Thrift City store in suburban Granger, where the firm features a half dozen kiddie rides, backed up by a long list of amusement machines, immediately to the left of the store entrance. Here, equipment includes a 16-foot Climbing Chinaman, a Williams Crane, an Olds Cops and Robbers, a Genco Driver-Test, a Gottlieb Egghead, a Gottlieb Melody Lane, a Bally bowler, an Exhibit Six-Shooter, plus a half dozen smaller units.

Knudsen's kiddie rides include a Space Ship, Pony Express, Highway Patrol, and a rocket, judiciously interspersed with four or five amusement machines in between.

Altogether, the line-up totals to the largest array of such machines which has appeared in the Salt Lake City area in many years, with every emphasis on the sort of equipment which can be enjoyed by more than one person at a time.

Knudsen, who headquarters in Provo, Utah, puts in plenty of time in servicing his discount department store locations, including regular clean-ups, repainting and glass replacement, to keep the machines as bright and attractive as the rest of the store. This leads to extremely harmonious relations with managers, and is one reason why he has been invited to spot many of his kiddie rides and amusement machines in discount centers.

Providing a handy change-maker, plus a dollar-bill changer at every possible location has gone a long way toward encouraging bored husbands as well as children to take advantage of the amusement machines while wives carry out the dull chores of marketing.

NEW MANUFACTURING FACILITIES were purchased by the Schmelke Manufacturing Company, manufacturer of pool cues, in Shakopee, Minn., following the destruction by fire of the firm's previous plant in Chaska, Minn. The new facilities will be in operation within 60-90 days. Schmelke makes the cues used by a large percentage of the amusement industry's coin operated pool tables.
ANNOUNCING
BILLBOARD'S
SPECIAL
CONVENTION
ISSUE

Dated: September 7
Distributed: Monday, September 2
Ad Deadline: Wednesday, August 28

(MUSIC OPERATORS OF AMERICA)

This fact-packed issue (see editorial highlights below) offers advertisers a once-a-year opportunity to display their products at a time when the FALL BUYING SEASON is just beginning for the nation's operators.

Billboard's M.O.A. Convention is an excellent, low cost message vehicle for—

MANUFACTURERS and DISTRIBUTORS of phonographs, amusement games, pool tables, cigarette and other vending machines, background music equipment, kiddie rides, coin handling or moving equipment, as well as SUPPLIERS of coin machine parts.

EDITORIAL HIGHLIGHTS OF BILLBOARD'S 1963 M.O.A. CONVENTION ISSUE
DATED SEPTEMBER 7


Analysis contains:

➤ Where juke boxes are located, how many in operation.
➤ Where locations are paid.
➤ Montaural and stereo phone facts.
➤ Average weekly takings.
➤ Record purchases—where records were bought.
➤ Diversification Information—tells how many phone operators operate amusement games, cigarette machines, food and drink machines and kiddie rides.
➤ Diversification Information—tells how many phone operators plan to buy the following equipment during 1963: Dual speed phonos, 45 r.p.m. phonos, cigarette machines, amusement machines, food and drink machines, background music.
➤ Regional Reports on economic conditions of coin machine industry.
➤ Special programming tips.
➤ Special taxation article.
➤ M.O.A. progress report during past year.
➤ List of M.O.A. exhibitors agenda.
➤ M.O.A. slate of officers.
➤ General convention news round-up.

Plus all the regular news coverage.

The 1963 Billboard M.O.A. Convention Issue will be PACKED with NEWS YOU WON'T WANT TO MISS!

Free Distribution of this M.O.A. Issue from Billboard's Servicenter where messages are taken, phone service is available, and your many questions are cheerfully answered.

ADVERTISING HIGHLIGHTS OF BILLBOARD'S M.O.A. CONVENTION ISSUE

➤ Standard Billboard page size.
➤ Regular Billboard advertising rates apply.
➤ Second color (publisher's choice) free on page units.
➤ Offset printed—no plates required.
➤ Excellent reproduction.
➤ An opportunity to reach those operators attending the convention, as well as those unable to attend for one reason or another.
➤ Special free distribution of this important issue from Billboard's Servicenter—located at a high traffic location during the entire convention—Morrison Hotel, Chicago... September 4-6.

START PLANNING NOW!! Have your advertising sales message ready to appear in the pre-convention issue (August 31), convention issue (September 7), and post-convention (September 14) issue of Billboard.

REMEMBER... Advertising Deadline for the M.O.A. Convention Issue is Wednesday, August 28. Have your agency prepare copy now, or if you don't have an agency, give your Billboard salesman the assignment.

MAKE YOUR RESERVATION FOR ADVERTISING SPACE TODAY.

CHICAGO I. ILL. 163 W. RANDOLPH CENTRAL 6-9918
NEW YORK 26, N. Y. 1554 BROADWAY 7-2800
HOLLYWOOD 28, CALIF. 1520 N. GOWER HOLLYWOOD 2-9201

DICK WILSON
DENIS HYLAND
SAM ABBOTT
LP Programming Suitable For Wide Location Range

NEW YORK—Juke box operators who try to establish a formula as to which location is suitable for the sophisticated cocktail lounge, are falling into a trap, according to Meyer Parkoff, president of the Atlantic-New York Corporation, local Seeburg distributor.

Parkoff took issue with the concept that little LP programming is suitable primarily for the sophisticated cocktail lounge location. He said that each location is a law unto itself, and that there is no rule of thumb governing the matter.

For example, Parkoff pointed out, some 150 Harlem locations are programming Little LP’s, and the programming covers a wide variety of musical tastes. These locations are traditionally regarded as good operation volume for the one-stops here, Jim Skiba, Modern Record Distributors, points to Floyd Cramer’s “How High the Moon,” RCA Victor; Johnny Cash’s “At the Shore,” on Smash, and “Freight Train,” Canadian Soldier, among his standard juke box sellers

Also strong, says Skiba, is the new Warner Sherman single, “Hello Madduh, Hello Fadduh.”

Record City one-stop, says Geier, is merchandising a heavy quantity of Glen Cavens’ “House, unclean” on the Select label. Geier predicts mounting success for the new Johnny Tillotson release, “You Can’t Never Stop Me Loving You.”

Folk Music Trend Cited On Wisconsin Juke Boxes

By BENN OLLMAN

MILWAUKEE—Demand for records this summer from the folk music market has been exceedingly strong, according to one top record reporter. With the weather encouraging the Hide a heavy torrent of tourists to the Wisconsin, it’s been an interesting period for the folk music trade.

Folk music releases account for a big share of the operator volume, according to Gerald Park, Radio Department, Best seller is “Green, Green,” with the new Christy Minstrels. “The trend to gospel music has hit here just yet,” notes Pelaz, “but we look for it in the next few months.” Folk items are also hot items at the new Wisconsin Juke Box Co.

Bob Gailer, Wisconsin Juke Box Co.

The list includes “Dart City,” with Bobby Bare, RCA Victor. Western-type recordings continue to rank up appreciable

Western-type recordings continue to rank up appreciable

New Midway Brochure

CHICAGO — Midway Manufacturing Company has put together a new brochure describing the firm’s line of general purpose, latch, heavy duty and gang-mount relays for the French-manufactured machines and designers.

Washington Ops Get Tax Break

CHICAGO—Vending operators in Washington are eligible for a 40 per cent exemption on the State sales tax on all sales under 13 cents, according to Northwestern Automatic Retailers Council President James R. Warden Jr.

Warden said the achievement was the culmination of some six years of NARC and National Automatic Merchandising Association effort to obtain relief from the sales tax which was imposed on the operators’ gross receipts.

Wurlitzer Vacation

NORTH WANDA, N. Y.—The Wurlitzer plant here gets back into full swing August 12 when the employees return from their annual three-week vacation. Bob Bear, sales manager, has been dropping into the office during the haitus to open and deposit checks.

UK SCOPITONE OPERATOR VETOES GIRLIE FILMS

LONDON—Cinema-juke boxes have gained great acceptance in the United Kingdom, but not yet in metropolitan London. The juke box units are not suitable for British trade prospects, however, according to a report by Norman Miller, production head of Radiovision (Westminster) Ltd., distributor of all juke box machines in Britain.

In his experience, these keen customers are club operators who want to load the video-juke boxes with their own repertoire of film strips.

“Strip films” are what these bonafides want to program. Leggy ladies posing in the Großman’s machines, he said.

“We declined,” Miller told Billboard. “We are willing to program any film in good taste, but no strip films, for obvious reasons.”

Chicago Operators Note Pick-Up In Teen-Age Play

CHICAGO—Juke box programming continued to reflect the full effect of summer here last week.

Typical warm-weather locations such as dayclubs and resort spas were doing excellent business. Top terminal box units in the high 80’s and 90’s helped to keep people outdoors.

The engraved Scopitone year was also felt as both Singer and Music Box One stops reported heavy emphasis on teen-age material. Jack Krug at Music Box said that juke box operator buying was weighted as much as 60 per cent toward the teen-age market.

Sound Meters Needed in UK

LONDON—New British legislation regulating public sound is bringing about more remote volume control for juke box installations. This way the operator, too, frequently under fire from do-gooders, can keep his legal moral permit out of jeopardy with the issuing authorities.

Juke box operators are showing interest in a range of sound meters offered by Dave Audio Instruments Limited. This firm’s most recent DB meter covers 10-140 DB in all frequencies up to human hearing (about 20 kilocycles).

MEYER PARKOFF

steps for rock and roll and r.a.b.
Soon to be released are Ger-

man language Little LP’s, which should go over in the Yorkshire section of the city, but which might not catch on in other locations.

Meyer feels that unless the operator or routine attempts to learn the musical tastes of the unusual locations, he won’t come close to reaching the potential.

In the case of Little LP, has had two major effects on juke box operators. First, it has made juke box music attractive for the performer. Here, however, was not a major factor in the whole adult with sophisticated musical tastes.

Second, the 50-cent play for both sides of the album has cut down charge account time and has stimulated singles play.
Personal Touch Pays Off For Alabama Operator

DONALD MILLER, right, poses with Johny Cymbel, King rock end roll artist. The photo was placed in juke boxes in rock and roll locations serviced by the Miller Music Company.

OPELIKA, Ala. — Donald Miller, local juke box operator who also runs a retail record shop here, believes in giving the personal touch to his locations. Every time a recording artist passes through the area, Miller arranges to have a photo taken with the performer. One print is blown up, framed, and placed in the record store.

Smaller prints are used on location, with photos of country artist on c.w. stops, and rock artist on r.r. locations. According to Miller, each time the artist’s photo is placed on the box, play on that particular artist’s records picks up sharply. Photos are changed every time a location is serviced.

Miller, who attends all the c.w. and r.r. shows he can make, has been using the photos for about a year, and he reports that it pays off.

UK Tradeesters Set for MOA

LONDON—Phonograph Operator's Association in the United Kingdom is taking an interest in the Music Operators of America convention dated September in Chicago.

The 153-member POA was circulated two weeks ago, according to Bernard Briggs, chairman. And the group will hold its first meeting sometime to discuss POA representation and make suitable reservations for members wanting to attend the convention.

Briggs expressed personal interest, both as a distributor and route operator of some caliber here. He declined to say what aspects of the MOA (three-day junket British tradeesters find intriguing, "until after our meeting," called this month.

Mrs. L. Shaw, POA secretary, is already making reservations at the Morrison Hotel, Chicago.

ECONOMY BAFPLE-SPEAKER

Combination


GAMES FOR THE WEEK

ENJOY 200 GAMES

We have many large ball Vendors for sale, as low as $5.00 price you offer.

We'll call or Collect. Main 1-3511

Where Our Price List on Full Size Sales Literature.

Central DISTRIBUTORS

2315 Olive St., St. Louis 3, Mo.
Phone: Main 1-3511; Cen. 2361

Say You Saw It in Billboard

EUROPEAN BUYERS!

Meet and Greet
THE ROSEN BROTHERS

Send for Complete List

David Rosen

We stock the World's Largest Inventory

Exclusively Available In the U.S.
535 N. BROAD STREET, PHILA. 23, PA
Phone — CENTER 2-2902

Now on a Goodwill Tour

Of Your Countries thru August 15

The export sales representatives of David Rosen, Inc., are coming to say hello and to tell you in person why it is to the nation with America's leading exporter of coin machine equipment.

ATLAS SPECIALS!

RECONSIDERED—FULLY GUARANTEED

VENDING

ROWE L-1000, 4-Flavor $595
ROWE R-6-1000 (New) $125
ROWE RF-750 (35th Birthday) $445
STOLLER CANDY, Mod. 160,... 165
STOLLER E-12 (12 Cary) $160 $95
STOLLER 6.2 Cig. $195 $95
STOLLER 120 CANDY (Cel.) $165
STOLLER 120 CANDY (4-Fl.) $175

Bally SPINNER (6-Pl.) WHITE $225
Bally CLUB BOWLER $325
Bally TABLE HOCKEY, 15" Big Ball $245
Bally BOWLER $495

when answering ads . . . .

Say You Saw It in Billboard

ATLAS MUSIC COMPANY

2122 W. WESTERN AVE., CHICAGO 47, II, ARMILAGE 6-5005

New Snap-Lock Flippers

Exclusive Bally Snap-Lock design prevents flipper from working loose from actuating arm. Flipper is cast of iron-on-steel nylon to take the punishment of months after months of heavy play. Fix-a-Flipper service calls end when Ballyflappers are on the job.

Marble-White Cabinet

Brilliant white cabinet with silver-spray marbled finish, accented with richly colorful design, results in player's comment: "Snappy looking, snappy action!" Every CUE-TEASE collection proves they're right.

1 or 2 PLAYERS can play exciting new

Bally CUE-TEASE

Mystery Rotation Scores

Fastest "follow the lucky light" skill feature ever built into pinball. Lit Target scores 50 or 100, depending on mystery-changing Score-Indicator Signal. Light jumps from one to another of the 5 Targets in mystery rotation every time any Target is hit, keeping players happily alert to follow the solitary lit Target with quick flipper skill. Mystery Rotation Scores, plus other super-automated highscore attractions, add up to top earning power, long life on location.
NVA Board to Map '64 Confab At Chicago Meeting, Sept. 7-10

CHICAGO—A discussion of legislation, taxes, 1964 convention plans and current business practices will be held during National Vendors Association’s fall directors meeting, September 7-10, at the Congress Hotel here.

The meeting is being held simultaneously with the giant National Automatic Merchandising Association convention, and just following the Music Operators of America convention, September 4-6.

The NVA board meeting is slated for Sunday (7) evening with a block of rooms reserved at the Congress for members who wish to attend. (NVA’s directors’ meetings have traditionally been open to the entire membership.)

Don Mitchell, legislative consultant noted that he was ‘pleased to report that with the closing of legislative thoroughfare through Congress and country, no legislation damaging to the bulk vending industry was passed.”

Mitchell said he believed this was achieved because of the strength of our local association and the close co-operation between the NVA and MoVMA.

A NVA membership drive was launched by Bert Praga, president, and Leo Leary, membership chairman. The pair are asking each distributor member to simply send in the name of one additional new member.

As usual a special bulletin in the current capsule vending controversy. In its report, the association bulletin to members, the association stated that “our industry has an opportunity to make a real part through offering the child a real value for his money. The operator who places penny items in a dime machine is only fooling himself. The child will be fooled only once. As all of us know, the child is a careful buyer.”

“Out future depends on our support” (Continued on page 53)

Texas Bulk Vending Sales Tax May Be Ruled Out by Courts

AUSTIN, Tex.—The Texas Supreme Court scheduled hearings on a suit which could save bulk vending operations 2 percent sales tax.

The action was brought by four vending machine companies who contend retailers should not have to pay the 2 percent State sales tax on vending operations for which they can charge no tax—sales of 24 cents and less.

The companies won in the Austin District Court and Third Court of Civil Appeals.

Mercer Appear for Plaintiff

The appeals court said: "The tax is levied against the consumer and the retailer merely is the collector. In requiring the companies to pay taxes the conglomter is acting contrary to the express terms of the statute."

Complaint was filed by W. S. Calvert ruled in 1961—and argued in requesting the Supreme hearing—that merchants must pay taxes on the State on their gross receipts—all the taxes, including those under 25 cents in which the law forbids him to collect from the purchaser.

He argued that the act uses the law of Texas to bring to its impact on the retailer and purchasers and is unfair and the law was taxed at exactly 2 percent under the bracket system of 1 percent for sales of 25 cents and an additional cent tax for each additional 50 cents in sales.

Averages Out

For example, if a purchaser bought a 25-cent item he would pay 1 cent, or 4 percent. If the next price he bought a 50 cent item, he would pay no tax, but the retailer would have collected 1 cent on a 49 cent sale—or approximately 2 percent.

The last legislature amended the law to make it clear that the tax is on gross receipts—as Calvert originally ruled.

However, the law exempted vending machine operators, newspapers and merchants who have a total revenue of less than 25 cents each. The newspaper and vending machine exemptions are expected to result in a loss of $2.6 million this year. The amendment to the law took effect July 1.

Coombs Finds Bulk Route Tough Way to Earn Living

LOS ANGELES—More than 20 years ago, Preston W. Coombs bought a route of three snack machines—'because I wanted a lazy, easygoing job." Within a couple of months, the Los Angeles operator learned that the "lazy, easygoing job" was the toughest work of his life, but he stuck with it anyway.

The combination of an early start in the industry, paralleling the expansion of the supermarket industry into the California market, found a course and success, which is fortunate enough to land some of the first stores in what has since become the giant supermarket chains.

In fact, his original two dozen machines have grown to as many as 3,000, although current purchase because fewer sales and the higher costs he thinks is the optimum number for a crew of three—himself, his partner, Bill, and a service man who has been on the Coombs crew for the past seven years.

Family Affair

The family-like aspect of Coombs' operation is hinted on the fact that Bill began actively selling the route when he was only 15 years old, and some covering distances of as much as 70 miles, at a time when most youngsters were playing baseball. In fact, the young Coombs was married at 17, and at 22, has two children, living in a 52-square foot cabin off the Coombs office in West Los Angeles, and thus puts in 104 hours of passenger car driving over and above his track-route operations of similar dimensions.

Coombs saw plenty of promise in the bulk vending business soon after beginning operations, and he was ambitious enough to shoot for the largest operation in California, taking a partner, Jesse Opit, who is still associated with him in other business ventures. Opit, sized of the endless detail work involved in servicing vend-

(Continued on page 51)
SLOW BUT STEADY
Leo Weitzel Operates Penny Scales For 37 Years; Still Going Strong

McKEEPORT, Pa. — Probably one of the steadiest and least spectacular aspects of the bulk vending industry is the penny scale operation. Leo E. Weitzel, a 72-year-old local operator, has been a scale operator for 37 years and is not about to retire.

Weitzel, who had been an amateur wire-fighter and a railroad and foundry worker in his youth got his start in the coin machine business in the early 1920's when he was a steward in a Pennsylvania Moore Lodge.

An old coin-operated piano had broken down, and Weitzel was able to fix it. The operator was so pleased with the job that he offered Weitzel a job as a routeman for $50 a week.

Bought Route for $1

Within three weeks, Weitzel was making $100 a week as a partner. In 1958, the original owner, in his 90's, sold the route to Weitzel for $1. Weitzel had worked 30 years without a vacation.

The route now consists of 600 scales in stores, theaters and amusement parks in a five-State area. He needs 2,500 keys for the operation.

Weitzel averages between 16 and 22 stops a day, with daily collection averaging about 100 pounds of pennies. At 14½ pennies to the pound, this comes to $143. Commissions range from a third to a half of the take.

Vending income isn't

Weitzel's income isn't much more than it was 30 years ago, his operating costs have gone sharply, particularly in taxation. When West Virginia slapped a $12.50 annual tax per scale, Weitzel pulled nearly every machine he had from the State.

Weitzel finds the weighing system effective. Figuring 143 pennies to the pound, he estimates that he won't be off more than 12 cents on $10,000 worth of pennies.

HOT!
10¢ ACORN 300 CAPSULE VENDORS

The hottest vend to hit bulk vending in years. Buy just one machine, place on location and see for yourself.
FOR ONLY $29.55 you receive
1 Acorn 300 10¢ capsule vendor
300 capsules 1 display
Rush 1/3 with order, balance C.O.D.
TITAN VENDORS SUPPLY
1710 FARMAN
OMAHA 2, NEBR.

The SUPER SIXTY
Capsule Vendor
The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
3c, 10c and 25c.
*With QUICK-TACH at slight extra cost.

CLEVELAND COIN MACHINE EXCHANGE, INC.
2029 Prospect Ave. Cleveland 15, Ohio
Phone: Tower 1-6715

METFAL Adjustable RINGS

300/400 Variety Metal Rings in one
=
26 1/2 ASSORTMENT $10.00 PER M
KARL GUGGENHEIM
15618 Avon Ave., F.O. Box 155,
veraqua, Ind. (735-5500)

SWING ALONG, Gottlieb's new two-player pinball game with swinging targets, arrived in distributor showrooms last week.

HEADQUARTERS FOR LARGEST SELECTION OF SUPER 10c CAPSULE MIXES

Write for free information on 10c Capsule Vending and illustrated price lists of other vending items.
Turn Down Bonuses To Poorer Locations

Continued from page 45

the operator anywhere from 54 to 64 cents per on up to $500. Proper cost accounting methods would demonstrate that in many cases, loans and bonuses actually result in a net loss when balanced with operating revenue. But few operators have proper cost accounting.

But even without cost accounting, an operator can figure out if he drops $500 for a year's contract, the bonus loan system costs him $350 a year for the location.

And if he figures that the location grosses an average of $20 a week, per employee then he can make more than $500 a year for the location.

Most operators are fully aware that the bonus-loan situation is their biggest problem, but no one has the solution. Most common answer is: "Sure, give me money to locations. But if I stop my competitor will move in. How can I stay in business?"

On good stops this makes some sense. But operators here in beginning to realize that there are some locations that aren't worth having if it means a $500 bonus. And this is the beginning of wisdom.

The local association, Music Operators of New York, is dead set against unrealistic loans and bonuses, but its powers are limited by law. It's illegal for a group of operators to get together and decide to eliminate or set a ceiling on loans or bonuses. Such an act would violate both State and federal laws.

In the case of Music Operators of New York, the association may not keep a location list.

One solution would be the establishment of a central clearing house for credit information on locations. If a consumer runs up bills in a department store and once he finds that there is credit bureau. When the same consumer attempts to establish credit in a retail establishment, the establishment checks the central bureau and makes its decision on the consumer's credit history.

However, location owner can attach three or four operators on loan and feel free to talk one more. The operator doesn't know that the location owner will not repay his debts, and he has no way of finding out except the hard way.

Credit information made available to operators didn't eliminate loans and bonuses, but it would give the operator the information he needs to make an intelligent decision. Then, if he gets stuck, he has only himself to blame.

Juke Box Bill

Continued from page 45

collection. This was killed in the Ways (D., La.) copyright Subcommittee (Billboard, June 20, 1963) and a new bill, H. R. 7194 substituted.

The bill simply eliminates the 1908 exemption, and safeguards location owners from infringement, except when they own or control the box. Also, under this bill, location owner must identify the owner of the box when asked to do so by those entitled to performance royalty.

BUY! METAL TYPERS

VENDING ALUMINUM IDENTIFICATION DISC

WHY?

1. LIFE TIME INDOOR

2. TROUBLE-FREE OPERATION

3. ONLY 10"-18"

$1300.00 W. AVENUE

CHICAGO 22, ILL.

For Immediate Export

BALLY BINGO PINBALL MACHINES

All Models - Good Condition

Box 506, Billboard

2160 Patterson St., Cincinnati, O., 45214

NEW BUMPER POOL®

by "alley"

give you these features that protect your profit...

1. SLATE TOP & METAL BUMPER

2. PLASTIC LINER ON RACKS

3. BUILT-IN CUSHIONED

4. RIGID, SOLID-LEG CONSTRUCTION

For complete information, see your distributor or write

"alley" SALES COMPANY

23505 WRIGHT AVENUE, WICKBROOK, ILL.

WALNUT, ILLINOIS

AUGUST 3, 1963

Mr. Coin Man

You're in business to make money.

Billboard is in business to help you.

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

Get tomorrow's news today.

Get it fast. Get it often. Get Billboard.
NVA Board to Map '64 Confab

Continued from page 30

image! To maintain a good image, we must operate a clean, wholesome industry, and continue to offer value to our customers," the association bulletin emphasized.

The controversy was kicked off some weeks ago when Harold Schaefer, Victor Vending Corporation president, took charm manufacturers to task for supplying "junk merchandise" to operators for dimes and quarter quarter capsule machines.

The Schaefer charges were angrily denied by Bob Guggenheim, heading New York charm manufacturer, who said that the boom in capsule vending was due in good part to innovations in merchandise introduced by the charm people.

Operator membership in NVA ranges from $40 to $125 for operators, depending upon number of machines operated, $125 for distributors and $300 for manufacturers.

Membership includes coverage in the association's group hospitalization and life insurance policy.

Reservations for the full board of directors meeting at the Congress Hotel are available from $8 to $27 per room (per person), and from $22 to $65 for suites.

---

**MOA TO STUDY ETHICS CODE**

CHICAGO—A Music Operators of America code of ethics will be submitted to members for consideration and approval during the association's September 4-6 convention here. A number of drafts were recently drawn up and are to be shown to a select group of local police officials for review. The final draft is to incorporate their joint thinking. Ostensibly, the code would be binding on all members and would serve as an excellent public relations link between operators and the various law enforcement agencies.

---

**1963 MAJOR LEAGUE**

by the Original Designers of Authentic Baseball Games

- Replica Model with EXTRA Inning Feature and Over-the-Fence Home Runs
- Players actually run Bases with Williams' Patented Base Running Unit
- Mystery Pitcher throws Fast Ball-Slow Ball In-side—outside Pitches
- Official Baseball Scoring

SEE YOUR WILLIAMS DISTRIBUTOR TODAY!

Williams Electronic Manufacturing Corp.
4243 W. Fillmore St. • Chicago 24, Illinois

BUY THE BEST—BUY WILLIAMS

---

**Davis has a "HIT RECORD" in the used equipment export field . . . .**

The Davis World Export Corp. guarantees a reconditioned games with top quality and music and vending equipment the World over. An exclusive Seeburg factory distributor, Davis offers . . . .

- LOCATION-READY equipment which is steam cleaned and reautored
- GUARANTEED machines which are electrically and electrically
- European and Puerto Rico Representatives

Write or visit our representatives for guaranteed quality used equipment
MOA Exhibitor Picture Bright

Rowe-AC Services, Sechrg and Wulfertz, United will show its full amusement game and music line.

The presence of Cine-Box marks the first year that a cinema juke box is shown at the MOA show. The machine plays film, showing a motion picture with accompanying music. Initial tests of the machine throughout the country have been excellent.

A number of other convention arrangements were announced. Operator, distributors and exhibitors will all receive different colored badges. MOA will also provide a board at the registration desk where distributors may fasten business cards and indicate hospitality suites and room numbers.

Slifer in commenting on these arrangements said, "Our compliments to the MOA convention officials for their co-operation and a "first" in making provisions for an all distributor registration board. As a distributor registers, he merely has to thumb tack his business card on the distribution registration board under the alphabetical column provided."

Distributors

Slifer said "this is a service we have long advocated and wanted, as distributors have often wanted to see many friends upon arrival and to make appointments. MOA was more than pleased to institute this distributors' convention service."

"Another registration service MOA has provide is an identification badge for distributors. It is blue and you don't have to strain your eyes to try to determine who you are talking to—an exhibitor, manufacturer's representative or a distributor."

Common Market to Call Shots

proceeding slowly to build a body of precedents for antitrust rulings as the EEC takes shape. The Commission intends neither to elaborate strict rules as to the types of agreements that conflict with EEC antitrust regulations, nor to decide on each case individually. This would be impossible in view of the large number of notifications submitted so far. Instead, the Commission will proceed gradually by establishing precedents on the basis of rulings on key cases.

A Commission official commented, "Any American coin machine firm looking to a prosperous and serene existence in the Common Market would be well advised to pay careful heed to antitrust considerations in establishing his enterprise."

"Later on, there will be firm guidelines, but just now we are pioneering in this field and there will be inevitable confusion and hardship, particularly for firms that neglect antitrust considerations in their operating arrangements."

Therefore, the decisions on the two agreements of precedents. In the long run, these will help set guidelines as to the types of agreements that are permitted and should be avoided under the antitrust regulations of the Common Market.

Illinois Judge

He ordered a 20-day injunction against such seizures until the meaning of the law could be studied by the prosecutor's office.

Judge Loper said that the games involved, Bally Beach Times, delivered free plays, and that it was up to the law enforcement officers to prove that covered games which paid off in coins, tokens and merchandise, and without evidence that such payoffs were made, the games could not be assumed to be gaming devices.

would be well advised to pay careful heed to antitrust considerations in establishing his enterprise."

"Later on, there will be firm guidelines, but just now we are pioneering in this field and there will be inevitable confusion and hardship, particularly for firms that neglect antitrust considerations in their operating arrangements."

Therefore, the decisions on the two agreements of precedents. In the long run, these will help set guidelines as to the types of agreements that are permitted and should be avoided under the antitrust regulations of the Common Market.

Illinois Judge

He ordered a 20-day injunction against such seizures until the meaning of the law could be studied by the prosecutor's office.

Judge Loper said that the games involved, Bally Beach Times, delivered free plays, and that it was up to the law enforcement officers to prove that covered games which paid off in coins, tokens and merchandise, and without evidence that such payoffs were made, the games could not be assumed to be gaming devices.

would be well advised to pay careful heed to antitrust considerations in establishing his enterprise."

"Later on, there will be firm guidelines, but just now we are pioneering in this field and there will be inevitable confusion and hardship, particularly for firms that neglect antitrust considerations in their operating arrangements."

Therefore, the decisions on the two agreements of precedents. In the long run, these will help set guidelines as to the types of agreements that are permitted and should be avoided under the antitrust regulations of the Common Market.

Illinois Judge

He ordered a 20-day injunction against such seizures until the meaning of the law could be studied by the prosecutor's office.

Judge Loper said that the games involved, Bally Beach Times, delivered free plays, and that it was up to the law enforcement officers to prove that covered games which paid off in coins, tokens and merchandise, and without evidence that such payoffs were made, the games could not be assumed to be gaming devices.

would be well advised to pay careful heed to antitrust considerations in establishing his enterprise."

"Later on, there will be firm guidelines, but just now we are pioneering in this field and there will be inevitable confusion and hardship, particularly for firms that neglect antitrust considerations in their operating arrangements."

Therefore, the decisions on the two agreements of precedents. In the long run, these will help set guidelines as to the types of agreements that are permitted and should be avoided under the antitrust regulations of the Common Market.

Illinois Judge

He ordered a 20-day injunction against such seizures until the meaning of the law could be studied by the prosecutor's office.

Judge Loper said that the games involved, Bally Beach Times, delivered free plays, and that it was up to the law enforcement officers to prove that covered games which paid off in coins, tokens and merchandise, and without evidence that such payoffs were made, the games could not be assumed to be gaming devices.

would be well advised to pay careful heed to antitrust considerations in establishing his enterprise."

"Later on, there will be firm guidelines, but just now we are pioneering in this field and there will be inevitable confusion and hardship, particularly for firms that neglect antitrust considerations in their operating arrangements."

Therefore, the decisions on the two agreements of precedents. In the long run, these will help set guidelines as to the types of agreements that are permitted and should be avoided under the antitrust regulations of the Common Market.

Illinois Judge

He ordered a 20-day injunction against such seizures until the meaning of the law could be studied by the prosecutor's office.

Judge Loper said that the games involved, Bally Beach Times, delivered free plays, and that it was up to the law enforcement officers to prove that covered games which paid off in coins, tokens and merchandise, and without evidence that such payoffs were made, the games could not be assumed to be gaming devices.

would be well advised to pay careful heed to antitrust considerations in establishing his enterprise."

"Later on, there will be firm guidelines, but just now we are pioneering in this field and there will be inevitable confusion and hardship, particularly for firms that neglect antitrust considerations in their operating arrangements."

Therefore, the decisions on the two agreements of precedents. In the long run, these will help set guidelines as to the types of agreements that are permitted and should be avoided under the antitrust regulations of the Common Market.

Illinois Judge

He ordered a 20-day injunction against such seizures until the meaning of the law could be studied by the prosecutor's office.

Judge Loper said that the games involved, Bally Beach Times, delivered free plays, and that it was up to the law enforcement officers to prove that covered games which paid off in coins, tokens and merchandise, and without evidence that such payoffs were made, the games could not be assumed to be gaming devices.

would be well advised to pay careful heed to antitrust considerations in establishing his enterprise."

"Later on, there will be firm guidelines, but just now we are pioneering in this field and there will be inevitable confusion and hardship, particularly for firms that neglect antitrust considerations in their operating arrangements."

Therefore, the decisions on the two agreements of precedents. In the long run, these will help set guidelines as to the types of agreements that are permitted and should be avoided under the antitrust regulations of the Common Market.

Illinois Judge

He ordered a 20-day injunction against such seizures until the meaning of the law could be studied by the prosecutor's office.

Judge Loper said that the games involved, Bally Beach Times, delivered free plays, and that it was up to the law enforcement officers to prove that covered games which paid off in coins, tokens and merchandise, and without evidence that such payoffs were made, the games could not be assumed to be gaming devices.

would be well advised to pay careful heed to antitrust considerations in establishing his enterprise."

"Later on, there will be firm guidelines, but just now we are pioneering in this field and there will be inevitable confusion and hardship, particularly for firms that neglect antitrust considerations in their operating arrangements."

Therefore, the decisions on the two agreements of precedents. In the long run, these will help set guidelines as to the types of agreements that are permitted and should be avoided under the antitrust regulations of the Common Market.

Illinois Judge

He ordered a 20-day injunction against such seizures until the meaning of the law could be studied by the prosecutor's office.

Judge Loper said that the games involved, Bally Beach Times, delivered free plays, and that it was up to the law enforcement officers to prove that covered games which paid off in coins, tokens and merchandise, and without evidence that such payoffs were made, the games could not be assumed to be gaming devices.

would be well advised to pay careful heed to antitrust considerations in establishing his enterprise."

"Later on, there will be firm guidelines, but just now we are pioneering in this field and there will be inevitable confusion and hardship, particularly for firms that neglect antitrust considerations in their operating arrangements."

Therefore, the decisions on the two agreements of precedents. In the long run, these will help set guidelines as to the types of agreements that are permitted and should be avoided under the antitrust regulations of the Common Market.

Illinois Judge

He ordered a 20-day injunction against such seizures until the meaning of the law could be studied by the prosecutor's office.

Judge Loper said that the games involved, Bally Beach Times, delivered free plays, and that it was up to the law enforcement officers to prove that covered games which paid off in coins, tokens and merchandise, and without evidence that such payoffs were made, the games could not be assumed to be gaming devices.

would be well advised to pay careful heed to antitrust considerations in establishing his enterprise."

"Later on, there will be firm guidelines, but just now we are pioneering in this field and there will be inevitable confusion and hardship, particularly for firms that neglect antitrust considerations in their operating arrangements."

Therefore, the decisions on the two agreements of precedents. In the long run, these will help set guidelines as to the types of agreements that are permitted and should be avoided under the antitrust regulations of the Common Market.
50% BOOST IN EARNINGS

Harry Jacobs, Jr., Milwaukee Wurlitzer Distributor, and Evelyn Green discuss the potential earnings of the Ten Top Tunes on the Wurlitzer 2700.

Evelyn Green, owner of Evelyn's Starlight Diner, with one of the three Model 5010 Wurlitzer Wall Boxes installed on the counter of her diner.

WURLITZER 2700 PLUS FOUR HALF-DOLLAR, SINGLE-COIN TEN TOP TUNE WALL BOXES, JUMP TAKE IN EVELYN'S STARLIGHT DINER

Evelyn's Starlight Diner, 1501 W. Walnut St., Milwaukee, was averaging $60 a week with an older Wurlitzer. Replaced by a Wurlitzer 2700 with the 10 TOP TUNES FEATURE and four Wurlitzer Model 5010 Half-Dollar, Single-Coin Wall Boxes — three on the counter and one on the wall in a separate room — the earnings jumped 50% to $90 a week.

Ideal for counter, bar or wall, these compact Wurlitzer Boxes are making the exclusive Wurlitzer Ten Top Tunes feature an even more potent profit-producer. See Your Wurlitzer Distributor NOW!

YOU GET THE BIG MONEY-MAKERS FROM...

WURLITZER

THE WURLITZER COMPANY • 107 Years of Musical Experience • NORTH TONAWANDA, N.Y.
TRIBUTE TO BERTHA: Bethke Porter, music director of WORC-Radio, Hartford, Conn., receives a special Gold Award from Al Coury, Capitol Records district singles promotion manager. The award was presented for her pioneering efforts in behalf of Al Martino's hit single, "I Love You Because."

PROPHESY FOR JOHNNY! Reprise Records' Johnny Prophet gets a big hug and kiss from his wife Ellen, former Miss Maryland, after being named "Best New Male Vocalist of the Year" in a listener poll conducted by Los Angeles Station KKSD. Prophet's first Reprise album is entitled "This Is Johnny Prophet."

"GRAND OLE OPRY" stars Sonny James and George Hamilton IV talk over their records with "Opry" manager, Otis Davis, James' "The Minute You're Gone" and Hamilton's "Abilene" are presently climbing Billboard's Hot 100 Chart.

COLUMBIA INVADERS SAN JUAN: Goddard Lieberson (top photo), president of Columbia Records, visits Governor of Puerto Rico Munoz Marin during the recent Columbia Records Convention in Puerto Rico's capital city. (Left) Columbia's newest acquisition, Ted Theroux, is introduced to the convention. (Right) Norman A. Adler, executive vice-president of Columbia Records, chats with Mayores of San Juan, Dona Felicita Rivera de Gutierrez, during show at Americas Hotel there.

PLENTY OF LIVELY ONES: Epic's George Maharis is surrounded by a swarm of enthusiastic fans at a Mademoiselle Magazine department store promotion. Maharis will make appearances in several major markets with the gals as part of his nationwide promotion tour.

PANORAMA OF SHOWBIZ PERSONALITIES: (Left to right) Marion Hackney, Steel Pier's high-diving horse rider; Bobby Rydell, George Hamill Jr., Shelly Vinson, Vaughe Meader, Dick Clark, George Hamill, the Crystals, Gene Pitney and Claudette Corson. Miss Steel Pier, are an impressive lineup of personalities, all of whom were playing the Hamill's Steel Pier in Atlantic City for one gigantic bill.