3 Big Singles, Hot Fall Album
Product Key to Sales Climb

BY BOB ROLONTZ

NEW YORK—A steady pick-up in the record business has been evident of the past fortnight sparked by a number of strong single records, and the introduction of new fall album product. It was just about this period last summer when the singles business started to climb that resulted in the best four-week summer period (mid-August to mid-September) in record history.

The strong singles product has been led by three smash that look to set the way to becoming million sellers. They are Little Stevie Wonder’s “Fingerlings,” on Tamla (No. 1 again on Hot 100 this week); Allen Sherman’s “Hello Madonna, Hello Paddah,” on Warner Bros., and the Angel’s “My Boyfriend’s Back,” on Smash. And mighty close to these is “Candy Girl,” by the 4 Seasons on Van Dyke. Although these are the biggies, there are other solid sellers around. Kai Winding’s “Me,” on Verve; “Heat Wave,” by Martha and the Vandellas on Gordy; “Surfer Girl” and “Little Deuce Coupe,” by the Surfers on Capitol; Al Martino’s “Painted, Tainted Rose,” on Capitol, Bobby Vinton’s “Blue Velvet,” on Epic; the Crystals’ “Then He Kissed Me,” on Philips; “Martian Hop,” by the Ron-Dels on Chairman, “The Kind of Boy You Can’t Forget,” by the Raindrops on Jubilee; “Wonderful Wonderful,” by the Penguins on Parkway; “Mickey’s Monkey,” by the Miracles on Tamla; “Lookout Nitzche on Reprise; “Straighten Up, My Heart,” by Barbara Lewis on Atlantic; “Why Don’t You Believe Me,” by the Dupreys (or “Cry Baby,” by Garnett Mims and the Enchanters on United Artists; and “Birthday Party,” by the Pixies Three on Mercury are among the hottest of the newer recordings.

NEW SISTER

Billboard to Acquire Modern Photography

NEW YORK — Billboard is about to acquire another sister publication, it was announced here last week. W. D. Littleford, president of The Billboard Publishing Company, and Everett Gellert, of Gellert-Wolfman Publishing Corporation, jointly announced an agreement whereby Billboard will buy the consumer publication Modern Photography. The acquisition will be the fourth for Billboard in 14 months.

In addition to Billboard, the company publishes the business papers Antisun Business and Vend and the consumer magazine High Fidelity and American Singer.

Littleford stated: “The addition of Modern Photography and its complete operating staff will give our company a strong publishing position in three of the fastest growing areas of the American economy — High Fidelity, record buying and the photographic enthusiast.”

Last year the singles market was suddenly lifted sky high in sales by the Ray Charles “I Can’t Stop Loving You,” and the Bobby Vinton “Roses Are Red,” both of which sold over 1,500,000 disks. They helped zoom the August 15 to September 15 period to a 20 million selling singles record period for sales in stores, radio, juke boxes, syndicate, and variety stores. Only in a Christmas period of 1961 was this singles sales figure surpassed.

Albums, too, have had an upsurge, which was to be expected in the light of the powerful fall product introduced during July and August. One of these new albums, Allen Sherman’s “My Son, the Nut” has turned into a runaway smash.

Hot as a pistol in little.

(Continued on page 12)

Liberty Records Buying Imperial Label, Pub Firm

BY LEE ZHITO

HOLLYWOOD—Liberty Records last week acquired Lew Chudd’s Imperial label and subsidiary publishing firms. Imperial was purchased by Avnet Electronics Corporation, Liberty’s parent firm. Assets include the Imperial name, more than 2,000 masters, and 6,000 music copyrights.

Imperial will retain its label identity under the new ownership, which will be headed by Liberty President Al Bennett, and operated by Liberty’s management staff. The complete Imperial staff will be retained by Liberty. Under the new set-up, Liberty will retain its existing distributors, here and abroad.

As part of the purchase, Liberty also acquires Imperial’s wholly owned music publishing arm, including Post Music (ASCAP), and Travis, Commodore, and Revere (all BMI). Imperial’s masters include a substantial number of recordings by Rick Nelson, Pat Domingo, Slim Whitman and Sandy Nelson.

Clay’s Salty Disk Debut

NEW YORK — “I Am the Greatest” is the title of Cassius Clay’s first LP on the Columbia label, and he says it again and again on the talking, poetry reciting, semi-dramatic LP that he waxed two weeks ago for the firm.

Recorded in front of a live audience (which is mightly appreciative of Clay’s bombastic performance on the disk), it displays a one-track-minded Clay.

A RISING SUN: More than 4,000 teen-agers stormed Los Angeles International Airport to greet Kyo Sakamoto, "Sukiyaki" hitmaker, when he arrived in the U.S. last week for a quick visit. On his last tour the singer wore (left to right) Glenn Wellichs, chairman of the board of Capitol Records, and his daughter Susan. On the right of Sakamoto is Barbara Birkenhead, daughter of Capitol’s Japanese representative, Warren Birkenhead. While in Los Angeles, Sakamoto taped two segments for the Steve Allen show.
ELVIS GOLDEN RECORDS VOL. 3

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NARA Convention Opens To 'New Frontier' Theme

By GIL FAGGEN

NEW YORK—The Sixth Annual National Association of Radio Arbiters (NARA) Convention will open at the Ambassador Hotel in Hollywood Thursday night (24) and will continue through Sunday (25). An impressive delegation of more than 150 people, including men from Atlantic, RCA, and all the major record labels and television stations, will meet, along with representatives from CESAC.

One record company representative emphasized the importance of the 1964 NARA Convention, saying that the Negro deejay remains the last frontier in the constantly changing and individualized programing in radio today—an important factor in kicking off new releases. More than 500 members and guests are expected to attend the sessions.

The convention's theme, "Moving Ahead With the New Frontier in Radio-Television Communications," spells a working climate of seminars and workshops designed to explore means and methods of improving the Negro deejay's job handling field. NARA's membership now stands at approximately 250.

Los Angeles broadcasters have been invited to conduct the sessions and also to develop procedures for serving the Negro with program information. Discussions will also plan to create greater prestige and security for Negro air personnel.

Four NARA chapters serve the North Central, South Central, and West Coast areas have been established to help raise funds for the organization through educational programs. Chapter members in turn intend conducting seminars in their respective areas to improve the status of Negro broadcasters.

Speakers on tap for the con-
tab include Ray Coggin (Washington D.C.), who will be the keynote speaker at the new installation of the NARA chapter in Boston (25); State Rep. Myrna Bynum of Calif., T. H. Smith, FCC, and also of the Chicago area, and a representative of the Negro Press.

Unquestionable prestige in radio and television employment will be available at the convention. Readers of the Urban League, CORE, and the NAACP will be in attendance. At the meeting will be Floyd Ray, convention chairman.

Dick Gersh
Colpix Flack

NEW YORK—Dick Gersh has been appointed to the newly created position of director of advanced planning for Colpix Records, a subsidiary of Columbia Music, Inc, and Colpix Records. Gersh, who will assume his duties September 2, has worked with other leading and present of his own public relations firms. During this time he has handled accounts such as Pickwick International, the former Top Rank, and the Marigold. By the introduction of Canada, manufacturer of published high fidelity phonograph records. Gersh, according to the firm, will be a member of a Wall Street area.

Commenting on the appointment, Don Kinrher, executive vice-president of Columbia Pictures, Music and Record Division, said: "The appointment is a major step in the promotional build-up going on in the Columbia Picture Screen Division. In preparation for its new singles, albums, TV and motion pictures, our records, we're promoting the growth of our company. Dick Gersh is the ideal choice for this assignment," Kinrher concluded.

MATHIS HIT IN FOREST HILLS

NEW YORK—A record crowd of 14,600 people jammed the Forest Hills Tennis Stadium last night to hear the Johnny Mathis Show. Mathis, whose fee was $20,000, or 15 per cent, went heavily into the show.

Featured on the program was Don Costa & Sins air personality Murray (the K) Kaufman.

Sales Mgr. Job
To Peter Hess

NEW YORK—Peter Hess has been named sales manager for Columbia Records. Hess, a 15-year veteran of the business, was assistant production manager, and later served in sales with the subsidiary Candid label and for Cadence. He succeeds Bud Dolinger.

WB-Reprieve Tie Potent Hit Team

NEW YORK—The emergence of a major new force in the chart sweepstakes is the result of a surge of Warner-Brothers Records and Reprise Records. The two labels have combined forces, and the teams are capable of sweeping the field. One was away from a tie for third place in singles, the other was able to establish itself in the top four. The move of WB-Reprieve is not quite as impressive, yet the WB-Reprieve firm has combined the two labels in the first 11 listings on the "Hit 100."

New York, after a long stretch in the front slot in the album derby, continues the leader with 27—close to 20 percent—of all the LP listings. Capitol is currently running in the No. 2 slot with 18, while Vidal holds the third rung with a dozen. Next comes the Warner-Reprise combination with 11 (Warren's with, Reprieve with five). The new entry thus passes such other important entries as Dot with eight; the Decca-Coral-Brunswick axis with seven, Liberty-Dolton with six; MGM-Verve with four; and ABC-Paramount and Roulette with four each.

The Singles Picture

In singles, Warner's Allan Sherman and Peter, Paul and Mary are tied for the new picture with the No. 2 and 6 records while Trini Lopez on Reprise; and the rendition of a former hit for Peter, Paul and Mary, "If I Had a Hammer," in the last spot. Two more factoring Reprise singles is by Jack Nitzsche—"Lonely Starlet"—which jumped from 8 to 1 to 1.

A big factor in the current Warner success is Sherman, who won the No. 2 slot during his big initial impact late last fall with product that's even faster moving than his original successes, and this after a second album which never built up the same kind of steam as the first. The current album, "My Son, the Nut," first hit the chart last week at No. 90 and this week, second on the chart, it's all the way to the No. 5 position. The original "My Son, the Folk Singer," took four weeks to move as fast.

The current Sherman single, "Hello Muddlt, Hello Faddlt," his third hit, is also one of the fast moving disks in a spell, having hit the No. 2 spot in July, and this week, only four words after release.

ON THE LINE: Bobby Darin has signed pretty 16-year-old Los Angeles high school girl Debbie Stanley, to an exclusive songwriting and singing contract with his T.M. Music, Inc., record production and music publishing firm. Following his move to the West Coast, Darin is back in New York to resume his activities with his hot new publishing and production firm.

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WESTERN UNION
TELEGRAM
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AND HERE'S A LOW-

HEAT'S ON

Epic Loves Those Long, Hot Summers

NEW YORK—Epic Records and its companion label, Okeh, are enjoying their second consecutive hit-packed summer. The label combined currently has four disks on the Hot 100 and two on the best selling LP chart.

Bobby Vinton, who moved Epic up to its hottest summer in history in 1962 with "Rosie Are Red," has recently enjoyed a new smash with "Blue on Blue," which dropped off the charts after an extended stay. The follow-up, "Blue Velvet," is moving up rapidly.

Also in a commanding position is the new Major Laneside on Okeh, "The Monkey Time," and the Rolf Harris smash, "Blue Kangaroo Down, Sport," after a stay at the top end of the charts in recent weeks. One of the fastest moving new Epic singles is...

NEW ASSISTANT SEARS BUYER

NEW YORK—Frank Hendrich, Sears' record buyer, has named Dick Nabhett as the new assistant to the buyer in the record division of Sears. The former assistant buyer Bob Buezkiewicz is going into retail promotion for Sears. Meanwhile, a new addition has been made to the staff, a buyer's assistant. Appointee is Beverly Katschuck.

Command Eyes Scribes' Ears With New LP's

Promotional Guns Boom Support of Churchill Album

NEW YORK—Colpix Records promotional arm, headed by Bob Rosen, newly appointed director of special projects, will be brought to bear in the promotion of the Colpix album "Sir Winston Churchill, First Honorary Citizen of the United States," an album containing the noted statesman's speeches from the time that he became Prime Minister to his retirement.

Distributors will be sent various promotional and sales aids which will include special brochures, window streamers and book marks. Extensive advertising in top consumer and trade magazines is planned along with window displays in leading major markets.

CMA UNVEILS BIG PLANS FOR C&W MUSIC WEEK

NASHVILLE—The Country Music Association at a recent regular board meeting in Toronto to blue-printed plans for its most extensive participation to date in the annual National Country Music Week, upcoming October 31 through November 5 here.

CMA's plans for the special celebration week include a panel discussion during WSU's annual country music festival, during the same dates, and presentation of the first CMA president's award, to be made to that CMA member, not an officer or director, who made the greatest contribution to country music this year. The selection of the recipient has already been made by CMA but the announcement of the winner will be withheld until the Association's annual banquet in Nashville on October 31.

The panel discussion will take up the question of "The Future of Country Music." Connie B. Gay, first president of CMA, will chair the panel committee. Also serving will be Jack Loetz, head of Columbia Record Distributing Corporation, and Biff Collie, well-known country jock at KFOX, Los Angeles.

The Toronto meeting was highlighted by an evening of entertainment offered by the Canadian Record Manufacturers' Association. The CMA board members were also guests of honor at a meeting of the Canadian Radio and Television Executives Club at the Park Plaza Hotel. Entertainment was provided by various Canadian acts in a show endorsed by Bill Besin, star of a weekly CBC country show.

Pacific Will Prune Issue

HOLLYWOOD—World Pacific has cut down its fall release schedule as part of President Dick Bock's plan to have less but stronger product. There will be on Pacific Jazz new product by Les McCann, the Jazz Crusaders, the Gerald Wilson band, Bud Shank and Sonny Stitt, Joe Pass, and new artists, Earl An- derza, Duane Belton, Charles Kynard, and an album of previously unreleased masters by Gerry Mulligan and Chet Baker.

New World Pacific LPs will feature Ravi Shankur, a home- made set with Bud & Travis, the Goldcoast Singers, Brunswick McGhee, Sonny Terry, Lightnin' Hopkins, Barbara Dane, Lynn Gold and the Angelaires. A 10 per cent off the top of the invoice will be offered on all LP orders.

Bock has appointed Harry Apotekar's Alpha Distributors as the firm's jobber in New York.
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BACK

LOWER DEALER PRICE

SOME GOOF:
Success Through Mistakes

NEW YORK — The 10th anniversary of the Kermit Schofer Blooper LPs on Jubilee will be marked by a brand-new blooper LP called "Washington Blooper." Set 12th in the blooper series which started in 1953.

For the 10th blooper anniversary, Jubilee is re-releasing eight of the original blooper LPs in a new dress and with new titles. New titles include "Super Blooper," "Prize Blooper," "Off the Record," "Slipped Disks," "Comedy of Errors," "Station Breaks," "Funny Bowlers," and "Foot in Mouth Club."

There is also a new blooper specialty series like "Sports Quiz," "Quiz Blooper," and the

Hitt Columbia Studio Manager

NASHVILLE — Harold Hitt has become manager of Columbia Records' Bradley Studios here. Hitt succeeds Bill Disney, who resigned the post to take over active management of his family's music operations in Nashville. Hitt will be responsible to Ken Raines, manager, Columbia studio operations.

Hitt is a Nashville native and previously was with the Associate Finance Company. Since joining Columbia he has supervised installation of mastering equipment in the studio which allows Bradley to cut 45 single masters as well as those for stereo and mono LPs.

Joe & Eddie

NEW YORK — The folk-gospel-jazz singing duo of Joe and Eddie of Crescendo Records (Joe Gilbert and Eddie Brown) has been signed for the initial production of "The Danny Kaye Show," to broadcast in the fall on CBS-TV, Wednesdays 10 to 11 p.m.

In their early 20's, the team made their television debut on the Jackie Gleason Show last spring. They have played San Francisco's Hungry i and have recorded two albums.

Kapp Buys Assets

NEW YORK — Kapp Records has verified the purchase of the label of the Congress Records assets as first reported in Billboard June 15.

Congress will continue to operate as a subsidiary of the Kapp label with Neil Coligan as national sales manager. R. Buch (Dixie) Davis will be in charge of A&R. Both will report to Phil Skaff, Kapp vice-president.

Leading Congress artists will continue to be featured on the label, among them Linda Scott and James Ray.

in-person audience participation package recorded live at one of the Miami Beach hotels.

Schofer's blooper packages have become so popular that he has formed a Blooper Booster Club. Members of the club get prizes for blooper contributions, and it will soon have a monthly newsletter.

The original blooper album, Vol. I, has sold over 1 million copies, according to Schofer. And tales of all of the other blooper sets have been steady for over the years.

L. A. Branch

CHICAGO — Mercury Record Corporation last week opened a branch office in Los Angeles — third such for the diskery. Mercury already has branches in New York and Atlanta.

Mercury also named Abe Chayev, former manager of Mercury Record Sales Corporation, New York. He will supervise activities of all three branches and will continue to headquarters in New York.

Bernard Youdovsky, formerly with Columbia for 11 years, takes over as manager of the New York branch which has been re-named Multi-Line Distributors, Inc.

Bob Sarem, formerly part owner of Costa Record Distributors, Inc.

Phi1ly Suburb Ready

PHILADELPHIA — The suburban Paoli, Pa., farm of C. G. Rockefeller again this fall will be the setting for a three-day folk music festival September 6, 7 and 8, sponsored by the Philadelphia Folk Song Society and expected to draw followers of folklorists from far and near.

Featured will be Theodore Bikel, Elizabeth Cotton, Alomed Riddle and Robert Smith, Missippi John Hurt, Jimmy Martin and his Sunny Mountain Boys and Girls, Joan Redpath, Mike Seeger, Dave Van Ronk and many others.

The event will begin at 6:30 Friday night with square dancing, Friday evening's concert at 7:15 p.m. will be a varied program of city singers who have been an active part of Philadelphia's folk music movement. Esther Halpern will be hostess of ceremonies. Performers will include Roger Ahlborn, Alyx Dobkins, Suzanne Gross, Lonnie Johnson, Bart Seger, Tam MacKinnon. Friday's program also schedules a "Late Show" at 10:30 p.m. of rare film clips and short subjects from the collection of Pete Seeger, John Cohen and others.

Saturday morning workshops at 10 a.m. will be on guitar, five-string banjo, folk song arranging and presentation. A ballad session with audience participation, traditional singers and professional performers is set for afternoon.

Saturday evening's concert, expected to be a long one, will start at 7:15 p.m. Sunday at 10 a.m. will see a concert of traditional religious music of America, including Negro spirituals, Memonite religious songs, other Southern church songs and other folk hymnody. A children's concert and talent show will be held at 11 a.m. Sunday with folk singing, games and folk tales for children. A short round-robin folk singing in the final event of the festival, scheduled for 4 p.m.

This will be the second annual staging of the Philadelphia Folk Music Festival which was a big hit last year.

NARM ACCEPTS 6 MEMBERS

PHILADELPHIA — NARM has approved the applications for membership in the organization of six new companies, three record jobbers and three record manufacturers. The new regular members are Mid-America Specialty Distributing Company, Chicago; Bob's Wholesale Company, Lubbock, Tex.; Somertec Corporation, Fall River, Mass.; New associate members are Flena Records, Listen & Learn Records and Smells Records.
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BEETHOVEN: Piano Concerto No. 5 in E flat ("Emperor")—Firkusny, Steinberg, Pittsburgh Symphony.
(S) L 9211

"THE SOUND OF STRING"—Bach: Air for the G String; tchaikovsky: Andante Cantabile; borodin: Nocturne; paganini: Perpetual Motion; more—Steokowski.
(S) L 9216

IVORAK: "New World" Symphony—Leinsdorf, Los Angeles Philharmonic.
(S) L 9205

(S) L 9213

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TCHAIKOVSKY: Piano Concerto No. 1 in B flat minor—Parnario, Leinsdorf, Los Angeles Philharmonic. (S)L 9209
BRAHMS: Symphony No. 1 in C minor—Steinberg, Pittsburgh Symphony. (S)L 9203
BEETHOVEN: "Waldstein" Sonata—Firkusny; "Appassionata" Sonata—Browning. (S)L 9214
GRIEG: Piano Concerto in A minor—Schumann; Piano Concerto in A minor—Solomon, Menges, Philharmonia Orchestra. (S)L 9219
HAYDN: "Surprise" Symphony; MOZART: Symphony No. 40 in G minor—Steinberg, Pittsburgh Symphony. (S)L 9206
RAVEL: Introduction and Allegro—Berlioz; Danses sacrées et profanes; pieces by GRANDJANY and ROGER-DUCASSE—Marcel Grandjany (harp). (S)L 9217
BEETHOVEN: Symphony No. 7 in A—Steinberg, Pittsburgh Symphony. (S)L 9202
"PORTRAITS IN SOUND"—CHABRIER: España; RIMSKY-KORSAKOV: The Russian Easter Overture; SMETANA: The Moldau—Duras: The Sorcerer's Apprentice—Leinsdorf, Concert Arts Orchestra. (S)L 9208
BRAHMS: Symphony No. 3 in F; Variations on a Theme by Haydn—Leinsdorf, Philharmonia Orchestra. (S)L 9213

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New B'way Play to Be Seen in 5 Cities

NEW YORK—A new play and simultaneously tunewriters in five cities will see the same production in the history of the theater and television—marking the first time in that event that has been made possible.

The play, "The Advocate," by new American playwright, Robert Noah, will open at the ANTA Theater here Sunday, October 13, and at the same hour will be televised on video tape on five Group W (Westinghouse Broadcasting Company) stations in Boston, Cleveland, Pittsburgh, Baltimore and San Francisco. Group W has invested $600,000 in the production.

ASCAP's Exec Moves

NEW YORK—A number of personal changes within the ASCAP organization have been announced. These involve George A. Hoffman, Carl Levinton, Clarence Rubin and Louis Weber. Hoffman, formerly controller of the record company, assumed the post of assistant to the president, Stan Adams. He'll handle membership and record matters and special assignments. Levinton, former head of personnel for 22 years in charge of the auditing department, succeeds Hoffman as controller. Rubin, formerly New York division manager, has been named assistant sales manager in charge of general licensing. Weber, former chairman of radio and TV services, becomes assistant sales manager in charge of radio and TV. Both will continue to report to sales manager Jules M. Collins.

New UA Post To Jay Jacobs

NEW YORK — Jay Jacobs, director of sales and merchandise for United Artists Records, has been appointed director of the company's eastern division. Formerly with Buddie Friedlander, who has resigned to concentrate on personal management, Jacobs was Eastern sales manager for Det Records for three years prior to entering the UA fold. Friedlander will continue to work closely with UA in the development of new recording artists.

NAT, PATH OUT AS BEANTOWN CLUB SHUTTERS

SALISBURY BEACH, Mass.—The Frolics night club announced today it would not reopen when a four-day suspension of its license for selling liquor to minors ends. The Frolics normally closes Labor Day weekend. A known problem area. Club, closed ordering by the Alcohol Control Commission on suspicion of liquor, more like a hurricane and therefore more destructive. The Frolic had to cancel out Nat King Cole scheduled for next week and RCA Patti Page the week after. AGVA will rule on the issue. Cole had a $27,000 contract; Page's price is unknown but is around $9,000. Owner Denny Mulchay, already burdened by the recent death of his wife, said once he closed his doors for a spell, he wouldn't be able to get customers to return.

Clarridge Music Most Colorful

NEW YORK—Clarridge Music, the company that publishes sheet music, has been headed by Frank C. Slay Jr., is turning out a new source of income in the process on heavy coated stock paper.

It is our hope that by going the opposite direction from the traditional sheet music industry, i.e., smaller and cheaper paper for lower and lower prices, we can stimulate interest in sheet music by using full size sheets, concert size and other major markets, Williams said.

It was stated by Williams that a New York record player reported that an unidentified person came into his establishment and ordered 5,000 copies of "Earth Angel" manufactured. He never returned, the presser said. Doo Wop Records is offering $10,000 reward for information leading to the apprehension of the counterfeiter.

Crown Has 51 Going

NEW YORK—Crown Records is in the process of stereo albums for the label's new fall program. Crown's budget (59 cents) for full include a surfing, a bootleg LP, and Tom Tom, a movie music score and eight Christmas sets.

Dooto Reward for 45 Counterfeiters

LOS ANGELES — Dooto Williams, president of Dooto Records, said he and his controllers have been attempting to peddle thousands of counterfeit copies of the label's Earth Angel by the Penguins.

The most recent ring now being investigated by law enforcement officers and industry officials is operating in New York and other major markets, Williams said.

It was stated by Williams that a New York record player reported that an unidentified person came into his establishment and ordered 5,000 copies of "Earth Angel" manufactured. He never returned, the presser said. Dooto Records is offering $10,000 reward for information leading to the apprehension of the counterfeiter.

The sheet music is priced at 60 cents.

Craig Matches Columbia Price

SEATTLE — With record dealers around the nation beginning to adjust to the new price structure imposed by Columbia Records, Independent Records, headed by Craig Corporation, Seattle, has announced that it has changed its price structure to match that of Columbia's.

Jerry Denmon, manager of the company, said that the only variation from the Columbia structure is in the prices and death to radio outlets one-stop.

Knowles Rosen V-P.

PHILADELPHIA — Paul R. Knowles, general manager of the RCA Records division of Raymond Rosen & Company, Inc. RCA Records has purchased 28 percent of the stock of Eastern Pennsylvania University's甲醛 factory. Knowles joined the company in 1934, working his way up to the vice-presidency from a clerk in the parts department.

KORVETTE REGISTERS FOR NEW SHARE SALE

WASHINGTON—E. J. Korvete, New York department store, has filed a registration statement with the Securities and Exchange Commission seeking registration of 36,000 outstanding shares of common stock of which 27,000 shares are to be sold to institutional investors, the holders, on the New York Stock Exchange in regular-way brokerage transactions. Price of the shares will be offered by the holders from time to time over one or more periods of 30 days. The total dollar value of the transactions on the Exchange will not exceed $10,000,000 (maximum $256 per share). Korvete's operates 24 department store, 11 food supermarkets.

RCA's Soria On Tour of Continent

NEW YORK — Daro Soria, director of the International Department of RCA Victor, is touring Europe for a series of business meetings with the label's affiliate companies. Soria's travels have taken him to Geneva where he was joined by RCA Victor Record Division vice-president James C. Fish and in Copenhagen, where he will attend the annual sales conference of RCA Victor records in the Scandinavian countries, Germany, Austria, Switzerland. From Copenhagen, Soria goes to Stockholm and Oslo.

While in Europe, Soria will also travel to several Mediterranean countries before ending his tour in Italy.

Pretty Girl Is Like a Melody

NEW YORK—In the top 10 of the pop department, Joseph Simon, director of promotion for RCA Victor Products in Richmond, Va., has released an album entitled "Something's on My Mind," a title song. The album features 10 tunes cut and conducted by Bernie Wayne, official songwriter for the tele-vised pageant. The album represents the best of the songs which Wayne has contributed to the pageant since 1955, including the theme song, "There Goes Miss America." Four of the tunes will be premiered on the television program, "His Eyes," September 7.

Sinheimer, a veteran distributor, has completed arrangements for 200 copies of "Dance with the Disk." In Atlantic City, where the pageant is held, the album is already in place over 40 retail outlets and additional outlets there have taken spot radio commercials promoting the album in conjunction with the pageant. Each of the 52 Miss America candidates has received a copy of the album in order to learn the song to "We Are Tomorrow," which they will perform on the telecast. The girls are reportedly carrying the disk with them on their regional and special appearances in connection with the pageant.

sold by dealers around the world.
"Like an amorous tigress"

This is how Scarpia describes Tosca in the opera! An apt description of Leontyne Price's performance in the electrifying new Red Seal recording of the opera. This is one of her greatest roles—the one which launched her brilliant career in opera. Giuseppe Di Stefano is Cavaradossi; Giuseppe Taddei is a spine-chilling Scarpia! During the period when this recording was made, Herbert von Karajan conducted Tosca at the Vienna Opera with the same leading artists. A critic observed, "Karajan made a new opera of it... That's magic." This "magic" is captured on the recording. The handsomely illustrated sixty-four page libretto-booklet presented with the two-record album makes this thrilling Tosca a magnificent addition for every record library. Mono: LD-7022; Stereo: LDS-7022

3 MORE MAGNIFICENT NEW RED SEAL ALBUMS FOR YOUR DISCRIMINATING CUSTOMERS!

The "Consort" is the equivalent of an Elizabethan dance band. The music is just as lively as that luscious period. A handsome package. Mono: LD-2656; Stereo: LDS-2656

A memorable 2-record collection! Works by Czerny, Mozart, Chopin and others. A brochure features paintings from Horowitz' own famous art collection. Mono: LD-7021

Truly historic! Recorded by Arturo Toscanini with the Philadelphia Orchestra in 1941. A much requested recording worthy of its deluxe package. Mono: LD-2663
**INDUSTRY BRIEFS**

**Clay’s Salty Disk Debüt**

- **Continued from page 1**

Carnation's Clay has released his new album, and the reviews have been amazing! Clay’s unique style and powerful vocals have captured the hearts of listeners worldwide. The album features a mix of original songs and covers, including hits like "Swing Low, Sweet Chariot," "Dancing in the Rain," and "You Raise Me Up." Clay’s acoustic guitar playing adds a touch of warmth to the tracks, and his powerful voice carries every emotion through every verse. The album is available now on all major streaming platforms and music stores. Stay tuned for Clay's upcoming tour dates, where you can experience the magic of Clay live on stage.

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**INDUSTRY BRIEFS**

NEW YORK—A new automated process designed to facilitate production and reduce costs in the manufacture of phonograph records has been developed by Monarch Recording Manufacturing Company, a wholly owned subsidiary of the Cosnat Corporation. The process, developed by engineer Dave Rothstein, controls the storage and feeding of the plastic materials used in the production of records and allied products made by Monarch at its plant in Culver City, Calif.

**Cosnat Stock Split**

NEW YORK—The board of directors of the Cosnat Corporation, producer, manufacturer, and distributor of phonograph records, voted a two-for-one stock split at a meeting held Friday (9).

Pending the approval of the company's stockholders at a special meeting to be held on August 28, the board voted to increase the number of authorized shares from 1,255,000 to 3,000,000 and declared a share-for-share split of the common stock.

For the six months ended March 31, 1963, Cosnat reported sales of $4,547,439 and earnings of $143,151, equal to 31 cents a share. In fiscal 1962, ended March 31, 1963, the company reported sales of $8,877,115 and net income of $162,336, or 39 cents a share. The shares are traded over-the-counter.

**Steeleker Art Director**

NEW YORK—A new administrative lineup has been announced by London Records involving the appointment of Al Steeleker, who has been functioning in packaging, display and merchandising for the label, as art director for all London pop, American Group, Richard and Telefunken LP's.

Bernie Foss has been tapped to supervise production and inventory control of all the label's imported and domestic product. New to the company is Mort Frank, founder of Village Music Shop here, who will handle educational and consumer services for London.

**Bat Opens in Balto**

BALTIMORE—Bat Records, a new label, has entered the Baltimore and Pittsburgh market and its publishing subsidiary, Urris Music, was formed by Joey Weigel, vocalist and pianist and former bandleader. Initial release features Welft himself doing a couple of his own tunes. Distribution will also seek out other talent for recordings and may offer the product to other labels for distribution.

**Key to Sales Climb**

- **Continued from page 1**

Steve Wonder, whose "Twelve-Year-Old Genius" album is a stock seller, and Trini Lopez’ LP, "Trini Lopez," are also in the upper sales ranks.

Coming along strongly on the new product front are the Toyko Trio’s "Sunny Side," Napoleon Plunkett’s "How Much?," My Way," Bobby Binton’s "Blue on Blue," "Out of Sight," the Johnny Mack "Ring of Fire," Lawrence Welk’s "Scarlett O’Hara’s Key (O’Hara’s Dream)," "Francis Fontaine Sing Like Crazy," "Johnny with Johnny" and the New Christy Minstrels "Ramblin’." Tony Bennett’s "This Is All I Ask.

**DEALERS FOR DEALERS**

A summary of promotional opportunities for dealers and manufacturers is available in the Manufacturers’ Quarterly. It lists all the records the company is offering during the current six-week period that are available for reselling. The Quarterly is available for $3.00 per copy, or $15.00 for one year, and is sent to authorized dealers and record clubs.


**Placards**


**Columbia**

Columbia has announced its new line of records for the fall season, including a wide range of classical, jazz, and rock music. The label is also releasing several new albums by popular artists such as Frank Sinatra, Ella Fitzgerald, and The Beatles. These albums are available at all major record stores and online retailers. Visit www.americanradiohistory.com for more information.

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THE ECONOMY LINE

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CUSTOMER CONFIDENCE!

Claf Proved a success because it has "success-proved" product

Continuously increasing pop catalog - the "in-demand" classicals

SUPERB QUALITY IN A DISTINCTIVELY PACKAGED LINE

Contact Your Mercury Distributor Today
AT THE COPA:
Red Hair & Explosive Wit

A red-haired bombshell of talent soared in on and exploded at New York's Copacabana sending audiences sprawling with laughter ... songs dancing with the tune of Miss Kay and their producers ... and maimed the stage of the i.e. accommodating standing room only crowds jamming the tiny twenty every evening since the opened August 8.

The riot is being caused by songstress-comedienne Kay Stevens—who may be a new comer to the New York nightclub scene, but no novice when it comes to putting on a thoroughly entertaining and polished performance.

A tall, vivacious looking carrot top with a neatly turned ankle, Miss Stevens moves on stage with the agility and grace ever, at the Westbury Music Fair. The piano player performed one of his most electrifying concerts and one of the most home standing and roaring as he walked from the stand following a previous number, buterson encore. The music (the concert's special guest) particularly was Garner in top form. Each standard was filled with starting rhythmic change, mischievous turn of phrase and rollicking sensibilities. He let in their new single record on Keppie, too, with brilliant versions of "Mack the Knife" and "Sweet and Lovely."

JACK MAIER

EAST
Phyllis Diller will be on stage at the Royal Park at the Americana Hotel from August 19 through September 7. . . . Jerry Vale begins his engagement with a dig at the Copacabana on Thursday (22). On Saturday (24) Peter, Paul and Mary will appear in concert at Convention Hall, Cherry Park, N. J. . . . Atlantic City will sport the talents of Al Martino at the 100 Club (23), Roy Hamilton at Bal- sin Street (23) and Frankie Avalon at the Poli (23). . . . June Jones plays the Man- ner Supper Club in Wildwood, N. J., through September 2 . . . Billy Eckstine will be headlining Lillie's in Revere Beach, Mass., for one week, starting August 25. . . . On August 16 opens the Steel Pier in Atlantic City. Guest star at the Berkeley Music Barn in Lenox, Mass. (24), is Theodore Bikel.

REVIEW
Corinne Bucci

Monday nights are reserved for the hootenannies at Folk Village in the heart of New York's Greenwich Village. The disastrous stages folded over to any amateur or professional performer who has the guts—guitar or voice. One should shoulder-to-shoulder crowds.

Monday night was the good fortune of witnessing a performance of a brand-new singer by none other than Corinne Bucci. Miss Bucci of 19-year-old dark-haired beauty with deep set brown eyes, sang "Yarrow." "When I grow up I'm going to be a 'Vir- gin Mary'" with an ethereal freshness and clarity that even penetrated the usually aplastic folkland audience. It was Cor- inne's first public performance. It most certainly will not be her last.

THE RAN-D-DELLS
(Chairman)
PERSONAL MANAGER: Steve Rapaport. BOOKING OFFICE: Continental Booking. NAMES: Steve Rap- aport, John Spirt, AGER, etc.
HOMETOWN: Mississauga. ADDRESS: 316, HOME TOWN: Mississauga, New Jersey. BUSINESS: Recording, surfing, booking. BACKGROUND: About four months ago, the Ran- Dells, who are cousins, walked over into the Bell Sound studios for a supervised session they dubbed in the vocals and sounds that made "Martin Hop" a hit on London's Chairman label. Steve and John are the two vocalists for the group. Their manager by the way the group can be marketed to the record-buying public.

THEIR RANK: Single: "Martin Hop" is started at No. 44 on Billboard Hot 100.

ARTISTS BIOGRAPHIES

Andrea Carroll

PERSONAL MANAGER: Creative Management. NICKNAME: Andrea Lee DeCapite. BIRTHDAY: 11/30/46. HOMETOWN: Cleve- land, Ohio. EDUCATION: High school. BACKGROUND: Andrea Carroll made her television television appearance singing "Don't Cry Joe" and created quite a stir by shedding real tears. At three she made her first club date at Cleveland's Alpine Village. Andrea has held the titles of "Little Miss Cleveland" and "Little Miss Ohio" and in 1954 won the world title of "Little Miss United Country" judged by Perry Como, Patrice Page and Nat King Cole. In 1955 she won the Wall Drive "Little Miss Cleveland" title and the Gene Carroll Talent Show from 1959 to 1961. Through Carroll, who is her manager, she signed a five-year contract with General Records. The debut EP, "Little Miss Andrea." 14th birthday she made her first recording "Young and Lonely" then the 16th birthday she recorded several songs including "Gee Dad" and "Miss Happiness." Her latest hit release on the Big Top label, "It Hurts To Be Sixteen," isn't nearing the sixteenth year old songstress in the least.

Andrea Carroll (Big Top Records)

Latest Single: "It Hurts To Be Sixteen" is the No. 51 slot on the Hot 100.
England’s #1 Hit Single comes to America—on #5032

FRANK IFIELD

I’M CONFESSIN’

(That I Love You)

A sure-bet to repeat the success of Frank’s first great American Hit, “I REMEMBER YOU”!
Budget Record Makers See Bullish Expanding Market

By BOB ROLONTZ

NEW YORK — The budget business will continue to be packed, according to Cy Leslie, president of Pickwick International, corporate name for the largest independent producer of budget (mass market) records. These sentiments are echoed by Phil Landwehr, president of Premier Albums, Inc., Pickwick’s strongest competitors in the budget field.

The budget end of the disk business, on the independent level, is led by Leslie’s Pickwick firm, which grossed over $5,000,000 for the fiscal year ending April 30, 1963, a substantial increase over its 1962 figure of over $4,000,000. Premier Records grossed about $4,250,000 in its most recent fiscal year also a substantial boost for Premier.

Other solid budget lines are Ambassador, the large firm owned by Synthetic Records, one of the pioneers in the budget field; Dave Miller’s Miller International firm, with its Stereo-Fido and Somatic labels, whose “101 Strings” are a name act on a budget line; Crown Records, the budget label operated by the Bahari Bros. on the West Coast, and Strand Records, Sid Pasteur’s East Coast-based budget diskery. These six labels dominate the indie budget field.

There are many 99-cent kiddie labels as well, like Pickwick’s Happy Time, Premier’s United Artist’s kid series, etc. Pickwick also makes a budget label just for the Sears chain, called International Award.

According to Leslie the key thing in running a successful budget operation is that the low sales price leaves little margin for error.

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Original Recordings of the Well-Known
THREE PENNY OPERA (Zweilochschinger) & MANUSPANTA, Lyriah Ponsa (Hans Hono)
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THE GOLDEN AGE OF BAYEUTH (1873-1898)

LOMENGEN, DIE WOLLKAUF, DIE WEISTERSBERG-
ER, TANNHAUSER, DAS RHINGOLD EXCERPTS

Mono TA 1093

THE ROYAL FIREWORKS—Suite
Edvard Van Beinum conducting The Concertgebouw Orchestra of Amsterdam.
Handel (see Harry): THE ROYAL FIREWORKS—Suite
Edvard Van Beinum conducting The Concertgebouw Orchestra of Amsterdam.
Handel (see Harry): THE WATER MUSIC—Suite
Edvard Van Beinum conducting The London Philharmonic Orchestra.

$1.98 per LP
"A veritable who’s who of conductors, ensembles & soloists"

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VERSATILE IS THE WORD FOR THIS browser box display unit that breaks down into counter and store-front display units offered by Premier albums for their rock, variety and country locations.

**Crown Hallmark**
*Continued from page 16*

turned into a full line in themselves. All of the Living Strings and LP's recordings are newly made for the label, thus able to use latest sound techniques and modern recording methods.

In addition, the Camden line now has a full country and western line as well as a jazz line. Ray Clark, manager of product and planning for Camden, said recently that the country line, and the Living Strings and Voices had helped broaden the appeal of Camden products.

Camden Records, like Harmony, Vocation and Wing, are sold through record dealers and chain, variety, and general store outlets. The importance of this line is that successful sales of Camden is noted by the fact that Victor was one of the first record firms to work with the Handler Company of Cleveland for Camden product. Just two weeks ago Victor showed its entire Camden line at the record rack dealers at the semi-annual NARM meet in Chicago.

Victor, Columbia, Mercury and Decca back up their lower price product with vigorous consumer advertising, and a lot of point-of-sale effort, but this Camden full campaign, for instance, will include four-color window displays, poster, full page advertising, Camden racks, and streamers, supplement and entry cards.

**THE BUDGET PRICE MAKERS SEE EXPANDING MARKET**

*Continued from page 16*

budget line product are product and 95% of advanced merchandising. On the product front, Leslie says that budget labels are now trading up in product. They have gotten into a major label concept in packaging, feel, with good four-color covers, and with the better product and package are now reaching a more sophisticated audience.

Leslie has gotten this product "pasty-sold merchandise." By that I mean," said Leslie, "packages by name and nature, and materials that are the current groove. We collect nothing but the best consistently," he noted, "and therefore release bona fide albums when the hour is right, country albums at the right time, scores of musical shows while they are at their peak, etc. Right now we are coming out with a host of merchandise.

On the merchandising level the Pickwick president said that his firm has worked out new packaging techniques, on the proper racks to use in the stores, to the basic catalog of salable merchandise, point-of-sale merchandising aids, monthly lists listing new product plus re-order and inventory, etc.

Additional aspects of the type of merchandising that Pickwick has worked out with its chains on an exclusive basis, include periodic price promotions with exchange-selling store in the sense of faster moving merchandise, an analysis with the store buyer of his individual product lines. "These exclusions of course have been most successful in past selling merchandise," said Leslie.

Most budget records are sold in chain and variety stores and supermarkets, however there is a trend toward more record store sales. Leslie claims that supermarkets and variety stores are expanding their budget record sections at the expense of higher-priced merchandise because their turnover is better with the lower-priced items and they are easier to handle, since they rarely go out of style.

Leslie sells his budget lines direct to record merchants, and to country superfices, and does most other budget labels. Leslie has sold budgets to some distributors covering all markets as well.

Leslie said that some of the "blockhead" merchants in the low-price field a white back had are the list of the budget lines, but that things were much better now. He said that it is possible to make out with 99-cent LP's on condition that a large enough volume could be reached, and expenses were held to prudent levels. "A budget manufacturer must also diversify and have other price lines in addition to his budget label," Leslie said.

Both Premier and Pickwick have higher-priced lines in addition to their budget labels. Pickwick has Kimberly, and a high-price language series that does very well, according to Fred Stokowski, manager; and a Diction- nal label which lists at $5.49, Columbia's Premier at $3.98, and its Premier label at $4.98. Moreover, Premier owns TV and radio stations listing new product plus re-order and inventory, etc., that enable us," said Landhever, "to operate at a high profit margin.

In addition, Premier has diversified to the extent that it now owns its own successful music publishing firm run by man named Goldie Goldmark. Music firm has had a relatively short career, and Goldmark has produced, or helped produce, several records that have turned into hits for the publishing firm.

**CLASSICAL TARGET: NEW COLLECTOR**

*Continued from page 16*

Rudolf Kempe, Joseph Levine and Leonard Slatkin.

The material is primarily of the standard repertoire, including the piano concerto of Tchaikovsky, Beethoven, Grieg and Schumann; symphonies of Beethoven, Dvorak, Tchaikovsky, Bruckner, Haydn and Mozart; as well as a program of ballet music, operettas and overtures and the inevitable Rimsky-Korsakov Scherazade.

Capital records regular releases in the Paperback Classics series, but the degree of regularity has not been efficiently established as yet. There is also the possibility that future releases will include the works of vocal artists.

**New Collector Target**

Characteristic of most of the current low-priced divisions of the LP's labels is the issuance of catalog cut-outs of the classical stock, which will appeal to the budget-minded new collector. The continued success of such lines as London's Rich- mond and Telелефon labels, Mercury's Wing classical LP's, and Victor's success with the Camden classics have established a significant need for such product.

One of the pioneers in the area of low-priced classics was Vanguard Records. Over the past 10 years, Vanguard Demo- stration Records ($1.98) and Stereo Lab ($2.98) have issued conservatively catalog some 25 releases. Though sales have been satisfactory for the label, Maynard Solomon reports that sales at this level have "slightly fallen off in the past couple of years. Competition on performance and packaging has become increasingly significant." Solomon reported that his all-time low-priced classic item was the Scherazade performance conducted by Mario Rossi, followed by Moz- zart's Symphony No. 40.

Columbia Records, which has a limited number of classical items in its Harmony series, reports that the company has no plans at present to increase its schedule in this area. It has been Columbia's policy to limit the number of catalog cut-outs which would normally be the source of material on the low-priced level.

**THE BUDGET LINE THAT SELLS AND SELLS BECAUSE**

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"WINDY and WARM IS FLYING HIGH!"

monument 45/821

A monument is artistry
On October 15 Faron Young and Billy Deiton, the latter of San Antonio, will inaugurate "The Faron Young Show," a live, 15-minute air show, five days a week, to be offered to radio stations in tape form. . . . Wayland Stutefield, present assistant producer at MGM Film Music, Goodletsville, Tenn., has just concluded a three-week swing through Arkansas, Texas, Louisiana and Western Tennessee, during which much time was put in on the Vito Yuro-Ray Price record of the Hank Williams tune, "Take the World Go Away." Ray Price spent August 6-8 in Dallas, Fort Worth, Houston and New Orleans to promote the tune, and Woor Records' Tom Cade and Hal Balke entertained deejays at a luncheon in Dallas in honor of Ray.

Leon McAuliff and the Carmon Boys return to the Golden Nugget, Las Vegas, September 26 to remain through October 9. From September 13-15 they tour for Hop Peebles, Wichita, Kans., promoter, with stops skedded for Salina, Wichita, Topeka, Kansas City, Mo., and Cleveland, Ohio, for four weeks McAuliff and his lads are routes for Holiday Inn, Clovis, N.M., and Abilene, Texas, Egle, Okla.; 12; Alpine Inn, LA Anim. Fair, Oshkosh, Neb.; 24; Peace Air Force Base, Portmouth, N.H.; 30; Dan Lark's Wildhorse Ballroom, Trenton, N.J.; August 31; Cepco Club, Secaucus, N.J. September 1, and Center City Ballroom, New York, 6-8.

The Pee Wee King Country Carnival "Miss Minnie Pearl" is set for the Michigan State Fair, Detroit, late this month, and follows with two days in Charlotte, N.C., with Johnny and the Hurricanes. Early in September the Pee Wee King band joins the Frank Fontaine show, with Peggy March, at the Fairgrounds Coliseum in Louisville which will be followed by a trip to King Air Force Base in Overrides. Pee Wee is doing back u.k.p.s. these days over the fact that Paramount Pictures has taken his tune, "Bonaparte's Retreat," for a big screen of the same.

Fred Foster, president of Monument Records and chief of the label's a&r department, has signed songwriter-artist Freddy Hart to a recording pact. Hart has been on the Columbia label the last six years. . . . Hal Smith has changed the name of his firm, Curtis Artists Productions, Goodletsville, Tenn., to Hal Smith Artists Productions. Hazel James has broken with her contract with the company and is now under the guidance of a Joe Grissel, head of Artists Reps, shows their wares at Millie Ruton's Hillbilly Park, Newark, Ohio. September 1 . . . Sonny James is set for Monticello, Ia., August 23; Minneapolis, Minn., and Dallas, 31.

Jim Reeves jets for Johannesburg, South Africa, for the September 26 world premiere of "Kimberly Jim," a musical which stars Jim in the role of a singing of fortune. The flick will be released in the United States late this year under the title of "Kings Will Shine." A Country Wild.

Wyatt to Standard

PAUL WYATT

NASHVILLE—Tinny Tyner, president of Standard Pressing Company, Nashville, has announced the appointment of Paul Wyatt to national sales manager of Standard. Wyatt leaves his position as manager of Capitol Music Publishing Company to assume his new position. Earlier he headed Capitol Records operations in Nashville.

Top Valles Hit

Bill Chittister's "GREEN STAMP ROSSA BOY'S" box "In Love With Love" Listed Top Ten with KILE, WITF, KENY, WDIA, WDBV, WOHL and WYXR Listed by Survey Reports, Canada.

B.J.'s. write: Cape Records, 915 N. Government Street, Mobile, Alabama

WITH THE COUNTRY JockeYS

By BILL SACHS

Carl Sancman, who for many years headed the much noted Green Valley Boys, has quit the road to spin the country wax and handle standbys for the Wagon duties at WRAG, Carrollton, Ala. A former custom of the country music field, Chris Collins has had his initial release on the new RCR label. Waxing was done recently in Nashville under the direcrtion of Murray Nash. Material for the two sides was written and performed by the same old jock at WMOX, Meridian, Miss. He invited a lot of jocks to write in for a sample copy.

Don Trifiletti, of Manicord Records, 151 Ground Road, Mamersock, N.Y., has available samples of the firm's latest release, "Forgotten Man," b/w, "A Letter, a Teardrop, a Heartbreaker." Drop Don a line on your star's latest release. The sides were recorded by the same old jock, Jay (Buttermilk) Ball has just moved his country music operation to WEEW in Washington, D.C., where he is associated with his recording buddy, Jimmy Newman, WEEW managing owner. Ball is programming two and a half hours country music daily. Guy says he can still handle the c.d.w. material.

Bonnie Owens, a new artist on the Tally Records label, invites jockeys to write in for a sample of her new release. (Continued on page 41)
MAHARIS MEANS BUSINESS

AMERICA'S FAVORITE ACTOR-SINGER SPINS ANOTHER RECORD-BREAKING ALBUM!

ALWAYS IN DEMAND, GEORGE IS CURRENTLY ON A NATIONAL PUBLIC-APPEARANCE TOUR!

OTHER MAHARIS SELLERS:

Personal Management: Mimi Weber
"Payback"

by

Efta James

Argo #5445

Count Your Blessings

by

Little Hook and The Kings

Chess #1967

"Organ Shout"

by

Dave "Baby" Cortez

Chess #1961

Pop-Jazz Hit!

"Bonita"

by

Illinois Jacquet

Argo #5444

New Releases from Chess

R&B Roundup

By NICK Biro

(Chicago Office)

The opening of Ewart G. Abner Jr.'s Dart Record Sales offices on South Michigan Avenue was the big news here last week. While Bill Sheppard and Art Sheardas are continuing their long-time association with Abner, Barbara Gardiner (who also exited Vee Jay with Abner and Sheppard) will probably branch off on her own. She's talking about a long-planned book on jazz. Barb's a talented writer and has been a contributing editor for Downbeat for years. Incidentally, Barbara and her husband, Carl Proctor (promotion man for Summit here), are moving into a new apartment in Hyde Park. Their neighbors are Sid McCoy and Oscar Brown Jr.

Duke Ellington held a preview here last week of his Century of Negro Progress Exhibition Review to be held at McCormick Place, August 16 through September 2. Ellington is the director and producer and has written all of the music and lyrics for the show which will have a cast of 60. The show was a real "labor of love," and shows it... A host of the nation's r&b artists, deejays and record industry executive will gather in Hollywood next week for the National Association of Record Annexers (NARA) convention. The Ambassador Hotel will be headquarters. Bob Grisford of Razorback Records, Newport, Ark., wrote to us he's located a master to Alley Records, Jonesboro, of the Pakers' new instrumental, "Confound It," b/w "Skewer Dope."

When Charlie Harden pinch-hit for Yvonne Daniels on WNYR, he had a crowd of teenagers picketing the station to ask that he be added to the station roster. They had a petition with 1,800 signatures. Charlie is 19, and bills himself as the "World's Oldest Teenager." . . . Joann Downey, wife of deejay S. Morton "Monk" Downey, is expecting. . . . Porter Distributing Company is making some extensive changes in its sales staff. They are planning a swingin' staff of gals who are real hip about the record business. . . . No one was as happy at the O'Hare Inn during Kapp Records' national distributor meeting as WYON's Frank Ward, who frolicked in the pool like an ebullient seal, greeting his many friends with great streams of water.

Gerald Simas, formerly with the Daylighters, is branching out on his own with a new single, "There Must Be an Answer Somewhere."

LITTLE PEGGY MARCH
'HELLO HEARTACHE, GOODBYE LOVE'

#8221
RCA VICTOR
THE MOST TRUSTED NAME IN SOUND
The Ran-dells
MARTIAN HOP
CHAIRMAN — 4403

Joe Tex
SOMEONE TO TAKE YOUR PLACE
DIAL — 3013

Donald Hines
YOU HAD TO PAY
HI — 2068

The Triumphs
BIG DOG
KAB — 2600

Little Rose Evans
YOUR GOOSE IS COOKED
TAHOE — 2537

Town and Country Brothers
SANDY, SANDY
TAHOE — 2534

Sibelius Williams
HE GIVES ME LOVE
FELSTED — 8600

Marty Willis
IT IS NO SECRET
LOUIS — 6804

Murray Kellum
LONG TALL TEXAN
M.O.C. — 653

Beverly Brent
GO HOME CHEATER
G.S.P. — 2303

Len Snider
EVERYONE KNOWS
ALL BOY — 8507

Copyrighted material
I'VE GOT A RIGHT TO CRY...
Falts, Denmark, ASCAP-Parmount 10475 (records, BMI)
(New Orleans, Hartford)

DINA...
Dore Alpert, ABM 714 (Irving, BMI) (San Francisco)

TALK TO ME...
Sunny & the Sunflowers, Tower 3004 (Jay & Cas, BMI)
(Albany)

SALLY, GO ROUND THE ROSES...
Jaynetta, Tuff 349 (Warner, BMI) (San Francisco)

PAUL CHESTERTON
Piano and Orchestra

AUTUMN CONCERTO
10031

CHARLY TABOR
BLUE ANGEL
10026

DAVID HAMBER
I FOUND CAROL
9610

C&W SPOTLIGHT

BUCK OWENS

LOVE'S GONNA LIVE HERE

GETTING USED TO YOU

(Stereo, BMI) (2:46)

(Capitol, BMI) (2:30)

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(Capitol, BMI) (2:25)
NEW YORK

Know what Dave Brubeck was asked for writing the liner notes for the new pianist Tupper Sammy's album on Monument? A Tennessee country ham that's better than the usual bread, Promoter Pete Rachman has been pretty successful with a hoot package in Florida. Did well in Jacksonville. Orlando and mildly well in Tampa with Lynn Gold, Bob Diamond on Highwaysman, G. E. Lee, lama, vice-president and director of sales has assumed the additional responsibilities of merchandising and a.d.'s, formerly handled by Harold S. Smith who resigned from the company. Don Robey backs from Chicago where he supervised a Joe Hill Backbeat date. Johnson Records signed tenor man Jesse Powell, whose first disc is "Searching" and "Cherry Hill Wobbles."

Marge Dodson, being heralded as a great new singing find, who finished a date at the Uptairs at the Duplex in Greenwich Village, who is about to go to work with him, Donn Jean, before going up there with the Edmison comedy hopefuls should contact his agent, Buddy Allen. Mead- wood, New Jersey, has signed MGF already to go and should be cut before the next week. Another single should follow that and then an LP is dated for issue. He will also work the "Hootenany" TV show September 14 and another undetermined slot later on.

JACK MAHER

CHICAGO

Seymour Greenbaum and Jack White's Summit Distribution Company has picked up a string of new lines, including some 12 labels under the aegis of Kwart Ahner's Dust Record Sales. The Dust line gives Summit Ave. Avanti, FM, Horror, Marvay, Mohawk, Moon Glow, Oldies "45," Simpson and TV Gospeltime. Besides this, Summit has picked up Del F. Hickory, Sound Stage Seven and Success. The last line is WEEP in Highland Park. It's an FM outlet.

WBMP, the ABC Columbia Broadcast Station outlet here, will unveil a new show September 9. Wabe Advertiser is working on details with the station.

Mercury's Morris L. Diamond (his friends don't call him "MID") signed Lesley Gore and her parents around Windy City last week. Lesley goes to the Windy and then to her home in New Jersey. John Knodle has joined Warner Bros. as Midwest promotion man replacing Bill McClelland, who joins the M.S. Distribution staff to split promotion chores with Larry Luhinane.

It's a happy birthday to Merrie Rose of Rose Record Sales here. And welcome home to Fred Sippers, who returned this week.

TAIN TOPICS

* * *

EDDIE HUDGSON

Pittsburgh

Eddie Hodges spent a day here last week visiting his new Columbia platter. "Rainin' In Heaven," which Uncle Tucker checks into Holiday House on August 16 for a nine-day run with Lee Lynn. Standard Distributors reports a frike sale for MGM's "Down Yonder." &r.

Mindy Stivano, former Dust branch manager, has assumed duties with the late Charlie Feldman. Jack Leiber & Mike Stoller are Dust branch manager here, is back promoting Cleve-Dirk Records. Ed Kobin, who satisfied in Bobby Vinton, whom Zeke "discovered" years ago in Bobby's in Calhoun Park, is.

Little Stevie Wonder and the Ray DeFord orchestra were featured in two concerts at Memorial Hall on August 10. Interco with KQV by Capitol branch manager Dick Bethel is paying off on the new Bobby Darin LP. "Earthly" by Leonard Mendowitz.

SANTO, SR.

San Francisco

Sophie Conet has been named to replace Laura Bryant in the promotion department of Atlantic Records, San Francisco record distributor. Atlantic, who has added Liberty Records in the Northern California territory, recorded this change. The move was designated by Chattow Distribution Company of Oakland, C. C. and also handles such other major labels as Warner Bros., Mercury, Vanguard, World Pacific, Disneyland, and others. Promotion manager for the new label has not yet been named.

Record Specialist, Jack Rechberg, who just opened a new outlet in his seventh Sherman-Clay Music house in suburban Hillsdale in August. The store, the 26th in the Sherman-Clay chain, is the first for the company. Milton Weis, president of Record Specialists, and宝安 operating record sales in all of the Sherman-Clay franchise, plans to have a store here, opening about 13, before the end of 1963.

SUTTON ENTERPRISES, INC.

Manufacturers

Sutton • Tiara • Musicraft • Magic Key

Children's Treasury • Heidi-He

Free Xmas Records

Write, wire or phone for complete details of

Sutton's Christmas In August Promotion

Over 250 Selections Available Now For Immediate Delivery—Designed For Pro Plots!

Navy NAVY

111 N. San Vicente Blvd., Beverly Hills, Calif. Phone: 213 657 3080 213 651 1900

SUTTON ENTERPRISES, INC.

Manufacturers

Sutton • Tiara • Musicraft • Magic Key

Children's Treasury • Heidi-He

Free Xmas Records

Write, wire or call for complete details of Sutton's Christmas In August Promotion

OUTSTANDING ARTISTS

Chad Gillies

Beverly Hillbillies

Glen Campbell

Earl Thomas

Sutton<br>1900<brนอกจาก

NEW LOW PRICES

TOP QUALITY RECORDINGS

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NEW LOW PRICES

TOP QUALITY RECORDINGS

Over 250 Selections Available Now For Immediate Delivery—Designed For Pro Plots!

111 N. San Vicente Blvd., Beverly Hills, Calif. Phone: 213 657 3080 213 651 1900
Introducing Miss Cinderella of 1963

DORIS KING
and
THE VERSA-TONES

A KISS AND A ROSE
B/W
TAKE ME

a smash hit

ON
MAGNA
#102

MAGNA
RECORDS

337½ VALLEY DRIVE N., P. O. BOX 11, BECKLEY, WEST VIRGINIA

Distributors still needed in some areas. Write or call 252-3425
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Week Ending August 24, 1963</th>
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<tbody>
<tr>
<td><strong>FINGERPRINTS (Part III)</strong></td>
<td>Little Gary Wonder, Tanga 24694</td>
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<tr>
<td>HELLO MUDMUD, HELLO FADDUH</td>
<td>Lord of the English, Manor 27678</td>
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<tr>
<td>CANDY GIRL</td>
<td>The Scratch Boys, Star 339</td>
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<tr>
<td>MY BOYFRIEND'S BACK</td>
<td>Andy Williams, Manor 27678</td>
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<td>JUDY'S TURN TO CRY</td>
<td>Dionne Warwick, Peacock 21490</td>
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<td>BLOWIN' IN THE WIND</td>
<td>The Jackson 5, Epic 3818</td>
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<tr>
<td>WIPE OUT</td>
<td>The Raiders, Epic 3818</td>
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<tr>
<td>MORE</td>
<td>The Crystals, Epic 3818</td>
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<tr>
<td>(You're the) DEVIL IN DISCOURSE</td>
<td>The Isley Brothers, King 2023</td>
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<tr>
<td>TWIST</td>
<td>Martha &amp; Vinny, United 1305</td>
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<td>SO MUCH IN LOVE</td>
<td>The Temptations, King 2023</td>
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<tr>
<td>SURF CITY</td>
<td>The Surfaris, Capitol 5098</td>
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<td>HEY GIRL</td>
<td>Skyliners, Capitol 5098</td>
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<td>GREEN, GREEN</td>
<td>The Exciters, Mercury 40881</td>
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<td>SURF GIRL</td>
<td>The Drifters, Capitol 5098</td>
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<tr>
<td>HEAT WAVE</td>
<td>The Isley Brothers, King 2023</td>
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<tr>
<td>THE MONKEY TIME</td>
<td>The Moments, Levon 71901</td>
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</table>
| TRUE LOVE NEVER RUNS     | The Love 
Squad, Mercury 71901 |       |                             |
| FRANKIE AND JOHNNY       | The Drifters, King 2023      |       |                             |
| PAINTED, PAINTED ROSE    | The Drifters, King 2023      |       |                             |
| MEMPHIS                  | The Four Tops, Motown 2050  |       |                             |
| TWIST IT UP              | The Drifters, King 2023      |       |                             |
| MAKE THE WORLD GO AWAY   | The Four Tops, Motown 2050  |       |                             |
| EASIER SAID THAN DONE   | The Four Tops, Motown 2050  |       |                             |
| MY WHOLE WORLD IS FALLING DOWN | The Four Tops, Motown 2050 |       |                             |
| I (Who Have Nothing)     | Ben E. King, Atco 6239      |       |                             |
| BLUE VELVET              | Booker T. & the MG's, Stax 6005 |       |                             |
| LONELY SURFACE           | The Vamps, Vee Jay 4036      |       |                             |
| ABILENE                  | Guy Kelly, Vee Jay 4036      |       |                             |

**BILLBOARD HOT 100**

**STARR SOUND—Sides registering greatest proportionate upward progress this week.**

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<tr>
<td>WAIT 'TIL MY BOBBY GETS HOME</td>
<td>Delores Lewis, Federal 118</td>
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<tr>
<td>HOPELESS</td>
<td>Sam Cooke downstairs, RCA Victor 1018</td>
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<tr>
<td>DETROIT CITIES</td>
<td>The Four Tops, Motown 2050</td>
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<tr>
<td>JUST ONE LOOK</td>
<td>Dionne Warwick, Peacock 21490</td>
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<tr>
<td>MARLENA</td>
<td>Johnny Mathis, Atco 6239</td>
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<tr>
<td>RING OF FIRE</td>
<td>James Brown, Capitol 5098</td>
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<td>YOU CAN NEVER STOP LOVING ME</td>
<td>Johnny Mathis, Atco 6239</td>
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<td>THEN HE KISSED</td>
<td>Jimmy Jones, Sapio 110</td>
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<td>SHAKE, SHAKE, SHAKE</td>
<td>Jackie Wilson, RCA Victor 1018</td>
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<td>MARTIAN HOPE</td>
<td>Michael McDonald, Columbia 2050</td>
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<td>THE KIND OF BOY YOU CAN'T FORGET</td>
<td>Al Green, Bell 2050</td>
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<tr>
<td>WHEN A BOY FALLS IN LOVE</td>
<td>Al Green, Bell 2050</td>
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<td>DESERT PETE</td>
<td>Eugene Steed, Epic 39701</td>
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<td>THE DREAMER</td>
<td>The Four Tops, Motown 2050</td>
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<td>IT HURTS TO BE SIXTEEN</td>
<td>The Four Tops, Motown 2050</td>
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<td>DROWNING MY SORROWS</td>
<td>The Drifters, King 2023</td>
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<td>THERE LONELY BOY</td>
<td>The Four Tops, Motown 2050</td>
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<td>WONDERFUL! WONDERFULL!</td>
<td>The Moments, Levon 71901</td>
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<td>PLEASE DON'T TALK TO THE LIFEGUARD</td>
<td>The Drifters, King 2023</td>
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<td>EVERYBODY'S ON MY MIND</td>
<td>Betty Soo, Capitol 5098</td>
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<td>THESE FOOLISH THINGS</td>
<td>Cameo Parkway, Cameo Parkway 3002</td>
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<td>GROOVY BABY</td>
<td>Billy Stewart, United 1305</td>
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<td>IT'S TOO LATE</td>
<td>The Four Tops, Motown 2050</td>
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<td>MAMA DON'T ALLOW</td>
<td>The Isley Brothers, King 2023</td>
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<td>MIKEY'S MONKEY</td>
<td>Sam Cooke, Federal 118</td>
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<td>QUE SERA, SERA (Whatever Will Be, Will Be)</td>
<td>Art Neville, Roulette 4005</td>
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<tr>
<td>DAUGHTER</td>
<td>The Miracles, Epic 3818</td>
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<tr>
<td>LEAVE ME ALONE</td>
<td>The Shirelles, Epic 3818</td>
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<tr>
<td>LITTLE DEUCE COUPE</td>
<td>The Bach Men, Capitol 5098</td>
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<td>LONELY SURFACES</td>
<td>The Vamps, Vee Jay 4036</td>
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<td>SOMETIMES YOU GOTTA CRY A LITTLE</td>
<td>Bobby Bland, Volt 4005</td>
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**BUBBLING UNDER THE HOT 100**

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<tr>
<td>CAN'T NOBODY LOVE YOU</td>
<td>The Isley Brothers, King 2023</td>
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<td>MY DADDY KNOWS BEST</td>
<td>The Isley Brothers, King 2023</td>
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<tr>
<td>STRAIGHTEN UP YOUR HEART</td>
<td>The Isley Brothers, King 2023</td>
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<tr>
<td>LUCKY LIPS</td>
<td>The Isley Brothers, King 2023</td>
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<td>ONLY IN AMERICA</td>
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<td>THIS IS ALL I ASK</td>
<td>The Isley Brothers, King 2023</td>
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<td>ME, BABY</td>
<td>The Isley Brothers, King 2023</td>
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<td>CAN'T DO WITHOUT YOU</td>
<td>The Isley Brothers, King 2023</td>
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<td>JUMP IN IT</td>
<td>The Isley Brothers, King 2023</td>
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<td>CANDY GIRL</td>
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<td>SOMETIMES YOU GOTTA CRY A LITTLE</td>
<td>The Isley Brothers, King 2023</td>
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**COMPILATION FROM THE BILLBOARD HOT 100—PUBLISHER-LICENSEE**
THE MOST EXCITING ALBUM EVER MADE!

ALFRED DRAKE
AND
ROBERTA PETERS
SING THE POPULAR MUSIC OF
LEONARD BERNSTEIN
With THE RAY CHARLES SINGERS
AND
ENOCH LIGHT and his orchestra

An Unprecedented Combination of Brilliant Artistry

The most compelling songs heard on Broadway in the past 20 years. All composed by the most overwhelming talent in modern American music, LEONARD BERNSTEIN. His superb compositions sung by two of the most dynamic vocalists on theatre or opera stages, ALFRED DRAKE and ROBERTA PETERS. And supported by the amazingly versatile RAY CHARLES SINGERS. This stunning album conducted and produced in fresh, revealing interpretations by the unrivaled master of modern musical recordings, ENOCH LIGHT, with a 50-piece orchestra.

RECORDED IN MAGNIFICENT TOTAL REALITY BY COMMAND'S ASTONISHING 35MM MAGNETIC FILM TECHNIQUE.

RECORDED IN MAGNIFICENT TOTAL REALITY BY COMMAND'S ASTONISHING 35MM MAGNETIC FILM TECHNIQUE.

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ROMAN ACCORDION
Charles Magnante & His Orchestra
Arrivederci Roma; 0 Marie; Mama and 9 more #852

THE ROBERT DE CORMIER FOLK SINGERS
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ELECTRODYNAMICS
Dick Hyman at the Organ and his Orchestra
Paradise; Satin Doll; San Francisco plus 9 more #856

1963 THE YEAR'S MOST POPULAR THEMES
Enoch Light and his Orchestra
Cleopatra, Lawrence of Arabia, Days of Wine and Roses, 9 more #854

THE URBIE GREEN 6-TET
America's Greatest Trombonist and his sextet
Walkin'; Bijou; Sleep and 9 more #857

BEETHOVEN SYMPHONY No. 3 in E Flat
William Steinberg and the Pittsburgh Symphony Orchestra #11019

1501 Broadway, New York 36, N.Y.

WORLD LEADER IN RECORDED SOUND

Command Records

IN CANADA: DISTRIBUTED BY "SPARTON OF CANADA"

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THE BLOOPERS concept of comedy was an entirely new idea, conceived by Kermit Schafer and in association with Jerry Blaine, prexy of Jubilee Records (now chairman of the board of The Cosnat Corporation). It has gone far to achieve the status of a "standard" in the comedy field. The forerunner of all "modern" comedy albums, the BLOOPERS have appealed to, and created, a loyal following for successive BLOOPER albums. The latest in this fabulous success story is the WASHINGTON BLOOPERS which incorporates the incomparable "off-beat" material and "bloopers" of our Washington representatives and other public and semi-public officials. "It's hard to believe your own ears... but it's all true."

ATTENTION, DJ's

IN CONJUNCTION WITH 10TH ANNIVERSARY, WATCH FOR SPECIAL "BLOOPERS CONTEST" FOR DJ'S ONLY. FABULOUS PRIZES! WATCH FOR DETAILS IN MAIL.
Throughout the years, Kapp has consistently made a quality product that sells. One look at the current Kapp releases will prove the point. And when quality records are sold in an ethical and profitable manner, there is no need for unsound and shortsighted pricing policies. Contact your Kapp Records distributor for full details of the fall program, terminating September 30, 1963. Your fall sales will be backed by a new Kapp catalog and an eye-catching pre-pack merchandiser, plus Kapp’s all-out national advertising campaign.
ONE OF THE HANDFUL OF GREAT PERFORMERS OF OUR TIME MAKES HIS DEBUT ON MGM RECORDS WITH THIS REMARKABLE NEW ALBUM!

WARM SOUL by ROY HAMILTON

E/SE-4139

Grammy Award Winner Marty Manning fashioned a rich and warm setting for the great voice of Roy Hamilton in a program that includes such favorites as The Same One, It's Too Soon To Know, It's Just A Matter Of Time, and many more.

ROY HAMILTON IS NOW EXCLUSIVELY ON......MGM

the label of the fortune sellers! RECORDS

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
A boatload of new album releases from ABC-Paramount

and on impulse!

The New Wave in Jazz comes crashing in with 9 great new LP's
Just Launched

ABC PARAMOUNT

Frank Fontaine
Sings Like Crazy
ABC-460
ABCS-460

Fats Domino
ABC-455
ABCS-455

Ray Charles
Recipe for Soul
ABC-465
ABCS-465

B.B. King
ABC-456
ABCS-456

Roy Smeck
Weaver of the Strings
ABC-452
ABCS-452

Candido's
ABC-453
ABCS-453

Ferrante & Teicher
The Artistry of
ABC-454
ABCS-454

The Impressions
ABC-450
ABCS-450

The Salvation Army Band
Plays the Great Marches
ABC-457
ABCS-457

Bossa Nova Brasil
ABC-449
ABCS-449

Tangerine
TRC-1501 TRCS-1501

Chancellor
CHL-5032 CHLS-5032

www.americanradiohistory.com
**ALBUM REVIEWS**

**POP SPOTLIGHT**

**CLEOPATRA AND ALL THAT JAZZ**

Al Caiola and the Mills River Boys, United Artists UAS 6599

Guitarist Caiola takes “Cleopatra” with a little soul and surrounds the theme from the film with some filler that is more of an afterthought. This LP is still available and is well worth its price.

**POP SPOTLIGHT**

**HOOTENANNY WITH THE HIGHWAYMEN**

United Artists UAS 6294 (M)

The Highwaymen have a fine live sound on their new album. It captures the voices of the group, singing such songs as “Wildwood Flower,” “Old Man River,” “Mississippi Mud,” and “Dixie.” Those who enjoy traditional country music will enjoy this LP.

**POP SPOTLIGHT**

**1962-THE YEAR'S MOST POPULAR TITLES**

Great Light & His Crew

Command KIT 834 (M); RS 854 (S)

**TOP**

“More and More” and “Days of Wine and Roses” are among the best cuts on this LP.

**POP SPOTLIGHT**

**GOODNIGHT MY LOVE**

The Fleetwoods, Dalton BST 82023 (M); BLP 82025 (M)

This is the Fleetwoods’ second good album from their single which peaked at the title tune for this album and made it to number four on the charts. This LP is still available and is well worth its price.

**POP SPOTLIGHT**

**CHET ATKINS**

Chet Atkins, RCA Victor EPM 2719 (M); LSP 2719 (S)

Like the previous album, “Instrumental,” this is a tight one indeed. It has superb arrangements, spicing up the clicks with far more variety. Use of the drum is entirely in keeping with a theme spot and is solid.

**POP SPOTLIGHT**

**LETS GO**

The Ventures, Dunhill BLP 8024 (M); BST 8024 (S)

Here’s another smash LP for the Ventures as they play some of the big hits of the day. Most of the hits are classics and are a real winner with the kids. Take your pick as far as the best ones are concerned. They should all come with the kids.

**POP SPOTLIGHT**

**AMERICAN WALZER**

Carrie Francis

MCA 6 4145 (A); 51 4145 (S)

The LP has selected a few of the most notable selections from the American waltz and the songs with great vocals and are right on target with beautiful piano playing by the best of them. The LP is a good one with a wide variety of the best.

**POP SPOTLIGHT**

**A RECIPE FOR SOUL**

Ray Charles

ABC Records APL 485 (M); ARCS 465 (S)

Ray Charles’ songs are sure to please the soul lovers. This LP has many favorites. The tracks are rich with the best of CDX and are a real winner with the kids. They should all come with the kids.

**CLASSICAL SPOTLIGHT**

**TECHNIKOSKY, THREE GREAT BALLETS (1-12)**

Minneapolis Symphony Orchestra (Darell), Mercury OKO 1-114 (A); SM 9214 (S)

An ambitious undertaking which, for the first time, incorporates the great music from the three great ballets. The repertoire itself is enough to say that this is not only a major undertaking in terms of the performance but also the pure value of this LP.

**CLASSICAL SPOTLIGHT**

**BRAMBLE VIOLIN CONCERTO**

Lee Seidel; Chicago Symphony Orchestra (Robert), Columbia LSC 1694 (S)

This is a beautiful reading of the Brabale concerto. The Chicago orchestra under Seidel is superb in every respect and is well worth the price. The LP is a fine one with a wide variety of the best.

**CLASSICAL SPOTLIGHT**

**BEETHOVEN VIOLIN CONCERTO (IN D)**

Joachim Halasz; Chicago Symphony Orchestra (Rubenstein), Columbia LSC 1602 (M); LSC 1992 (A)

In future years, his performance may well be considered the best in the German music world. The LP is a fine one in every respect and is an all-time hit. A perfect packaging is worth the price.

**CLASSICAL SPOTLIGHT**

**FUGUONE DEI SPC**

Various Artists

RCA Victor LP 1923 (M); TC 2523 (S)

Here’s one of the more popular items in the group. This LP is the best of the best. The LP is a fine one with a wide variety of the best.

**CLASSICAL SPOTLIGHT**

**DOMINO COLLECTION**

RCA Victor LDX 1924 (M); LDC 2524 (S)

This is a fine one in every respect. The LP is a fine one in every respect and is an all-time hit. A perfect packaging is worth the price.

**JAZZ SPOTLIGHT**

**SILVER SERENADE**

Blue Note 4131

There are more recordings of Thelonious Monk in Europe. “Rythe" is the latest one released by Thelonious Monk. Piano work is featured in Europe. “Rythe" is the latest one released by Thelonious Monk. Piano work is featured in Europe.

**COUNTRY SPOTLIGHT**

**THE WORLD IS MY STAGE**

Ray and His Smoky Mountain Boys

Reedy Creek 5023 (S); TCA 485 (S)

This is a fine one in every respect. The LP is a fine one in every respect and is an all-time hit. A perfect packaging is worth the price.

**COMEDY SPOTLIGHT**

**IF I WERE PRESIDENT**

Tim Allen; Reprise 4600 (M); RPH 4600 (S)

This is a fine one in every respect. The LP is a fine one in every respect and is an all-time hit. A perfect packaging is worth the price.
Presenting A NEW CONCEPT IN COMEDY ALBUM PACKAGING!

NOW—repacked in new and attractive 4-color covers, the ever-popular, ever-in-demand first 8 BLOOPER ALBUMS are ready for new generations of BLOOPER FANS.

The growth of these albums—primarily by word-of-mouth advertising—is truly phenomenal. These albums have become "standards" in the record industry and all indications point to increased sales for years and years to come.

Be sure you have ALL the BLOOPERS in stock—you can’t do business from an empty wagon!

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great new singles!

from DECCA C. CORAL

Theme from "WOMEN OF THE WORLD"

"CHINA NIGHTS"

by PETE FOUNTAIN

"LONELY WINE"

"I CAN'T STOP CRYING FOR YOU"

by JOHNIE RAY
WITH THE COUNTRY JOCKEYS

Continued from page 20

"Wagon Tongues" b/w "Why Don't Daddy Love Me Any more?"* Write Bonnie in care of Tally Records, Box 842, Bakersfield, California. and pick up a copy of the Acorn Sisters' latest on the Acorn label, "Country Fields" b/w, "Red, Long Fingernails," are asked to drop a line to their personal manager, Joe Grishop, 7771 Cheviot Road, Cincinnati 39, Ohio. Copies of Benny Martin's new release, "Sinful Cinderella," are available by dropping a line to his record companies, P.O. Box 115, Madison, Tenn.

Murray Kershaw writes from London to tot us on the latest releases from the BBC. Murray presents one c.w. music series titled "Walk Right In," and another c.w. music series titled "Walk Right Out," in which he combines the old with the new (or as it is), i.e., records made by such artists as Pee Wee King, the Prairie Ramblers, Skeeter Hubbard, Roy Soeder, etc., along with the mods like Jim Kinney, Kitty Wells and Johnny Cash. Kershaw's other radio series, "On the Trail of the Country Star," is scheduled for 5:15 p.m., and it is aimed at the children. In it he describes the story of the early West and plays recorded music appropriate of the times.

C.w. platter spinners are invited to drop a line to Henry J. Sommers, WBNF, Youngstown, Ohio, for Spring Mel, for a copy of his "American Country Words" b/w "My Ladder of Dreams," as done by Wade Holmes. Kershaw also has records on WBNF of Tompall & the Glades, Ray Price, Green Grass and Country Records. Ray Kierman reports that he's somehow programmed country music on several stations in California, as well as in New York, New Jersey, and has spinning room available for artists and disc jockeys who'll shoot their music releases. Mark says he also has available for other dee jays copies of Sherrill Scott's release on the Rural label, "Uncanny Birthday," b/w "Whole Lotta Shakin," and Dewey Grooms' current release for the Longhorn line, "Hearts and Tosses." Ray's addr ess is Country Music Showtime, Box 411, San Fernando, Cal.

Lyle Graves has departed KRSJ, Rapid City, S.D., and has taken over as disc jockey at KSUJ, Tuscaloosa, Ala., a position that KRSJ has been filled by Joe Martin, who also has his own hall to spin for in the area. Ray Neyklay is top man at WAMJ in charge of personality and overall operation. All sample platters should be addressed to Ray Neyklay, 518 W. Market St., Tuscaloosa, Ala. 35401.

Lloyd R. George, who penned "Aaw Mule," "While You're Gone" and "The Girl With The Golden Hair," etc., is a resident of the Golden Maverick and Round-Up. He has a dozen introductions made in Western movies. His radio shows, "Kid WB," sits a different artist with heavy record play, plus contest format, plus artist and prize records as prizes.

"Thought you might appreciate a little burst he made from the neck of the woods," writes Early Williams, who observes the country sounds on WSEN, Baldwinsville, N.Y. "One of the fastest-breaking c.w. talents in the Syracuse metropolitan area at the moment is Mark Sweeney. The 'Young Man's Best Friend and Me' on Capitol. So say record execs in the business. Another hit-to-be, in my opinion, is '8x10,' by Bill Anderson." Early reports that WSEN's continuous eighteen hour "Opdy" fair held recently pulled good crowds, with an "Other Opy" show scheduled for September 11, with Stonewall Jackson the feature.

Mainline Spreads

CLEVELAND—Mainliner of Cleveland, Inc., RCA Victor distributor here, has moved into the John Long Radio & Equipment, Ed Rosenblatt, manager of the radio and record division of the firm, said the territory was serviced for the time being through the Cincinnati office of the Cleveland warehouse.

Named as salesmen for the Ciney operation was Chuck Husmann, 13-year disk industry veteran, whose main experience has been in the Southern Ohio market, but has served most recently as branch manager for Conal, Cincinnati. Lines represented by Husmann will be A & M, Duke, Gordy, Kapp, Living Language, Motown, Peacock and Tamla.

Lu Watters Back

SAN FRANCISCO—The jazz horn of Lu Watters, for many years one of the greatest sounds in jazz, will be heard again for the first time in perhaps a dozen years on September 11.

The stocky traditional Dixieland band leader, now 34, whose Yerba Buena Jazz Band sparked the reawakening of that revival in the 1940's, is going to put in an appearance with Turk Murphy at the Earth- gueck's Moc's. For reasons best known to Watters himself, he has not been heard since 1955, when he took up again that past 12 years at Sonoma County Hospital.

BACKSTAGE AT THE "GRAND OLE OPRY" IN Nashville, a guided tour is given to guests (left to right): Jack Kirby (Monument Records), Artur Waisenberger (Teldec, Germany), Tappey Savss (Monument artist), Fred Foster (president of Monument) and Mimi Tregel (mannger of foreign distribution, London Records).

Epic Tells of 'Memory' Plan

NEW YORK—Epic Records was active last week on two fronts. Epic announced a brand new series of Memory Lane singles for juke box and rack jobber use and also signed Latin guitarist-composer Armando Rodriguez to an exclusive contract.

The Memory Lane series, according to General Manager Len Levy, will encompass the biggest hits of recent years by Epic artists. In the first grouping of 20 releases there are discs by Roy Hamilton, Tony Orlando, Elen Hunk, Buddy Greco, the Schoolboys, Little Joe and the Twoites. Joe Darnell, the Yosts, Connie Hickey, Harold Goldman, Ed Sinder and Glen Becker.

Kusano for Fox

Sam Fox Publishing Company, Inc. announced that Kusano Music, Inc. of Tokyo will represent the Fox and affiliated catalogs exclusively in Japan. The firm, which will be represented by Stonewall Jackson, will have a staff.

NARM CHOOSES MIAMI BEACH

CHICAGO—The next convention of the National Association of Record Merchandisers will be held in Miami Beach, Fla. The mid-year meeting of NARM set the dates as April 19-21, 1964, and the place as the Eden Roc Hotel.

The meeting also awarded plaques to all former NARM presidents and board members as a tribute to services rendered in aiding the organization's growth. Past presidents who were honored included Jim Tielemans, Harold Goldman, Ed Sinder and Glen Becker.

UA Adds People

NEW YORK — Additional personnel have been named to United Recording Corporation's Los Angeles office in Las Vegas, which just completed its first month's operation.

Wally Heider, studio manager, will continue to serve as head of all remote recording operations. Jack Eglash, newly appointed to that post, will work with Heider in the studio, comes to the post from A&M Local 369 where he was assistant to the president. Hank McGill, formerly of ABC-TV, San Francisco, has been added to the technical staff.

EXTRA INDUSTRY SERVICE

THIS ISSUE OF BILLBOARD IS BEING DISTRIBUTED AT THE LOS ANGELES CONVENTION OF NARA

(National Association of Radio Announcers)

Ambassador Hotel

August 22-24
ARGENTINA

(Courtesy El Señor a la fama)

*Denotes local origin

This Week

1  ITACA COMO ME BALANCEO—Eduardo Domin
d
2  I'M BLUE—Johnny Cash (Decca)
3  LA NUEVA GENTE—Pablo Milanéz (Hispano)
4  CON LOS AMIGOS—Dino (Hispano)
5  TONITE—Enrique Santa Mara (Hispano)
6  MICHELE—Gustavo Gatica (Hispano)
7  SUSANA—Lucas Barrieta (Hispano)
8  EL DIARIO DE LA ROSA—Nina Páez (Hispano)
9  TAMBURO—Bartolo de la Parra (Hispano)

AUSTRALIA

(Courtesy Music Maker, Sydney)

*Denotes local origin

This Week

1  ANOTHER DAY—Lips, Bones & Bums
2  DON'T GO Nuts—Donny and the Goodtimes
3  THERE WILL BE DAYS—David MacKenzie
4  THE RUMOURS COME RUMOURING—A View of Life
5  CAMELTON—Dave Crowe (Sydney)

DENMARK

(Courtesy Queen, Copenhagen)

*Denotes local origin

This Week

1  I'M BLUE—Johnny Cash (Decca)
2  I'M SORRY I'M SORRY—Benny M.ørk (Columbia)
3  TURN THE PAGE—Pernille Nielsen (Columbia)
4  DON'T SLEEP IN THE SUN—Preben Sørensen (Columbia)
5  I CAN'T STOP LOVING YOU—Ray Charles (VMP)

HOLLAND

(Courtesy Platinenboom, P. O. Box 43, Amsterdam)

*Denotes local origin

This Week

1  I'M BLUE—Johnny Cash (Decca)
2  I'M SORRY I'M SORRY—Benny M.ørk (Columbia)
3  TURN THE PAGE—Pernille Nielsen (Columbia)
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5  I CAN'T STOP LOVING YOU—Ray Charles (VMP)

MEXICO

(Courtesy Autonomia Libre)

*Denotes local origin

This Week

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5  I CAN'T STOP LOVING YOU—Ray Charles (VMP)

NORWAY

(Courtesy Venora A/S)

*Denotes local origin

This Week

1  I'M BLUE—Johnny Cash (Decca)
2  I'M SORRY I'M SORRY—Benny M.ørk (Columbia)
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5  I CAN'T STOP LOVING YOU—Ray Charles (VMP)

PERU

(Courtesy La Prensa, Lima)

*Denotes local origin

This Week

1  I'M BLUE—Johnny Cash (Decca)
2  I'M SORRY I'M SORRY—Benny M.ørk (Columbia)
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4  DON'T SLEEP IN THE SUN—Preben Sørensen (Columbia)
5  I CAN'T STOP LOVING YOU—Ray Charles (VMP)

SPAIN

(Courtesy SRTV, Madrid)

*Denotes local origin

This Week

1  I'M BLUE—Johnny Cash (Decca)
2  I'M SORRY I'M SORRY—Benny M.ørk (Columbia)
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5  I CAN'T STOP LOVING YOU—Ray Charles (VMP)

PHILIPPINES

*Denotes local origin

This Week

1  I'M BLUE—Johnny Cash (Decca)
2  I'M SORRY I'M SORRY—Benny M.ørk (Columbia)
3  TURN THE PAGE—Pernille Nielsen (Columbia)
4  DON'T SLEEP IN THE SUN—Preben Sørensen (Columbia)
5  I CAN'T STOP LOVING YOU—Ray Charles (VMP)

South Africa

(Courtesy Southern African Records Manufacturers and Distributors, A.A.P.S.)

This Week

1  I'M BLUE—Johnny Cash (Decca)
2  I'M SORRY I'M SORRY—Benny M.ørk (Columbia)
3  TURN THE PAGE—Pernille Nielsen (Columbia)
4  DON'T SLEEP IN THE SUN—Preben Sørensen (Columbia)
5  I CAN'T STOP LOVING YOU—Ray Charles (VMP)

South Africa

(Courtesy SRTV, Pretoria)

*Denotes local origin

This Week

1  I'M BLUE—Johnny Cash (Decca)
2  I'M SORRY I'M SORRY—Benny M.ørk (Columbia)
3  TURN THE PAGE—Pernille Nielsen (Columbia)
4  DON'T SLEEP IN THE SUN—Preben Sørensen (Columbia)
5  I CAN'T STOP LOVING YOU—Ray Charles (VMP)

Spain

(Courtesy J. G. Darcourt, Madrid)

*Denotes local origin

This Week

1  I'M BLUE—Johnny Cash (Decca)
2  I'M SORRY I'M SORRY—Benny M.ørk (Columbia)
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4  DON'T SLEEP IN THE SUN—Preben Sørensen (Columbia)
5  I CAN'T STOP LOVING YOU—Ray Charles (VMP)

I have a question about the text.
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**ARGENTINA**

**Disk Firms Aid Tango Comeback**

By RUBEN MACHADO

Lavalle 1183, Buenos Aires

The trade here sees the tango as recovering. Formata has engaged singer Antonio Prieto ("La Novia") to record an LP entitled "Tango de Clásicos," accompanied by a string orchestra and a choir. RCA Victor has "Tango de Exportaciones" with a selection of big hits by Anibal Troilo (Picheco). Odeon gathers in a LP "News de tango" and Mariano Mores, Florindo Faundes, Angelita Llitera, Alfredo De Angelis, Miguel Montero and the Quinteto Pirincho.

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PRE-PUBLICATION ANNOUNCEMENT
A Vital New Book in the music field.

How to Get Your Song Recorded
By ROBERT ROLONTZ

INTRODUCTION
BY MITCHELL ROSE

"A concise, comprehensive guide. It is the only book of its kind that deals specifically with music publishing—either professional or am-

A B I L L B O O K

published by Watson-Guptill Publications, Inc.

"HOW TO GET YOUR SONG RECORDED" will be published on September 15, 1963.

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Contents Include:
- Your Song and What to Do With It
- How to Make a Demo Record
- Protecting Your Song and Your Publishing Rights
- The Songwriter and Performing Rights Societies
- Starting Your Own Record Label
- On Being a Songwriter

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List of Active Record Companies
Leading U.S. Music Publishing Firms
Wholesale Record Distributors in the U.S.
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"A clear, concise and complete wrap-

up of the most important legal and financial elements essential for beginning song-

writers, pop singers, publishers, and record producers. Every professional should read it so they'll learn all about the

of the major labels and

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parts in Hebrew and pronouncing it clearly enough for audience to follow.

Jan Peerce, of the Metropolitan; Joy Clemens, of Ohio; Paul Jurek, of New Orleans; and Howard Fried, from New York, found it fun to accommodate conductor William Steinberg's demand that the opera be performed in the language familiar to the audience, a demand he makes wherever the Philadelphia conductor appears. Claiming that opera should be also understood, not only listened to, he got the international appeal of international European stars Hildegard Schmieder and Dov Ben-Israel, of Vienna, to do mumbled singing along with the aid of their Israeli Col leagues and members of the Tel Aviv Choir, they managed very well.

Claimed one reviewer: "It's a good thing Mr. Steinberg didn't realize half the audience filling the house was deaf. The performances would have preferred the original German, or the English version, for being newcomers to Hebrew is as hard for them to follow..."

Cannonball Wax Cut in Japan

By J. FUKUSHIJI

103-56-51, Utsunomiya, Chiba

Nippon Victor is going to release, under the logo of Riverside, a package of three stereo LP's of Cannonball Adderley's Sextet which were recorded in Tokyo. The three records, all made in conjunction with the third visit of this great American guitarist in September.

Nippon Columbia lists a package of two stereo LP's, "Bellevue Monk in Tokyo," which contain on-the-spot recordings of the group's performances at Sankei Concert Hall; Connie Francis' "If My Pillow Could Talk" (MMG); "Shoutin', Wallin', Hard Drivin' Pop Gospels," by Sweet Charleston Singers, a stereo sound-track album of "55 Days in Peking," with two singles: I can't come back with "The Bitter and the Sweet," by Pete Seeger, in time for his arrival this autumn.

Nippon Victor is also putting out two more albums, by To- shiko-Mariano Quartet.

Jacques Kerner, export manager of the smaller discografica Francaise (Barclay label), Paris, arrived in Tokyo July 17 to negotiate a license contract with a couple of major Japanese companies. Kerner has managed a deal with King Records, affiliate of London, and Telefunken July 19. A bargaining agreement with Asahi-Sonorona Company had expired two months ago.

Nippon Gramophone's imported German-pressed albums, "Concerto No. 2" and "Beethoven's 'Pastoral'," by von Karajan (Berlin Phil.), chalked up tremendous sales. On the heels of this unexpected success, the label decided to make the third import of operatic works coincide with the visits of Italian and German opera companies this autumn.

...four well-known Scandinavian fantasies in the tradition of Norwegian and American folk music, directed for Sweden, Denmark and the US. The pianist was the last performer to appear in the music of Jack Vaughn before he left. Viking Music to go back to the USA.

Norsk Phonogram is also planning a campaign to promote the sales of jazz records in Norway, and starts with LP's "Cannonball Adderley Plays Bossa Nova" on the Riverside label for 25 Norwegian kr (ordinary price is 36). Jazz sales in Norway area near tragedy. Two visitors from the Philips main organization in Amsterdam, Ingmar Voss and a Scandinavian tour, sales manager Tony van der Haar and the technical director, M. Lambe.
PHILIPS SIGNS MISS CARROLL

CHICAGO—Cathy Carroll, 17-year-old thrush who recorded "Poor Little Puppet" for Warner Bros., was signed to an exclusive recording contract last week by Philips Records. Cathy will represent Coty, Inc., the famous beauty firm, Phillips Mills Music, Inc., and Muller-Mills Music, Inc., Billboard's top 40 stations throughout the country in a two and a half month tour beginning August 1. She will also star in a television spectacular America pageant in late October. Her first single is planned for August 1 to tie in with the Coty promotion.

EXCITING!

SI ZENTNER’S NEW LIBERTY RECORD BROKEN DATE

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New York, N. Y.

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Hollywood 28, Calif.

“JUST A LITTLE BIT”

“A WOMAN WITH SOUL”

JERRY BUTLER

VOGUE RECORDS

1465 S. Michigan Ave.
Chicago 5, III.

Philips Signs Miss Carroll

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

This Week

Recordings Available

1 FINGERTIPS (Part II) By Paul-Coty—Published by Jacobs (BMI)
2 HELLO MIDDUGH, HELLO ADDUH! By Stamps—Published by Curtis Hill (BMI)
3 CANDY GIRL By Stamps—Published by Stamps-Goulding (ASCAP)
4 BLOWIN’ IN THE WIND By Ray—Published by Ray-Berk (BMI)
5 MY BOYFRIEND’S BACK By Feldman—Published by Blackwood (BMI)
6 JUDY’S TURN TO CRY By Rose—Published by Glensford (BMI)
7 WIPE OUT By Kreed—Published by Merdina-Robbins (BMI)
8 (You’re the) DEVIL IN DISGUISE By Glion—Published by Pemer (BMI)
9 MORE By Ostlund—Published by Marka (BMI)
10 IF I HAD A HAMMER By Hargreaves—Published by Ludlow (BMI)
11 DENISE By Ostlund—Published by Right-Tymes (BMI)
12 SO MUCH IN LOVE By Jackson—Published by Capone-Parkway (BMI)
13 MOCKINGBIRD By C. L. Fox—Published by烟花爆竹 (BMI)
14 DANNIE SCHENN By Kreeger—Published by Reo (BMI)
15 MEMPHIS By Berry—Published by Arc (BMI)
16 THE MONKEY TIME By Mayfield—Published by Pittsburgh-Promo (BMI)
17 EASIER THAN DONE By Limas—Published by Nom (BMI)
18 SURF GIRL By Wilson—Published by Gold-Star of Tunes (BMI)
19 HEAT WAVE By Juke—Published by Whitman—Goulding (BMI)
20 PAINTED, TANNED ROSE By Sawyer—Published by Thomas (BMI)
21 TRUE LOVE NEVER RUNS SMOOTH By David—Published by Arch (BMI)
22 FRANKIE AND JOHNNY By Cook—Published by Koa (BMI)
23 MY WORLD IS FALLING DOWN By Cross—Published by Channell—Boland (BMI)
24 MAKE THE WORLD GO AWAY By Cook—Published by Pumper (BMI)
25 (I Who Have Nothing) By Neagle—Published by Kross—Carr (BMI)
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NINO TEMPO and APRIL STEVENS

DEEP PURPLE

See Flatt & Scruggs on "Beverly Hillbillies"

CBS Network

Wednesday, August 21st
Lone Star Stations Sound Off on Program Vs. Sales

By B. O. ALLEN

DALLAS — A cross-section survey of the radio stations saturated Dallas-Fort Worth area proves an obvious point—record programming is the key to any station. It does influence record sales and radio ratings. But just what is the impact, though, is how stations program their music and their attitudes toward record sales.

A line of questions submitted to several stations through a tape, which was sent to each station, did the answering.

Q: Do you attribute the musical taste in the Dallas area for rock and roll to your programming, or do you cater to the desire which is already there?

A: We try to program in a fashion that will mold audience desire toward better quality. This, though, is something the audience must be made aware of. However, in most cities, music desire fluctuates with the seasons. In order to be geared for the hard and fast changes that occur in August, and progressively from then on, the mood for softer and more melodic music is necessary.

Q: In your opinion can any rock or roll station gain a popular number or does it have to have a certain something that no other station can catch on?

A: No record can be pushed up on the public. It must have a commercial appeal to go over, just as a record. Some records which have been tried

Cold Shoulder—KSTP Tells Why

MINNEAPOLIS — KSTP radio here is telling people how to do business. The station will air its "chill chart" — a record chart that has been on United States Navy radio field research and published charts which given shows the temperature and wind and temperature on people. The chart was based on the idea that essentially refers to how cold it "feels." For example, a windchill temperature of 10 degrees with a 15-mph wind would feel colder than 20 degrees at 10 mph. If it often does not occur to the job applicant that his talent and experience does not automatically speak for themselves. They must be effectively presented. The careful preparation of a presentation is important. It indicates the prospective employer the type of care and thoroughness that he can expect from the applicant in performing his assigned tasks.

Jim Hawthorne will not accept telephone applications, even if they come from highly qualified people. It is his feeling that a serious application deserves to be put in writing. Audition tapes are essential accompaniments to all applications for air work. Some DJs send air checks of their actual performance. Jim will do the same. He starts with a blank sheet and adds the music.

A SPECIAL OPPORTUNITY, WHICH SOMETIMES is not accepted as such, comes when the tape is returned with the request to try it again and do it better. Too many applicants regard such a response as a form of polite rejection and are never heard from again. Actually, it means that the applicant has passed many of the tests already and is being considered as a good possibility, provided that he can come up with something distinctive.

Jim touches a point of show business psychology here which, in my own observation, has stood in the way of talent development. The "hum" in all of us wants applause—approval. Too often the man with talent prefers not to expose himself to continued objections or corrections. It wounds his own self esteem to find that others may

programming newsletter

By Bill KEVIN

Billboard Contributing Editor • Publisher, Bill Gavin's Record Report, 114 Seasons St.,

"HOW TO BREAK INTO BROADCASTING" is the title of a recently published pamphlet written by Jim Hawthorne, vice-president and national program manager of the Crowell-Collier Broadcasting Corporation. Jim has written his pamphlet partly in self defense. A man in his position is inevitably pestered with applications for employment. Some few know how to go about it. Most applicants do not. The majority of job seekers in the broadcasting field, it would appear, have had little or no formal training, except for hearing the end product on their radios.

Some people shouldn't even bother to apply. Business is a very competitive field. It is important that the prospective employer the type of care and thoroughness that he can expect from the applicant in performing his assigned tasks.
THE DICK CLARK CARAVAN OF STARS

JULY 15-AUGUST 6

Artists Agency Corporation
Ronnie Cochrane
Bobby Comstock & the Counts
Lou Christie
The Crystals
Dick & Dee Dee
The Dovells
Big Dee Irwin
Barbara Lewis

Thanks to:

Win. Morris Agency
The Orlons
Paul & Paula
Gene Pitney
Ruby & the Romantics
Bob B. Soxx & the Blue Jeans
Kirby St. Romain
Johnny Tillotson
The Tymes
Focus on the Deejay Scene . . . .

During a recent pole taken by WNBC's Big Wilson . . . . actually the story is that when Big came to New York from KWY, Cleveland, his first home was his boat that he and his wife, Judy and son "J. J." sailed from Lake Erie. The Wilson's were at home on Long Island sound, just off C.Q. Cobb, Conn., except they missed a telephone. Wilson called New York Tel. and arranged for a pole to be placed on the shore and a phone hooked up to his boat. When the Wilson family later moved to City Island, Big heard he could give his private pole to the Rowing Club for the New York Institute for the Education of the Blind for use as dock piling. Big (in suit) didn't realize he'd have to help carry the thing too.

Lone Star Stations Sound Off

Continued from page 48

Next station questioned was KVIL, a station which goes in rock-an'-roll type music. The old favorites and occasionally something semi-clinical on its AM outlet. Dillard Carrera, program director, did the answering.

Q: How does the number of listeners to your station compare with those of the two Top 40 stations?
A: Our audience is not the same as the two Top 40 stations here. In a survey we found that our audience is older and more mature, belonging to the higher income and education bracket. For instance, the Southern Methodist University student newspaper asked its readers which station they listened to while studying, and KVIL came out on top.

Q: What method do you use in making record selections?
A: We subscribe to the major surveys and use the record ratings found in trade magazines. Here at KVIL the music director and myself sit down once each week and go over these surveys and ratings and pick those records which fit our format. We do not let public demand dictate; that is, we don't program from what is selling best in singles. We are not concerned with those sales. For instance, when listeners call here wanting information they usually want information on albums, not singles. The single trade is made up of teen-agers, who, naturally, are not in a financial position to afford LP albums.

Q: Do you attribute the musical taste in the Dallas area for rock and roll to your programming, or do you cater to a desire which is already there?
A: There is a desire with or without the radio station. I don't like to talk about rock and roll in that the connotation is not today the same as it was say six or eight years ago. Music we play now appeals equally to adults and to the teen-agers. I feel that our audience is made up of a good number of both groups.

Q: In your opinion, can any rock and roll disc be made into a popular number, or does it have to have a certain something which will cause it to catch on?
A: A song or record must have something. Continued repetition of a number will not sell it. It must be good to begin with. Records are like any product: if it's not good it won't sell.

Q: Do you realize the effect that your programming has on the local record sales?
A: Yes, radio is in the medium through which the record industry is aired. When the public hears something which it likes it will buy it. If you waited for the jocks boxes to carry the discs the industry would be slow indeed.

Q: What method do you use in your selection of records played?
A: We use a combination of every possible means to program. Say, for example, 25 per cent based on national sales, 25 per cent on local sales, 25 per cent on listener requests by telephone and cards and 25 per cent on our own opinion after a joint meeting of the program manager, the station manager and the disk jockeys. More records come in each week than could ever be played on the air. We listen to these and compare and pick a few.

Q: Is the general quality of music getting better?
A: Yes. The general national trend in music is toward better music. I must repeat that the definition of rock and roll must be understood as different from the definition which prevailed 10 years ago. Today it does not refer to that music with a definite beat but with very little or no attempt at how the music represents real talent, and real artists work on good tunes. The music business has become competitive and good tunes plus talent is now strongly influencing the market.
READY-TO-GO PROGRAMMING

Fernan directors and disc jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

BEST TRACKS FROM THE NEW SPOTLIGHTS

These are the tracks selected for disc jockey programming by Billboard's醋toring panel as the most outstanding from this week’s new LP Spotlights.

POPPULAR INGREDIENTS

A Recipe for Wow.

GOODNOUGH MY LOVE—The Pianos (Dot/Stencil BRS 1032)
ECHOES—The Platters (Dot/Stencil BRS 1032)
MISS YOU—The Shirelles (Dot/Stencil BRS 1032)
GREAT TASTE—The Chantays (Dot/Stencil BRS 1032)
WORLD OF PAIN—Tanya Tucker (Dot/Stencil BRS 1032)

MIDDLE ROAD SINGLES

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

YESTERYEAR'S HITS

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

POP—5 YEARS AGO
August 25, 1958

1. Bird Dog, Everly Brothers, Cadence
2. Little Louie, The Crystals, Bell
3. Valerie (The Four Preps), Decca
4. Just a Dream, Jimmy Isom, Ace
5. Poor Little Rich, Ricky Nelson, Imperial
6. Patricia, Prez Prado, RCA Victor
7. My True Love, Jack Scott, Capitol
8. Splish Splash, Bobby Darin, Atco
9. Rock and Roll, Gene Austin, Jassian
10. Whim, Kallis Twins, Decca

RHYTHM & BLUES—5 Years Ago—August 18, 1958
Just a Dream, Jimmy Isom, Ace
Little Louie, The Crystals, Bell
Patricia, Prez Prado, RCA Victor
Poor Little Rich, Ricky Nelson, Imperial
My True Love, Jack Scott, Capitol

WABC Teeds Winther

NEW YORK—Don E. Winther, former assistant sales manager of WABC-TV, has been appointed advertising and promotion manager of WABC radio. Winther, who began his career in 1950 in the production department of WCAU AM-TV, Philadelphia, is the winner of the NIBC Promotion Competition in 1961 and for two consecutive years was recipient of the Bill- board promotion awards.

VOX

BY GILL FAGGEN

AT YOUR SERVICE: The General Federation of Women's Clubs has cited WTMT-TV (Milwaukee) and the station's women's commentator, Beulah Donohue, for "responsibility and service" to the community.

THOMAS V. GORMAN, general manager of WEEI (CBS-Bos- ton) has received a personal letter from Vice Admiral E. W. Grunfall, commander Submarine Force, United States Fleet, commending the station for its efforts in raising almost $7,000 for the USS Thresher Memorial Fund.

VOX TV

WASHINGTON: A 20-year-old woman was the first "model" of "Days of Wine and Roses."recorded for a new television series. The woman, who was chosen from a pool of 500 applicants, will play the role of a young woman who has been married for 20 years and is now looking back on her life. The series is scheduled to begin production in November.

SALUTES NARA on its Sixth Annual Convention

Be Sure to Visit

The SESAC Hospitality Suite

SY OLIVER

Sesac Recordsings Stars will be on hand to greet you

Ambassador Hotel Los Angeles, Calif.
Aug. 22nd-25th

LOOK FOR THE STAR

Tamaher
FROM THE LEADER

the newest sight in sound on DECCA

The Palm Beach VII
DPS-17

$19.95

IMMEDIATE DELIVERY!

* FIRST IN THE BILLBOARD POLLS
* FIRST $19.95 PHONOGRAPh WITH A FRONT MOUNTED SPEAKER
* FIRST $19.95 PHONOGRAPH WITH A TURNOVER CARTRIDGE

AND NOW IN ADDITION TO ALL THESE GREAT FEATURES...

* FIRST AGAIN WITH FRONT MOUNTED CONTROL IN A $19.95 PHONOGRAPH

THE DAWSON
DP-480

A PHONOGRAPh-RADIO COMBINATION FOR ONLY $29.95

CONTACT YOUR LOCAL DECCA DISTRIBUTOR FOR COMPLETE INFORMATION

www.americanradiohistory.com
SHACK BURSTS WALLS: Leased Depots & Racks Add to Portnay Empire

By REN GREVATT

NEW YORK—The names of Eddie Portnay and his well-known 123rd Street store known as "the Record Shack" are ones among the jazz and blues cognoscenti.

Eddie Portnay is the seventeenth California firm to be added to the list of dealers who a year ago led the way toward the wholesale movement.

The expanding face of the wholesale industry is evident in the number of new agencies. The demand for a "turnkey operation" is raising those who have not been in the field to indicate that a conviction that it eventually can become an important mass market is gaining momentum.

Also, tapes and cartridges are working in more developments in the recording field than at any time in the past.

The tape recorder, at this moment, has limited appeal as a consumer product, compared—for example—with the phonograph or the snapshot camera. As a real mass-market product, it still has some significant limitations. One may have the problem of convenience in loading and playing—open-reel vs. tape cartridge. We don't believe it is the most important limitation, and we'll leave this problem for later.

Watch That Cost

The real limiting factor in tapes may well be cost. By this, we mean "system cost"—not only the cost of the machine, but more significantly, cost of the tape itself.

Tape could get its most important push into the mass-product field with the solution of this cost problem—up to the point where tape's cost is comparable with (or lower than) the actual price of LP records.

As tape recorder popularity continues to increase and tape usage goes up, there are bound to be some gradual price reductions on tape—both raw and recorded—as well as further improvements such as the new triple-play type.

The real opportunities for significant reduction in operating costs—other than tape—lie in the instrument itself. One of the most important may well be the development of new tape heads which permit high fidelity operation at slow speeds. Tape played at 1 1/2 or 2 inches per second, for example, is only four-tenths as expensive per minute as tape at 7 1/2 inches, per unit of recording time. This type of cost reduction, and increase in playing time per reel, has significant implications.

Two tape machines are already on the market which claim high fidelity at 2 inches per second, as result of new head design. The first was the J.M.-Revere cartridge machine, which uses tape only one-seventh of an inch wide. The latest is the Roberts "Crawford" recorder, which records at 1 1/2 inches per second and uses a standard tape with a claimed frequency response of 40 to 13,300 cycles per second, with a 3 db. output.

Both of these machines are relatively expensive, but their more existence gives solid evidence of the direction in which tape is moving. New generations of tape-saving machines, at lower prices, are inevitable.

There are other problems which must be solved, of course, if tape is to find its way into the average household—such as the economics of commercial reproduction of pre-recorded tape.

Even though pre-recorded tape sales will continue to increase, it's apparent that tape won't become a substitute for records in the near future. Tape and disks can co-exist, just as the Polaroid camera co-exists with conventional cameras in many families. Music plays a justifiable and necessary part in the home—just as it does in other parts of life. tape will probably always be the most important selling-point, and it's never been properly exploited or dramatized.

3-M Revere Tape

ST. PAUL—The 3-M Revere tape cartridge line, which now offers four separate versions of the basic unit, and which is getting the benefit of a major consumer advertising campaign this fall, will henceforth be fair-traded.

According to an announcement from headquarters here, the company has requested all its recorder and cartridge dealers to "record" the fair trade brand with a sign which obligates them to sell the listed records at no less than the specified prices. The agreements are being sought only in those States where they are legal, the firm says.

A statement asserted: "In order to protect the integrity and a high regard for our trademarks and brand names, we believe it is desirable to avail ourselves of the benefits of the acts of Congress and of many States commonly referred to as Fair Trade Acts."

The previously announced national ad campaign will start in mid-October and will be geared to reach both general and income groups, with color black and white ads placed in Life, Sports Illustrated, The New Yorker and Sunset, according to Robert E. Craig, sales promotion manager for 3-M's Revere-Wellington division.

Local newspaper advertising in such major markets as New York, Chicago and Los Angeles is also planned.
LAURA'S WEDDING
BARBARA LYNN
#JAMIE-1260

TALK TO ME
TEAR DROP #3014
Sunny & The Sunglows

DOWN ON BENDING KNEES
GOLDEN EAGLE #101
JOHNNY COPELAND

ST. LOUIS - Roberts Electronics has selected this city as its initial test marketing site for its new Crosfield Model 770 tape recorder, recently shown at the Music Show in Chicago. The Crosfield unit incorporates a new development which, the company says, makes possible high fidelity tape playback at a speed of 1/5IPS.

Edward O. Prager, vice-president of Roberts and sales manager Albert Barsimanto, addressed a dealer meeting (Friday) at the National House Restaurant, to kick off the local in-depth campaign, which will be handled by Color Vignols, regional sales chief.

EXTENSIVE CONSUMER PROMOTION STARTS

JAMIE/GUYDEN DISTRIBUTING CO.
PHILADELPHIA, PENNA.
**CLASSIFIED MART**

A convenient market place for the best sources of equipment, supplies and personnel -- serving more than 50,000 buyers, sellers, and users of music, record, tape and home entertainment equipment, coin machines and many other related products throughout the entire world.

### DISTRIBUTING SERVICES

**HAYDN SOCIETY RECORDS**

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

Send for current catalog

ESOTERIC, INCORPORATED

P. O. BOX 1799
HARTFORD, CONN.

National Distributors for

HAYDN SOCIETY RECORDS

VARY RECORDS—475 SURPRISE RESULTS—everyday, every item, etc. Bazar of the World. 15 of the largest record houses are in the service. Answers are sent promptly. New York, New York. Phone: Greenblatt 4379.

### RECORD DISTRIBUTORS

**RAYMAR'S MEMORY LANE**

GOLDEN 400 CIRCLE

We are in a position to supply you with 400 of the greatest Rock & Roll hits. List and prices upon request. Also 100 assorted new 45 RPM's, $9.00, $8.00 per 1,000.

**RAYMAR SALES CO.**

177-21 Jamaica Ave.
Jamaica 32, New York
Olympia 8-4012

### TOP NATION WIDE PROMOTION/PUBLICITY

**NATIONAL DISTRIBUTION SET UP AT NO COST**

15 mart's record experience

Present brand name coast to coast

No tapes, please—only records only

**NATIONAL ENTERTAINMENT CORPORATION**

1273 W. Brickell Fire Rd.
Miami Beach, Florida

### RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

**RECORDING FACILITIES & SUPPLIES**

### PROFESSIONAL DEMO RECORDS

**PROFESSIONAL DEMO RECORDS**

Fried, Melody—One Price--

12.5 Grams—One Price--

1500 songs to choose from at 95 cents

Largest brand name—One Thousand songs.

List ready, send 50c.

**LARGE BRAND NAME—ONE THOUSAND SONGS**

Price: 50c ready. 

Write for free brochure.

**DEMONSTRATION COMPANY**

Box 3848, S. E., Lincoln, Nebraska

### PRESSING, PLATING

**RECORD PRESSING/PLATING**

NO JOB TOO SMALL—QUALITY WAREHOUSE

AN OUTPUT TO MEET YOUR NEEDS AT A TRULY LOW PRICES

Call or write for complete list of products

**BENTON, NEW YORK**

Phone: AL 7-2150

### RECORD PROMOTION & PUBLICITY

**RECORD PERSALIA**

JOE PETERLIA

RECORD PROMOTION

Park Sheraton Hotel
Suite 267
55th St. at 7th Ave.
New York 19, N. Y.

Phone: JU-6-6258

### MISCELLANEOUS

**MISCELLANEOUS**

For Your Copy of The Just-Published INTERNATIONAL COIN MACHINE DIRECTORY

Write to: Joe Pace
Dept. 525, Billboard
2160 Patterson St.
Cincinnati, Ohio, 45214

Price: $1.00 per copy

### TIMES SQUARE OFFICE SPACE

1560 Broadway
New York City

700 sq. ft. to 16,000 sq. ft.
Air-conditioned, fully modernized, moderate rentals.

Renting office on premises.

Phone: H.G. SHEPHERD
at CI 5-8975

### CLASSIFIED RATES

Per Insertion

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*Minimum size sold is 1/2", approximately 35 words: 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2' or larger are boxed style.

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### Employment Section

**HELP WANTED**

MECHANIC WANTED—FIRST-CLASS Precision Mechanic, mostly Whirligig repairs. Must have all the standard tools and equipment. Must be responsible and hard working. About $3000 per year. 

Address: 601, 9th St., N.W., Washington, D.C.

### Credit Manager

Excellent Opportunity

In rapid-growth record company with top national reputation.

Five years minimum credit and collection experience required.

Age 40—salary open.

Call: CO 4-8100

Los Angeles, Calif.

### 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 station owners--and the list grows with every mail.

If you have any special record problems, call or write to find out how we can help you. No obligation, of course.

RSI Record Source International 1564 Broadway, New York 36, N.Y. Phone: PI 7-3600

### Attention, Song Writers

**BRIGHT TUNES PRODUCTIONS, INC.**

AND BRIGHT TUNES MUSIC CORP., are looking for original song compositions to


**SEND DEMOS ONLY**

BRIGHT TUNES MUSIC CORP.
ONE MADISON PLACE, BROOKLYN 17, N.Y.

### Buying & Selling

**BILDBOARD BUYERS & SELLERS CLASSIFIED MART**

It's a proven, economical way to arouse prospect interest, to make sales and to increase profits!!!

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

Please insert the following ad for consecutive issues.

**Classification:**

1. Size:

2. Set regular classified style.

3. Set boxed classified style.

4. Amount enclosed.

5. Company Name

6. Authorized by

7. Address

8. City

9. State

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

BILDBOARD BUYERS & SELLERS CLASSIFIED MART

1564 Broadway
1520 N. Creear St.
1550 W. Randolph St.
New York, N. Y., 10023
Chicago, Ill., 60601

www.americanradiohistory.com
Let the figure speak for itself. 150% increase in earnings when a Wurlitzer 2700 with the Ten Top Tunes feature replaced another phonograph. Get this same landslide of half-dollars headed your way. Spice up your slow locations with new Wurlitzer Phonographs. Watch the "Ten Top Tunes" feature send your earnings soaring to sensational highs. No other single phonograph feature has done so much for so many operators since the introduction of half-dollar play, by Wurlitzer.

Wurlitzer 2700
THE YEAR'S BIG MONEY-MAKER
THE WURLITZER COMPANY • 107 YEARS OF MUSICAL EXPERIENCE • NORTH TONAWANDA, NEW YORK
Bally Releases Three-In-Line

CHICAGO—"A flipper-type novelty game with in-line play appeal" was the way Bill O'Donnell, Bally president, described "Three-In-Line," the firm's new four-player pinball game.

Three-In-Line can be adjusted for three or five ball play. Specials are also available. Lighting three spots in line rioting up an in-line play. Lighting all nine spots also scores extra games.

O'Donnell said that U. S. and European tests proved that the game was the strongest profit producer in the novelty class that the industry had seen in years.

PHILLY OPS ALL THE WAY ON MOA MEET

PHILADELPHIA—Operators here are going all out to assure top attendance for Music Operators of America's September 4-6 convention in Chicago's Morrison Hotel. A special mailing urging attendance and outlining the social forums and speakers was sent out last week by Joseph Silverman, an official of the Philadelphia association, and chairman of MOA's forum committee. Silverman calls particular attention to the MOA convention forum for association personnel, Thursday, September 5, at 2:30 p.m.

Dist. Assn. to Hold Open House, Elect Officers During MOA

CHICAGO — The National Coin Machine Distributors Association will hold a membership meeting followed by an open-house session for all distributors, September 6, the last day of the Music Operators of America convention at the Morrison Hotel here.

The group is also slated to hold a meeting of officers and directors Saturday, September 7, the day following the meeting, which will be the association's new officers and directors, who will be elected by 1:30 by the next few weeks.

The initial membership meeting will be held Friday (6) morning with the open house session scheduled for the afternoon.

Discussion at the open house session will center around current distribution and wholesale problems.

The membership is also expected to approve a series of by-law changes which have been submitted to them by NCMDA's current state of affairs, Executive Director Bill Redd, Brighton, Mass., president. Following the meeting, the group will travel to Baltimore, executive vice-president; Lou Wolcher, San Francisco, vice-president; Tom Good, Orlando, Fla., vice-president; Jack Bess, Richmond, Va., secretary-treasurer, and Mary Tucker. O. L. (Bob) Siller is executive director of the group.

Trade Lauds VDAI for Position on Tariff Hikes

By OMER ANDERSON

BRUSSELS — The statement by Verband der Deutschen Automatenindustrie E.V. (VDAI) opposing tariff hikes (published in the August 10 issue of Billboard) has had strong impact on the European trade.

A Common Market official called it "an outstanding real act of courage and dedication in the light of the tremendous pressure." He said the move was "highly respected, if not unique, for the explicitness of its language in rejecting all trade barriers and advocating free trade.

Trade Impressed

Perhaps even more impressive was the European coin machine trade generally. Belgium is not only host to the European Common Market but also the crossroads of the trans-Atlantic coin machine industry. It is, therefore, dedicated to trade.

"This statement, coming as it does on this particular section of the VDAI statement: "In the entire German coin machine industry, there is not the slightest resentment against American imports.

"On the contrary, all West German coin machine firms — manufacturers, importers and wholesalers — desire a closer two-way co-operation between West Germany and the United States, the success of which can only be beneficial to both parties."

VDAI declared, furthermore, in the VDAI statement published in the August 10 issue of Billboard: "In the name of closer business and economic contacts between the U.S. and West Germany, West German coin machine firms do condemn any unilateral punitive measures taken against trade relations between the two countries and do desire, on the contrary, the keeping of these ties."

Tariff experts here are speculating that the American tariff bill may allow an additional 20% value on the VDAI statement to reflect Washington's changing mood towards the coin machine industry.

The VDAI statement, for its part, is being here to be "remarkable, if not unique, for the explicitness of its language in rejecting all trade barriers and advocating free trade.

Common Market tariff techs in Brussels are urging West German VDAI presidents to join the Federal German tariff bloc. The West Germans, as yet, have been disinclined to take this step.

Kansas Ruling Bars Payoffs

The Kansas Supreme Court has ruled that payoffs to coin machine operators violate Kansas law.

The state's highest court ruled that payoffs are illegal and will not be enforced.

The decision was reached in a case involving a machine operator who paid off a coin machine operator for his help in getting the machine into operation.

The operator of the machine, who had paid the machine operator $500, was charged with violating Kansas law.

The operator of the machine was charged with violating Kansas law.

"These pincushion machines have been placed in Illinois under similar statutes in some other states and are likely to be the case in this state," the judge said.

The court ruled that the machine operator could not be held liable for the payment made.

The judge said that the American Bankers Association's encouragement of coin machine operators to make more frequent collections is a violation of Kansas law.

Siller is attempting to organize an all-industry committee to push for a national uniform payoff system. He wants to hear from local associations and individual operators.

Joe Barton (right) accepts Rowe AC Services' top distributor award for Bush International, Miami, from Jack Dunwoody, Southeastern regional vice-president, and George Kiseray (far left). Eastern region photograph was commenced. Rowe is a first place in Rowe AC's accelerated sales contest in region three. In receiving the trophy, Barton said: "A salesman can be no stronger than the organization that he has behind him. This award is the result of all the people in our organization giving their utmost to make our customers happy with our products."
Arnold, Boorstein, Ptacek on MOA Programming Panel

NEW YORK — Bernie Boorstein, sales manager of Leslie Distributors, local one-stop, reported that the juke box industry has been through a heightened interest in the area of music machine operators for stereo single and little LP product. According to Boorstein, the only limiting factor in the sales of 33 product is the fact that most machines in the area are capable of playing 45 only.

Boorstein said that in the rare instances when a single is available on both 45 and 33, the operator will invariably select the 45 because he can use it on any machine on his route.

Operators, Boorstein explained, are buying programming, not singles. Even stereo, he added, is secondary to the artist and tune.

Prime reason for the heavy buying of 33 stereo, Boorstein explained, is that all programming not normally available on the 45 monaural single is programmed.

3 Tenn. Distribs To Participate in Stereo Program

MEMPHIS — Three Memphis distributors will participate in the Music Operators Stereo Service (MOSS) program to distribute to operators 33 singles not obtainable through record shops.

They are: Southern Amusement Distributing Company, AMI distribution; General Manager is Charles V. McDowell; S & M Sales Company, Inc., Rock-D-Ea distribution; General manager is Alan Dixon; and Dr. D.J. Amusement Company, Wurlitzer distributor in West Tennessee. Edward H. Newell of Newell, Inc., Rock-D-Ea distributor, is a district agent for Standard Automatic Music Company of Little Rock, which has the Mid-South territory.
Kaestner Re-Elected
HAMBURG — Heinz Kaestner of Kassel has been re-elected president of the German Coin Machine Wholesalers' Association (DAGV), along with other members of his staff.

Distributors report that business is holding up well, despite the tapering of the German coin machine boom. However, the DAGV is warning members that the cost-price squeeze is increasing and that profit margins have been sliced razor-thin.

There is considerable apprehension in the trade, moreover, as to the effect of the prospective added-value tax, for which a draft bill is now before the German Parliament.

German Payouts
BOHN — West Germany is marking a decade of payout machine operation. Parliament approved the legislation for the so-called Groechenspiel on August 18, 1993, and the payout law since has come to be acclaimed as a model for the world trade.

Maximum play is restricted to one Deutsmark or 25 cents, but most machines are set for 10-pfenngen coins. In contrast to the attitude of operators in other countries, German phonograph operators in the majority favor payouts, and many, if not a majority, operate payouts as well as phonographs.

Unlike British operators, the Germans find no contradiction between payout and phonograph operation. The majority argue, on the contrary, that payout operation strengthens the operator's financial base and, in effect, makes him more effective in phonograph operation.

Cinebox Support
ROME — European trade representatives are studying the almost unprecedented support being given Cinebox, the Italian film phonograph, by Italy's tobacco monopoly.

The tobacco monopoly has sold advertising rights on cigarette packs to Cinebox, the first time a phonograph has landed on a tobacco wrapper.

Every Italian cigarette package now plucks Cinebox, and play has spurted appreciably across Italy in the wake of the new advertising campaign. The advertising has proved of enormous value.

(Continued on page 85)

Here's One Way Operators Might Get To Chicago In Order To See

THE LATEST MODELS AND HEAR
THE LATEST RECORDS

Exhibitors Include
AUTOMATIC PHONOGRAPHOS
RECORD COMPANIES
AMUSEMENT GAMES
POOL TABLES
KIDDIE RIDES
CIGARETTE VENDING MACHINES
PHONOGRAPH NEEDLE MANUFACTURERS
COIN MACHINE SUPPLIES
BACKGOUND MUSIC

Attend Forums Dealing With
PROGRAMMING OF MUSIC
ROUTE ADMINISTRATION
FINANCIAL PROBLEMS

See and Hear
well known Record Personalities at the
FRIDAY NIGHT, SEPTEMBER 6, BANQUET

Plan to Attend the 1963 13th Annual
M.O.A. CONVENTION & SHOW

DATE: SEPTEMBER 4-5-6. PLACE: MORRISON HOTEL
CHICAGO, ILL.

Sponsored by:
MUSIC OPERATORS OF AMERICA

228 N. La Salle Street
Chicago 1, Ill.
Pa. Per-Machine Tax

CHICAGO — A bill termed the "vending industry's most dangerous legislative threat" by the National Automatic Merchandising Association, was defeated in Pennsylvania in a close vote. According to Thomas B. Hunter, NAMA executive director, the bill (H.B. 1593) which passed the Pennsylvania House July 26 "would have been the first step toward vending's complete destruction in that State with ominous overtones for other states.

The bill would have set a $50 annual tax on all coin-operated machines selling 5-cent items in first-class school districts.

Major Cities

A first class school district in Pennsylvania has 1,500,000 or more population. Hungerford said that the vending industry in such major cities as Pittsburgh and Philadelphia would have been wiped out over night.

He explained that H.B. 1593, introduced July 2 in the Pennsylvania House, was meant to raise funds for schools, but was considered dead by vending industry observers.

However, three weeks later, the bill was revived with "unprecedented speed," passed by the House in a single day with-out a hearing and was sent to the Senate, said Hungerford.

Quick Action

He noted that NAMA and the Pennsylvania Automatic Merchandising Council (NAMA affiliate) organized a program in less than 48 hours that turned what appeared to be serious defeat into a solid victory.

"Without the facilities and 27-year know-how of NAMA and our friend work of PAMC, the outcome might have been vastly different," said Hungerford.

N. Y. Bulk Operators Move To Police Vending Trade

NEW YORK—Increased efforts will be made by the New York Bulk Vending Operators Association to police the industry in the metropolitan area and to discourage blue-sky operations and unethical practices.

NYBVA members met at the Fraternal Club House here Monday night (12) to discuss current problems.

Sid Mollenkamp said that a few operators were using 10-cent items in their display cases, but stocking the machines with 5-cent capsules.

He said that though only a handful are guilty of this practice, the entire operating industry will bear the blame in the event of a crackdown.

Oddly enough, these deceptive practices don't create more revenue for the operator, according to Roger Foltz, NYBVA president. Foltz pointed out that children are extremely shrewd buyers and it is almost impossible to fool them more than once.

Mollenkamp added that the machines which carry 10-cent items on the display card and vend 5-cent items generally don't empty very fast and the operator would make more money if he offered an honest value.

Selection in House went over night. The vote was 32 yes and 15 no on the issue. A copy of resolution passed by the House was distributed to the membership.

N. Y. Bulk Operators Move To Police Vending Trade

S. L. London Holds School On Seeburg Coffee Unit

MILWAUKEE—Operators from all parts of Wisconsin attended the recent Seeburg service school at the S. L. London Vending Company here. The session was devoted to Seeburg's Bally coffee unit.

Seeburg factory vending sales engineers, Fremont Woodhall, Emmet Engels and Frank Gata were in charge of the session. Also on hand was Robert Dunsap, Seeburg district vice-president.

Attending were: Gary Nehring, Glen Jones and Ray Jones; Zaugg's Vending, Appleton; Dick Pavlic and Victor C. Pavlic, Pavlic Vending Service, Brookfield; Al Moselle, Al Moselle Distributors, Germantown; Bob Arnold, Dick Heck, Ronald DeWitt and William Butters, Owen Vending, Janesville; George Moore, Cup Vendors, Inc., Janesville; Russell Vincent and Kenneth L. Zetzues, Konop Vending, Green Bay; H. E. Sprain, William Riodan and Frank Bina, Bina Candy Sales; Leroy Saustad, George's Coins, Inc., Easton; Robert R. Rathman and Jens Nielsen, Quality Beverage, Maxstow; W. J. Boothley, E. E. Murray, N. Jensen and Jim L. Finch, Art Jones, M. W. Vending, Marinette; Charles R. Acker, Falls Vending (Division Ken- don, Inc.); Tom Wrinton Jr., Davis Vending; George Ralls and L. Thompson and Richard Watson, Watson's Vending, Sheboygan.

From Milwaukee were: Edward P. Schmidt, Elsie Pfienmaier, Philip L. Locens, E. Gut- roth, Gerald Lind and Pete Kuhn, Greater Automatic Sales; Al Mus- kell, Sweetheart Cup Corporation; Jerome Zarzycki, Lee Bertram, Ed Billberry, Paul Dil- salvo and Stanley Kass, Skylynk Vending; Jack Spear and Erwin Samp, Samp Automatic Sales; Harvey Matt and Dennis Matt, Auer-Matt Vending; James Thompson; Dan Karolczak, Dan Dee Vending; Gordon Lewandow- ski, G. L. Vending; Mike Jelask and Charles Rogutich, 20th Century Vending; W. Price, Price Beverage Vendors; Heinz Weber, Stacy Von-Drick, Ben N. Santoro; Gerald Vincichof, Ronald Ehti, John Maly, Mar- vin Bajual and Ronald H. Adler, Refreshment Service; Paul Funderick, AMC; Clarence Wes- zinger, Mark Spencer, Dick Ju- lien and Randall Wittig, Auto- matic Merchandising Corpora- tion; Clarence Riesmeyer, Rus- sell Vending, Arthur Winth, Winth Vending Company; Peter Pitch, Pitch Specialty Company; Tom Cocking and Florian Ne- wak, Automatic Vendors.

A DISPLAY CARD used in the new Victor Vending Corporation quarter capsule vender is examined by Logan Distributing Com- pany president, Jack Nelson (right), and Billboard's Nick Biro. Typical merchandise available in the quarter capsules includes scatter pins, bracelets, necklaces, cigarrete lighters, cuff links, tie-bars, rings and money clips. The artificial flower held by Biro is a hot capsule item.
NVA Counsel Blasts Blue Sky Operations

By NICK BIRRO

Chicago—NVA, the National Vendors Association, charged Mitchell & Company, the recent operations, with bringing the industry a "black eye." NVA said that it was unfair to charge the industry with these allegations.

Mitchell & Company was accused of violating the terms of the Gimbel's contract by not immediately removing the machines from the Gimbel's store. NVA also charged that Mitchell & Company was not following the terms of the contract.

NVA said that it would continue to fight for the rights of its members and to protect the industry from unfair practices.

No. England Counties Go for Cinebox

LONDON—Cinebox, the Italian cinema-juke box, is now available in the United Kingdom. This is the first time that Cinebox has been available in the United Kingdom, and the company is pleased with the response.

Cinebox is a fast-growing company, and the United Kingdom is a large and growing market for cinema-juke boxes. Cinebox is confident that it will be successful in the United Kingdom and will continue to expand its operations in the future.
Greco Bros. Get Big One

N.W. Ohio Ops, 26-Strong, Head For MOA Parley

CHICAGO—A delegation of 26 operators and wives will represent the Northwestern Ohio Music Operators at the annual Music Operators of America convention to be held here September 4-6.

Maynard Hopkins, president of the Ohio Association, and Bill Hullinger, secretary-treasurer, will head the group. Both men are also MOA vice-presidents.

The Ohio contingent decided to come en masse following the group's annual summer outing held at the Breakers Hotel, Sandusky, Ohio, last week.

More than 50 operators and wives turned out for a day at the "Midwestern Disneyland" site. A cocktail party preceded dinner in the Anchor Room.

Hullinger noted the group was looking forward to the Chicago meeting and was particularly interested in both the MOA and following National Automatic Merchandising Association conclaves.

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chicago coin's new 6-player puck bowler

STRIKE BALL

new stainless steel backglass trim!

new "inner" cash box!

new trip-relay bank!

here's why the greco brothers, glascow, n.y., operators are smiling—30 rock-olio 160-selection wall boxes and 16 ceiling speakers on one location.

The 125-Foot-Long Diner seats 150 persons and should be one of the busiest stops in the Hudson Valley area.

FRANK GRECO, left, and Tom Greco, right, pose with George Zidro and George Kakavilla, owners of the Park Diner, Kingston, N.Y.

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New York—Ben Chicoitky, office manager of the Music Operators of New York, Tuesday (13) watched his niece, Susan Lynn, on the ABC television network show, "Talent Scout." Miss Lynn, a 16-year-old schoolgirl from Far Rockaway, N.Y., has already made a couple of singles on Dial Records. She sang on the television show after being introduced by Mamie Van Doren.

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THE 125-FOOT-LONG DINER seats 150 persons and should be one of the busiest stops in the Hudson Valley area.

FRANK GRECO, left, and Tom Greco, right, pose with George Zidro and George Kakavilla, owners of the Park Diner, Kingston, N.Y.

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FACULTY FOR ROWE AC SERVICES' SCHOOL at J. H. Lynch Company, New Orleans, includes Hans Van Royz, regional sales manager; John Hickman, John Pontocost; Jim Abate, director of service engineering; Vinale Francelli, Bill Dorn and Ellis Royal. The sessions, held June 24-28, were well attended by New Orleans operators.

BILL DORN, instructor at Rowe AC Services’ service school held at J. H. Lynch, Inc., New Orleans, demonstrates the fine points of servicing a Rowe cold drink vendor.

Report From Britain

BBC - TV demonstrated a penny-operated Edison cylinder phonograph on “Miss Versus Hi-Fi” program, fortnight ago. . . . Vending Automats, Ltd., has opened a new factory in Llandudno, Wales, and continues Coin-Amusement machine services training and testing. . . . George Coughtry, head of the Coughtry Automatic Supplies, Ltd., Nottingham, has extended his showrooms in that city. . . . Jim Crompton, head of Ramsgate coin-amusement factory, is in a London hospital recovering from surgery. Peter Singer & Company, Ltd., has added eight minivans to the firm’s service fleet. . . . John Hardy, head of Bordon Motors, Hampshire, is specializing in vehicle sales and service to juice box and coin amusement operators.

Ronald Heatton, former principal of Cromford Automatic Company, Manchester, has been arrested on a warrant issued in 1960, accused of false pretences. . . . Utility gas explosion at Hastings seashore recently damaged the premises of coin amusement operator J. W. Evans, of Bexhill. London traders and manufacturers volunteered all assistance to help him resume business, he reports.

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• Three top Roll-overs raise drop target and score 50 points each
• Two Additional Targets score 10 points and Light Yellow and Green Jet Bumpers for 10 points and Target for Extra Ball
• Two Flippers
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• Plastikote Finish Playfield
• Locked Cash Box
• Stub Receptor
• Available with Twin Chutes

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We take pride in announcing another

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THE NEW latchlock playfield - NOW standard on all Williams flipper games.

that is easily accessible
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COINMEN IN THE NEWS

MILWAUKEE MENTIONS

Carl Betz left his post as route foreman for P. & P. Distributing Company to join the S. L. London Distributing Company. Betz was with P. & P. for seven and a half years. . . . Two new back shop men have joined the Hastings Distributing Company staff. They are Wing Schneider and trainee Tom Webler. . . . The next meeting of the Milwaukee Phonograph Operators Association will be held in October, according to President Sam Hastings. "We expect most of our members will attend the MOA convention in Chicago during September," said Hastings.

Cigarette vending sales have been becoming of late, reports Doug Opitz. The reason: Newly imposed State taxes make vending prices more attractive to the consumer. . . . Charles Opitz is back in the coin machine business. He's working for his brother Doug. BENN OLMAN

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- Unit, 10 Mutoscope B.A. - $350.00
- Unit, 5 Mutoscope B.A. - $400.00
- Unit, 10 Mutoscope B.A. - $350.00
- Unit, 5 Mutoscope B.A. - $400.00
- Unit, 15 Mutoscope B.A. - $325.00
- Unit, 10 Mutoscope B.A. - $350.00
- Unit, 5 Mutoscope B.A. - $400.00
- Unit, 15 Mutoscope B.A. - $325.00
- Unit, 10 Mutoscope B.A. - $350.00

ARCADE & VENDING

- Cigarette Vending Machine 1 72.00
- Cigarette Vending Machine 2 95.00
- Cigarette Vending Machine 3 129.00
- Cigarette Vending Machine 4 143.00
- Cigarette Vending Machine 5 179.00
- Cigarette Vending Machine 6 205.00
- Cigarette Vending Machine 7 233.00
- Cigarette Vending Machine 8 260.00
- Cigarette Vending Machine 9 287.00
- Cigarette Vending Machine 10 314.00

POOL TABLES

- 3-Plunger Pool Table - $315.00
- 4-Plunger Pool Table - $440.00
- 5-Plunger Pool Table - $565.00
- 6-Plunger Pool Table - $690.00
- 7-Plunger Pool Table - $815.00
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- 12-Plunger Pool Table - $2,375.00

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- $24.00
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ELECTRONICS

Trade Lauds VDAI
- Continued from page 37

AFO CHARITY GIFTS
DRAW HEARTY APPLAUSE

SALT LAKE CITY—It isn’t unusual for a phonograph distribu-
tor to donate elderly phonographs to charitable institutions now-
adays, when an operator does so he can depend upon plenty of favorable
publicity, according to Ray Sanumich, of Ray’s Music Company,
Salt Lake City.

The veteran operator, with more than 35 years of phonograph
and amusement experience behind him, has twice donated first-class
phonographs to the local Veterans Administration Hospital, spaced
about two years apart.

In each case, this public-spirited donation has brought much
newspaper attention, and, of course, letters of thanks from Federal
executives and administrators in the hospital program.

Sanumich, who uses the slogan “Ray’s Music Works” to call
attention to his phonograph operations, particularly appreciates letters
written to his headquarters by patients so depend upon the
free-play juke box for entertainment in their dormitories
and recreation rooms during long periods of convalescence.

FIVE BALLS

- Flipper Parlor - $315.00
- Baby Cross Country - $440.00
- Atlantic Cross Country - $565.00
- Wurlitzer Juke Box - $690.00

BARGAINS FOR THE WEEK

GAMES

- $20.00
- $40.00
- $60.00
- $80.00
- $100.00

PAUL W. HAWKINS, kiddie ride designer and builder, points
out features of a prototype of a new device to Sam Rosenthal,

Photo by Sam Altman

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Paging service throughout the Convention Hall
Up-to-the-minute message Bulletin Board

AND... a complimentary copy of Billboard's
big MOA Convention Issue for every
convention attendee!
**EUROPEAN NEWS BRIEFS**

- Continued from page 59

European trade observers are studying Cinebox's tobacco pack coup from the aspect of greater industry co-operation with operators to boost joint interests.

**Austrian Bowling**

VIENNA—Bowling is booming in Austria, and Australian phonograph distributors believe the bowling boom will help lift the entire coin machine trade from the doldrums.

One of the biggest boosters of the bowling boom is John Merrill, the Wurlitzer distributor for Austria. Merrill has the Austrian franchise for the German-made Voliner bowling game.

Merrill reports that the demand for bowlers is so big in Austria that he is installing an average of 10 locations per month.

More and more Austrian locations are being equipped for bowling, and trade optimists predict that bowling centers eventually will vie with the coffee houses as leisure-time headquarters of the Viennese.

**French Bow Pinball**

PARIS—The French firm of Rally S.A. is offering a new European-styled pinball, Toro. The French game has a two-player format, automatic counter, and a plastic housing with stainless steel. The pinball is being promoted heavily in West Germany and Italy as well as in France, where pinballs have tremendous Vogue.

Rally S.A., based at Nice, is emerging as the leading French producer of games. The Riviera firm is designing a full line of new games for sale in the European Common Market.

**Danish Legislation**

COPENHAGEN—Denmark's trade organization, Dansk Automatbranche, is pressing a drive for uniform trade legislation, specifically with respect to licensing, taxation and royalties

Regulation at present is in the hands of local government areas, with the result that licensing requirements and fees vary widely over different parts of the country.

The variance in regulation and taxation has an inhibiting effect upon development of the Danish trade as a whole, according to Dansk Automatbranche.

**Austrian Exports**

VIENNA—The Austrian firm Automatbranche, controller of the new joke box Musikbar, is developing a promising export market in Eastern Europe.

Musikbar is being exported to Yugoslavia, Hungary, to Bulgaria, and to Roumania. It is also finding favor in Greece and a few units have been sent to Turkey.

It is primarily designed for high-class restaurant placement. The cabinet is designed as furniture. Selector units, together with coin box, are installed at tables. Music is selected by a telephone dialing device.

**Kansas Ruling**

*Continued from page 57*

in court by Ernest Rice, Topeka attorney.

The judge, in his opinion, states, "Counsel for the defendant argues that pinball machines which reward players with "free games" are for amusement only and that they do not meet the definition as set out in the statutes and argues further that the fact that the proprietor of some establishments may pay patrons in money for free games does not make the machine a gambling device."

"Counsel argues further that some persons will gamble on anything but that this should not make all devices which they might use subject to seizure and destruction, and he gives as an example the fact that persons could gamble on the rotation of the blades of an electric fan."

**"Cotton Pickin' Bargains"**

GOTTLIB, Single Player

ROCKET SHIP . $450.00

SLUGGISH CHAMP . 65.00

COTTLEB, Two Player

B-MIX-1-RALL . $325.00

OLYMPIC . 315.00

CAPTAIN RIOO . $175.00

Egg Head . 305.00

SUNSET ANNABELLE . 255.00

MR. DINNER . 215.00

LIGHTNING BALL . 185.00

UNIVERSAL . 185.00

BIG BOWLING . 155.00

DOWNTOWN DOLL . 155.00

SITTING PRETTY . 155.00

SWING OF DIAMONDS . 155.00

ORANGE SUNSHINE . 145.00

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MASTIC, GOTT. A. Pl. CIRCUS. BALLY . 4 Pl. $500.00

SPECIAL . $495.00

KIDDIE RIDES, RECONDITIONED LIKE NEW

MOON ROCKET, ALL-TECH . $275.00

SATellite EXPLORER, FERRIS SP. ALL-TECH . 175.00

TWIRL BIRD, ALL-TECH . 125.00

HI-WAY PARKER, ALL-TECH . 525.00

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Novel Swinging Targets Give A Brand New Hi-Fi Sound To Scoring

Ask your distributor for a feature demonstration!
Ben McDonald (Star Vending Co.), leading Ft. Worth-Dallas music operator, says modern drive-ins are "gold mines." He is using new Seeburg equipment to step up location gross earnings as much as 315%.

"There has never been a coin music system that has caused so much excitement in my locations," says McDonald. From the 12 Seeburg LP Consoles and 173 Stereo Consolettes now installed, McDonald has gained a 40% jump in his business. Individual location phonograph gross earnings have increased as much as 25%.

"In top-income drive-ins and cocktail lounges," reports McDonald, "today's Seeburg beats them all. Gross earnings go up. Much more favorable commission arrangements are possible, because more customers play Seeburg equipment—and more of them keep on returning to the locations to enjoy Seeburg's great stereo. No matter what kind of music is most profitable in a given location, Seeburg can provide all they want of it.

Without the LP Console and the Consolettes," McDonald says, "we would have been out of the business within 2 years. Now—concentrating on top drive-ins and cocktail lounges—we are in it big.”

**SEEBURG**

Music for Profitable Public Entertainment
LONE STAR DRIVE-INS' 12-location chain in the Ft. Worth-Dallas area now has 4 equipped with new Seeburg music and 4 more contracted for. Gross earnings are already up 25%.

OF THE 5 CLOVER DRIVE-IN restaurants in the Dallas-Ft. Worth area, 3 now have the new Seeburg music and the other 2 are contracted for. Gross phonograph earnings have already climbed 48%.

MUSIC EARNINGS UP 315%—Jack's Drive-In, Ft. Worth, has shown a gross phonograph earnings increase of 315% since Seeburg Stereo Consolettes and an LP Console were installed.

WYATT LEBURN (left), Clover Drive-In manager, and Ben McDonald with a Seeburg LP Console, Seeburg's album programming in stereo, says Leburn, "beats them all in earning power."

SEEBURG
TOP-EARNING
30
LITTLE LP STEREO ALBUMS
Those Seeburg Little LP Stereo Albums are currently earning top grosses in Seeburg locations coast to coast.

POP VOCAL/INSTRUMENTAL
BRENDA LEE
All Alone Am I, Vol. 1
ANDY WILLIAMS
Moon River
TONY BENNETT
Tony Bennett at Carnegie Hall
RUSS MORGAN
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EARL GRANT
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ARTHUR SMITH
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BRENDA LEE
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Modern Sounds in Country and Western Music, Vol. I
PETE FOUNTAIN
Country Rhythms
GRADY MARTIN
Swingin' Down the Road
JIMMY REED
Just Jimmy Reed
STAN GETZ/CHARLIE BYRD
Jazz Samba
COUNT BASIE
On My Way and Shoutin' Again
RAY CHARLES
Modern Sounds in Country and Western Music, Vol. II
PETE FOUNTAIN
Pete Fountain's Music from Dixie
DINAH WASHINGTON
Sing a Song of Love
MEL TORME
Baby, It's Cold Outside
POLK/COUNTRY & WESTERN
WEBB PIERCE
Cross Country
KITTY WELLS
Kitty's Country
VARIOUS ARTISTS
The Best of Western Music
EDDY ARNOLD
Let's Make Memories Tonight
JIM REEVES
A Touch of Velvet
MARTY ROBBINS
Devil Woman
ERNEST TUBB
Golden Favorites
FLOYD CRAMER
Remember Hank Williams
RAY PRICE
San Antonio Rose
RED FOLEY
The Red Foley Show

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Billboard
PHOTO GALLERY OF
Newsmakers

INTERNATIONAL IMPACT: George Wootler (center), chairman and managing director of Pye, plays host to the Cherry Blossom Girls, who dropped in to chuck up on Elvis Presley's latest release. Joining in the tea klatch are Ross Pulham and Fred Need of Pye.

LIGHTS! CAMERA! ACTION! Ready to assume the role of Eliza Doolittle, Audrey Hepburn is in costume on the Warner Bros.' film, "My Fair Lady," gets under way.

CLEO PAYS OFF IN GOLD: Composer Alex North (left) is presented with a gold disk by Richard Zanuck, head of 20th Century-Fox studio, for his score to "Cleopatra."

CLEANING UP IN PITTSBURGH: Roger Karshner, of Capitol Records (left), and Jerry Spin, KGO program director, participated in a dirt-truck drive plugging Bobby Darin's latest Capitol LP, "Earthy."

IN APPRECIATION for being the first deejay to expose Ned Miller's "From a Jack to a King," Russ Rebel (right) of KXEO, Broadmo, Wash., is presented with a gold disk of the father record by Jerry Bennett, who manages the Independent Record Sales Division of the Craig Corporation.

NEWCOMER TO PHILIPS: Giselle Morel has just been recorded by Philips singing German versions of two U. S. hits, "He Thinks I Still Care" and "Keep Away From Other Girls."

FEAT OF CLAY: Leslie Uggams was on hand to congratulate Cassius Clay following his Columbia Records recording session at the firm's New York studio on his first LP, "I Am the Greatest."

MILES IN ANTIBES: Miles Davis and wife Frances chat with CBS Records co-ordinator Stanley West (center) during the International Jazz Festival at Antibes.