

Billboard

The International Music-Record Newsweekly

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

Heavy Problems Beset Industry As Activity Starts in Miami

MIAMI BEACH, Fla.—The heaviest concentration in several years of disk industry operatives, representing virtually all levels of the business, was expected to converge on this city for a full week of activity beginning next Thursday (20).

The next-door-neighbor hotels, the Eden Roc and Fontainebleau, will be the twin focal points of activity as members of the American Record Merchants and Distributors Association (ARMADA) and

the Record One-Stops Association (ROSA) hold their respective annual conventions.

As ROSA members register for their convention, starting Sunday afternoon (3), a do-or-die meeting of board members of the Society of Record Dealers (SORD) will be called to order by President V. H. (Andy) Anderson at the nearby Sans Souci Hotel.

Crucial Moment

The conventions will occur at a crucial time for the record industry. The topics of conversation—discounting, alleged price discrimination, functional discounts, transshipping, and the trend toward consolidation of the various facets of distribution—are not new. They will, however, be discussed with a greater sense of urgency than ever, in light of recent Washington developments, wherein both the Federal Trade Commission and the Roosevelt Small Business Committee subcommittee on distribution are known to be taking a hard look at the various ills of the record business.

The "now-or-never" feeling with regard to these problems now widespread within the industry.

Continued on page 8

Bob Scobey Dies

MONTREAL — Bob Scobey, the Dixieland jazz musician, died Thursday (13) of stomach cancer. He was 46. His best-known recordings were made for the Good Time Jazz label.

Thifty Chain Shifts to Direct Buying Policy

By LEE ZHITO

HOLLYWOOD — Monroe Goodman's Tip Top last week started servicing the 210-store Thrifty Drug chain, an account handled for the past six years by Eddie Mason's Record Racks.

The move came on the heels of reports from within the Thrifty Drug firm that the chain would seriously consider snipping its rack jobber ties and going to a buy-direct policy.

A Thrifty spokesman told Billboard: "After all, we have 210 stores, we have the traffic, and we have the racks. Why do we need a rack jobber? Records are the only items we have handled by an outsider. The drug chain store said his management has been studying the ways and means whereby it can buy direct, and thereby enjoy "a far greater control of our inventory."

Mason told Billboard that the Thrifty account has been, despite its volume—approximately \$2 million per year—a difficult one to handle due to

Continued on page 8

Correction by Columbia on Pricing Story

NEW YORK—In a letter to the board last week, Bill Gallagher, vice-president in charge of marketing for Columbia Records, stated that Billboard had made a misstatement of fact in a story about Columbia's pricing policies that ran on page one of the June 15 issue.

Gallagher said: "Paragraph two of the article appearing on page one of last week's Billboard entitled 'Columbia Seeks to Bring Order to Price Chaos' states that an important 'change' to be made in Columbia's policy will be the discontinuance of any and all extra discounts on product to large retail users.

"This is a serious misstatement of fact. Columbia's policy has always been to treat all buyers on an equal basis and to make the same discounts available to both large and small purchasers. Not only is this necessary under the law but it is the only policy which is consonant with sound business judgment.

"It is true that Columbia views with deep concern the serious problems facing the record industry.

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A THRILLED YOUNG LADY, Barbra Streisand, meets President John F. Kennedy after thrush performed for President and all-star Washington audience following White House Correspondents' dinner. In background is TV's Merv Griffin.

20th Records In Biggest Day As 'Cleo' Opens

By JACK MAHER

NEW YORK—Broadway looked like Hollywood and Vine last Wednesday (12) when "Cleopatra" opened at the Rivoli Theater here. Crowds pressed and pushed police lines (crowd estimates ran from 7,000 to 10,000) and celebrities pranced up the red carpet to the theater entrance. Reviews in the seven daily papers were split between vehement knocks and ecstatic raves. In the meantime, 20th Century-Fox Records had the biggest selling day in its history.

While some trade authorities felt that the mixed reviews would hurt the flick, others noted that the divergent and positive pro and con opinions of reviewers would only draw more attention and more curiosity to a picture that has already had its share of national press. Following the premiere night, a line was in front of the Rivoli, and some estimates were that the theater was selling tickets now for late fall.

The day following the premiere, Thursday (13), 20th Century-Fox Records racked up the biggest sales day in its history. The record company took orders for more than 102,000 albums, a fact that puts the sound track of "Cleopatra" well over the 300,000 mark in combined orders and actual sales.

Some of the biggest chains and department stores in the city and in the country are getting on the "Cleo" band wagon.

Sears Plunges In

Norm Weiser, vice-president in charge of operations for the label, noted that an important percentage of the 102,000 new orders came from Sears, Roebuck & Company. He said the album would be carried in all of the chain's stores and a good many of them would carry special displays pushing the LP.

In addition to the 2,000 department and retail record stores displaying and selling the LP, a number of Manhattan department-type operations have installed special window productions. Stern's, for instance, placed a display in its 42d Street window devoted to the movie and LP. The store obtained

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LONDON record personalities gathered to wish farewell to Art Rosett (center foreground) who resigned last month as Billboard's European director. With him (left to right) are members of the staff and Rosett's successor

Andrey de Vekey; record producers Denis Preston, Don Wedge, Ritz Records' Bunny Lewis; record executive Harry Walters, Marcel Rodd of Saga, and Morris Levy of Oriole.

props used in the picture built an entire window around a "Cleopatra" theme. Mervyn Goody's, and Schirmer's were also added to the Kette, Colony and Doubleday displays.

In Chicago, Lyon and Healy was joined by Polk Brothers in window displays. Sears is expected to push the set now that all of its stores are handling the set.

Lots of Action

In Cleveland, Halle Brothers
Continued on page 8

8 1 8 3

8 1 8 6

8 1 6 4

8 1 7 6

8 1 8 0

8 1 8 1

8 1 8 9

8 1 9 3

8 1 6 9

"DETROIT CITY"
BOBBY BARE

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

"ANOTHER SATURDAY NIGHT"
SAM COOKE

"I'M SAVING MY LOVE"
SKEETER DAVIS

"LONELY BOY, LONELY GUITAR"
DUANE EDDY

"ABILENE"
GEORGE HAMILTON IV

"I WISH I WERE A PRINCESS"
PEGGY MARCH

"GUILTY"
JIM REEVES

"LET'S GO STEADY AGAIN"
NEIL SEDAKA

**HITS
YOU CAN
COUNT ON
FROM
RCA VICTOR**



The most trusted name in sound



Copyrighted material

See Columbia Surveys Key Point in Case

By REN GREVATT

NEW YORK—Reports on a series of surveys shared the spotlight with a troupe of Columbia artists and executives last week in testimony given at the latest sessions of hearings on Federal Trade Commission monopoly charges against the Columbia Record Club.

At least a part of the testimony on survey (advanced by Columbia as part of its defense against the FTC complaint) was seen as having a possibly decisive part in the ultimate outcome of the current hearings. Florence Skelly, vice-presi-

dent of Daniel Yankelovich, Inc., a market research and management consultant firm, testified about a study of club members undertaken in the fall of last year following the filing of the FTC complaint to determine the attitude of members toward Columbia's offering of outside label product in its club. The Commission has objected to certain aspects of Columbia's licensing arrangements with the outside firms.

Following lengthy testimony by Miss Skelly on the preparation and conduct of the survey, Columbia counsel sought to introduce into evidence doc-

uments in connection with the study. Commission counsel Mort Needelman objected on the grounds that the opinion of the consumer public was irrelevant to the central issues of the case.

Says Public Involved

Columbia counsel Jean R. Silver then argued that anti-trust litigations, by tradition, carry an implication that as a result of the alleged monopolistic activities, the interest of the consuming public has been damaged. The survey, she noted, in answer to a question as to the relevance of the proposed exhibits by examiner Donald Moore, was designed to show

that the club membership was, in general, in favor of the offer of outside label product.

The Commission objection was sustained and the exhibit was rejected. In stating that the questions on the survey were highly hypothetical and speculative in nature, Moore added: "I fail to see how such evidence could help in the resolution of any legal issue in this proceeding."

Earlier, Columbia produced two other research specialists, who outlined surveys undertaken to refute testimony taken during the case-in-chief, to the effect that club offers of certain rec-

ords had siphoned off the retail demand for those records. In one case a list of eight records, already tabbed as record club feature offers (on Columbia and other labels) for several months starting in April of this year, were selected.

On March 25, several weeks before the first of these were to be offered through the club, a staff of shoppers, surprised by Donald P. Schrader, president of National Quality Interviewers, set out to visit 20 Philadelphia stores. All stores from which witnesses testified earlier in the hearings that record club

Continued on page 8

Close of Clark Daily Show Marks End of Era

By MAURIE ORODENKER

PHILADELPHIA—An era draws to a close on August 30 when Dick Clark's "American Bandstand," which has been the focal point for record promotion and artists for more than a decade, goes off a weekday schedule. The show will be aired from 1:30 to 2:30 p.m. Saturdays only on the ABC-TV net.

Two years ago the 90-minute "Bandstand" was whittled down to 50 minutes and in the fall of 1962 cut back further to 30 minutes with a public service show, "Discovery," capturing the time slot.

Although there have been numerous official pronouncements to the contrary about government influence on programming, a case in point may be the Clark show.

Clark emerged from the House committee hearing on payola practices in the industry untainted, of course, but the far-reaching results of the over-all investigation, apart from Clark, more than likely provided the impetus for the web's decision to up its public service programming by airing "Discovery" in the afternoons.

Once a major hole had been punched in "American Bandstand," the local station (at a time when daytime TV was beginning to enjoy increasing importance) took advantage of the non-option time to schedule their own programs and delay-broadcast the Clark stanza on Saturdays, thus keeping the revenue from the net and their own local shows, too.

After the local stations began to encroach on this time, it was impossible for ABC to regain sufficient station clearance to again expand the show. It has also been reported that ABC has a firm commitment to rerun "Wagon Train" during the daytime—the coup de gras for the weekday "American Bandstand."

Clark, the only TV deejay

Continued on page 40

Milhaud Opus In Hub Bow

BOSTON—"A Frenchman in New York," a new work by the contemporary French composer Darius Milhaud, commissioned by RCA Victor, will be given its world premiere Tuesday, June 25, in Symphony Hall here by the Boston Pops Orchestra, Arthur Fiedler conducting.

Following the premiere,

By GIL FAGGEN

NEW YORK—The effect on record and artist promotion by the sharp outbreak of the Dick Clark "American Bandstand" may not be as drastic as many in the music-talent business would believe.



DICK CLARK
Off With Old, On With New.

Clark, the only deejay ever to make it big on a national scale (TV), appears to be well on his way to achieving the same goal through his syndicated radio show produced by MARS Broadcasting, Inc., Stamford, Conn., and currently aired on 33 stations in the United States and Canada.

Unlike the usual syndicated radio programs and shows, the Clark-MARS productions are customized and personalized for each individual radio station subscriber through ingenious production technique and organization.

The format involves the use of a different recording artist on every show. MARS feeds its independent "network" five two-hour Clark shows each week.

The chatter between Dick and his guests is spread throughout the entire show in 50-second capsules, giving a recording artist a more-in-depth treatment on the radio show than was possible on "Bandstand."

All of the Dick Clark radio shows are recorded with a "live" sound. This is achieved by a specially produced series of

(Continued on page 39)

Atlantic Spots Special LP's

NEW YORK — Atlantic Records is putting the big spotlight on some special album product. The company has 16 albums ready to go: 10 on Atlantic and six on the Atco subsid, which fit into the current demand for "oldies but goodies" category that are being offered at a special 15 per cent discount for two weeks, June 10-28.

Being released in the special program are albums by Ray Charles, Clyde McPhatter, the Clovers, Chuck Willis, Solomon Burke, the Drifters, the Mar-Keys, Joe Turner, Ruth Brown, LaVern Baker and Ivory Joe Hunter, etc. The Atco releases include the Coasters, Bobby Darin, the Superiors, the Solitaires, the Prophets and the Harptones.

In singles, the label introduced a gospel-jubilee spiritual by Little Richard and a side by the recently signed Don Rondo.

C&W Humor LP's in Plan

NASHVILLE—Starday Records President Don Pierce has started a new album sales plan for June called "The Cavalcade of Country Comedy and Rural Humor Sale."

Under the plan, record dealers will get two free Starday comedy albums for each 10, assorted, that are purchased except for samplers, Pierce said.

The spotlight album for the sale will be a sampler entitled "The Cavalcade of Country Comedy and Rural Humor." This sampler contains 11 excerpts from 11 Starday comedy albums. Suggested retail price for the album is 99 cents.

Simultaneously with the June sales plan, Starday through its new agreement with Decca of London, and in co-operation with Starday's overseas publishing affiliates, a major effort will be made to introduce country and western comedy albums in the overseas market, particularly in English speaking areas such as Great Britain, South Africa and Australia.

Fiedler and the Boston Pops will record the new composition as well as the companion Gershwin work for RCA Victor.

AFM Seeking Way To Boost Revenue

MIAMI BEACH, Fla.—Herman Kenin was re-elected president of the American Federation of Musicians at the annual convention here on Wednesday (12). He was unopposed. Also re-elected were treasurer George Glancy and secretary Clarence Ballard.

A revision of AFM fiscal policy to provide revenue to replace the surcharge on traveling musicians was the theme of Kenin's keynote speech earlier in the week.

The method of these surcharge collections recently was ruled illegal under federal labor laws.

Kenin noted that these collections in support of the AFM represent 63 per cent of all revenues, though the traveling musician represents only 12 per cent of total music earnings. He called for "a responsible per capita dues basis that will insure a continuation of the international union."

A total of 1,200 delegates from 700 locals attended the convention. Kenin's speech on Monday was followed on Tuesday by a speech by Rep. Frank Thompson (D., N. J.), and on Thursday by Rep. Claude Pepper (D., Fla.).

TOO BUSY, STAN ANKLES W.B.

NEW YORK—Stan Applebaum exited his post as Eastern a.&r. executive with Warner Bros. Records last week. Reason for leaving, according to Applebaum, is that his current TV commitments and his work on two forthcoming Broadway shows are taking too much of his time. He will continue with Warner's as an artist and will do some free-lance a.&r. work for the firm, as well as other labels. Applebaum has been working with composer Moose Charlop on orchestrations for Charlop's forthcoming Broadway musicals "Kelly" and "Paul."

Wine, Roses and Andy Williams



WILLIAMS AFFAIR

NEW YORK—Columbia Records hosted a "Wine and Roses" luncheon in honor of Andy Williams last Tuesday (11). Shown above, as Williams addresses the audience of disk jockeys, dealers and press people, are left to right, Dave Kapralik, pop a.&r. director; Goddard Lieberson, Columbia president; Williams; and Bill Gallagher, vice-president of marketing.

During the luncheon, Kapralik introduced Lieberson, who described Williams as an artist, "a cut above the popular artists as they are known today." Gallagher then noted that more important to him, "Williams sells better than most other pop artists" and sales jobs at Columbia have been accordingly made a lot easier.

Columbia executives attending the event, in addition to those mentioned, included Schuyler Chapin, vice-president, creative services; Al Earl, vice-president, operations; and Bob Mersey, musical director of Columbia's pop a.&r. department. All guests attending the affair were given copies of Williams' smash LP, "Days of Wine and Roses," with live roses attached.

Schedule of Events For Miami Conventions

MIAMI BEACH, Fla.—This city by the sea will become the focal point of many facets of the indie record industry, commencing Friday (21) with conventions for both the Record One-Stop Associations (ROSA) and the American Record Merchants and Distributors Association (ARMADA), and a two-day board meeting of the Society of Record Dealers of America (SORD) on tap. Coincidentally with the ARMADA meetings, a number of manufacturer sales meetings and social events for distributors will occur.

Printed below is the complete schedule of the various events to take place from Friday (21) through and including Monday (24), the date of issue of the regular Convention issue of Billboard.

MANUFACTURER EVENTS

(All these events to be held in the Eden Roc Hotel)

Friday, June 21	Sunday, June 23
8:30 a.m. Roulette Records Continental Breakfast Bacchus Lounge	10:00 a.m. Colpix Records Brunch Imperial Room North
9:00 a.m. Roulette Records Sales Meeting Imperial Room North	11:00 a.m. Colpix Records Sales Meeting Imperial Room South
12:30 p.m. Roulette Records Buffet Lunch Harry's American Gardens	5:00 p.m. Vee Jay Records Sales Meeting followed by Cocktails and Dinner Empire Room
2:00 p.m. Command Records Sales Meeting Mona Lisa Room	Monday, June 24
6:30 p.m. Command Records Cocktails and Dinner Ocean Lounge	8:30 a.m. United Artists Records Continental Breakfast Imperial Room North
Saturday, June 22	9:30 a.m. United Artists Records Sales Meeting Imperial Room South
10:00 a.m. ABC-Paramount Records Sales Meeting Mona Lisa Room	1:00 p.m. United Artists Records Luncheon Mona Lisa Room
4:00 p.m. Jay Gee Record Corp. Sales Meeting Paladium Room	3:00 p.m. Atco Records Sales Meeting Paladium Room
5:30 p.m. Jay Gee Record Corp. Cocktail Party Ocean Lounge	4:30 p.m. Atlantic Records Sales Meeting Paladium Room
7:00 p.m. ABC-Paramount Records Cocktails and Dinner Imperial Room	6:00 p.m. Atlantic-Atco Records Hawaiian Luau (on the Beach)

ROSA EVENTS

(All these events to be held in the Fontainebleau Hotel)

Sunday, June 23	Monday, June 24
12:00 noon to 2:30 p.m. Convention Registration Lobby	9:00 a.m. Business Session Conference Room "E" ROSA members, Manufacturers, Distributors Chairman of the day Manny Wells President's welcome Irv Perlman Guest speaker William Gallagher Vice-President Marketing Columbia Records
3:00 to 5:30 p.m. Regular Meeting (Members only) Conference Room "E"	12:00 noon to 2:00 p.m. Luncheon and Awards Presentation Louis Philippe Room
7:30 p.m. Cocktail Party Sponsored by Liberty Records ROSA host: Herb Slotkin	2:00 p.m. Business Session Conference Room "E" Guest speaker Amos Heilicher President ARMADA
	3:30 p.m. Round Table Discussion Conference Room "E" Guest speaker Ralph Berson Vice-President Pickwick Records
	7:30 p.m. Cocktail Party Sponsored by Roulette Records ROSA Host: Jim O'Dwyer

Note: Full ARMADA schedule of events, balance of ROSA program and schedule for additional manufacturer distributor sales presentation, will be carried in next week's issue.

Industry Buzzing With Talk Of Price Policy Changes

By BOB ROLONTZ and LEE ZHITO

NEW YORK—Record manufacturer pricing policies, discount programs, and special sales were the prime topics of conversation at all levels of the industry last week. At the same time, thoughts on distributor sales and pricing policies, discounts, and deals also were being kicked around. The intense discussion of these pricing policies and trade practices were fostered both by Billboard's page one story last week about possible changes in Columbia Records' discount programs to its distributors (expected to be announced at the firm's forthcoming convention) and by the intensified competition on both the distributor-rack jobber-one-stop level for a higher level of profit in their business with retailers.

Almost everyone in a responsible position in the business appears to be convinced by now that the 15 and 20 per cent distributor discount programs that have been offered by many manufacturers over the past three or four years (and sometimes they've been even larger) may be at an end.

Tradition Breaks

Also, there are second thoughts on such traditional devices as the extension of deferred payment plans to as much as six months, the extra discounts given by distributors to volume purchasers, and the warehousing of records for buyers of sale merchandise. None of these has improved the price image of the record business. These kinds of programs, have, in fact, according to most industry spokesmen, helped drive the price of records down to where it is commonplace today for a consumer to buy a \$3.98 list price LP for anywhere from \$1.59 to \$2.77.

Over the past year or two, some of the manufacturers who take a long view of the industry, gradually have been whitening down their extra discount

programs—cutting down on special sales, and trying to exercise more direction over pricing policies.

Practically every large and many medium and small manufacturers has refused to sell direct to rack jobbers—at least insofar as standard-price merchandise was concerned. RCA Victor over the past four years has dropped the discount on its "Best Buy" merchandise each year from a 25 per cent discount in 1959 to an effective 14 per cent discount on its "Best Buy" program last year.

Fair Trade Meeting

ARMADA has been plumping hard and seriously for a full-scale fair trade practice conference under the aegis of the Federal Trade Commission, to have manufacturers, distributors, rack jobbers, etc., discuss mutual problems. The goal would be to come up with a program enabling all segments of the industry to live easily with each other, so that all can make a reasonable profit.

Reports of Columbia Records' forthcoming moves were greeted with interest by many record dealers.

Clyde Wallich, head of the three-store Music City chain in Hollywood, said: "I have been hoping this would happen be-

cause dealers tend to buy from deal to deal and that is why we are able to offer 30 and 40 and 50 per cent off.

"I'd be the happiest guy in the world if there were no deals, and if this would stabilize the record business. If Columbia and the others can lead the way, maybe some day we can get back to selling records and not discounts."

Jerry Thompson, host of Sight & Sound, of Van Nuys, *Continued on page 8*

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Vol. 75 No. 25

Life Ads in Intimate Review



'AS ADVERTISED IN LIFE' company includes (l. to r.) Bill Linton, Ronny Whyte, Eliza Ross, Jay Stuart and Gloria Bleezarde.

NEW YORK—Take a lesson from Life (magazine) which is currently offering an intimate cabaret review, in place of the usual graphs and slides, as its annual sales presentation. The task of delivering a strong pitch has been put into the capable hands of a team of professional writers and performers . . . and the melody lingers on.

The material is, naturally, topical, and frequently "inside" Madison Ave., but frequently it stands on its own.

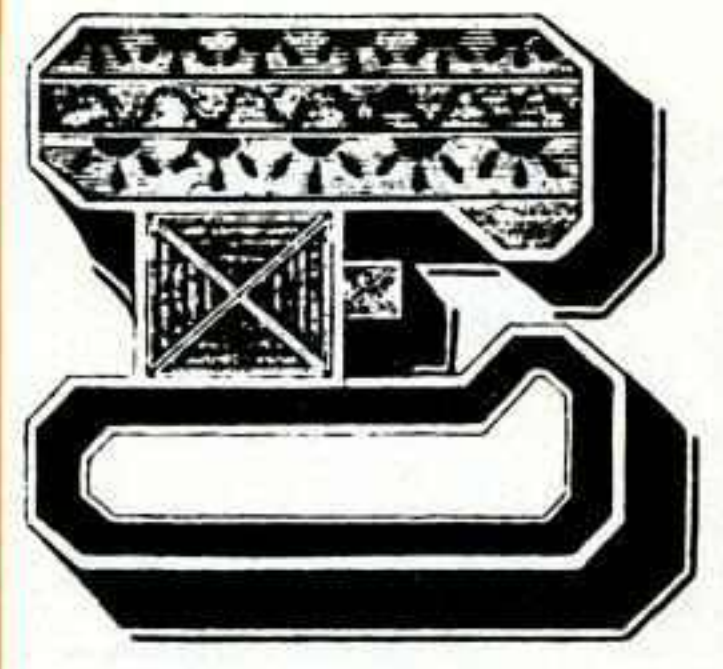
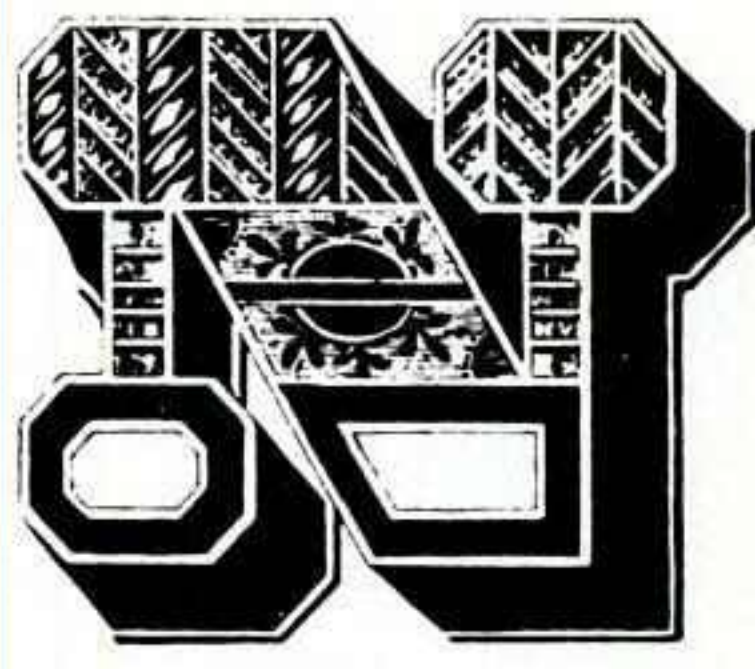
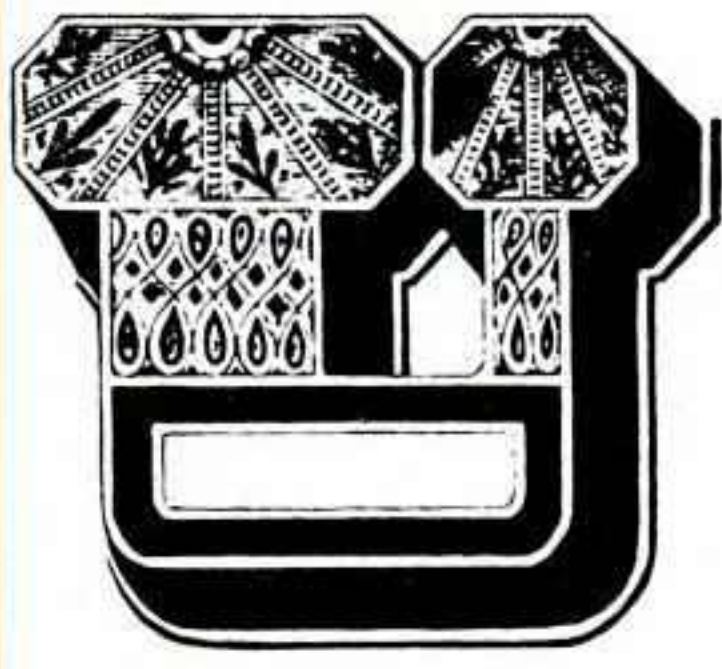
In a political satire on Governor Rockefeller ("Rocky on the Rocks"), for example, there is "Nervous Nelson, nodding nicely, naps in naughty nomen-

clature: He's not raising taxes, he is just increasing fees."

But the winner was a satire on Life itself, a rock and roll parody which finds comic Gloria Bleezarde in grotesque ecstasy at the mere mention of the many products which are advertised in Life, and leads her to the ultimate solution: "I'll be the kind of wife, That's Advertised in Life."

The review, which is an "inside" form, is ideally suited to this type of presentation, and there may be a whole new area opened up for writers and performers, some of which may even find its way to the record market.

bustin' out all over...record sales for



STEREO
SWINGIN' SOUTH!!
LES PAUL **MARY FORD**
 HAM 'N GRITS I JUST DON'T UNDERSTAND THE BIG CRY DANCE HALL BLUES WAITIN' SO LONG CALL ON ME TROUBLE IN MIND WORRIED MIND COWPOKIN' YOUR CHEATIN' HEART COLUMBUS STOCKADE BLUES
LES'S COUNTRY BLUES

CL 1928/CS 8728*

STEREO
FRANKIE YANKOVIC
 AND HIS BANDA
YOUR FAVORITE POLKAS

CL 1952/CS 8752*

STEREO
THE SOUL OF ITALY
 L'ANIMA D'ITALIA
JERRY MURAD'S HARMONICATS
 PLAY ALL-TIME ITALIAN FAVORITES

CL 1999/CS 8799*

STEREO
Oscar Brown, Jr.
Tells It Like It Is!

CL 2025/CS 8825*

STEREO
SKITCH HENDERSON
 AND HIS ORCHESTRA
HOLLYWOOD AWARD WINNERS!

CL 2026/CS 8826*

STEREO
JIMMY DEAN
EVERYBODY'S FAVORITE
 WILE LONC TRAIN I REALLY DON'T WANT TO KNOW BE HONEST WITH ME I'M THE ONE WHO LOVES YOU TIME CHANGES EVERYTHING SWEET GEORGIA BROWN THIS OLD HOUSE TEARS ON MY PELLOW PHILIPPOPOVIC NO ONE WILL EVER KNOW HANG YOUR HEAD IN SHAME CHATTANOOGUE DIXIE SHINE BIRD

CL 2027/CS 8827*

STEREO
Anita Bryant
As Long As He Needs Me

CL 2035/CS 8835*

STEREO
THE DAVE BRUBECK QUARTET
AT CARNEGIE HALL

C2L 26/C2S 826*

STEREO
 2 LP RECORDS — 24 GREAT STARS — 25 WONDERFUL SONGS
Songs For A Summer Night
 Julia Andrews Oscar Brown Jr. The Brothers Four Anita Bryant
 Tony Bennett Doris Day The Dave Brubeck Quartet Jimmy Dean
 Robert Goulet Eydie Gorme Natasha Janikowsky Frankie Laine Mitch Miller and the Gang
 The Four Tops The Four Seasons The Four Tops The Four Seasons
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PM 2/PMS 2*

STEREO
 Richard Barr and Clinton Wilder present
 UTA HAGEN ARTHUR HILL GEORGE GRIZZARD
 in EDWARD ALBEE'S
WHO'S AFRAID OF VIRGINIA WOOLF?
 with Melinda Dillon
 directed by Alan Schneider
 production designed by William Blinn
 produced for record by Colwell Livingston

DOL 287/DOS 687*

STEREO
 "...a really exciting performance." Harold Schonberg, N.Y. Times
ROBERT SCHUMANN
SYMPHONY NO. 2 IN C
 (Original Orchestration)
LEONARD BERNSTEIN
 NEW YORK PHILHARMONIC

ML 5848/MS 6448*

STEREO
BEETHOVEN
 Quartet No. 12 in E-Flat Major, Op. 127
THE BUDAPEST STRING QUARTET

ML 5783/MS 6383*

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 Two of the 20th century's wittiest musical entertainments!
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 Poems by Dame Edith Sitwell / Recited by Vera Zorina
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Chopin
The Complete Mazurkas
 AND
 POLONAISE IN G-MINOR
 POLONAISES OP. 71, NOS. 1 & 3
 MAIDEN'S WISH, OP. 74 (CHOPIN LISZT)
 MY JOYS (NOCTURNE) (CHOPIN LISZT)

M3L 285/M3S 685*

STEREO
MOZART
THE FOUR CONCERTOS
FOR WOODWINDS
AND ORCHESTRA
VOLS. 1 & 2
THE PHILADELPHIA ORCHESTRA
EUGENE ORMANDY
 Conductor

M2L 284/M2S 684*

From
Columbia
Records

Only 4 Yule Disks Rated Hot by Racks

NARM Passes On Poll Result To Diskeries

PHILADELPHIA—Only four LP's of the 206 Christmas albums issued in 1962 received "excellent" ratings from rack jobbers who belong to National Association of Record Merchandisers (NARM) in a survey just completed last week.

Rackers rated albums according to their sales during the holiday season. A total of 37 were rated "good," 61 were rated "fair" and 104 were rated "poor."

The "excellent" LP's were "Merry Christmas," by Johnny Mathis on Columbia; "Merry Christmas," by Bing Crosby on Decca; "Elvis' Christmas Album," with Elvis Presley on Victor, and "Perry Como Sings Merry Christmas Music" on Camden.

Rack jobbers' ratings on Christmas product were sent by NARM to the manufacturers involved. And recommendations on the problem of the amount of Christmas goods were sent to regular and associate members of NARM, based on thoughts of the NARM board of directors, on the results of the Christmas survey and on the suggestions made by NARM rackers.

Jules Malamud, executive secretary of the organization, said that the patterns and procedures for Christmas product recommended by NARM are similar to those used in the toy industry, where distributors comment on manufacturers' product.

Miele Back With UA

NEW YORK — Andy Miele has rejoined United Artists Records as general manager of subsidiary labels. In the new post Miele will be in charge of all sales and merchandising activity for the singles and albums for such labels as Musicor, Ascot, Garex, Park Avenue and Contempo. All of these labels are distributed nationally by UA.

According to Art Talmadge, head of the label, the Miele post will allow UA national sales manager Joe Berger and merchandising manager Jay Jacobs to concentrate on UA product.

Miele had most recently been with MGM Records as director of marketing. Before that he was UA as national sales manager, and before that with Capitol Records in the sales department.

Adds to Roster

CLEVELAND — Cleve-Disc Distributing, the new Hartstone outlet in this city, has added a number of lines to its roster of labels. ABC-Paramount, Epic, Atco and K. C. have been added to Warner Bros., Reprise, 20th Century-Fox, and the firm has been named to service Liberty Records in the Cincinnati area. Carl Maduri and Mal Vangar have been hired to handle disk jockey contact and sales work respectively.

NAB TO STUDY FCC PROPOSAL

WASHINGTON—The Radio Development Committee of the National Association of Broadcasters has been reactivated to study the FCC's proposals on limiting AM service. It will also study relationships between AM and FM broadcast services, which FCC hopes will eventually be separately programmed and even separately owned.

Comments on the new allocations plan to limit AM stations on a per-market basis are due at the Federal Communications Commission July 17.

Goldner Quits Roulette Again To Go on Own

NEW YORK—George Goldner has moved out on his own again. Goldner, for the past year with Roulette, left the Morris Levy firm last week in a move that both Goldner and Levy said was completely amicable. It is understood that Goldner will start his own label again shortly.

Goldner has now been with Roulette twice, starting in the mid-1950's. When he left Roulette last time, he started the Gone and End labels. After a few years on his own he sold his labels to Roulette in 1962.

Then he returned to Roulette as vice-president in the a.&r. department and supervised the promotional activities of the label. Gone and End will stay a part of the Roulette-Tico-Rama-Roost set-up.

Command Line For July to Be Shown in Miami

NEW YORK — Command Records will unveil to distributors all over the country its package of July releases at a national sales meeting Friday (21) at Miami's Eden Roc Hotel.

New releases will include six pop and one classical album on the Command label, plus three albums on the Grand Award label.

Loren Becker, the label's national sales manager, will give details of a large-scale advertising and promotional campaign for newspapers and magazines, as well as radio and television stations.

Racker Accused of Unfair Cutting

HOLLYWOOD—Milton Harris of the Phil Harris Music Store on Hollywood Boulevard last week filed a complaint with the Federal Trade Commission against Harry Dale, the local rack jobber. The action followed swiftly on the heels of an ad in Sunday's Los Angeles Times announcing the opening of Master Music Marts, which, according to the ad, is a "discount record circus."

Harris' complaint alleged that

Excise Tax Collections Rise Slightly

WASHINGTON—IRS excise tax collections on phonograph records, musical instruments, theater and cabaret admissions, and coin-operated amusement devices (including juke boxes) for the January-March, 1963, quarter, and for fiscal year to March 31 date, are all higher than in comparable periods in previous year. The radio-TV-phonograph category is down slightly for the quarter, but up for the fiscal three-quarter period over previous year.

Quarterly collection on phonograph records was \$7,992,000 for quarter ending March 31, 1963, up over \$7,589,000 for the same quarter last year; fiscal period to date, \$20,602,000 up from \$17,670,000. Excise on theater admissions was \$9,154,000 on the quarter, up from \$8,572,000 the previous year, and \$33,215,000 for 1963 fiscal year to date, as against \$30,466,000. Cabaret tax for the quarter 1963 was \$9,912,000, up from \$9,107,000; fiscal year to date, \$30,042,000 as against \$26,767,000.

Tax on radio-TV-phonograph category was \$48,894,000 for January-March quarter in 1963, down from \$52,384,000 for same quarter in 1962; excise

KEEPNEWS ON STALKING TRIP FOR GOSPEL

NEW YORK—Riverside Records is going to be sure it's not caught short of gospel music product should the current excitement about that music continue to grow. The label's a.&r. chief Orrin Keepnews is currently in Chicago to record two gospel groups, the Staple Singers, and the Duccannaires. He will also investigate other groups in that city and this for future disking. On the jazz side, Keepnews will also record Art Blakey and the Jazz Messengers live while they are at Birdland.

for fiscal year to date, \$136,915,000, up from \$129,053,000 in comparable fiscal period last year.

Coin-operated amusement devices excise was \$267,000 for the quarter, up from \$248,000 in first quarter 1962; fiscal year to date, \$3,445,000 as compared with \$3,155,000 for previous fiscal period. Gaming device tax totaled \$882,000 for the quarter, \$12,208,000 for fiscal year to date (July 1, 1962, through March 31, 1963).

Musical instruments excise was \$6,530,000 for the quarter ending March 31, 1963, up from \$6,183,000 for the same period last year; fiscal year to date \$15,003,000, up from \$14,344,000 in comparable period the previous year.

LATE SINGLE SPOTLIGHTS

Pop

PETER, PAUL AND MARY

BLOWN IN THE WIND (Witmark, ASCAP) (2:53)—The renowned folk-pop trio has had a string of big ones, including their recent "Puff," and this slick ditty by Bob Dylan, a sailor's lament, sung softly and tenderly, can register equally well. Watch it. Flip is "Flora" (Pepamar, ASCAP) (3:00). Warner Bros. 5368

THE 4 SEASONS

CANDY GIRL (Saturday-Gavadima, ASCAP) (2:40)—**MARLENA** (Saturday-Gavadima, ASCAP) (2:32)—The group has enjoyed a long series of smashes and this one could continue the string, both ways. First up features the wild, high-pitched vocal gimmicks with a lot of excitement in the backing. Flip has the same quality, with more accent on the strutting, marching beat. Vee Jay 539

GENE PITNEY

TRUE LOVE NEVER RUNS SMOOTH (Arch, ASCAP) (2:30)—This could be another solid success for the young chanter, as he belts out some philosophical observations, employing the hit-making unison dual-track sound and big choral effects. Sharp side that could move right out. Flip is "Donna Means Heartache" (Arch, ASCAP) (2:22). Musicor 1032

CLIFF RICHARD

LUCKY LIPS (Tiger, BMI) (2:41)—This is a smash for the chanter in his native Britain right now and it's easily the best he's had out here to date. The tune, an oldie by Leiber and Steller, has a solid, Presley-type feel and it rocks along in groovy style. Fine performance. Flip is "The Next Time" (Ross Jungnickel, ASCAP). Epic 9597

INDUSTRY BRIEFS

J-G Gets Label

PHILADELPHIA — Jamie-Guyden Records has taken over distribution of Golden Eagle Records. The label reportedly is currently riding an r.&b. hit in the Houston area, "Down on Bending Knees," by John Copeland.

BMI Taps Burton

NEW YORK—Judge Robert J. Burton, vice-president, domestic performing rights administration, of Broadcast Music, Inc., was elected executive vice-president at a meeting of the board of directors this month. He will continue to serve as secretary of the organization.

Name Bob Cotterell

WHITTIER, Calif.—Bob Cotterell, business and sales management specialist, has been appointed sales manager of Sacred Records.

Cotterell, while attending the University of Southern California and UCLA, was associated with the American Marketing Association, Sigma Nu Fraternity, and Broadcast Music, Inc. Presently, Cotterell is a member of Paul Sjolund's Choir at Bel Air Presbyterian Church.

Merc Names Adams

SAN FRANCISCO — Bob Adams has been named promotion manager for Mercury and VanGuard labels for C & C Distributing Company. He replaces Vicki Fenberg who resigned recently to get married.

Adams has been with RCA Victor in the promotion office of the local distributing firm. Walt Calloway continues as promotion manager for the Warner Bros. record label.

Goes Public

NEW YORK — Tele-Records Corporation, the records-by-wire firm, is offering 200,000 shares of stock on public sale at \$1 par value. The stock sale is being limited to individuals who are connected with recording and allied industries at the present time, according to Donald L. Orsatti, president of the company. Tele-Records has been set up as a clearing house for orders and deliveries of phono records, pre-recorded tapes and home entertainment equipment between dealers from coast to coast and on an international basis. The concept is similar to the flowers-by-wire, FTD.

Prestige to Show New Product at Distrib Meeting

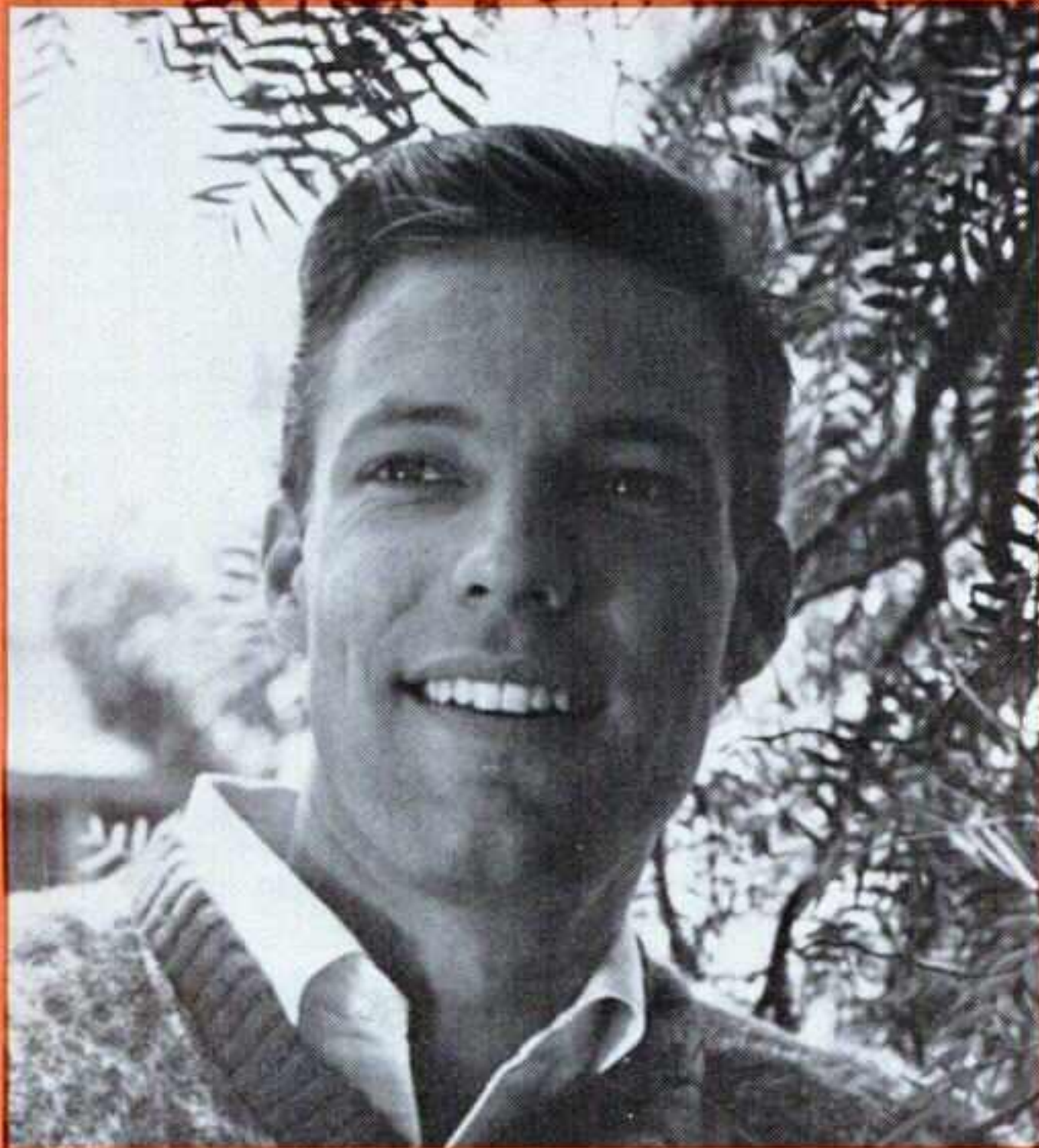
NEW YORK—Prestige Records will hold a distributor sales meeting for distributors of the parent and subsid labels in Miami Beach during ARMADA convention. The firm will have its meet at 9 a.m. Monday (24) at the Eden Roc.

New product, including albums by Shirley Scott, Eddie (Lockjaw) Davis, John Coltrane will be shown. A special feature will be a Gene Ammons album in the gospel groove which will be released later this month.

The label will also be pushing its Jack McDuff LP merchandise. Ron Eyre, vice-president in charge of sales, will officiate at the meeting.

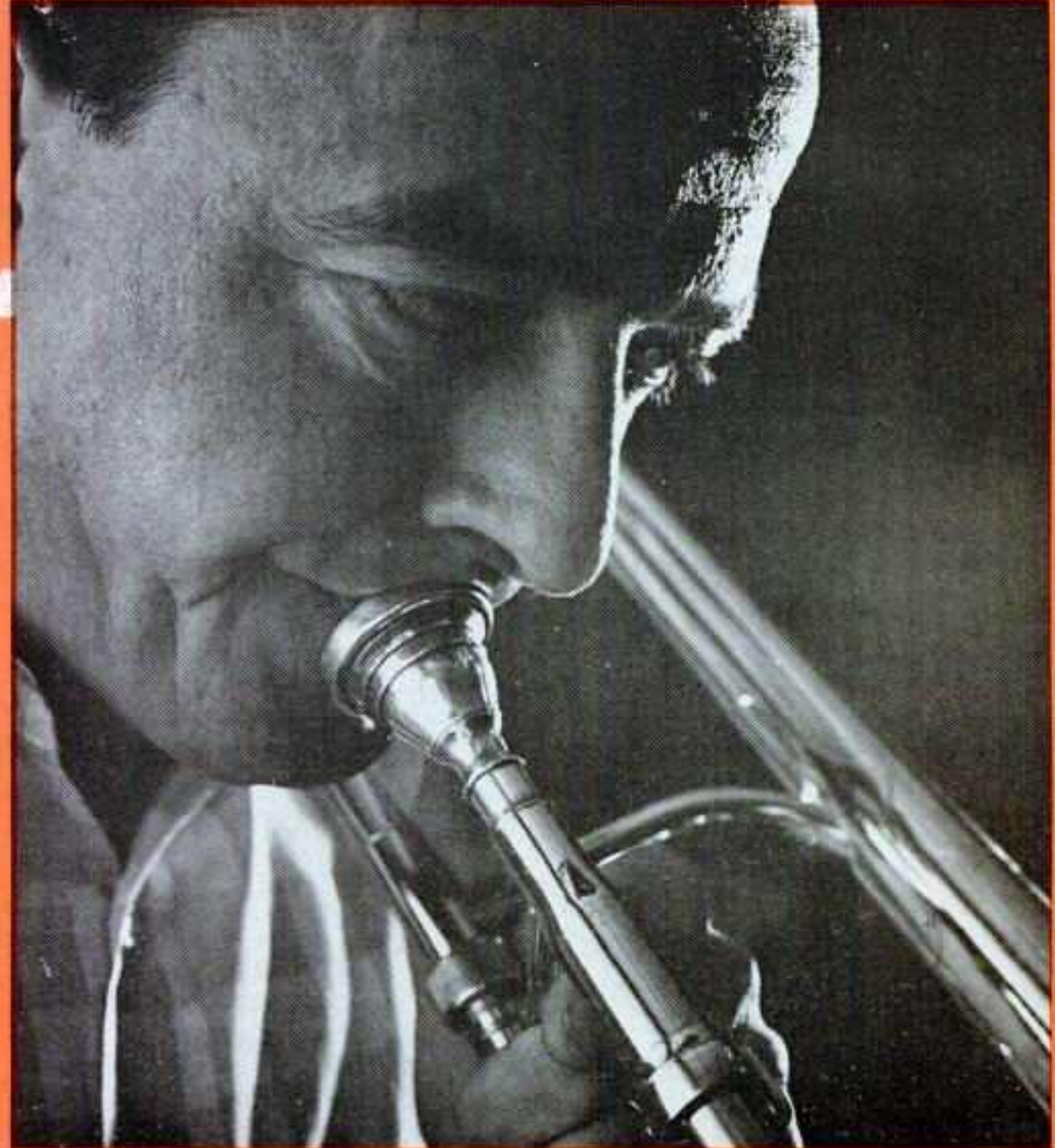


SIZZLING SUMMER SINGLES!



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MGM K 13148



KAI WINDING
More (From The Motion Picture "Mondo Cane")

VERVE VK 10295

CONWAY TWITTY
Got My Mojo Working

MGM K 13149

BEN COLDER
Goin' Surfin' & Still #2

MGM K 13147

JO SOUTH
Same Old Song

MGM K 13145

LINDA LANE
Lonely Teardrops

CUB K 9124

This One



TQDL-YP2-6KS6

20th in Hottest Disk Day as 'Cleo' Opens

• Continued from page 1

was in on the action among other outlets, and in Philadelphia, Gimbels gave the albums wide display along with a number of other leading retail outlets. Woolworth's has placed displays in a number of its key outlets across the country. In Los Angeles, Music City was one of the leading retail record operations with a window devoted to the album.

The picture will be given a big premiere-type debut at the Egyptian Theater in Los Angeles June 19 and then will break in more than 50 other U. S. and Canadian houses June 26.

Inflation Hits Brazil Disks, Visitor Says

NEW YORK — Nilo S. Pinto (better known to his Brazilian countrymen as Nilo Sergio) spent a number of days in this city last week discussing the world record business with Americans with whom he is affiliated. The South American disk executive is president of Gravacoes Musidisc, S.A. and is director of the Associacao Brasileira dos Produtores de Discos, the Brazilian organization of record manufacturers.

Pinto spoke of the high inflation in Brazil which plays hob with all industry in the country. "It is difficult to establish production costs," he said, "because makers of album jackets, pressers, etc., cannot quote long-range prices on production."

The Musicdisc president also noted that the new manufac-

'CLEO' STIRS UP LONDON, TOO

LONDON—"Cleopatra" fever has hit Britain too! Imminent release of the film album and at least one single is expected to rush through an EMI deal for the release of 20th Century-Fox disks here. Negotiations on the pact ran into difficulty because Fox wanted its own label and EMI's proposal was to issue the film company's records on the Stateside mark here. Now with the "Cleo" records expected next week, it looks as though the companies are reaching agreement by way of a shared label. The film opens at London Dominion Theater on July 31.

Decca Dividend

NEW YORK — Directors of Decca Records, Inc., June 7 declared a regular quarterly dividend of 30 cents per share on the company's capitol stock, payable June 28, 1963, to stockholders of record June 17, 1963.

urers' organization was formed to try to find solutions to just such problems.

Big Problems Beset Industry

• Continued from page 1

dustry and the possibility of some form of remedial action at the Washington level, have combined to produce a record advance registration for the ARMADA convention which officially opens Tuesday (25). The sessions will be preceded by four days of manufacturer sales presentations to distributors.

ARMADA will run four separate panel discussions, to feature a host of top names. A session on Distributor Diversification, to be moderated by Irwin Fink, will include Carl Glaser, Bob Hausfater, Jim Schwartz and Bob Kornheiser as panelists. Ewart Abner Jr. will moderate a discussion on the Manufacturer-Distributor Relationship in a Changing Market. Panelists will be Johnny Sippel, Al Rosenthal, Paul Cohen, Jimmy Martin, Norman Weiser, Lennie Sachs, Sam Phillips, Bob Evensen and Hans Lengsfelder.

A session on a Proposed Standard Contract for Manufacturers and Distributors will be helmed by Bill Shocket, with Al Bennett, Herb Dale, Kenny Myers and Jordan Rose listed as panelists. A final discussion meeting on the Return Privi-

• Continued from page 1

pressures from Thrifty's management to discount prices to meet or go below competitive levels. He also said that the chain's demands were such that they required catalog inventory, and were causing heavy investment in stock that he found impractical to meet.

According to some sources, Thrifty is still studying the various ramifications of taking on itself records on a direct basis, but will utilize the services of Tip Top until such time that it can map its plan.

Some trade seers feel that if

lege will have Johnny Kaplan as moderator, with panelists to include Ahmet Ertegun, Bob Chatton, Al Bennett, Phil Skaff, Joe Martin, Bud Katzel and Lou Klayman.

Dave Kapp will be the keynote ARMADA speaker at the opening business meeting Tuesday morning (25), with Dave Miller also listed as guest speaker.

Guest speakers listed for the two-day ROSA conclave include Bill Gallagher, Amos Heilicher, Ralph Berson and Morris Levy. For a full list of the Miami Beach schedule of events beginning Friday (21) through Monday (24), see the accompanying schedule. A complete agenda of activities scheduled for Tuesday (25) through Thursday (27) will appear next week.

Thrifty were to go to a direct buying policy, record companies will not be able to extend to them the same discounts that a rack jobber enjoys, and therefore Thrifty will be buying on a basis comparable to other retailers.

The spokesman for the drug chain told Billboard that among the advantages of being on a direct-buying basis, Thrifty will be able to stock that inventory which it feels would enjoy the greatest sales appeal.

The problem with buying through a rack jobber, the Thrifty spokesman said, is a tendency of the rack jobber to favor special deals on certain releases. This may give the rack-er a slight edge in profit margin, he went on, but the releases in question may not have the sales impact that other products would have.

Col. Correction

• Continued from page 1

ord industry today and is considering taking important steps to deal with these problems."

Columbia Records last week would not give details of its pricing plans, which are expected to be fully revealed at its July convention. It is known that Columbia looks on its forthcoming pricing plans as an integral part of a major marketing program.

Columbia Surveys Key Point

• Continued from page 3

offers hurt their business were included in the list.

Shopping Test

The shoppers were instructed to buy all the records on the list in each store. In the Phila-

delphia test, according to Schrader's testimony, "We found only a 39 per cent availability." A similar test conducted in Midwest stores by John A. Kellogg, vice-president of Russell Market Research, turned up only a 28 per cent availability rate of these eight records in the stores checked.

During the week, Columbia also produced a number of artists, including Mitch Miller, Dave Brubeck and Jimmy Dean to testify in its defense.

All three testified that publicity is a benefit to an artist, particularly publicity stemming from pictures of artist's album covers in record club ads. They also noted that retail sales of their own albums accounted for the great majority of their disk income. They said retail sales of their product had grown

since being offered through the club, though the memory of each seemed cloudy under cross-examination as to specifics of increased sales, actual sales figures, and as to which albums or how many had actually been offered through the club.

Cites Promotion

Brubeck noted the vast growth of the jazz market in recent years and a corresponding growth in sales of his records, particularly since their promotion through the club.

Dean also noted the beneficial effects of club publicity. "You get a lot of publicity for your records through the record club ads and if the people don't want to mess around with the club, they will go to a store to buy it," he remarked.

In lengthy testimony, Schuyler Chapin, recently named Columbia vice-president of creative services, discussed the classical market. A former head of Masterworks a.&r., Chapin described research which indicates the growth of the classical record market from 1,250,000 potential buyers in 1955 to 4,000,000 today. Classical disk club selections of the month, he said, can range in sales from 20,000 to 68,000, "which does not saturate the market."

Help to Retailers

"The club has been of incalculable help to retail sales," Chapin said. "By its membership and turnover of membership, it puts a growing number of classical buyers into the retail market." He added that "the club probably attracts newcomers, who get a lot of guidance from the club and then probably drop out to become retail buyers."

Elbridge B. Foskett, a research consultant, who testified that he had set up Billboard's continuing study of retail record

sales, outlined a project once carried out by him for the RCA Victor Record Club. The study indicated, Foskett said, that club members buy at least as many, and probably more, records in retail stores than non-clubbers.

Others testifying this week included John Hammond, Columbia jazz producer; Parker Woodell, Columbia director of standards and procurements; Si Mael, controller of United Artists Records; Samuel Rosenbaum, trustee of the Music Performance Trust Fund, and various consumer members of the Columbia Record Club.

Acquires Old Onyxes

HACKENSACK, N. J.—Relic Rack, Inc., has acquired all the masters of the now defunct Onyx label. Thirty sides were purchased, including waxings by the Marquees, Romeos, and the oldie hit by the Velours, "Can I Come Over Tonight."

All of the above releases will be reissued on the Relic label, with "Can I Come Over Tonight," "Romeo" and "My Love Came Back" by the Velours, as well as "Bohemian Daddy" by the Marquees scheduled as initial releases.

Industry Buzzes

• Continued from page 4

Calif., said: "Any attempt to stabilize prices by promises to bring back the industry to a firm footing will re-establish in the eyes of the public a solidity in record purchasing. I believe that consumers have become apprehensive in their record buying, each time thinking that they can buy the record elsewhere for less."

JACK McDUFF
On the LP Charts and Climbing
SCREAMIN'
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SANCTIFIED SAMBA
45265
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Prestige Records, Inc., 203 So. Washington Ave., Bergenfield, N. J.



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ALBUM REVIEWS

Billboard

SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

POP SPOTLIGHT

PAUL ANKA'S 21 GOLDEN HITS
RCA Victor LPM 2691 (M); LSP 2691 (S)

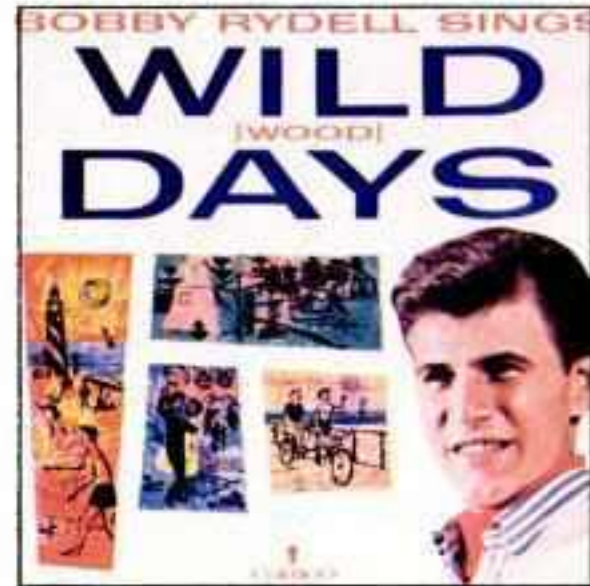
Paul Anka has re-recorded most of his big hits and put them into one potent pop package. There are 21 of the singer's goldies in this package all the way from the first "Diana" through such hits as "Puppy Love" and "Summer's Gone" up to some of his latest, "Cinderella," "Love Land" and "Dance On, Little Girl."



POP SPOTLIGHT

WILD (WOOD) DAYS
Bobby Rydell
Cameo C-1055 (M)

Rydell's latest smash is a rocker with a locale theme, all about the happy summer doings at Wildwood (N. J.) and that ditty sets off this exciting, contrasting group of tunes with a loose summer and vacation thread. For instance, there is the current "Lazy-Crazy, Hazy Days of Summer," and there are "Old Cape Cod," "Surfin' U.S.A.," "Sea Cruise" and a good rocking new item, "Steel Pier."



POP SPOTLIGHT

STILL
Bill Anderson. Decca DL 74427 (S); DL 4427 (M)

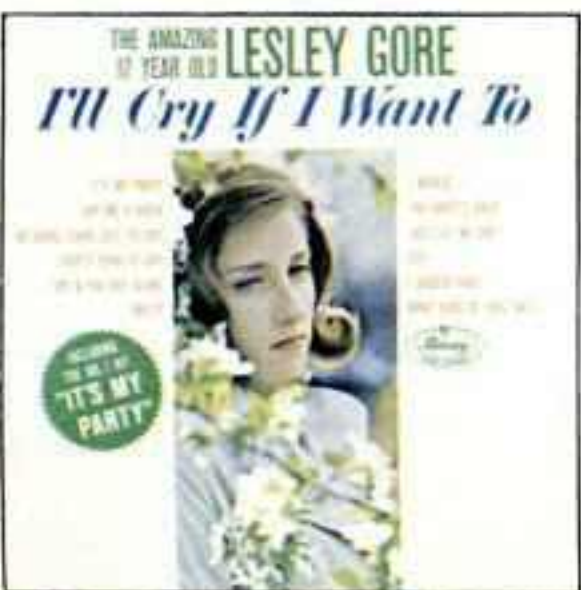
Bill Anderson, one of the brightest lights in writer-singer ranks on the current Nashville scene, started his pop climb with the recent "Mama Sang a Song" and really made it to the top with the title tune of this new album. The latter is here, of course, with a pleasant mixture of current material like "The Reverend Mr. Black" and "From a Jack to a King" and several new songs by Anderson himself.



POP SPOTLIGHT

THE PATSY CLINE STORY (2-12")
Patsy Cline
Decca DXSB 7176 (S)

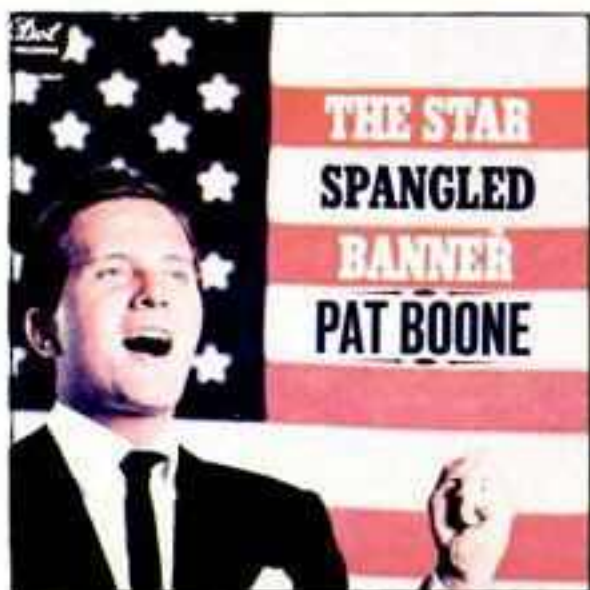
Fans of the late Patsy Cline will certainly want this package, one of the most attractive put out recently by the label. It's a bookfold cover, with an artful cover with photo and inside there are loads of photos and some informative notes by WSM's well-known publicist, Trudy Stamper. The two LP's contain virtually all of Patsy's biggest smashes.



POP SPOTLIGHT

I'LL CRY IF I WANT TO
Lesley Gore. Mercury MG 20805 (M); SR 60805 (S)

This 17-year-old is one of the hottest of the new artists with her single, "It's My Party," right up at the top currently. The best known line from that ditty, "I'll Cry If I Want To," becomes the title and theme of the album as she cries her way through a dozen sides like "Cry Me a River," "Cry and You Cry Alone," "Cry," "Judy's Turn to Cry" plus others in the self-torture vein.



POP SPOTLIGHT

THE STAR-SPANGLED BANNER
Pat Boone. Dot DLP 3520 (M); DLP 25520 (S)

Pat Boone has made the album charts in many guises, pop and sacred particularly, and although this current approach is a far cry from his "Tutti Frutti" days, it's the kind of thing which could suddenly catch on. Leading off with the National Anthem, the program includes a group of memorable patriotic songs and songs of the various Armed Forces—"Marines Hymn," "Anchors Aweigh," "The U.S. Air Force," among them.



POP SPOTLIGHT

THE TRAVELERS 3 LIVE! LIVE! LIVE!
Elektra EKL 236

The Travelers 3 continue to emerge as a folk-pop trio well worth watching. The album here was recorded live at Doug Weston's Troubadour in Hollywood. The set has much funny material, some strong singing, and a good many laughs for audience and LP listener. "Man Smart," "Puttin' on the Agony," "Julianne" and "Run, Come See Jerusalem" are some of better tracks.



POP SPOTLIGHT

GOLDEN GOODIES, Vols. 1 to 12
Roulette 25207 to 24219

This cover, as shown, is but one volume of the dozen Golden Goodies sets being re-released by the label. They comprise a veritable encyclopedia of some of the best rock hits of the 1950's, including such stars as the Heartbeats, the Flamingoes, the Chantels, Faye Adams, Chuck Berry, Billy Bland, the Moonglows, the Turbans and many others. Solid wax for all teen rockers, past and present.



POP SPOTLIGHT

ORIGINAL GOLDEN HITS OF THE GREAT GROUPS
Various Artists. Mercury MG 20809 (M); SR 60809 (S)

The old collection disks are all doing well these days, and here's another sock grouping put together by Mercury with the power to pay off. Included are such hot ones as the Drifters' "Save the Last Dance for Me," "Sixteen Candles" by the Crests, "Only You" by the Platters, the Diamonds' "Little Darlin'" and others. Should be a winner.

POP SPOTLIGHT

ON TOP OF SPAGHETTI
Tom Glazer and the Do-Re-Mi Children's Chorus
Kapp KL 1331

The great success of "On Top of Spaghetti" should assure solid sales for this set. It has the hit, plus a flock of others that kids will enjoy hearing and singing. All are handled with warmth and spirit. Tunes include youthful versions of "Puff the Magic Dragon," "A Capital Ship" and "Dunderbeek."



POP SPOTLIGHT

UNIQUELY MANCINI
Henry Mancini. RCA Victor LPM 2692 (M); LSP 2692 (S)

Here's an album that could very well convert some rock and roll listeners to jazz and pop-jazz listeners to rock and roll. Some of the racks here are Mancini adaptations of recent pop hits and oldies. "Green Onions," "Night Train" and "Banzai Pipeline" all have that rocking sound. The rest of the LP is composed of swinging and mood tunes.



POP SPOTLIGHT

THE CONCERT SINATRA
Frank Sinatra. Reprise R 1009 (M); R9-1009 (S)

The album theme here is Frank singing some of his great big production hits of the past as well as better known (and lesser known as well) ballads that were either hits of his or great show tunes. "Soliloquy" from "Carousel," "Ole Man River," "This Nearly Was Mine" and "You'll Never Walk Alone" are some of the big numbers. An album that could move fast.



POP SPOTLIGHT

DAVE BRUBECK QUARTET AT CARNEGIE HALL (2-12")
Columbia C2L-26 (M); C2S-826 (S)

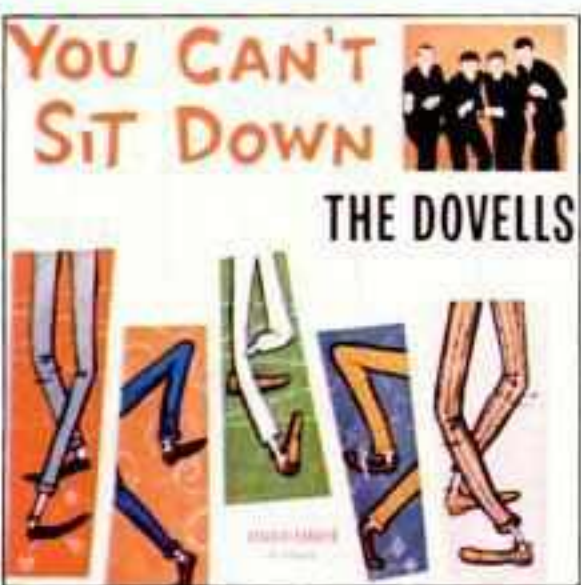
The Brubeck sound in one of its most ambitious packages here. The set was recorded live at Carnegie Hall and comes in two parts, each filling an LP. The music swings and a good many Brubeck favorites ("Take Five," "Raggy Walt," etc.) are included. There are also standards and a fine, new three-minute item in "Eleven-Four."



POP SPOTLIGHT

BILL'S BAG
Billy May. Capitol T 1888 (M); ST 1888 (S)

Bright, sharp, punching big band work touched with the May sense of humor and swing is the order of the day on this LP. There's much here that middle of the road and hip non-40 stations can find as programming material. It's bright, big band work in a modern groove. "Whisper Not," "Filet of Soul," "The Preacher" and "Late, Late Show" are fine.



POP SPOTLIGHT

YOU CAN'T SIT DOWN
The Dovells. Parkway P 7025

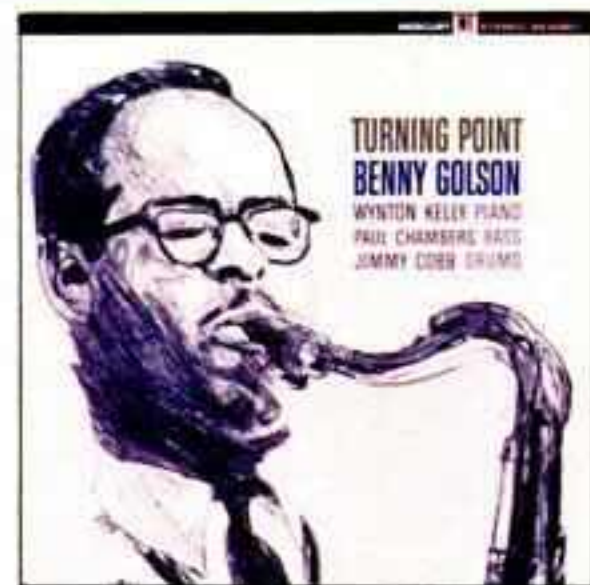
The Dovells have a powerhouse album here and it should move right up the charts. First credit is the title tune which is the group's current big one. In addition, they sing a string of other recent hits in their own style. "Baby Workout," "Wildwood Days" and "If You Wanna Be Happy" are a few. They also have some strong new ones like "Short Fat Fannie."



POP SPOTLIGHT

EVERYBODY'S FAVORITES
Jimmy Dean. Columbia CL 2027 (M); CS 8827 (S)

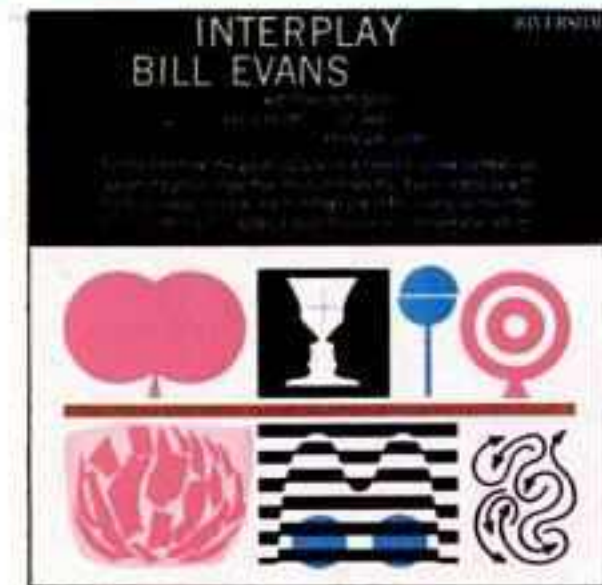
Jimmy adds another first-class album to his collection with this set. The music is all done in a country-pop-with-fiddles style and the material contains not only country but Tin Pan Alley favorites as well. "Be Honest With Me," "Tears on My Pillow," a bossa nova-tinged "Sweet Georgia Brown" and "This Ole House" are really first-rate.



JAZZ SPOTLIGHT

TURNING POINT
Benny Golson. Mercury MG 20801 (M); SR 60801 (S)

Tenor saxist Benny is in a solid playing groove for this Rollins-like LP effort. The album spotlights the saxist in one of his more soulful, relaxed and lyric moods. There are seven tracks, most of them in a medium or ballad mode. "How Am I to Know," "Stella By Starlight" and "Alone Together" are three of the best. Pianist Wynton Kelly, bassist Paul Chambers and drummer Jimmy Cobb are the rhythm team.



JAZZ SPOTLIGHT

INTERPLAY
Bill Evans. Riverside RM 445 (M); RS 9445 (S)

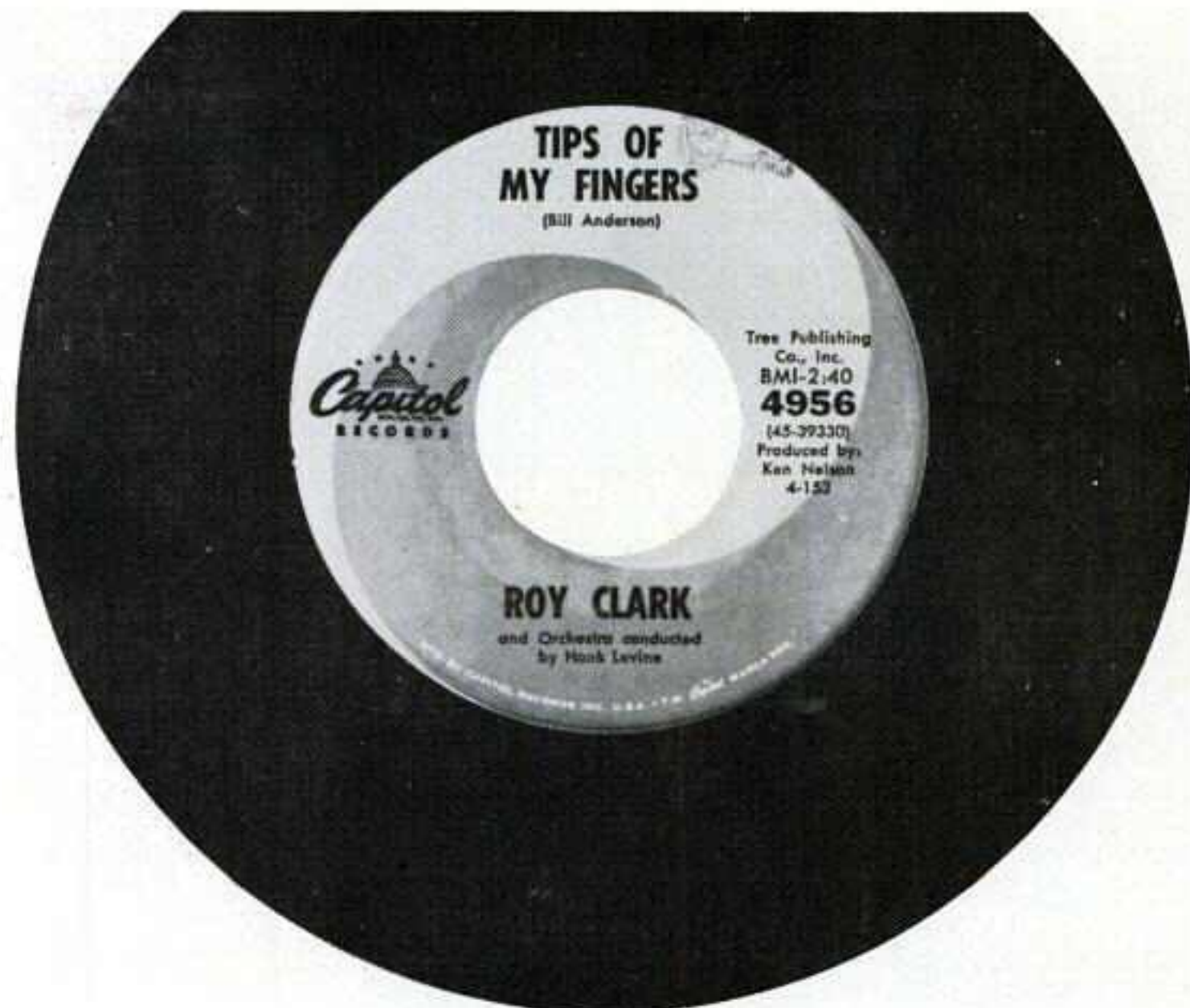
Some of the brightest lights were gathered to make this album before Evans left the label. He was recorded with a combo containing other soloists in the front line. Fred Hubbard and Jim Hall, trumpet and guitar, are the other soloists.



JAZZ SPOTLIGHT

BLUE & SENTIMENTAL
Ike Quebec. Blue Note 4098

Just how far along on the comeback trail late jazz tenor saxist actually was when he died is profoundly illustrated on this LP. Quebec was near perfect when it came to slow blues and ballads, and he plays his heart out on this album. "Blue and Sentimental," "Blues for Charlie" and "Count Every Star" are impassioned performances.



Roy Clark



Moving up!

Tips of My Fingers

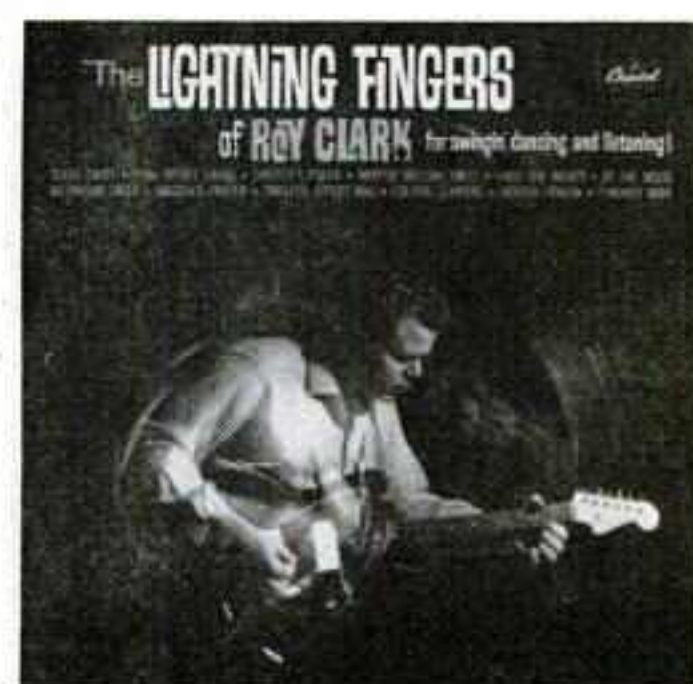


#4956



Be sure to see Roy next fall on the new Jimmy Dean Show, ABC-TV

Roy's latest album



Personal Management: Jim Halsey, Professional Building, Independence, Kansas

ALBUM REVIEWS



JAZZ SPOTLIGHT
IT JUST GOT TO BE
 The Three Sounds
 Blue Note 4120

Gene Harris, pianist; Andrew Simpkins, bass, and Bill Dowdy, drums, who comprise the Three Sounds, latch on to eight tracks here split almost evenly between originals and standards. As usual, the playing is sharp, defined and well disciplined. "Stella By Starlight," "It Just Got to Be" and "South of the Border" are all goodies.



COUNTRY SPOTLIGHT
THE GREAT HITS OF LEROY VAN DYKE
 Mercury MG 20802 (M);
 SR 60802 (S)

Mercury Records put together a grand package of hits here that should really sell with power in the country market with a good showing in pop as well. Among the hits included are "Walk on By," "Dim Dark Corner," "Black Cloud," "If a Woman Answers" and a whole passle of others.



CLASSICAL SPOTLIGHT
RESPIGHI: THE PINES OF ROME; THE FOUNTAINS OF ROME
 Minneapolis Symphony
 (Dorati). Mercury MG 50298
 (M); SR 90298 (S)

Dorati and the Minneapolis come up with awe-inspiring readings of two of the more venerable concert favorites. These two Respighi compositions have been re-recorded for stereo, and the impressionistic pieces are handled with great dramatic impact. The interpretations make the music sizzle and flash while losing none of its stateliness.



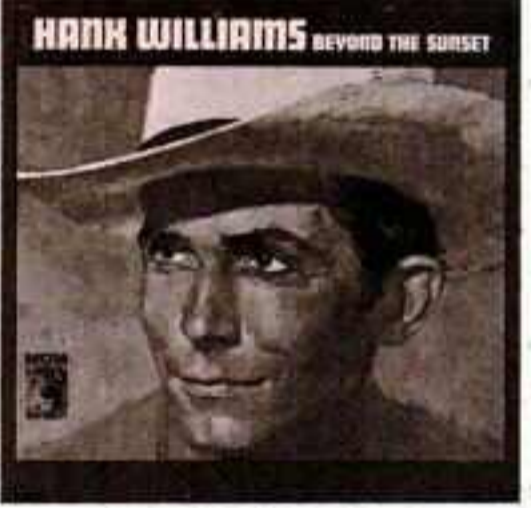
COUNTRY SPOTLIGHT
TROUBLE'S BACK IN TOWN
 Wilburn Brothers. Decca DL
 4391 (M); DL 74391 (S)

Teddy and Doyle have managed to get regular action with various of their singles and their consistent accolades in terms of various disk jockey awards assures them of solid exposure. Here the diet consists of a mixture of older items (such as the title tune) mixed with newer things ("I Crossed My Heart"); other people's hits like "Fool #1" in a sort of "something old, something new, something borrowed, somethings blue" approach. The lads sound fine all the way and the set is sure to get a good response.



CLASSICAL SPOTLIGHT
DEBUSSY: LA MER TRIOS NOCTURNES
 Philharmonia Orchestra
 (Giulini). Angel 25977 (S)

The Philharmonia Orchestra under the Carlo Maria Giulini baton add brilliant performances of the Debussy three-part orchestral work "LaMer" and the two "Nocturnes" to its impressionistic catalog. The music is powerfully played with the vivid and yet gauze-like quality of the writing uppermost in the minds of conductor and players.



COUNTRY SPOTLIGHT
BEYOND THE SUNSET
 Hank Williams
 MGM E 4138 (M); SE 4138 (S)

MGM Records can just keep issuing Hank Williams' LP's by repackaging tracks, and the country market will always find buyers to purchase them. This album has music about the tragic occurrences in everyday life and the death that follows. Among the weepers are "Beyond the Sunset," "Too Many Parties, to Many Pals" and many others.



SPOKEN WORD SPOTLIGHT
WHO'S AFRAID OF VIRGINIA WOOLF? (4-12")
 Original Cast. Columbia DOL
 287 (M); DOS 687 (S)

This is the full-length, four-LP original cast recording of the award-winning Broadway production of this past season. The album features the original cast with Uta Hagen, Arthur Hill, George Grizzard in the Edward Albee play. Specialty shops and stores that deal in classical and cultural disks should do well with this one.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

MONO
CLEOPATRA
 Sound Track, 20th Century-Fox FXG 5008
SHE LOVES ME
 Original Cast, MGM E 4118
LITTLE TOWN FLIRT
 Del Shannon, Big Top 1308

STEREO
STARDUST
 Boston Pops/Arthur Fiedler, RCA Victor LSC 2670

THE UNITED STATES NAVY BAND & THE SEA CHANTERS
 RCA Victor LSP 2688

SHE LOVES ME
 Original Cast, MGM SE 4118

★ NEW ACTION LP's

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

MONO
COME DANCE WITH ME . . .
 Sammy Kaye and His Ork, Decca DL 4357

OLE! BOSSA NOVA . . .
 Laurindo Almeida and the Bossa Nova All Stars,
 Capitol T 1872

DEAN (TEX) MARTIN RIDES AGAIN . . .
 Reprise R 6085

THE UNITED STATES AIR FORCE BAND AND THE SINGING SERGEANTS . . .
 RCA Victor LPM 2686

CALL ME IRRESPONSIBLE AND THE JACK JONES HITS . . .
 Kapp KL 1328

BROADWAY . . . I LOVE YOU . . .
 Sergio Franchi, RCA Victor LM 2674

JACKIE GLEASON PRESENTS MOVIE THEMES FOR LOVERS ONLY . . .
 Capitol W 1877

THE JAMES BROWN SHOW . . .
 King 826

THE UNITED STATES MARINE BAND
 RCA Victor LPM 2687

COME BLOW YOUR HORN . . .
 Nelson Riddle, Reprise R 6071

55 DAYS AT PEKING . . .
 Sound Track, Columbia CL 2028

TODAY'S TOP HITS . . .
 David Carroll and His Ork, Mercury MG 20786

WORLD'S GREAT LOVE SONGS . . .
 Mario Del Monaco With Mantovani and His Ork,
 London LL 3280

EARL GRANT YES SIRREE! . . .
 Decca DL 4405

JOAN SUTHERLAND—COMMAND PERFORMANCE . . .
 London A 4254

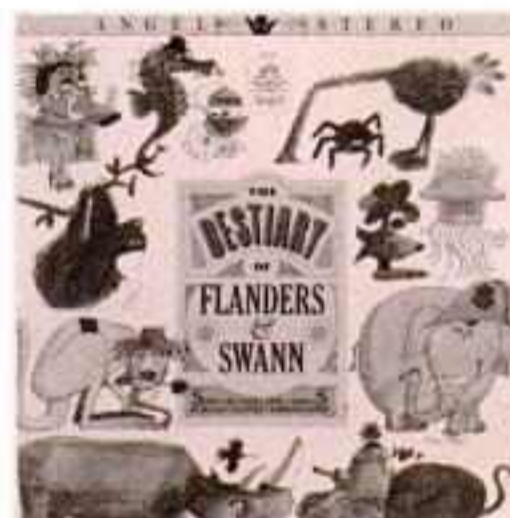
STEREO
GRAVY WALTZ & 11 CURRENT HITS
 Steve Allen, Dot DLP 25515

THE UNITED STATES ARMY BAND AND CHORUS . . .
 RCA Victor LSP 2685

SUKIYAKI & 11 HAWAIIAN HITS . . .
 Billy Vaughn, Dot DLP 25523

THEMES FOR YOUNG LOVERS . . .
 Percy Faith and Ork, Columbia CS 8823

CLEOPATRA . . .
 Sound Track, 20th Century-Fox 5008



COMEDY SPOTLIGHT
THE BESTIARY OF FLANDERS & SWANN
 Michael Flanders & Donald Swann. Angel 36112 (S)

This LP features the bright whimsy of the Britishers who tickled Broadway a couple of seasons ago with their two-man show, "At the Drop of a Hat." The large number who saw their many TV appearances and bought their album also will be overjoyed about this new release from the duo. It consists of songs (and a few wacky poems) that are wildly original and clever, about such interesting animals as the warhog, the sloth, spider, armadillo and wild boar. Some funny DJ tracks.



SEMI-CLASSICAL SPOTLIGHT
GILBERT & SULLIVAN: PATIENCE: (2-12")
 Various Artists. Angel 3635
 B/L (S)

Here's another superb performance of another familiar G.&S. operetta by the Glyndebourne Festival Chorus and the Pro Arte Orchestra under Sir Malcolm Sargent. The operetta is the genial spoof "Patience," and the stars are Savoyards George Baker, John Cameron, Elsie Morison and Monica Sinclair. Every role is handled with zest, and the orchestral and choral work is fine. A treasure for G.&S. fans for many years to come.



LATIN AMERICAN SPOTLIGHT
DANCING IN A TROPICAL MOOD
 Sonora Santanera. Columbia
 EX 5100

La Sonora Santanera, in its relatively brief existence, has rapidly shot to the fore among Latin orchestras. Its latest LP offers additional convincing evidence of its ability. Fresh-sounding and listenable arrangements marked by a highly danceable beat are perhaps the prime reasons. The vocals of Sonia Lopez also are something special. Latin fans have rightly come to expect top quality from this group.

ALBUM REVIEW POLICY

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



SPECIAL MERIT PICKS

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

POP SPECIAL MERIT
THE LEGENDS LET LOOSE
 Capitol T1925 (M); DT1925 (S)

Capitol Records has picked up this album which was first out on the Ermine label. It has four hot sides plus a flock of newbies by the Legends, a group that's strong in the Midwest. Included are "Say Mama," "Bop-A-Lena," "Late Train" and "Lariat." National exposure that Capitol will give the set could make it a big one with the teens. The boys come through with exciting performances on each tune.

POP SPECIAL MERIT
COME BLOW YOUR HORN
 Nelson Riddle
 Reprise R 6071 (M); R9-6071 (S)

Here's the original score from the Paramount flick as arranged and conducted by Riddle. The music should get a healthy boost from the Sinatra involvement as star and the movie was in part produced by his Essex firm. Riddle wrote all the music but the title tune, which was written by Cahn and Van Huesen.



POP SPECIAL MERIT

TALES OF HOW THE WEST WAS WON

Sheb Wooley.
 MGM E 4136 (M); SE 4136 (S)
 A lot of enthusiasm and work went into the preparation of this interesting set, which takes the form of a musical narrative, using recitation spots along with a group of brand-new songs, mostly co-written by Wooley himself, depicting the trials of those making the trek west 100 years ago. There is much flavor to the singing and to the arrangements as Wooley tells of "The Wagon Master's Diary," "Buildin' a Railroad," "Plowing in the New Ground" and others. The chanter has been known to do well with offbeat material before ("Purple People Eater") and this could build a market of its own.

(Continued on page 38)

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CAPITOL 4989

A T. N. MUSIC, INC., PRODUCTION



CONCERT REVIEW

Erroll Casts That Beguiling Spell

By JACK MAHER

Without benefit of crystal ball or swinging pendulum, Erroll Garner mesmerized another audience last week (10). This time it took place on the banks of the Delaware River at Lambertville, N. J., at St. John Terrell's Music Circus.

This was the Baldwin hypnotist's fourth shot at the Music Circus audience and he did his usual paralyzing job, neatly wrapping up each and every patron. Forecasts of foul weather and electric storms kept the crowd short but the three-fourths-filled house loved every minute. Garner has been signed to appear again next year.

This Svengali of the keyboard is all showman. He has a way of romancing, teasing and beguiling an audience that, as Erroll himself says, makes an audience the fourth member of his trio. He does it with anticipation and recognition, building anticipation with long, involved and stimulating introductions and then feeding recognition with straight, simple melodies that get the audience humming along. He does it too through solo invention and interplay between himself, bassist Eddie Calhoun and drummer Kelly Martin. Garner's music is a bright spinning kaleidoscope of melody that keeps an audience balanced between the anticipation and recognition of his own world of drama that spans music from "The Ritual Fire Dance" to "Mairzy Doates."



ERROLL GARNER

markable is that in these days of teen talent, she can still come up with a hit record, like her strong selling disk of "My Coloring Book" of a few months ago.

The only area where the thrush could improve her act is the chatter between songs. Too much of it sounds a bit stilted and rehearsed.

Kitty has a naturally warm personality. It doesn't need any gilding or any archness. Chances are, by the size of the crowd last Tuesday, that she will do solid business for the room during her entire stay, which is mighty good in New York in the summertime.

BOB ROLONTZ

NIGHT CLUB

Getz & Rookies Hit at Vanguard

Opening night at the Village Vanguard in Greenwich Village, New York, Tuesday (11), was a happy, swinging evening that showcased veteran and rookie.

Stan Getz took the veteran turn. This tenor saxist has changed his repertoire to please almost any audience. The Verve artist and his quartet now play a variety of tunes that range

TALENT TOPICS

NEW YORK

Bill Roberts, society band leader on the West Coast who records for Elite Records, has been personally chosen by Mrs. Peter Lawford to sing and conduct his orchestra for the Kennedy Child Study Foundation Dinner to be held July 2 at the Beverly Hilton Hotel. The affair will be topped by a premiere of the film "PT 109." The President's attendance is anticipated.

San Francisco's Mayor George Christopher proclaimed June 7 as "Phyllis Diller Day," in conjunction with the comedienne's first concert in her home town. . . . Arranger Hal West and his wife Marion Weiss have just formed their own record label, Win Records. Their first release, "A Slow Dance," features Ronni and the Hi-Lites. . . . Lavern Baker will make her Las Vegas debut next month when she opens at the Riviera on July 3 for a month.

Neil Sedaka, who will be the first name performer to play a full week at Freedomland this season (June 24), will fill in his summer with a tour of five countries in South America. . . . Joey Adams is planning an album of interview that he did on tape with a dozen presidents, prime ministers and kings while

Continued on page 18

from hit bossa nova ("Sambelero," "Desafinado") to solid standards currently in pop revival ("Fly Me to the Moon," "Prisoner of Love"). Getz has not compromised his playing style one bit, has only broadened the types of material played. He is still probably the most melodic and inventive saxist playing today.

A rookie act sharing the bill with Getz is the Bob Pozar Trio. This group received a week at the Vanguard as part of its first-place prize in the Collegiate Jazz Festival competition held at Notre Dame in March. Mike Lang on piano is probably the most talented of the three, with bassist Ron Brooks a close second. Drummer-leader Pozar holds his group in tight unison and will probably play a bit less loud when he learns the room's acoustics. The group is being held over at the club for an additional two weeks, and should be recorded shortly. Though no label has signed the boys yet, the opening night crowd was dotted with top a.&r. people.

JACK MAHER

TV QUEST APPEARANCES BY RECORD TALENT

The national network TV guest appearances listed below provide outstanding promotional opportunities for alert, aggressive record dealers and for all others who can benefit from the exposure of these record artists to millions of consumers. This chart should be used as a calendar around which to plan window, counter and other displays by which the TV appearances can be merchandised to the record-buying public.

JUNE 17-23
(All Times Eastern Daylight Saving)

MONDAY 17—JOE WILLIAMS

Blues singer Joe Williams appears on Steve Allen's show. (Westinghouse Tape-Syndicated).

TUESDAY 18—LIONEL HAMPTON

Edie Adams has Lionel Hampton on her final show of the season. He just released "Lionel Hampton on Tour" LP on Glad-Hamp.

WEDNESDAY 19—JUDY LYNN, BROTHERS CASTRO

Tennessee Ernie Ford has Mexican Quartet the Brothers Castro and Western vocalist Judy Lynn as guests (ABC-TV, 12-12:30 p.m.).

THURSDAY 20—JUDY LYNN, BROTHERS CASTRO

Again they appear with Tennessee Ernie (ABC-TV, 12-12:30 p.m.).

THURSDAY 20—JOSH WHITE

Folk singer Josh White is Steve Allen's guest. His latest album "Beginning" on Mercury.

FRIDAY 21—LOU RAWLS

Capitol's blues singer Lou Rawls joins Steve Allen as the show ends its first season.

SATURDAY 22—CHAD MITCHELL TRIO, BUD AND TRAVIS, JOE MAPES, JOSH WHITE JR.

These folk-singing folk appear on the "Hootenanny" from the University of Virginia (ABC-TV, 8:30-9 p.m.).

SUNDAY 23—ELVIS PRESLEY

Elvis Presley will highlight an all-star program for Ed Sullivan's 15th anniversary.

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.



TOM GLAZER
(Kapp)

BOOKING OFFICE: G.A.C. HOME TOWN: Philadelphia. **EDUCATION:** College. **HOBBIES:** Tennis and bridge. **BACKGROUND:** Established folk singer Tom Glazer, currently appearing in concert for adults and children, is best known in the record field for his many recordings of children's albums. He started his career at an

early age, appearing in school and amateur shows. His professional career began in New York where he made a living singing in church choirs. He started to specialize in folk music after a wartime stint at the Library of Congress where he delved into the Archives of American folk music. In 1948 he won critical acclaim for his New York Town Hall debut. Since then he has appeared with the Philadelphia Orchestra, at the White House and at scores of concerts. "On Top of Spaghetti" is his first big pop hit.

LATEST SINGLE: "On Top of Spaghetti" is No. 29 after four weeks on the Billboard Hot 100 chart.

LATEST ALBUM: "On Top of Spaghetti," which is being released by Kapp.

DAVE DUDLEY
(Golden Wing)



PERSONAL MANAGER: Jimmy Key. **HOME TOWN:** St. Paul, Minn. **AGE:** 31. **HOBBIES:** Fishing, baseball and raising Dalmatians. **BACKGROUND:** Dave Dudley's varied show business career includes time spent as a deejay in Minneapolis, a stint with King Records, and four years as a band leader in a Minneapolis night club. In 1961 he spent several months in the hospital after he was hit by a hit-and-run driver. It was while he was recovering that he decided to become a record artist. His current hit, "Six Days on the Road," is his first release on Golden Wing. Before this record, he had recorded for Jubilee, and had some success with his single, "Under Cover of the Night," on that label. He has been writing music for 15 years.

LATEST SINGLE: "Six Days on the Road" is No. 64 on the Billboard chart this week.

TALENT ON TOUR

(Top record talent in top towns this week)

EAST

Johnny Tillotson makes his local night club debut as headliner at the Elegante in Brooklyn for five days starting June 19. . . . The Dave Brubeck Lambertville (N. J.) Music Circus June 17. . . . The headliner at Club Harlem, Atlantic City, from June 20-July 3 will be Damita Jo. . . . Featured this weekend at Freedomland is Paul Anka. . . . On June 21 Gene Pitney will play Mountain Park, Holyoke, Mass. . . . Jackie Mason will play the Glen Casino, Buffalo, this weekend.

MIDWEST

Jose Melis has been booked into the Maramor Restaurant,

Columbus, Ohio, from June 17-22. . . . Bobby Vinton opens in a legit production of the "Music Man" at the Cain Theater, Cleveland, June 19. . . . In for a 10-day stand, as of June 19, at Gino's, St. Louis, will be Jimmy Smith.

WEST

Thirteen country and western artists will perform at the second annual spectacular at the Hollywood Bowl (22). They include Johnny Cash, Walter Brennan, Flatt and Scruggs, among many more. . . . The Novelites open June 21 at the Crystal Bay Club, Lake Tahoe. . . . Tiny Little will be at the Java Lanes, Long Beach, Calif., through July 13.

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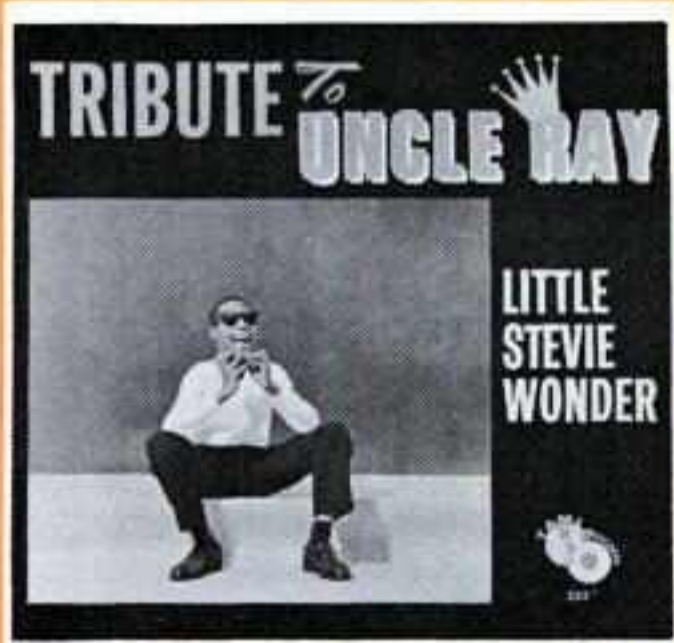
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#232



#233



#240

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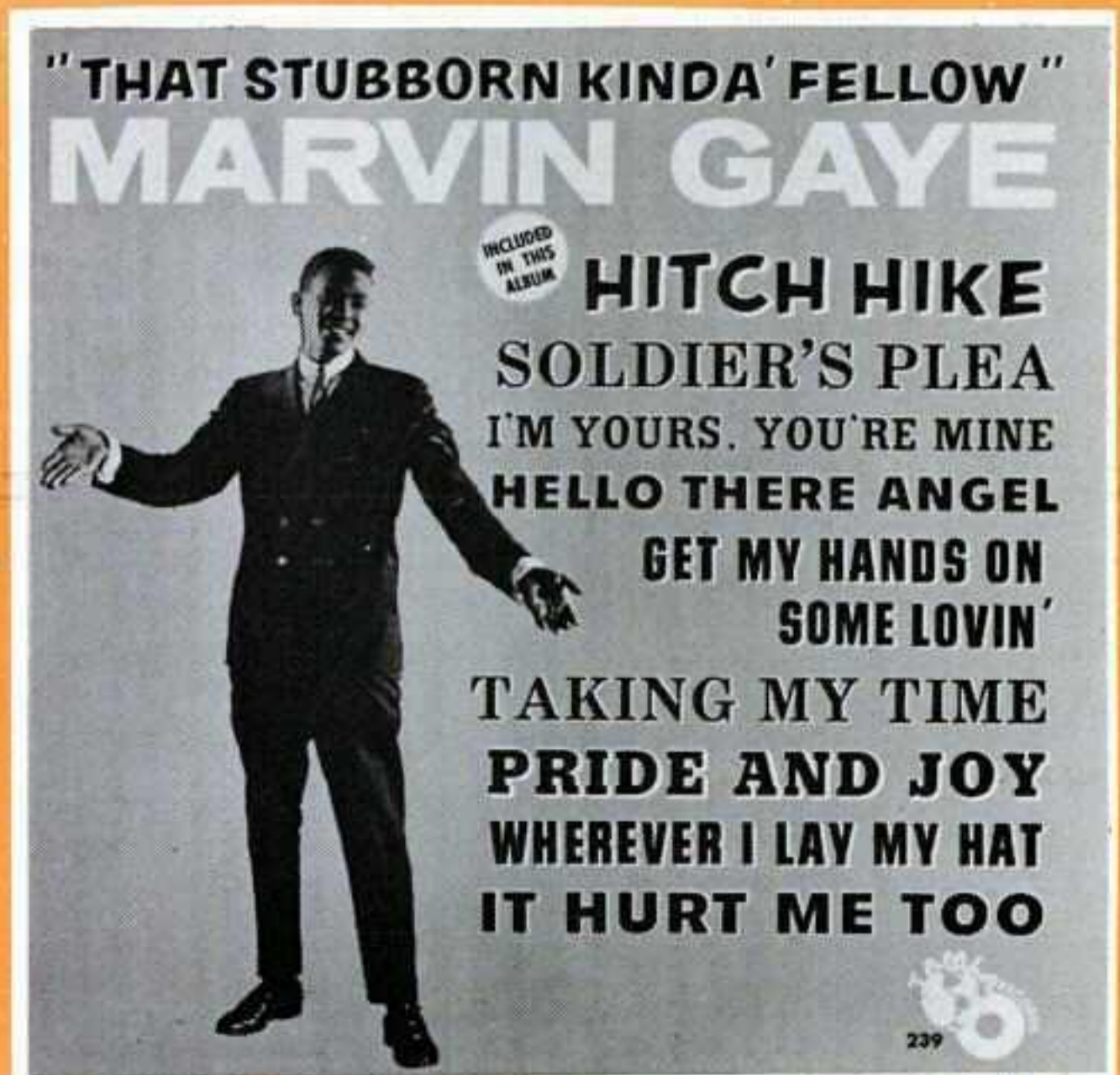
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"PRIDE AND
JOY"

FROM THIS ALBUM



#239

HITS ARE OUR
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TAMLA/MOTOWN

RECORDS

2648 W. Grand Blvd., Detroit, Mich.

Seeger Folk World Tour Offers Taste of U.S.—Not Coke-Flavored

By REN GREVATT

NEW YORK—"Most of the world, I'm afraid, only knows the Coca-Cola side of America, and we, as a one-family musical Peace Corps, hope to show them a little more about all of us." This was Pete Seeger talking last week, as he announced one of the most ambitious one-man, wide-world personal appearance tours ever undertaken by an American artist. Seeger, his wife, Toshi, and their three children, Danny, 17; Mika, 15, and Tinya, 8, depart on the tour from the West Coast August 19. They will not return to the States until June of next year. The tour has been entirely arranged by Seeger and his manager, Harold Leventhal and the singer hopes, with luck, to break even on the jaunt.

"I want to give people all over the world a taste of America through its folk music," Seeger continued. If they know only the things they see in their newspapers, I want to tell them of the miners and the Freedom Fighters through the folk songs. I can think of 'We Shall Overcome,' a song of our integration movement here. I sang it 18 months ago in Royal Albert Hall, in London, with 3,000 people joining in on the chorus. It was a moving experience and this kind of thing can happen in many countries.

"I don't think we can leave everything to the diplomats. Contact with the people is what we need. Many of the folk singers should be traveling. I hope others can follow me. People like Bob Dylan, Joan Baez, Odetta, the Weavers, they should travel through the world learning about others and teaching them about us.

Rich Heritage

"I think I own probably the only movies ever taken of Leadbelly. I took some myself awhile before he died and I have tapes of the songs he did. They were never synchronized and I worked for several months getting the singing lined up with the lip movement. I'm going to show these movies and some I have of Woody Guthrie in many of the places we visit. For this I'm taking a projector, but I'm also taking a movie camera and a tape machine.

"That's because we hope to learn a lot, too. I'm curious to know what they think of our styles of banjo picking and I want to find out how they play their instruments and what instruments they have. In Indonesia, where we'll be for part of the trip, the people will take us on a visit to Bali, for instance, where I hope to learn something of their music. Frankly, I hope to learn at least one song in the native language of every country of the 21 we'll visit."

The Seeger itinerary is fascinating and one which certainly does not conform to that of the average American tourist—even though the singer is paying his own way just like a tourist. The first stop will be Australia, then Indonesia (including the Bali visit), Japan and India (the three basic regions, encompassing Bombay, Calcutta and New Delhi), and thence into Africa.

Local Funds

Money raised in at least some of the African concerts will be given over to local community projects. This portion of the jaunt begins in Kenya, and includes Uganda, Tanganyika, Nigeria, Ghana and Guinea. By this time it will be January 1964 and the Seeger family will move on to Rome for two major concerts and four TV appearances, and to Tel Aviv, Israel.

"After that, they'll go to Austria for some skiing," inter-

Travelin' Man



PETE SEEGER

jected Leventhal. "That's the only vacation we're allowing them."

Next on the schedule will be Great Britain, early in February, where concerts and TV, to be confirmed on a forthcoming flying visit there by Leventhal, will take place. Following visits to Scandinavia an extensive tour of five East European nations, including the Soviet Union, is in prospect. The Seegers will get no direct cash payments for this portion of their trip. Local governments, however, have

Continued on page 18

Coming on this page in future weeks:

Next week

Surfing Records

July 6 issue

Jazz

July 13 issue

Classical

Newport Folk Side Best Yet

BOSTON—The line-up of talent now scheduled for the forthcoming Newport Folk Festival gives the event the kind of all-star character that could make it the biggest thing of its kind yet in the modern day folk scene, and the line-up isn't complete yet.

Four concerts and a series of intense workshop sessions have been announced by the board of directors, which consists of Theo Bikel, Bill Clifton, Clarence Cooper, Erik Darling, Jean Ritchie, Pete Seeger, Peter Yarrow (of Peter, Paul and Mary) and technical producer George Wein.

On opening day of the three-day event, Friday, July 26, artists signed to perform are Helene Baillargenon, Jean Carigan, Bob Dylan, the Freedom Singers, Brownie McGhee and Sonny Terry, Raun McKinnon, Bill Monroe and the Bluegrass Boys; Peter, Paul and Mary; Jean Redpath and Doc Watson. Invited but not confirmed for this concert are Sam and Kirk McGhee and the Morris Brothers.

The Saturday (27) evening concert will feature Theo Bikel, Judy Collins, Jim and Jesse, Bessie Jones and the Sea Island Singers, the Kiva North American Indian group, Jean Ritchie, the Tarriers and Doc Watson. Invited to perform but not yet heard from are Clarence Ashley, Horton Barker, John Lee Hooker, Grandpa Jones and Merle Travis.

For the Sunday afternoon concert invitations have been sent out to Bill Davenport, the Dillardards, Bernice Johnson, Dave van Ronk, Mike Settle, Ian and Sylvia and Jackie Washington.

The Sunday evening wind-up concert promises to be an all-out bash with such names as Joan Baez, Jack Elliott, Sam Hinton, Tex Logan, the New Lost City Ramblers, Frank Proffitt, the Rooftop Singers, Pete Seeger, Sister Rosetta Tharpe definitely on the schedule. Invited also are Mississippi John Hurt, Kimo Eto and Mac Wiseman.

Forums and workshops on all

Continued on page 18

DYLAN: YOUNG MAN IN HURRY

NEW YORK — Bob Dylan, one of the most promising of the younger crop of folk artists, has been establishing a name for himself as a Columbia Records artist. He's also doing all right as a writer. A new Dylan tune, "Don't Think Twice," has been recorded for Bob's own album. In addition, a half dozen other important recordings of the ditty are in the wind. These are by Joan Baez, the Kingston Trio; Peter, Paul and Mary; Odetta, Judy Collins and the New World Singers.

Focus On Folk

JAC HOLZMAN, youthful operator of the expanding Elektra label, has teamed with Harold Leventhal in the personal management of Theo Bikel. Holzman expects to involve himself in television and theater projects for the singer while Leventhal, who also manages Pete Seeger, the Weavers, Leon Bibb, Alan Arkin, the Tarriers and Robert DeCormier, will focus on the folk concert field. Bikel has been with Holzman on Elektra since 1955.

ARGO RECORDS, well-known pop and jazz subsidiary of the Chess-Checker Chicago combine, has entered the folk field with two albums. Young Chicagoan, Willie Wright, sings and plays guitar on "I'm on My Way," while the Campus Singers, a folk duo out of Kalamazoo, Mich., are heard in a live concert at the Windy City's Fickle Pickle coffee house. Argo a.&r. man, Esmond Edwards, cut both sets.

DON PAULIN, International folk singer from Philadelphia and the comely Lenny Ashmore, have been on the bill at the Ice House since May 14 with Rod McKuen. With McKuen's departure Sunday (16), the Mad Mountain Ramblers moved in to work with Paulin and Miss Ashmore until the end of the month.

ELEKTRA RECORDS subsidiary, Crestview Records, has a new multi-artist album out under the title, "Hootenany," which places it in direct competition with Kapp's album of the same name, and featuring various artists, released last week.

FRANK SLAY GOES TO CREWE

NEW YORK — Frank Slay, a.&r. producer for Swan Records, has resigned to rejoin Bob Crewe's production group, Genius, Inc., here. Slay, a former Crewe associate, will continue to handle artists.

Slay has been associated with a number of hits during his more than two-year tenure with Swan. Included are "Palisades Park," "Sherry," and "Big Girls Don't Cry."

They Tell of New World

NEW YORK—Signing of the New World Singers by Atlantic Records showing the growing interest of this pop-jazz-r.&b. label in folk material. Atlantic has also released records by two other folk-styled acts in Shel Silverstein and Casey Anderson.

The New World Singers are Gil Turner, Happy Traum and Bob Cohen. They are being boosted by Bob Dylan, who, incidentally, wrote their first single for the label, "Don't Think Twice, It's All Right."

Like Dylan, the New World Singers consider their material and their style very much of the 20th Century. Spokesman for the group Gil Turner says: "We don't believe folk music is a dead form. We believe that there are topics, events, attitudes and personalities in this day and age to be sung about." The group also searches for worthwhile material from the past. They write much of it themselves.

The three young men met on the streets of New York while singing and campaigning for a Democratic reform candidate in East Harlem. Each of the three had a promising career of his

own. Cohen had sung with the DeCormier Singers, and had been giving children's concerts. Gil Turner had functioned as song leader, preacher and folk soloist. Happy Traum had done concerts and records as guitarist in both the blues and classical Spanish traditions.

Now the New World Singers

are set for performances through September 2 at Silver Jack, Grand Rapids, Mich. Before that they gave concerts in a number of cities and performed at the Potpourri in Montreal. They are booked by Continental Concerts and are managed by Mrs. Lori Turner, Folksong Artists Unlimited.

It's Their Century



NEW WORLD SINGERS

*Mercury Record Corporation
is honored to present
An Imperishable Document in Sound*

POPE JOHN XXIII

*A specially recorded collection of some
of the high moments in the
reign of the beloved Supreme Pontiff*

MONAURAL RM 200 / STEREO RS 600

*Excerpts of the full chronicle of his reign recorded in Latin, Italian, and French with narration
in English by the chief English language announcer of Vatican Radio, Father O'Donnell.*

His Election and Coronation

A Public Audience

A Canonization Ceremony

*One of his last appearances at the window of the Papal Palace
to bless the people in St. Peter's Square*

Closing address to the Second Vatican Ecumenical Council

A memorial to a man loved so much

MUSIC AS WRITTEN

Gettysburg Song

Free copies of sheet music and records are available to broadcasters of the song "Gettysburg, U.S.A." The song appears on a special label set up by the Gettysburg Centennial committee and the tune is being published by Jay-Bee Music, ASCAP. The record has been made by the Fall Guys, all students of Gettysburg University.

PHILADELPHIA

A. & L. Distributors, Inc., named area distributor for Louis Prima Record Company, with promotion chief Harry Fink already creating major interest in both Louis Prima sides—"Angelina" and "Robin Hood." He also reports a sleeper in "Play Me a Sad Song" by Dotty Daniels on the Amy label, with a big start reported for Dimension label's Little Eva for "Smoky Locomotion" and Big Dee Irwin for "Swinging on a Star." . . . Bruce Davidson, Capitol Records promotion chief, conducted a major campaign in the area in behalf of the label's Marian Montgomery for her local engagement at Sciolla's Cafe. . . . Promoters Herb Keller, William Rich and Charles Blackwell called off the July 3-4-5 concert performances planned for Ray Charles at the Diamond Beach Club in nearby Wildwood, N. J., claiming that the limited seating capacity would make it impossible to meet the singer's guarantee. . . . Rocco Ochuida, Chancellor Records vice-president, was in Einstein Medical Center for observation. . . . Second Fret operator and concert promoter Manny Rubin is bringing in Joan Baez for an early August date, location still to be determined for the concert date. MAURIE H. ORODENKER

BOSTON

Major changes have taken place at Mutual Distributors with Frank Holland assuming command as general sales manager. Former London Records exec Godfrey Dickie has gone to a big post in Cleveland with the Hartstone organization. Gerry Sher, ex-Dot executive with Mutual, has moved to an important post with the firm in San Francisco as a result of Dot opening a branch office here. Dave Marshall is Gerry's successor and will handle promotion for the combined London, MGM, Colpix, UA, Liberty and other lines. Liberace's first go at a summer theater tent looks to be successful if the Framingham Carousel's advance is any gauge. . . . Alan Ross of Decca says that country and western is at last beginning to make an impression, not strangely enough in the city itself but in the suburbs. Jack Sager's Disc Distributors is established in new quarters on Columbus Avenue. . . . Opera-

tors Aymie and Elliott Rosenberg report business at an unprecedented summer peak because of James Brown's "Alive at the Apollo," which they say is selling like a single. . . . Columbia's Roy Molamo is happy about the wide appeal of Patti Page's "Say Wonderful Things" and the spurt in Andy Williams' records which his visit to the Framingham Monticello has sparked. Word is out that Boston will have another big opening with "High Spirits," a musical version of Noel Coward's "Blithe Spirit." It'll headline Bea Lillie. CAMERON DEWAR

HOLLYWOOD

Jack Linkletter, who hosts the "Hootenanny" TV show (ABC), is starting his own record company, aimed at discovering new folk talent. Label will have no link with the all-folk music TV series since only established names are booked on the latter. The label, still unnamed, will operate as a subsidiary activity of Linkletter's Universal Ventures firm. Universal's executive vice-president, Chris Kochoff, is auditioning talent. Warner Bros. Pictures last week kicked off production on "My Fair Lady," which, according to President Jack Warner, will be the costliest film ever produced by his studio. The firm paid \$5 million for the rights alone. Despite this, the picture company's subsidiary record firm will not be issuing an original sound-track LP because the price tag did not cover disk rights. Frank Sinatra's daughter Nancy (Mrs. Tommy Sands in private life) will make her film debut in a picture produced by Sinatra Enterprises for United Artists release, titled "A Young Man's Fancy." She records for her dad's Reprise label. Jimmy Wakely's Shasta label recorded its first album in more than a year, a production featuring the disk debut of his daughter and son, Linda Lee and John. Wakely used a 20-man band, arranged and conducted by Larry Gordon, plus the Pied Pipers. . . . Jimmie Haskell is scoring Allied Artists' "The Gun Hawk," in addition to its other arranging and conducting

Phase 2 Blasts Onto N. Y. Scene

NEW YORK — One of the latest additions in the Greenwich Village coffee house explosion is Phase 2. This room is now under the ownership of Paul Blou, who took over about a month and a half ago.

Blou is currently experimenting with a number of types of entertainment and has not as yet hit on a single talent concept. The current attraction is Don Franks, an artist Kapp Records is particularly high on, and a singer who has been featured on the Jackie Gleason TV show a number of times. Franks is accompanied by pianist Bill Rubenstein, who is also conducting Sunday afternoon jam sessions.

Besides these two style of entertainment, Blou has tentative plans for a musical revue in August. This show would be along the lines of the Upstairs at the Downstairs and Julius Monk shows.

chores for Decca's Rick Nelson and at Capitol, among others. . . . Fabian has formed his own music publishing firm, JAYDO. Bill Belasco (Frank Cooper Agency) is talking to various labels for a new Fabian recording deal. LEE ZHITO

PITTSBURGH

Al Alberts is back at the Horizon Room at the Greater Pittsburgh Airport for his 10th date there. He will be followed on June 20 by Rusty Warren and on July 1 by Florian Zabach, after which the Andrew Chakeres club will close down for at least four weeks. . . . Jack Benny will make his debut with the Pittsburgh Symphony Orchestra on November 4 at Syria Mosque. The Sunshine Boys starred at West View Park on June 9, with Brian Hyland booked for June 16 and Paul and Paula on June 30. The Bill Black combo has also been set for this park on June 14 and 15. The area's other large amusement park, Kennywood, has set the Glenn Miller orchestra for June 23; Bobby Rydell, June 30; Peggy March, July 7, and the 4 Seasons, July 21. LEONARD MENDLOWITZ

TALENT TOPICS

Continued from page 16

touring the Far East for the State Department. The Kingston Trio will be flying to Hawaii later this month for a date at the Waikiki Shell. Later dates this summer include the Dunes, Las Vegas, in August and the Greek Theater, Los Angeles, in September. Capitol blues singer Lou Rawls, through success of his two albums "Black and Blue" and "Stormy Monday," will be doing a round of television dates which include three for Steve Allen as well as the "Tonight" show. BARRY KITTLESON

SAN FRANCISCO

It's a big musical summer for San Francisco. Currently playing are "Stop the World—I Want to Get Off," starring Joel Gray and Julie Newmar at the Geary; "How to Succeed in Business Without Really Trying," next

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 6/22/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	IT'S MY PARTY Lesley Gore, Mercury 72119	5
2	2	IF YOU NEED ME Solomon Burke, Atlantic 2185	7
3	3	THE LOVE OF MY MAN Theola Kilgore, Serock 2004	10
4	4	ANOTHER SATURDAY NIGHT Sam Cooke, RCA Victor 8164	7
5	5	HELLO STRANGER Barbara Lewis, Atlantic 2184	5
6	10	DA DOO RON RON Crystals, Philles 112	7
7	7	PUSHOVER Etta James, Argo 5437	8
8	8	PRISONER OF LOVE James Brown & the Famous Flames, King 5739	7
9	6	IF YOU WANNA BE HAPPY Jimmy Soul, S.P.Q.R. 3305	9
10	11	YOU CAN'T SIT DOWN Dovells, Parkway 867	4
11	16	TWO FACES HAVE I Lou Christie, Roulette 4481	8
12	17	TAKE THESE CHAINS FROM MY HEART Ray Charles, ABC-Paramount 10435	8
13	23	PRIDE AND JOY Marvin Gaye, Tamla 54079	4
14	26	YOUR OLD STAND BY Mary Wells, Motown 1042	2
15	13	LOSING YOU Brenda Lee, Decca 31478	5
16	19	HOT PASTRAMI Dartells, Dot 16453	5
17	9	BABY WORKOUT Jackie Wilson, Brunswick 55239	14
18	24	BIRDLAND Chubby Checker, Parkway 873	2
19	18	SUKIYAKI Kyu Sakamoto, Capitol 4945	3
20	-	YOU KNOW IT AIN'T RIGHT Joe Hinton, Back Beat 537	1
21	-	JUST ONE LOOK Doris Troy, Atlantic 2188	1
22	14	COME AND GET THESE MEMORIES Martha & the Vandellas, Gordy 7014	9
23	15	FOOLISH LITTLE GIRL Shirelles, Scepter 1248	11
24	20	SURFIN' U. S. A. Beach Boys, Capitol 4932	8
25	-	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Nat King Cole, Capitol 4965	1
26	12	I WILL FOLLOW HIM Little Peggy March, RCA Victor 8139	12
27	28	FOREVER Marvelettes, Tamla 54077	2
28	30	PIPELINE Chantays, Dot 16440	11
29	-	MOCKINGBIRD Inez Foxx, Symbol 919	1
30	21	LET'S GO STEADY AGAIN Neil Sedaka, RCA Victor 8169	2

cording star Paul Horn opens his first San Francisco engagement with his quintet at the Jazz Workshop. . . . The Mary Kaye Trio starts at the Off Broadway, with Anita O'Day also on the bill. . . . Scott Beach leaves KCBS June 15 to devote his full time to the increasing demands of the popular "The Committee" and the group has signed a new member, Irene Riordan. . . . Allan Sherman opens his first night club engagement in San Francisco this week at the Venetian Room of the Fairmont. . . . Dorothy Dandridge opened at Frenchy's in Hayward.

Newport Folk

Continued from page 16
three days will delve into all types of American and foreign folk music and styles of playing guitars, banjos and other instruments. In addition, rare films of old-timer folk artists will be shown. Tickets for each concert are pegged at \$2, \$3, \$4 and \$5 and can be obtained by mail order direct from Newport Folk Festival headquarters, Newport, R. I.

Seeger World Tour

Continued from page 16

agreed to underwrite their living and transportation costs. These visits, worked out through the various ministries of culture, will include Romania, Bulgaria, Poland, Czechoslovakia and Russia. The Russian phase will last a month, with five concerts a week on the docket. The Russians have agreed to fly the Seegers back to London, where several additional appearances are on tap before returning to America.

State Department exchanges or sponsorship have not been sought. Nor have they been offered. Minor State officials, however, have commented on the unfortunate nature of this situation.

In taking official note of the impending visit to Poland, the Polish Embassy in Washington tossed a reception for the Seegers a few weeks ago. A number of diplomats and lesser State Department officials attended and proffered these views in off-the-record comment.

Movin' to the Top!
I Can Learn
BY
THE CHAINS
PEACOCK 1922
DUKE-PEACOCK RECORDS, INC.
2809 Erastus Street
Houston 26, Texas

HERE'S ANOTHER ONE!

"NOT ME"

BY THE ORLONS

**AMERICA'S TOP GROUP
STILL GOING STRONG ON RADIO,
JUKE BOXES AND WITH RECORD DEALERS**



C-257

THE BIG ONES ARE ON CAMEO/PARKWAY

TRANSLATION, SUH

'Sukiyaki' Gets Touch Of Southern Flavor

By MARK-CLARK BATES

NASHVILLE — If you speak English with a pleasant Southern drawl and want to cut a record of the Japanese language hit, "Sukiyaki," in your native tongue, what's the best move?

That was the question confronting Clyde Beavers here last week.

When the record hit Billboard's top spot in the Hot 100, Clyde decided to cut the smash in English. But Clyde's Japanese, he admits, is not particularly outstanding, so he searched frantically for a linguist to help him with the translation.

Night drew on and still Clyde had not been able to get his man. Apparently this Music City is heavy on guitarists but sort of short on language specialists. Vanderbilt University reported, "Sorry, our professors are on vacation," and an Oriental gift shop operator retorted in clipped British accent, "Really, old chap, we speak English here."

Off for Help

With that, Clyde jumped on a jet for the Japanese Embassy in Washington and by sunrise was on the phone with J. S. Shima, an official at the Embassy. Clyde explained that his was not an official visit, and Shima explained that in that case their meeting would have to be after hours. They ar-

ranged to meet at a Japanese-American restaurant that evening.

"Bamboo, no shoes, rice ... the whole works," Clyde reported later. "I was really getting in the mood when finally Shima showed.

"I began by explaining our needs," Clyde said, "that I had come up from Nashville to learn about 'Sukiyaki'."

"Sukiyaki?" he said, "Ay, yes, a very fine dish, but you must talk with the cook, not me."

"But I'm talking about the platter, you see."

"A platter, a bowl, a saucer, it makes no difference. It will taste the same."

Show Him, Show Him

At this point, Clyde, like a 1940 Clark Kent-Superman, decided he would not only tell Shima; he would show him, too. He pulled out the Kyu Sakamoto version of "Sukiyaki," found

(Continued on page 30)

Jim Reeves Due Home Friday

CINCINNATI—Jim Reeves and the Blue Boys, along with Dick O'Shaughnessy, wind up their concert of Ireland and England this week and are due back in Nashville Friday (21).

The V.I.P. treatment was accorded Reeves and his group by Irish International Airlines, beginning with a press conference in New York and winding up in Dublin, Ireland, where Jim and his wife Mary were crowned Earl and Lady in the ancient Bunwatty Castle.

RCA Victor this week will release a new single by Reeves, "Guilty" b.w. "Little Ole You." "Guilty," the plug side, was written by Alex Zanetis, the Illinois oil man who wrote Jim's "I'm Gonna Change Everything."

The sound track from the movie "Kings Are Wild," in which Reeves starred and which was filmed in South Africa earlier this year, will be released by RCA Victor around Christmastime to coincide with the release of the movie in the United States.

Country Package For Canada Tour

HAMILTON, Ont. — CHIQ-Radio, local country music station, is bringing a package of c.&w. stars to the Palace Theater here August 29.

Set for the date are Webb Pierce, Carl Smith, Lefty Frizzell, Stonewall Jackson, Minnie Pearl, Carl Butler, Bill Anderson, Skeeter Davis, Billy Walker and Faron Young. Ralph West, CHIQ's general manager, arranged the bookings. The show will be one of the biggest country spectaculars ever brought into Canada. It will play a number of other dates in Canada, winding up at Maple Leaf Gardens, Toronto, August 31.

The Nashville troupe will receive support from two local showmen, radio and TV personality Bill Long, and Hamilton's country singer Ron McLeod.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 6/22/63


This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	LONESOME 7-7203 15 Hawkshaw Hawkins, King 5712	
2	3	STILL 18 Bill Anderson, Decca 31458	
3	1	ACT NATURALLY 11 Buck Owens, Capitol 4937	
4	5	WE MUST HAVE BEEN OUT OF OUR MINDS 8 George Jones & Melba Montgomery, United Artists 575	
5	6	SWEET DREAMS (Of You) 7 Patsy Cline, Decca 31483	
6	14	SIX DAYS ON THE ROAD 4 Dave Dudley, Golden Wing 3020	
7	9	TAKE A LETTER, MISS GRAY 11 Justin Tubb, Groove 0017	
8	4	ROLL MUDDY RIVER 7 Wilburn Brothers, Decca 31464	
9	8	PEARL, PEARL, PEARL 7 Lester Flatt & Earl Scruggs, Columbia 42755	
10	12	RING OF FIRE 3 Johnny Cash, Columbia 42788	
11	16	THE MAN WHO ROBBED THE BANK AT SANTA FE 9 Hank Snow, RCA Victor 8151	
12	13	GOODBYE KISSES 9 Cowboy Copas, Starday 621	
13	26	OLD SHOWBOAT 5 Stonewall Jackson, Columbia 42765	
14	15	DON'T CALL ME FROM A HONKY TONK 6 Johnny & Janie Mosby, Columbia 42668	
15	11	YESTERDAY'S MEMORIES 9 Eddy Arnold, RCA Victor 8160	
16	10	I'M SAVING MY LOVE 5 Skeeter Davis, RCA Victor 8176	
17	20	SHOES OF A FOOL 7 Bill Goodwin, Vee Jay 501	
18	17	WALK ME TO THE DOOR 17 Roy Price, Columbia 42658	
19	21	THE OTHER WOMAN 3 Loretta Lynn, Decca 31471	
20	25	IS THIS ME? 20 Jim Reeves, RCA Victor 8127	
21	-	MY BABY'S NOT HERE 1 Porter Wagoner, RCA Victor 8178	
22	24	ABILENE 2 George Hamilton IV, RCA Victor 8181	
23	19	NIGHTMARE 3 Faron Young, Mercury 72114	
24	-	SANDS OF GOLD 1 Webb Pierce, Decca 31488	
25	-	WHY DADDY DON'T LIVE HERE ANYMORE 1 Bonnie Owens, Tally 149	
26	27	MY FATHER'S VOICE 3 Judy Lynn, United Artists 571	
27	22	THE ONLY GIRL I CAN'T FORGET 7 Del Reeves, Reprise 20158	
28	-	MR. JUKE BOX 1 Ernest Tubb, Decca 31476	
29	29	DOWN TO THE RIVER 2 Rose Maddox, Capitol 4975	
30	-	TALK BACK TREMBLIN' LIPS 1 Ernest Ashworth, Hickory 1214	

Group Organizes Jingles Company

NASHVILLE—Several local music industry leaders opened Custom Jingles of Nashville, Inc., last week here for recording singing jingles, TV station identifications, transcribing radio shows, and related projects for commercial clients.

Principals in the business include Vic Wills, president; Eddy Arnold, Don Pierce and Roy Wiggins, vice-presidents, and Charles Mosley, secretary-treasurer.

The operation is located in the Starday Sound Studios, owned and operated by Pierce near Madison.



THE MOST TALKED OF SONG OF THE YEAR!

Ernest Ashworth's

TALK BACK TREMBLING LIPS

Hickory 1214

"TEENAGE LETTER"

Jerry Lee Lewis

b/w

"SEASONS OF MY HEART"

SUN #384

Jerry Lee Lewis

with

Linda Gail Lewis

Sun Records

639 Madison Memphis, Tenn.

COUNTRY MUSIC CORNER

By BILL SACHS

Pamper Music's promotion manager, Wayland (Stubby) Stubblefield, returned to Nashville last week after a six-week, 6,000-mile trek that carried him through Missouri, Kansas, Oklahoma, Colorado, Utah, Nevada, California, Arizona, New Mexico, Texas and Louisiana. Among the tunes he promoted on the tour were "You Never Cried," Roy Drusky; "I'm the Boss," Burl Ives; "Turning Back the Pages," Linda Manning; "I've Gotta Get Drunk," Joe Carson; "Everything," Jimmy Newman, and "Touch Me," Dottie West. . . . Hank Snow shows his wares at Columbus, Ga., Sunday (23). . . . Lonzo and Oscar are set for the June 19-22 period at the Flame Room, Minneapolis. . . . Minnie Pearl is routed for South Sioux City, Neb., June 18; Watertown, S. D., 22; Madison, S. D., 23; New Effington, S. D., 24; Huron, S. D., 25; Fremont, Neb., 26, and Zap, N. D., 27.

Charlie Waggoner, just returned from a stay in Goosebay, Labrador, has joined "Rocky Mountain Jamboree" in Denver. Charlie has a new release on the Linco label, spotting "One-Eyed Sam" b.w. "An Old Memory." The "One-Eyed Sam" tune was written many years ago by Lasses White of minstrel fame. . . . Set for Harry Smythe's Buck Lake Ranch at Angola, Ind., June 30 are Bill Monroe, Jimmy Newman and Justin Tubb. Playing the spot Sunday coming up (23) are Billy Walker and Stonewall Jackson. . . . Howard Vokes and His Country Boys hop into Rocky Mount, Va., for a date June 21, and then swing back into Pennsylvania for a string of bookings winding up at Ravine Park, Blairsville, June 30.

Dick Schuler, Monroe, Conn., promoter, has a package headlining Jim and Jesse and the Vir-

(Continued on page 30)



**WE SOLD MORE COPIES
LAST WEEK
THAN THEY DID!**

FERRANTE & TEICHER

HAVE THE BIG ONES

FROM

CLEOPATRA



all on the famous label...



UAL 3290
UAS 6290

the proudest name in entertainment

STAR PERFORMERS—Selections registering greatest upward progress this week.

S Indicates that 45 r.p.m. stereo single version is available.

△ Indicates that 33 1/3 r.p.m. stereo single version is available.

△ Indicates that 33 1/3 r.p.m. stereo single version is available.

Main chart table with columns for 'THIS WEEK', 'Wk. Ago', 'TITLE', 'Artist, Label & Number', and 'Weeks On Chart'. It lists 100 songs across three columns.

HOT 100—A TO Z—(Publisher-Licenses)

BUBBLING UNDER THE HOT 100

Two columns of song listings: 'HOT 100—A TO Z' and 'BUBBLING UNDER THE HOT 100', listing song titles, artists, and labels.



the nation's best selling records

BEST SELLING SINGLES!

- #16479 **Wipe Out** **The Surfaris**
- #16494 **Tie Me Kangaroo Down Sport / I Feel Like Crying** **Pat Boone**
- #16488 **Scarlett O'Hara / Breakwater** **Lawrence Welk**
- #16484 **Sukiyaki / Theme From A Summer Place** **Billy Vaughn**
- #16477 **Happy Cowboy / Broken Doll** **Billy Vaughn**
- #16493 **Torquay Two / Peg Leg** **The Fireballs**
- #16492 **Monsoon / Scotch High's** **The Chantays**
- #16440 **Pipeline** **The Chantays**
- #16490 **Poor Little Raggedy Ann / I'm Gonna Be The Winner** **Jimmie Rodgers**
- #16453 **Hot Pastrami** **The Dartells**

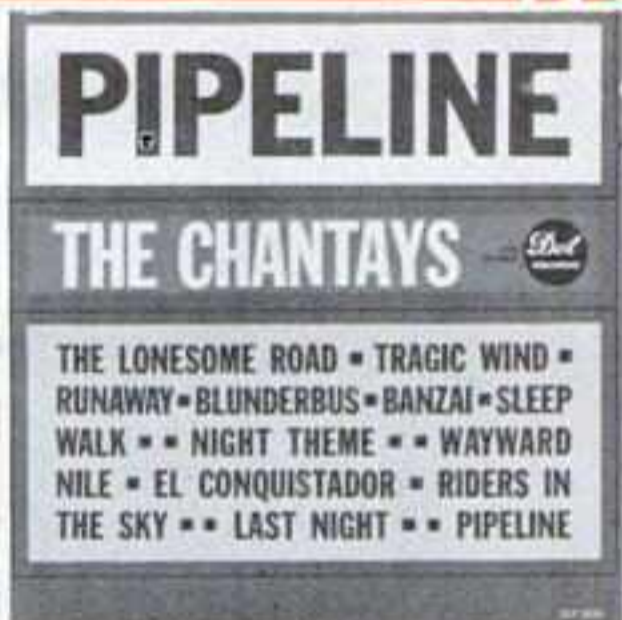
NEW RELEASES

- #16497 **My Midnight Prison / Mr. Bass Man** **The Andrews Sisters**
- #16499 **Tips Of My Fingers / Summertime Love** **The Fontane Sisters**
- #16500 **Next Time / Violet And A Rose** **Wink Martindale**

BEST SELLING ALBUMS



SUKIYAKI Billy Vaughn



PIPELINE The Chantays



1963's EARLY HITS Lawrence Welk
DLP 3516



1962's GREATEST HITS Billy Vaughn
DLP 3497



GRAVY WALTZ Steve Allen
DLP 3515

HOT PASTRAMI The Dartells DLP 3522	THE BALLAD OF JED CLAMPETT Jo Ann Castle DLP 3511	DAYS OF WINE AND ROSES Pat Boone DLP 3504	WALTZ TIME Lawrence Welk DLP 3499	BUBBLES IN THE WINE Lawrence Welk DLP 3489
THE END OF THE WORLD The Mills Bros. DLP 3508	JIMMIE RODGERS IN FOLK CONCERT DLP 3496	A SWINGIN' SAFARI Billy Vaughn DLP 3458	BABY ELEPHANT WALK Lawrence Welk DLP 3457	NO ONE WILL EVER KNOW Jimmie Rodgers DLP 3453
GREATEST ORGAN HITS Jerry Burke DLP 3450	MOON RIVER Lawrence Welk DLP 3412	THE ANDREWS SISTERS' GREATEST HITS DLP 3406	CALCUTTA Lawrence Welk DLP 3359	BLUE HAWAII Billy Vaughn DLP 3165
THE MILLS BROTHERS' GREAT HITS DLP 3157	SAIL ALONG, SILV'RY MOON Billy Vaughn DLP 3100	PAT'S GREAT HITS Pat Boone DLP 3071	HYMNS WE LOVE Pat Boone DLP 3068	THE GOLDEN INSTRUMENTALS Billy Vaughn DLP 3016

★ STAR PERFORMERS—selections on Chart 9 weeks or less registering greatest upward progress this week.

150 BEST SELLERS—MONAURAL

50 BEST SELLERS—STEREO

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015	10
2	2	MOVING Peter, Paul & Mary, Warner Bros. W 1473	23
3	3	WEST SIDE STORY Sound Track, Columbia OL 5670	87
4	5	VAUGHN MEADER & THE FIRST FAMILY... VOL. II Cadence CLP 3065	5
5	7	SURFIN' U. S. A. Beach Boys, Capitol T 1890	8
6	6	I WANNA BE AROUND Tony Bennett, Columbia CL 2000	12
7	10	PETER, PAUL & MARY Warner Bros. W 1449	61
8	4	LAWRENCE OF ARABIA Sound Track, Colpix CP 514	17
9	8	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442	20
10	9	IT HAPPENED AT THE WORLD'S FAIR... Elvis Presley, RCA Victor LPM 2697	10
11	12	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	59
12	11	KINGSTON TRIO #16 Capitol T 1871	13
13	13	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016	10
14	16	BYE BYE BIRDIE Sound Track, RCA Victor LOC 1081	9
15	19	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CL 1993	9
16	14	SINCERELY YOURS Robert Goulet, Columbia CL 1931	25
17	15	RICHARD CHAMBERLAIN SINGS MGM E 4088	21
18	20	HOBO FLATS Jimmy Smith, Verve 8544	6
19	21	HAIL THE CONQUERING HERO Peter Nero, RCA Victor LPM 2638	13
20	17	THE BARBRA STREISAND ALBUM Columbia CL 2007	11
21	18	JOAN BAEZ IN CONCERT Vanguard VRS 9112	35
22	22	WEST SIDE STORY Original Cast, Columbia OL 5230	141
23	23	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	51
24	26	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435	34
25	28	I'M A WOMAN Peggy Lee, Capitol T 1857	16
26	25	STOP THE WORLD—I WANT TO GET OFF. Original Cast, London AM 58001	31
27	24	SINATRA—BOSIE Frank Sinatra & Count Basie, Reprise R 1008	21
28	29	OLIVER Original Cast, RCA Victor LOC2 2004	33
29	35	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KL 1318	22
30	42	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	41
31	36	THE BEST OF THE KINGSTON TRIO Capitol T 1705	55
32	34	JOAN BAEZ, VOL. II Vanguard VRS 9094	82
33	56	FOR YOUR SWEET LOVE Rick Nelson, Decca DL 4419	3
34	33	BLAME IT ON THE BOSSA NOVA Eydie Gorme, Columbia CL 2012	12
35	32	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604	19
36	41	BAMBLIN' ROSE Nat King Cole, Capitol T 1793	40
37	37	ALL ALONE AM I Brenda Lee, Decca DL 4370	16
38	51	PIPELINE Chantays, Dot DLP 3516	6
39	62	ROY ORBISON'S GREATEST HITS Monument MLP 8000	43
40	46	THE BEST OF JOLSON Al Jolson, Decca DKA 169	31
41	54	ARRIVEDERCI, ROMA Jerry Vale, Columbia CL 1955	18
42	47	ALLEY CAT Bert Fabric, Atco 148	35
43	38	HOW THE WEST WAS WON Sound Track, MGM 1E5	6
44	44	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	92
45	43	ALWAYS YOU Robert Goulet, Columbia CL 1674	63
46	50	LATIN RENDEZVOUS Mantovani & His Ork, London LL 3295	4
47	27	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828	12
48	31	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM 444	13
49	30	SURFING Ventures, Dolton BLP 2022	8
50	68	OUR WINTER LOVE Bill Pursell, Columbia CL 1992	12

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	57	GRAVY WALTZ & 11 CURRENT HITS Steve Allen, Dot DLP 3515	9
52	74	BUDDY HOLLY STORY Coral CRL 57279	128
53	52	OUR MEN IN SAN FRANCISCO Limelites, RCA Victor LPM 2609	21
54	72	OLDIES BUT GOODIES, VOL. 5 Various Artists, Original Sound LPM 5007	4
55	39	IT DON'T MAKE NO DIFFERENCE Dave Gardner, Capitol T 1867	8
56	49	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	183
57	40	NEW FRONTIER Kingston Trio, Capitol T 1809	28
58	66	BOBBY VEE'S GOLDEN GREATS Liberty LRP 3245	34
59	75	NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CL 2017	5
60	58	BIG GIRLS DON'T CRY 4 Seasons, Vee Jay LP 1056	17
61	61	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	34
62	70	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	62
63	65	STEVE LAWRENCE WINNERS! Columbia CL 1953	20
64	110	I LOVE YOU BECAUSE Al Martino, Capitol T 1914	2
65	63	DEAR LONELY HEARTS Nat King Cole, Capitol T 1836	26
66	69	SHIRELLES GREATEST HITS Scepter 507	22
67	143	SUKIYAKI & 11 HAWAIIAN HITS Billy Vaughn, Dot DLP 3523	2
68	64	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060	28
69	53	TEENAGE TRIANGLE James Darren/Shelley Fabares/Paul Petersen, Colpix CP 444	7
70	81	TWO OF US Robert Goulet, Columbia CL 1826	43
71	55	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061	24
72	130	SUKIYAKI & OTHER JAPANESE HITS Ryu Sakamoto, Capitol T 10349	2
73	125	MUSIC MAN Sound Track, Warner Bros. B 1459	41
74	80	JOAN BAEZ, VOL. I Vanguard VRS 9078	69
75	59	1963'S EARLY HITS Lawrence Welk, Dot DLP 3510	11
76	45	CAMELOT Original Cast, Columbia KOL 5620	126
77	79	AS LONG AS SHE NEEDS ME Sammy Davis Jr., Reprise R 6082	5
78	60	THINK ETHNIC Smothers Brothers, Mercury MG 20777	12
79	109	RAPTURE Johnny Mathis, Columbia CL 1915	35
80	71	WARM & WILLING Andy Williams, Columbia CL 1879	36
81	95	BABY WORKOUT Jackie Wilson, Brunswick BL 54110	9
82	78	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	268
83	96	CROSS-COUNTRY CONCERT Brothers Four, Columbia CL 1946	8
84	84	1962'S GREATEST HITS BY BILLY VAUGHN Dot DLP 3497	18
85	100	THE NEW CHRISTY MINSTRELS IN PERSON Columbia CL 1941	18
86	108	REMINISCING Buddy Holly, Coral CRL 57426	15
87	77	GYPSY Sound Track, Warner Bros. B 1480	28
88	90	JAZZ SAMBA ENCORE! Stan Getz & Luiz Bonfá, Verve V 8523	6
89	93	BACK AT THE CHICKEN SHACK Jimmy Smith, Blue Note 4117	16
90	104	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487	23
91	101	GIRLS! GIRLS! GIRLS! Elvis Presley, RCA Victor LPM 2621	29
92	76	WHERE DID EVERYONE GO! Nat King Cole, Capitol W 1859+	5
93	89	PUCCINI: MADAME BUTTERFLY Various Artists, RCA Victor LM 6160	9
94	124	ENCORE OF GOLDEN HITS Flatters, Mercury MG 20472	171
95	111	GENE PITNEY SINGS JUST FOR YOU Musicor MM 2004	6
96	82	RUBY BABY Dion, Columbia CL 2010	14
97	73	PAITSY CLINE SHOWCASE Decca DL 4202	20
98	88	SKEETER DAVIS SINGS THE END OF THE WORLD RCA Victor LPM 2699	11
99	126	THE MOTOR-TOWN REVUE, VOL. I Various Artists, Motown 609	3
100	135	THE UNITED STATES NAVY BAND & THE SEA CHANTERS RCA Victor LPM 2688	2

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	131	SCREAMIN' Brother Jack McDuff, Prestige PR 7259	2
102	118	WALK RIGHT IN Rooftop Singers, Vanguard VRS 9123	19
103	103	THE CHIFFONS Laurie LLP 2018	6
104	48	WATERMELON MAN Mengo Santamaria, Battle 6120	8
105	102	THE SOUND OF GENIUS Various Artists, Columbia SGM 1	7
106	92	CASCADING VOICES OF THE HUGO & LUIGI CHORUS RCA Victor LPM 2641	7
107	114	WILD WEEKEND Rockin' Rebels, Swan SLP 509	14
108	99	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	137
109	—	CLEOPATRA Sound Track, 20th Century-Fox JLP FX6-5008	1
110	116	UP ON THE ROOF Drifters, Atlantic 8073	3
111	120	OUR MAN FROM ITALY Sergio Franchi, RCA Victor LM 2657	20
112	119	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LM 2661	12
113	142	TIME OUT Dave Brubeck, Columbia CL 1397	127
114	144	HEAVENLY Johnny Mathis, Columbia CL 1351	196
115	94	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Dolton BLP 2019	25
116	107	THE NEW CHRISTY MINSTRELS Columbia CL 1872	36
117	113	PAUL & PAULA SING FOR YOUNG LOVERS Philips PHM 200-078	18
118	122	FABULOUS MIRACLES Tamla TM 238	3
119	85	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	44
120	132	VENTURES PLAY THE COUNTRY CLASSICS Dolton BLP 2023	3
121	67	GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD Everest BR 5208	20
122	—	SHE LOVES ME Original Cast, MGM E 4118	1
123	87	LET'S LIMBO SOME MORE Chubby Checker, Parkway P 7027	13
124	—	LITTLE TOWN FLIRT Del Shannon, Big Top 1308	1
125	123	FROM A JACK TO A KING Ned Miller, Faber FLP 1001	13
126	136	THE HAPPY BEAT Ray Conniff, His Ork & Chorus, Columbia CL 1949	8
127	134	CONNIE FRANCIS SINGS AWARD WINNING MOTION PICTURE HITS MGM E 4048	2
128	—	DION SINGS TO SANDY Laurie LLP 2017	1
129	83	MAKIN' A JOYFUL NOISE Limelites, RCA Victor LPM 2588	5
130	98	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	89
131	141	COLLEGE CONCERT Kingston Trio, Capitol T 1658	51
132	105	YOU'RE THE REASON I'M LIVING Bobby Darin, Capitol T 1866	15
133	117	NO STRINGS Original Cast, Capitol D 1695	62
134	129	CHAD MITCHELL TRIO IN ACTION Kapp KL 1313	11
135	128	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	37
136	133	BLOOD, SWEAT & TEARS Johnny Cash, Columbia CL 1930	15
137	145	BOOTS RANDOLPH'S YAKETY SAX Monument MLP 8002	2
138	147	ROGER WILLIAMS COUNTRY STYLE Kapp KL 1305	10
139	146	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio, Fantasy 3337	21
140	148	DON'T LET ME CROSS OVER Carl Butler, Columbia CL 2002	9
141	149	THE NATURAL SOUL Lou Donaldson, Blue Note 4108	2
142	137	RHYTHM OF THE RAIN Cascades, Valiant 405+	10
143	—	THE CONCERT SINATRA Frank Sinatra, Reprise R 1009	1
144	—	THEMES FOR YOUNG LOVERS Percy Faith & Ork, Columbia CL 2023	1
145	—	STREETS I HAVE WALKED Harry Belafonte, RCA Victor LPM 2695	1
146	—	THE SOUND OF HOROWITZ Vladimir Horowitz, Columbia ML 8811	1
147	106	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	166
148	91	BOBBY VEE MEETS THE VENTURES Liberty LRP 3289	4
149	—	JAN & DEAN TAKE LINDA SURFIN' Liberty LRP 3294	1
150	—	CLASSICAL ENCORES Mantovani & His Ork, London LL 3269	1

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CS 8815	10
2	2	WEST SIDE STORY Sound Track, Columbia OS 2070	84
3	3	LAWRENCE OF ARABIA Sound Track, Colpix SCP 514	14
4	4	MOVING Peter, Paul & Mary, Warner Bros. WS 1473	23
5	5	JALOUSIE Arthur Fiedler & the Boston Pops, RCA Victor LSC 2661	11
6	6	OLIVER Original Cast, RCA Victor LSO2 2004	34
7	7	I WANNA BE AROUND Tony Bennett, Columbia CS 8800	12
8	11	BYE BYE BIRDIE Sound Track, RCA Victor LSO 1081	6
9	9	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	38
10	8	HAIL THE CONQUERING HERO Peter Nero, RCA Victor LSP 2638	11
11	14	HOW THE WEST WAS WON Sound Track, MGM 1SE5	10
12	10	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harnell & His Ork, Kapp KS 3318	22
13	13	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	56
14	17	CASCADING VOICES OF THE HUGO & LUIGI CHORUS RCA Victor LSP 2644	9
15	20	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	171
16	15	CAMELOT Original Cast, Columbia KOS 2031	126
17	16	SUPERCUSSION Dick Schary's Percussion Pops Ork, RCA Victor LPS 2613	10
18	12	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CS 8816	9
19	23	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LSP 2604	19
20	19	SOUNDPOWER! Marty Gold & His Ork, RCA Victor LSP 2620	11
21	26	SURFIN' U. S. A. Beach Boys, Capitol ST 1890	5
22	18	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8649	40
23	27	WEST SIDE STORY Original Cast, Columbia OS 2001	103
24	25	RAVEL: BOLERO Boston Symphony Ork. (Munch), RCA Victor LSC 2664	7
25	42	UNITED STATES MARINE BAND RCA Victor LSP 2687	2
26	21	WONDERFUL WORLD OF LOVE Robert Goulet, Columbia CS 8793	8
27	39	IT HAPPENED AT THE WORLD'S FAIR... Elvis Presley, RCA Victor LSP 2697	10
28	22	KINGSTON TRIO #16 Capitol ST 1871	12
29	29	PUCCINI: MADAME BUTTERFLY Various Artists, RCA Victor LSC 6160	8
30	30	LATIN RENDEZVOUS Mantovani & His Ork, London PS 295	4
31	24	JAZZ WORKSHOP REVISITED Cannonball Adderley Sextet, Riverside RM9-444	11
32	33	OUR WINTER LOVE Bill Pursell, Columbia CS 8792	12
33	32	PETER, PAUL & MARY Warner Bros. WS 1449	48
34	—	STARDUST Boston Pops/Arthur Fiedler, RCA Victor LSC 2670	1
35	49	BARBRA STREISAND ALBUM Columbia CS 8807	2
36	37	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC5 442	18
37	36	BIG BAND BOSSA NOVA Enoch Light & His Ork, Command RS 844 SD	28
38	—	THE UNITED STATES NAVY BAND & THE SEA CHANTERS RCA Victor LSP 2688	1
39	31	OUR WINTER LOVE Felix Slatkin, Liberty LST 7287	11
40	—	SHE LOVES ME Original Cast, MGM SE 4118	1
41	45	BOSSA NOVA U. S. A. Dave Brubeck Quartet, Columbia CS 8798	16
42	34	NEW THRESHOLDS IN SOUND Sid Ramin & His Ork, RCA Victor LSP 2658	5
43	28	SINCERELY YOURS Robert Goulet, Columbia CS 8731	25
44	46	THE NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CS 8817	2
45	38	HOBO FLATS Jimmy Smith, Verve V6-8544	6
46	35	1963'S EARLY HITS Lawrence Welk, Dot DLP 3510	12
47	44	THIS IS MY COUNTRY Robert Shaw Choral & RCA Victor Symphony Ork., RCA Victor LSC 2662	9
48	41	CLASSICAL ENCORES Mantovani & His Ork, London PS 269	3
49	40	SINATRA—BOSIE Frank Sinatra & Count Basie, Reprise R9-1008	20
50	47	SOUND OF GENIUS Various Artists, Columbia SGM 1	7

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BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

WITHOUT LOVE (There Is Nothing)

Ray Charles, ABC-Paramount 10453

★ REGIONAL BREAKOUTS

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

LAND OF 1,000 DANCES . . .

Chris Kenner, Instant 3252 (Tune-Kel, BMI) (Los Angeles)

WHERE CAN YOU GO (For a Broken Heart) . . .

George Maharis, Epic 9600 (Blackwood, BMI) (Baltimore)

CHARMAINE . . .

Four Preps, Capitol 4974 (Miller, ASCAP) (Philadelphia)

PLAY ME A SAD SONG . . .

Dottie Daniels, Amy 885 (R&S, BMI) (Baltimore)

HOE DOWN ROCK . . .

Ace Cannon, Fernwood 135 (Pure Gold-Sandra, BMI) (Houston)

BAJA . . .

Astronauts, RCA Victor 8194 (Atlantic City, BMI) (Baltimore)

SINGLES REVIEWS



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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



POP SPOTLIGHT

JIMMY HASKELL

THE GREAT ESCAPE MARCH

(United Artists, BMI) (2:16)—Capitol 4996

Here's a powerful, pulsating reading of the exciting march tune from the new film "The Great Escape." It is handed a roaring instrumental performance by the Jimmy Haskell crew. In spite of the competition, this one could come out on top. Flip is "Flipper" (Feist, ASCAP) (2:23).



POP SPOTLIGHT

DION

BE CAREFUL OF THE STONES YOU THROW

(Acuff-Rose, BMI) (2:48)—Columbia 42810

Dion changes style for a country type reading of a warm pop-country ballad, handled in waltz tempo here. In the middle Dion comes through with a tender recitation. Strong chorus and piano work help the side. Flip is "I Can't Believe (That You Don't Love Me Anymore)" (Mubon-Roosevelt, BMI) (2:27).



POP SPOTLIGHT

DEE DEE SHARP

ROCK ME IN THE CRADLE OF LOVE

(Kalmann, ASCAP) (2:18)

YOU'LL NEVER BE MINE

(Kalmann, ASCAP) (2:35)—Cameo 260

Two fine sides by the young thrush, both showing off her enthusiastic style. Topper is a potent gospel-oriented version of the familiar spiritual given a solid reading by Dee Dee. Flip is a bright rocker which also receives a forceful interpretation. Two goodies.



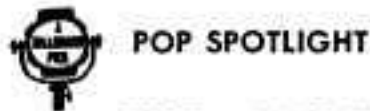
POP SPOTLIGHT

BURT BACHARACH

SATURDAY SUNSHINE

(U. S. Songs, ASCAP) (2:10)—Kapp 532

This most unusual dinking features a big band and chorus arrangement of a show-type tune, spotlighting a high-voiced, arresting lead singer, whose work is enough to get the side off the ground. Watch it. Flip is "And So Goodbye My Love" (U. S. Songs, ASCAP) (2:24).



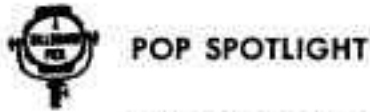
POP SPOTLIGHT

THE ANGELOS

JUST LIKE TAKING CANDY FROM A BABY

(Lowery, BMI) (2:41)—Vee Jay 531

A bright and breezy teen-slanted ditty gets a first-rate performance from the chanter aided by catchy chorus and ork work. A solid beat adds a lot, too. Flip is "Lonely Hours" (Lowery, BMI) (2:22).



POP SPOTLIGHT

JUDY THOMAS

THIS LITTLE LIGHT OF MINE

(Lowery, BMI) (2:23)—United Artists 564

Judy Thomas comes through with a sock performance of the old spiritual aided by strong chorus and ork work. A lively dinking in the current pop-gospel groove that could be a solid hit. Flip is "Little Rag Doll" (Lowery, BMI) (2:23).



POP SPOTLIGHT

BABY WASHINGTON

LEAVE ME ALONE

(Roosevelt, BMI) (2:18)—Sue 790

Baby Waspington had a hit with her last outing "How Many Heartaches" and this dinking could do at least as well. The ballad receives a warm and moving reading from the lass over strong string and rhythm effects. Flip is "You and the Night and the Music" (Harms, ASCAP) (2:30).



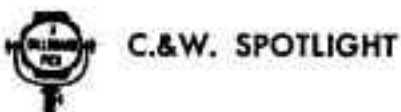
POP SPOTLIGHT

MITCH MILLER

THE GREAT ESCAPE MARCH

(United Artists, ASCAP) (2:40)—Columbia 42813

On the order of "March on the River Quail" is this march effort from the new picture "The Great Escape." Mitch and the gang give it a rousing reading and it has a chance to make it. Flip is "Shenandoah" (April, ASCAP) (2:30).



C.&W. SPOTLIGHT

GEORGE JONES

YOU COMB YOUR HAIR

(Pamper, BMI) (2:36)

AIN'T IT FUNNY WHAT A FOOL WILL DO

(Glad, BMI) (2:22)—United Artists 578

Two great sides by the chanter. First up is a mighty tender weeper about his daughter, bound to cause moist eyes. Flip is another strong weeper song with stylish country-pop backing. Either way here.



SPECIAL MERIT SPOTLIGHT POP DISK JOCKEY PROGRAMMING

KITTY KALLEN

I'LL TEACH YOU HOW TO CRY

(Jonathan-Glenn, BMI) (2:47)—RCA Victor 8202

The "Coloring Book" gal has a mighty strong effort here, much in the torch vein. She sings better and better and this one could be a powerhouse on the turntables, with a chance to break out. Worth many spins. Flip is "We'll Cross the Bridge" (Jonathan, ASCAP) (2:30).



SPECIAL MERIT SPOTLIGHT POP DISK JOCKEY PROGRAMMING

LIZA MINELLI

ONE SUMMER LOVE

(United Artists, ASCAP) (2:16)—Capitol 4994

The gal who's currently in the off-Broadway production of "Best Foot Forward" had a single from that score on the Cadence label awhile back which got a good response. This first Capitol effort is a lovely ballad full of summer feeling and it makes mighty nice listening. It has a chance. Flip is "How Much Do I Love You" (Livingston-Evans, ASCAP) (2:31).



FOUR-STAR SINGLES

The four-star rating is awarded new singles with sufficient commercial potential in their respective categories to merit being stocked by dealers, one-stops and rack jobbers handling that category.

POPULAR

EVELYN FREEMAN AND THE EXCITING VOICES

★★★★ Didn't It Rock (Parts I & II) (Morrisona, ASCAP) (2:00, 2:00). IMPERIAL 5967.

THE TOKENS

★★★★ Please Write (Kay, BMI) (2:22) — ★★★★★ I'll Always Love You (Kay, BMI) (2:19). LAURIE 3180

THE AVANTIS

★★★★ Keep On Dancing (Arc-Press, BMI) (1:55) — ★★★★★ I Wanna Dance (Arc-Press, BMI) (2:05). ARGO 5436.

TOMMY SANDS

★★★★ Connie (Screen Gems-Columbia, BMI) (2:08)—★★★★ A Young Man's Fancy (We Three, BMI) (2:18). ABC-PARAMOUNT 10466.

BILLIE ECKSTINE

★★★★ (You Made Me Love You) Darling Why Did You? (Holly-Brennan) (2:48) — ★★★★★ Everything I Have Is Yours (Robbins, ASCAP) (2:56). MERCURY 72128

THE THUNDERBOLTS

★★★★ Lost Planet (Gil, BMI) (2:57) — ★★★★★ March of the Spacemen (Gil, BMI) (2:20). DOT 16496

STEVE ALAIMO

★★★★ Don't Let the Sun Catch You Crying (Northern, ASCAP) (2:40) — ★★★★★ I Told You So (Hill & Range, BMI) (2:17). CHECKER 1047

ENOCH LIGHT AND HIS ORK

★★★★ Nola (Fox, ASCAP) (2:30)—★★★★ Big Ben Bossa (Record Songs, ASCAP) (2:12). COMMAND 4033.

THE BELMONTS

★★★★ Let's Call It a Day (Glenden, ASCAP) (2:45) — ★★★★★ Walk On Boy (Cedarwood, BMI) (2:18). SABINA 513

MARY LUE AND THE TEMPTRES

★★★★ Hippy Dippy (Bob - Dan, BMI) (2:20)—★★★★ Wobble Wobble One More Time (Bob-Dan, BMI) (2:15). EVERLAST 5024

GARY PAXTON

★★★★ How to Be a Fool (In Six Easy Lessons) (Garpax - Briarcliff, BMI) (1:36)—The Scavenger (Garpax, BMI) (2:03). GARPAX 44147

JENNEL HAWKINS

★★★★ Never Let Me Go (Lion, BMI) (2:31)—★★★★ When Johnny Comes Home (Titanic, BMI) (2:35). AMAZON 716

MARK DINNING

★★★★ Somebody Catch Me Kissin' Mary (Acuff-Rose, BMI) (2:23)—★★★★ The Twelfth of Never (Empress, ASCAP) (3:10). MGM 13150

THE CASCADES

★★★★ My First Day Alone (Sherman-DeVorzon, BMI) (2:37)—★★★★ I Wanna Be Your Lover (Sherman-DeVorzon, BMI) (1:55). VALIANT 6022

KATHY KEEGAN

★★★★ I Bought a Balloon (Panther, ASCAP) (2:10)—★★★★ Once Upon a Summertime (Leeds, ASCAP) (2:40). MALIBU 1222

WAYNE NEWTON

★★★★ Danke Schoen (Roosevelt, BMI) (2:33) — ★★★★★ Better Now Than Later (T. M., BMI) (1:57). CAPITOL 4989

GRAND FENWICK PHILHARMONIC

★★★★ Mouse on the Moon (Unart, BMI) (2:10)—★★★★ Care for Me (United Artists, ASCAP) (2:18). UNITED ARTISTS 610

SHEPHERD SISTERS

★★★★ (Take a Look at My Guy) The Greatest Lover (Claridge, ASCAP) (2:29) — ★★★★★ Talk Is Cheap (Claridge, ASCAP) (2:38). ATLANTIC 2195

LULA REED

★★★★ Trouble In Mind (Leeds, ASCAP) (2:55) — ★★★★★ Ain't That Love (Progressive, BMI) (2:43). TANGERINE 932

THE PLATTERS

★★★★ Here Comes Heaven Again (Robbins, ASCAP-Wildwood, BMI) (2:28) — ★★★★★ Strangers (Gleam, ASCAP) (2:16).

BOBBY HATFIELD

★★★★ I Need a Girl (Maxwell-Conrad, BMI) (2:50) — ★★★★★ Hot Tamales (Maxwell - Conrad, BMI) (2:15). MOONGLOW 220

ENRIQUE GUZMAN

★★★★ Dame Felicidad — ★★★★★ Oye!. DISCOS COLUMBIA 9357

JAY JUSTIN

★★★★ Proud of You (President, ASCAP) (1:53) — ★★★★★ Love Me, Love Me, Baby Darling (Conrad, BMI) (2:09). VEE JAY 535

BOBBY WOOD

★★★★ I Still Hurt Just the Same (Drury Lane-Beckie, BMI) (2:22)—★★★★ You're Gonna See (Drury Lane-Beckie, BMI) (2:20). JOY 277

J. C. DAVIS AND BAND

★★★★ Monkey (Chavis, BMI) (2:18) — ★★★★★ Sweet Sweet Love (Chavis, BMI) (1:50). CHESS 1858

DEAN BARLOW AND THE CRICKETS

★★★★ Be Faithful (Davis, ASCAP) (2:59)—★★★★ I'm Not the One You Love (Davis, ASCAP) (2:28). BEACON 555

BILL DOGGETT

★★★★ The Worm (Islip, BMI) (2:04)—★★★★ Hot Fudge (Islip, BMI) (2:12). COLUMBIA 42792

RALF PAULSEN

★★★★ Bonanza (Livingston - Evans, ASCAP) (2:12) — ★★★★★ The Navajo Kid (Das Navajo-Kind) (B.I.E.M) (2:20). CAPITOL 4986

ANDREWS GOSPEL

★★★★ I Won't Turn Back (Beechwood, BMI) (1:53)—★★★★ He's a Mighty God (Beechwood, BMI) (2:21). CAPITOL 4995

HARRY CHARLES

★★★★ My Laura (Cape Ann, BMI) (2:16) — ★★★★★ Challenge of Love (Cape Ann, BMI) (2:30). ROWAX 802

THE ANDANTES

★★★★ No Yo Ru (Downey, BMI) (2:06) — ★★★★★ My Baby's Gone (Downey, BMI) (2:30). DOT 16495

WENDY TURNER

★★★★ Dreamer That I Am (Mansion, ASCAP) (1:53)—★★★★ Joanie (American, BMI) (2:10). CAPITOL 4988

THE MARCELS

★★★★ One Last Kiss (Morris, ASCAP) (2:20)—★★★★ Teeter Totter Love (Screen Gems-Columbia, BMI) (1:58). COLPIX 694

THE FIVE SATINS

★★★★ Kangaroo (Safety 6, BMI) (2:58) — ★★★★★ Remember Me (Jodi, ASCAP) (2:21). WARNER BROS. 5367

JAN FIELDS

★★★★ Holding Back the Tears (Cedarwood, BMI) (2:20) — ★★★★★ Someday (Tree, BMI) (2:05). PHILIPS 40100

THE CASTELLS

★★★★ What Do Little Girls Dream Of (Joy) (2:23) — ★★★★★ Some enchanted Evening (Williamson) (2:33). ERA 3107

GENE CHANDLER

★★★★ Man's Temptation (Conrad-Karian, BMI) (2:40) — ★★★★★ Wonderful, Wonderful (Conrad-Karian, BMI) (2:45). VEE JAY 536

JIMMY ELLEDGE

★★★★ Penny's Worth of Happiness (Tree, BMI) (2:17) — ★★★★★ Please Love Me Forever (Chappell, ASCAP) (2:36). RCA VICTOR 8191

CONWAY TWITTY

★★★★ She Ain't No Angel (Trio, BMI) (2:36) — ★★★★★ Got My Mojo Working (Arc, BMI) (2:13). MGM 13149

RUDY LEWIS

★★★★ Baby I Dig Love (T.M.-Old Lyne, BMI) (2:28)—★★★★ I've Loved You So Long (Cotillion, BMI) (2:29). Atlantic 2193

BOB SUMMERS

★★★★ Young and Lonely (Exbrook-4-Star Sales, BMI) (2:20) — ★★★★★ Steel Guitar Rag (Bourne, ASCAP) (2:21). CHALLENGE 9201

THE CREW

★★★★ The Big Junk (Mantle, BMI) (2:09) — ★★★★★ Hot Wire (Mantle, BMI) (2:55). BRASS 194

PAUL REVERE AND THE RAIDERS

★★★★ Night Train (Frederick, BMI) (2:55) — ★★★★★ Louie, Louie (Limax, BMI) (2:38). COLUMBIA 42814.

(Continued on page 30)


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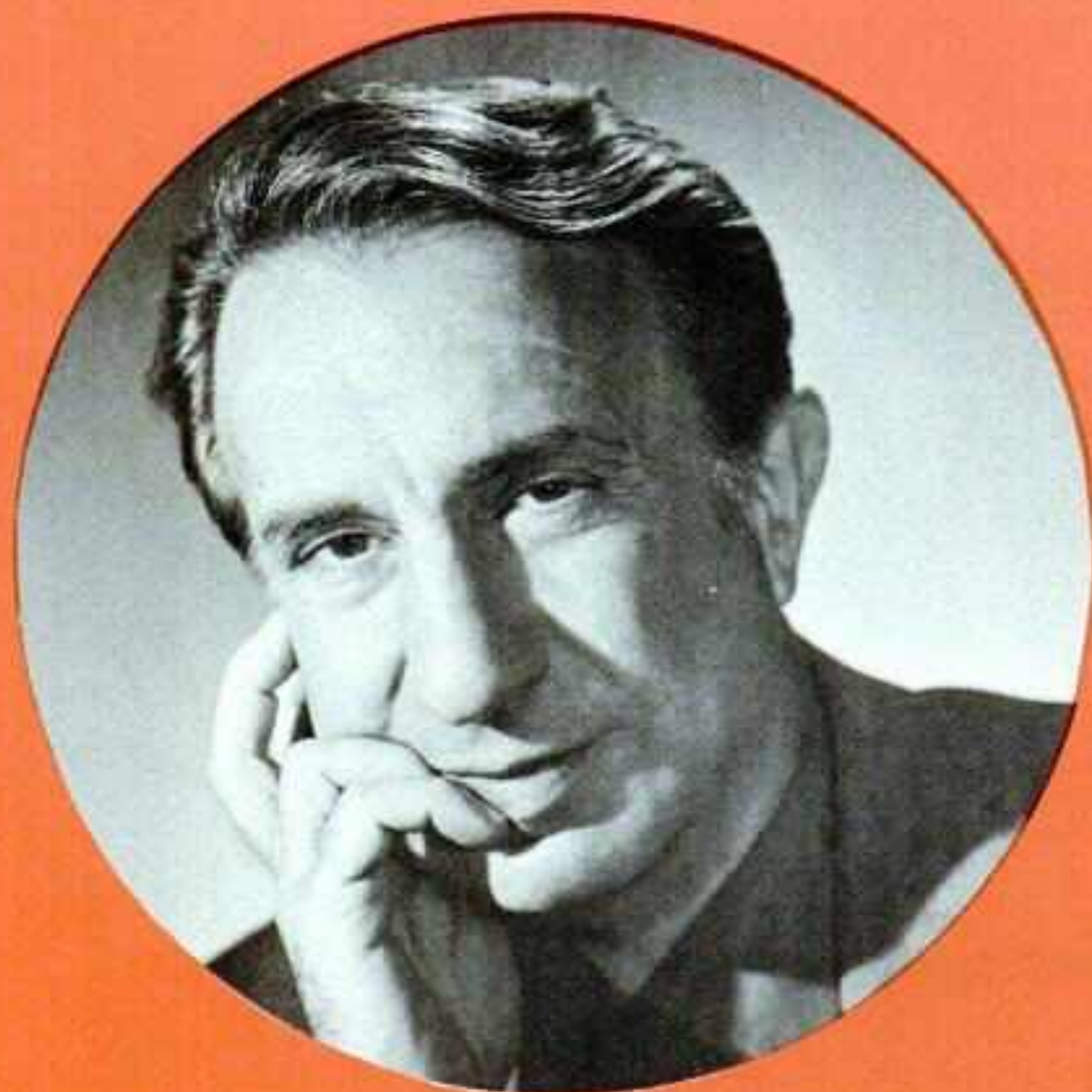
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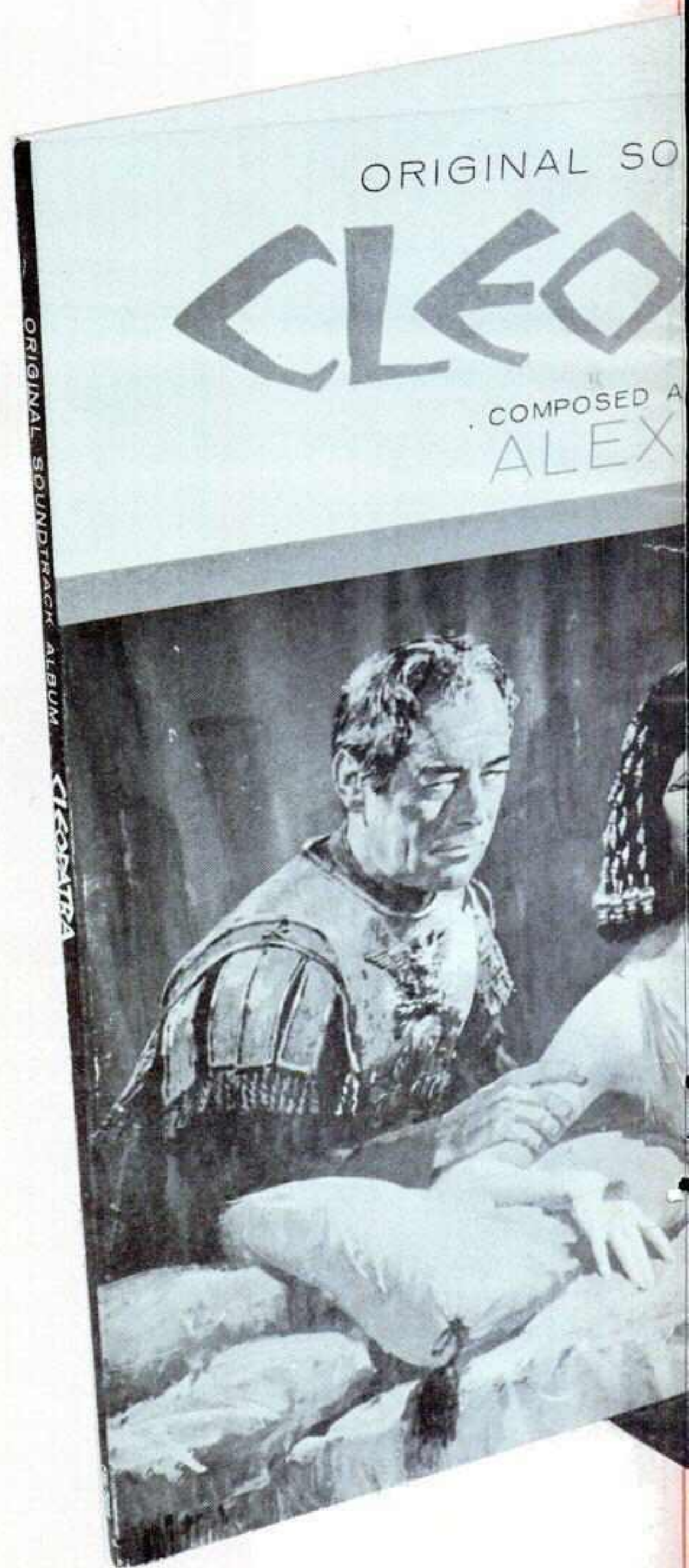
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SINGLES REVIEWS

• Continued from page 26

HANK BALLARD AND THE MIDNIGHTERS
 ★★★★★ How Could You Leave Your Man Alone (Ha-Lo, BMI) (2:37)—★★★ Walkin' and Talkin' (Pandora, BMI) (2:40). KING 5746

THE DELLS
 ★★★★★ Hi Diddle Dee Dum Dum (It's a Good Good Feelin') (Chevis, BMI) (2:20)—★★★ If It Ain't One Thing It's Another (Chevis, BMI) (2:55). ARGO 5442

THE CHATEAUX
 ★★★★★ Summer's Here (School Is Through) (Champion, BMI) (2:32)—★★★ Honest I Will (My Pledge to You) (Champion, BMI) (2:57). CORAL 62364

BILLY SILLS
 ★★★★★ Why Don't You Love Me (Columbia, BMI) (2:20) — ★★ (I Know) I'll Love You More Tomorrow (Columbia, BMI) (2:05). CHAIRMAN 4404

THE KIRBY STONE FOUR
 ★★★★★ The Great Escape March (United Artists, ASCAP) (2:16)—★★★ Fancy Man (George, ASCAP) (2:39). WARNER BROS. 5366

LITTLE RICHARD
 ★★ Travellin' Shoes (2:47)—★★★ It Is No Secret (Duchess, BMI) (2:18). ATLANTIC 2192

SPIRITUAL

GOSPEL CLOUDS OF JOY
 ★★★★★ Thinking About His Goodness (Excellerec, BMI) (2:30) — ★★★★★ A Ship Tossed and Rocked (Excellerec, BMI) (2:39). NASHBORO 775.

PROF. HAROLD BOGGS
 ★★★★★ Doing All the Good We Can (Excellerec, BMI) (2:44) — ★★★★★ Bless Me Jesus (Excellerec, BMI) (2:37). NASHBORO 777

THE GALATIAN SINGERS
 ★★★★★ Yes, You Know Him (Avenue, BMI) (2:00)—★★★ Jesus Will Move Every Burden Out of Your Life (Avenue, BMI) (2:40). KING 5753

THE LUNENBERG TRAVELERS
 ★★★★★ More and More Like Jesus (Conrad, BMI) (2:35) — ★★★★★

Bedside of a Neighbor (Conrad, BMI) (2:20). VEE JAY 927

HIGHTOWER BROTHERS
 ★★★★★ Seat in the Kingdom (Excellerec, BMI) (2:25) — ★★ It's Glory Glory (Excellerec, BMI) (2:42).

COUNTRY

CARL SMITH
 ★★★★★ Take My Love With You, Too (Hill & Range, BMI) (2:50)—★★★★ In the Back Room Tonight (Cedarwood, BMI) (2:49). COLUMBIA 42768

JIMMY JAY
 ★★★★★ Don't Let the Stars Get in Your Eyes (Four Star, BMI) (2:48)—★★★★ 300 Miles of Steel (Pamper, BMI) (2:09). PHILIPS 40115

BOB LUMAN
 ★★★★★ Can't Take the Country From the Boy (Fred Rose, BMI) (2:15)—★★★★ I'm Gonna Write a Song About You (Central Songs, BMI) (1:55). HICKORY 1219

LAWTON WILLIAMS
 ★★★★★ In Love With You (Western Hills, BMI) (2:12) — ★★★★★ Mountain of a Man (Pamper, BMI) (2:03). RCA VICTOR 8203

JAN HOWARD
 ★★★★★ I Can't Stop Crying (Pamper, BMI) (2:35)—★★ Dime a Dozen (Central Songs, BMI) (1:57). CAPITOL 4987

'Sukiyaki,' Suh!

• Continued from page 20

a juke box, and played the smash.

Shima got the message. Clyde, nerve-torn but happy, got his translation.

He hopped on a plane, headed back to Nashville, rounded up some musicians, cut what he proudly calls "the original English version of 'Sukiyaki,'" had it mastered, and ordered his first pressing run. DJ copies were to be mailed

COUNTRY MUSIC CORNER

• Continued from page 20

ginia Boys and Perry Mac and the Country Ramblers inked for a one-nighter at Edmond Town Hall Gym, Newtown, Conn., June 22. A bluegrass aggregation, featuring **Bill Clifton and the Country Gentlemen**, won good box office and much favorable comment in a stand at the same location in April. Schuler says . . . **Quentin (Reed) Welty**, head of B-W Music, Inc., and WelDee Music Company, departed Saturday (15) for a two-week stay in Hawaii. Welty will cover all major cities in the islands on a combination business-pleasure jaunt. He will promote the latest releases of his firm's **Kathy Dee**, who records for United, as well as sides by **Marc Raven, Andy Sommers, Don Kirkland and Judy Kaye**.

Gladys Hart, Denver country music promoter, and **Thurston Moore**, publisher of The Country Music Scrapbook and Who's Who in Country Music, have teamed to form a new promotion service firm for country artists, with headquarters at 1263 S. Zenobia, Denver. **Jim McCoy**, Winchester, Va., artist and deejay, is now managing and booking Watermelon Park, Berryville, Va. Jim has an old-fashioned fiddlers' conclave skedded for July 21, with over \$1,000 in prizes to the

nationally last Wednesday (12). The Tempwood V record will be distributed by Jay-Gee Records of New York with the first shipment set for Thursday (13).

And Clyde Beavers is back speaking with his pleasant Southern drawl.

winners. Write to McCoy at WHPL Radio, Winchester, for details. C.A.R. Records, Bellingham, Wash., last week released **A. P. Carter's** "Wabash Cannonball" in a novel arrangement by **Bill and Kelley**, b.w. "Somebody Else Is Taking My Place," done in four voices by Bill, with Kelley on steel. Another new one on the label is "Jimmy Did," authored by **Jan and Bill Harris** and **Marion Odell**, with the vocal handled by **Little (4' 8") Aldene**, accompanied by Bill and Kelley. Flip is **B. Bryant's** "I'm Making Love to a Stranger," also done by Little Aldene.

Ted Mullins, head of Wonder Records, has announced the formation of the Gospel Music Association, with headquarters at 2105 Central Avenue, Cincinnati 14. The association was formed, Mullins says, to promote the general interest of gospel music in the churches and the music industry. He invites those interested in gospel music to drop him a line for further information. . . . The gospel tune, "Where Will I Shelter My Sheep," written by **Joe Grieshop** and **Irene Stiers** and originally recorded on the Acorn label by the **Acorn Sisters**, has been covered by **Jimmie Davis** on Decca. Various gospel groups, as well as the bluegrassers, **Flatt and Scruggs**, have covered the tune in the past.



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HONOR ROLL OF HITS TRADE MARK REG.

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

FOR WEEK ENDING JUNE 22				
This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	SUKIYAKI	By Ei-Nakamura—Published by Beechwood (BMI)	5
2	1	IT'S MY PARTY	By Wiener-Gluck-Gold—Published by Arch (ASCAP)	6
3	10	HELLO STRANGER	By Lewis—Published by McLaughlin (BMI)	4
4	3	YOU CAN'T SIT DOWN	By Upchurch-Clark-Muldraw-Sheldon—Pub. by Conrad-Dasher (BMI)	6
5	4	DA DOO RON RON	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	6
6	6	BLUE ON BLUE	By David-Bacharach—Published by Famous (ASCAP)	4
7	5	I LOVE YOU BECAUSE	By Payne—Published by Fred Rose (BMI)	8
8	7	STILL	By Anderson—Published by Moss Rose (BMI)	7
9	8	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER	By Tobias-Carste—Published by Comet (ASCAP)	5
10	12	18 YELLOW ROSES	By Darin—Published by T. M. (BMI)	4
11	9	TWO FACES HAVE I	By Herbert-Christie—Published by Painted Desert-RTD (BMI)	8
12	20	ONE FINE DAY	By King-Goffin—Published by Screen Gems-Columbia (BMI)	2
13	15	BIRDLAND	By Mann-Smith—Published by Woodcrest-Ace (BMI)	3
14	11	IF YOU WANNA BE HAPPY	By Guida-Royster—Published by Rockmasters (BMI)	9
15	13	SURFIN' U. S. A.	By Wilson—Published by Arc (BMI)	10
16	—	EASIER SAID THAN DONE	By Linton-Huff—Published by Nom (BMI)	1
17	26	WILDWOOD DAYS	By Mann-Appell—Published by Kalmann (ASCAP)	3
18	18	PRISONER OF LOVE	By Robin-Columbo-Gaskill—Published by Mayfair-Sherwin (ASCAP)	5
19	23	THE GOOD LIFE	By Reardon-Distel—Published by Paris (ASCAP)	3
20	17	ANOTHER SATURDAY NIGHT	By Cooke—Published by Kags (BMI)	8
21	—	MY SUMMER LOVE	By Hilliard-Garson—Published by Rosewood (ASCAP)	1
22	28	SHUT DOWN	By Wilson—Published by Sea of Tunes (BMI)	2
23	—	MEMPHIS	By Berry—Published by Arc (BMI)	1
24	—	SURF CITY	By Berry-Wilson—Published by Screen Gems-Columbia (BMI)	1
25	27	IF MY PILLOW COULD TALK	By Stewart Jr. Mosley—Published by Merna (BMI)	2
26	—	TIE ME KANGAROO DOWN, SPORT	By Harris—Published by Beechwood (BMI)	1
27	29	STRING ALONG	By Duncan-Doyle—Published by Blue Grass (BMI)	2
28	—	ON TOP OF SPAGHETTI	By Glazer—Published by Songs (ASCAP)	1
29	24	THE LOVE OF MY MAN	By Townsend—Published by Sylvia (BMI)	5
30	—	POOR LITTLE RICH GIRL	By Goffin-King—Published by Screen Gems-Columbia (BMI)	1

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RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- SUKIYAKI** — Kyu Sakamoto, Capitol 4945; Billy Vaughn, Dot 16484; Mosako, Mahalo 1013; T. Pott, Mahalo 1010.
- IT'S MY PARTY**—Lesley Gore, Mercury 72119.
- HELLO STRANGER**—Barbara Lewis, Atlantic 2184.
- YOU CAN'T SIT DOWN** — Dovells, Parkway 867.
- DA DOO RON RON**—Crystals, Philles 112.
- BLUE ON BLUE**—Bobby Vinton, Epic 9593.
- I LOVE YOU BECAUSE** — Al Martino, Capitol 4930; George Jones, Mercury 72087.
- STILL** — Bill Anderson, Decca 31458; LaVern Baker, Atlantic 1104.
- THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER**—Nat King Cole, Capitol 4965.
- 18 YELLOW ROSES** — Bobby Darin, Capitol 4970.
- TWO FACES HAVE I** — Lou Christie, Roulette 4481.
- ONE FINE DAY** — Chiffons, Laurie 3179.
- BIRDLAND**—Chubby Checker, Parkway 873.
- IF YOU WANNA BE HAPPY**—Jimmy Soul, S.P.Q.R. 3305.
- SURFIN' U. S. A.**—Beach Boys, Capitol 4932.
- EASIER SAID THAN DONE**—Essex, Roulette 4494.
- WILDWOOD DAYS** — Bobby Rydell, Cameo 252.
- PRISONER OF LOVE**—James Brown and the Famous Flames, King 5739; Susan Blake, Kelit 1980.
- THE GOOD LIFE** — Tony Bennett, Columbia 42779; Kenny Burrell, Blue Note 1884; Betty Carter, Atco 6254; Sergio Franchi, RCA Victor 8149; Eddie Heywood, Liberty 55575; Kathy Keegan, Malibu 1219; Lalo Schifrin, MGM 13139.
- ANOTHER SATURDAY NIGHT** — Sam Cooke, RCA Victor 8164.
- MY SUMMER LOVE**—Ruby & the Romantics, Kapp 525.
- SHUT DOWN** — Beach Boys, Capitol 4932.
- MEMPHIS** — Lonnie Mack, Fraternity 906.
- SURF CITY** — Jan & Dean, Liberty 55580.
- IF MY PILLOW COULD TALK** — Connie Francis, MGM 13143.
- TIE ME KANGAROO DOWN, SPORT**—Pat Boone, Dot 16494; Rolf Harris Epic 9596.
- STRING ALONG** — Rick Nelson, Decca 31495.
- ON TOP OF SPAGHETTI** — Tom Glazer & the Children's Chorus, Kapp 526.
- THE LOVE OF MY MAN** — Theola Kilgore, Serock 2004.
- POOR LITTLE RICH GIRL**—Steve Lawrence, Columbia 42795.

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Billboard HITS OF THE WORLD

ARGENTINA

(Courtesy "Escalera a la Fama")

This Week	Last Week	Week	Week	Title	Artist
1	1	1	1	PUENTE PEXOA	*Trovadores del Nortés (CBS)
2	2	2	2	CUTI, PIE	Johnny Tillotson (Cadence-Microfon)-Ridge-Korn
3	6	6	6	CULPA DE LA BOSSA NOVA	Eydie Gorme (CBS)-Fermata
4	5	5	5	FRENTE AL MAR	*Susy Leiva-Mariano Mores (Odeon)
5	4	4	4	PALABRAS NUEVAS	Antonio Prieto (Microfon)-Fermata
6	3	3	3	MUNDO CRUEL	Enrique Guzman (CBS)
7	10	10	10	AMOR	Paul Anka (Victor)-Spanka-Fermata
8	-	-	-	EL ESTA TAN CERCA	Jean Thomas (Cadence-Microfon)-Spanka-Fermata
9	9	9	9	VACCIONES EN HAWAII	Waldir Azevedo (Disc Jockey)
10	8	8	8	RUBY BABY	Dion (CBS)

AUSTRALIA

(Courtesy Music Maker, Sydney)

This Week	Last Week	Week	Week	Title	Artist
1	1	1	1	TAMOURE	Bill Justis (Philips)-Boosey & Hawkes
2	2	2	2	HOW DO YOU DO IT?	Jerry and the Pacemakers (Columbia)-Leeds
3	5	5	5	JEZEBEL	*Rob E. G. (Festival)-Davis
4	3	3	3	SUMMER HOLIDAY	Cliff Richard (Columbia)-Allans
5	6	6	6	PROUD OF YOU	*Jay Justin (HMV)-Castle
6	12	12	12	I LOVE YOU BECAUSE	Al Martino (Capitol)-Allans
7	4	4	4	FOOT TAPPER	The Shadows (Columbia)-Allans
8	-	-	-	IT'S MY PARTY	Lesley Gore (Philips)-Schroeder
9	-	-	-	PUFF	Peter, Paul and Mary (Warner Bros.)-Allans
10	7	7	7	IF YOU WANNA BE HAPPY	Jimmy Soul (HMV)-No publisher
11	-	-	-	NIGHT RIDER	*The Denvermen (HMV)-Johnny Devlin Music
12	-	-	-	SCARLETT O'HARA	Jet Harris and Tony Meehan (Decca)-Alberts
13	10	10	10	MECCA	Gene Pitney (U.A.)-Schroeder
14	8	8	8	LOVE IS A BALL	Damita Jo and Billy Eckstine (Philips)-Boosey & Hawkes
15	9	9	9	PIPELINE	The Chantays (London)-Alberts

BRITAIN

(A special list compiled prior to publication by The New Musical Express, London) *Denotes local origin

This Week	Last Week	Week	Week	Title	Artist
1	1	1	1	DO YOU WANT TO KNOW A SECRET	*Billy J. Kramer (Parlophone)-Northern Songs, Ltd.
2	2	2	2	FROM ME TO YOU	*Beatles (Parlophone)-Northern Songs, Ltd.
3	3	3	3	SCARLETT O'HARA	*Jet Harris-Tony Meehan (Decca)-Francis, Day & Hunter
4	10	10	10	I LIKE IT	*Gerry and the Pacemakers (Columbia)-Dick James Music
5	6	6	6	WHEN WILL YOU SAY I LOVE YOU	*Billy Fury (Decca)-Jack Good Music
6	11	11	11	TAKE THESE CHAINS FROM MY HEART	Ray Charles (HMV)-Acuff-Rose
7	4	4	4	LUCKY LIPS	*Cliff Richard (Columbia)-Cromwell Music
8	5	5	5	IN DREAMS	Roy Orbison (London)-Chappell
9	7	7	7	TWO KINDS OF TEAR-DROPS	Del Shannon (London)-Vicki Music
10	15	15	15	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	*Freddie and the Dreamers (Columbia)-Feldman Music
11	9	9	9	DECK OF CARDS	Wink Martindale (London)-Campbell-Connelly
12	-	-	-	ATLANTIS	*Shadows (Columbia)-Francis, Day & Hunter
13	8	8	8	CAN'T GET USED TO LOSING YOU	Andy Williams (CBS)-Manor Music
14	17	17	17	FALLING	Roy Orbison (London)-Acuff-Rose
15	11	11	11	YOUNG LOVERS	Paul and Paula (Philips)-One Two Four Music

16	-	-	-	THE ICE CREAM MAN	*Tornadoes (Decca)-Film usic
17	18	18	18	LOSING YOU	Brenda Lee (Brunswick)-Ivan Mogull
18	26	26	26	HARVEST OF LOVE	*Benny Hill (Pye)-Welbeck Music
19	21	21	21	FORGET HIM	Bobby Rydell (Cameo-Parway)-Welbeck Music
20	20	20	20	SHY GIRL	*Mark Wynter (Pye)-E. H. Morris
21	19	19	19	PIPELINE	Chantays (London)-World Wide Music
22	13	13	13	NOBODY'S DARLIN' BUT MINE	*Frank Ifield (Columbia)-Peter Maurice
23	14	14	14	HOW DO YOU DO IT?	*Gerry and the Pacemakers (Columbia)-Dick James Music
24	27	27	27	LET'S GO STEADY AGAIN	Neil Sedaka (RCA)-Aldon Music
25	-	-	-	BO DIDDLEY	Buddy Holly (Coral)-Jack Good Music
26	24	24	24	ANOTHER SATURDAY NIGHT	Sam Cooke (RCA)-Kags Music
27	22	22	22	HE'S SO FINE	Chiffons (Stateside)-Peter Maurice
28	16	16	16	FROM A JACK TO A KING	Ned Miller (London)-Acuff-Rose
29	23	23	23	OUT OF MY MIND	Johnny Tillotson (London)-Baton Music
30	29	29	29	LITTLE BAND OF GOLD	James Gilreath (Pye Intl.)-Joy Music

CHILE

(Courtesy Ricardo Garcia)

This Week	Last Week	Week	Week	Title	Artist
1	NO QUIERO SER	Ginette Acevedo (CRC-Demon)			
2	O.K. MUCHACHOS	Jackie y Los Ciclonas (Columbia)			
3	AMAR Y SER AMADA	Angelica Maria (Odeon)			
4	JUGANDO AL AMOR	Los Ramblers (Odeon)			
5	Y LO HARIA OTRA VEZ	Pat Henry (Odeon)			
6	TWIST DEL ESQUELETO	Oscar Arriagada (Odeon)			
7	TWIST DE LA GORDA	Los Caporales (Philips)			
8	SUENA	Luis Dimas (Philips)			
9	SOLO UNA MIRADA	Flamingos (RCA)			
10	LO SEGUIRE	Little Paggy March (RCA)			

COLOMBIA

*Denotes local origin

This Week	Last Week	Week	Month	Title	Artist
1	1	1	1	CUMBIA SOBRE EL MAR	Leandro Torres (Serenata)
2	3	3	3	LA GORDA	Los Chalchaleros (RCA)
3	2	2	2	TRES PUNTAS	*Los Corraleros de Majagual (Fuentes)
4	4	4	4	SI FUERAS LIBRE	Maria Elena Sandoval (Orfeon)
5	6	6	6	ECHANDO PUPILA	*Jose A. Bedoya (Lyr)
6	5	5	5	DE RODILLAS	Javier Solis (CBS)

EIRE

(Courtesy Irish Times Ltd., Dublin)

This Week	Last Week	Week	Week	Title	Artist
1	3	3	3	LUCKY LIPS	Cliff Richard (Columbia)-Cromwell Music
2	1	1	1	IN DREAMS	Roy Orbison (London)-Chappell
3	2	2	2	LITTLE BAND OF GOLD	James Gilreath (Pye)-Joy Music
4	5	5	5	WELCOME TO MY WORLD	Jim Reeves (RCA)-142 Music
5	4	4	4	FROM ME TO YOU	The Beatles (Parlophone)-Northern Songs, Ltd.
6	7	7	7	TWO KINDS OF TEAR-DROPS	Del Shannon (London)-Vicki Music
7	8	8	8	SCARLETT O'HARA	Harris, Meehan (Decca)-Francis, Day & Hunter
8	6	6	6	CAN'T GET USED TO LOSING YOU	Andy Williams (CBS)-Manor Music
9	-	-	-	DO YOU WANT TO KNOW A SECRET?	Billy J. Kramer (Decca)-Northern Songs, Ltd.
10	9	9	9	NOBODY'S DARLIN' BUT MINE	Frank Ifield (Columbia)-Peter Maurice

FLEMISH BELGIUM

(Courtesy Juke Box Magazine) *Denotes local origin

This Week	Last Week	Week	Week	Title	Artist
1	2	2	2	SANS TOI, MAMIE	*Adamo (Pathe)-Rudo
2	9	9	9	KISS ME QUICK	Elvis Presley (RCA)-Belinda
3	3	3	3	JUNGE, KOMM' BALD WIEDER	Freddie (Polydor)-Bens
4	5	5	5	HEY PAULA	Paul and Paula (Philips)-World
5	1	1	1	EENZAAM ZONDER JOU	*Will Tura (Palette)-Top
6	7	7	7	FROM A JACK TO A KING	Ned Miller (Fly)-Bens
7	4	4	4	COEUR BLESSE	Petula Clark (Vogue)-Acuff-Rose
8	-	-	-	BUONA NOTTE BAMBINO	*Rocco Granata (Moonglow)-Class
9	-	-	-	DONNE-MOI MA CHANCE	Richard Anthony (Columbia)

FRANCE

This Week	Last Week	Week	Week	Title	Artist
1	1	1	1	L'ECOLE EST FINIE	Sheila (Philips)
2	3	3	3	LES BRAS EN CROIX/TES TENDRES ANNEES	Johnny Hallyday (Philips)
3	2	2	2	DIS LUI/MARCHE TOUT DROIT	Claude Francois (Fontana)
4	4	4	4	EN ECOUTANT LA PLUIE	Sylvie Vartan (RCA)-Richard Anthony (Columbia)
5	7	7	7	WEST SIDE STORY	(Sound Track)-(CBS)
6	5	5	5	CHANCE	Sylvie Vartan (RCA)
7	6	6	6	L'AMOUR S'EN VA	Francoise Hardy (Vogue)
8	8	8	8	DONNE MOI MA CHANCE	Richard Anthony (Columbia)
9	10	10	10	CINNIE PETITE SOURIS	Henri Salvador (Salvador-Philips)
10	9	9	9	C'EST A L'AMOUR AUQUEL JE PENSE	Francoise Hardy (Vogue)

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine) *Denotes local origin

This Week	Last Week	Week	Week	Title	Artist
1	1	1	1	SANS TOI, MAMIE	*Adamo (Pathe)-Rudo
2	2	2	2	JE ME SENS TRES SEUL	*Robert Cogoi (Philips)-Top Music
3	3	3	3	LES BRAS EN CROIX/TES TENDRES ANNEES	Johnny Hallyday (Philips)-Bens
4	5	5	5	L'AMOUR S'EN VA	Francoise Hardy (Vogue)
5	4	4	4	L'ECOLE EST FINIE	Sheila (Philips)
6	6	6	6	DONNE-MOI MA CHANCE	Richard Anthony (Columbia)
7	7	7	7	TOUS LES GARCONS ET LES FILLES	Francoise Hardy (Vogue)-Vogue
8	9	9	9	MINNIE, PETITE SOURIS	Henri Salvador (Philips)-World
9	10	10	10	ELLE EST TERRIBLE	Johnny Hallyday (Philips)-World
10	8	8	8	COEUR BLESSE	Petula Clark (Vogue)-Acuff-Rose

HOLLAND

(Courtesy Platennleuws, Amersfoort)

This Week	Last Week	Week	Week	Title	Artist
1	1	1	1	BUONA NOTTA BAMBINO	Rocco Granata (CNR)-Picture Music-Joop Portengen
2	2	2	2	BLUME VON TAHITI	Gert Timmerman (Telefunken)-Holland Music
3	3	3	3	SUMMER HOLIDAY	Cliff Richard (Columbia)-Basart L. C.
4	4	4	4	JUNGE, KOMM' BALD WIEDER	Freddie (Polydor)-Bens/Altona
5	5	5	5	SOERABAYA	*Anneke Gronloh (Philips)-Basart L. C.
6	6	6	6	BLAME IT ON THE BOSSA NOVA	Eydie Gorme (CBS)-Altona
7	8	8	8	HAND IN HAND	*Jackie van Dam (Fontana)-Benelux Music
8	9	9	9	RITME VAN DE REGEN	Rob de Nijs (Decca)-Chappell & Co.
9	10	10	10	WINI-WINI	Die Tahiti Tamoures (Polydor)-Joop Portengen
10	-	-	-	LUCKY LIPS	Cliff Richard (Columbia)-Belinda

HONG KONG

This Week	Last Week	Week	Week	Title	Artist
1	-	-	-	SAY WONDERFUL THINGS	Patti Page (CBS)
2	5	5	5	I WILL FOLLOW HIM	Little Peggy March (RCA)
3	1	1	1	FOLLOW THE BOYS	Connie Francis (MGM)
4	2	2	2	MR. BASSMAN	Johnny Cymbal (Kapp)
5	3	3	3	LOOP DE LOOP	The Fabulous Echoes (Diamond)
6	4	4	4	SUMMER HOLIDAY	Cliff Richard (Columbia)
7	7	7	7	RHYTHM OF THE RAIN	The Cascades (Warner Bros.)
8	8	8	8	DON'T BE AFRAID LITTLE DARLING	Steve Lawrence (CBS)
9	-	-	-	THE END OF THE WORLD	Skeeter Davis (RCA)
10	9	9	9	ANOTHER SATURDAY NIGHT	Sam Cooke (RCA)

ISRAEL

(Courtesy Kol Israel Broadcasting)

This Week	Last Week	Week	Week	Title	Artist
1	1	1	1	FROM A JACK TO A KING	Ned Miller (Eabor)-Dandelion Music
2	3	3	3	I'LL FOLLOW HIM	Little Peggy March (RCA)
3	2	2	2	TOUS LES GARCONS ET LES FILLES	Francoise Hardy (Vogue)
4	4	4	4	LOSING YOU	Brenda Lee (Decca)-Ivan Mogull-Israzemer
5	8	8	8	LIKE I'VE NEVER BEEN GONE	Billy Fury (Decca)-Shapiro-Bernstein
6	9	9	9	YOUNG LOVERS	Paul & Paula (Philips)-LeBill-Marbill
7	-	-	-	HOW DO YOU DO IT	Jerry and the Pacemakers (Columbia)-Dick James Music
8	5	5	5	RHYTHM OF THE RAIN	The Cascades (WB)-Sherman-DeVorizon Music
9	7	7	7	YELLOW HATRED	*The Roosters (Kollisrael)-ACUM
10	-	-	-	55 DAYS AT PEKING	Brothers Four (Columbia)-Subar Music

ITALY

(Courtesy Musica e Dischi, Milan) *Denotes local origin

This Week	Last Week	Week	Week	Title	Artist
1	4	4	4	IL BALLO DEL MATTONE	*Rita Pavone (RCA)
2	1	1	1	IL TANGACCIO	*Adriano Celentano (Clan)
3	3	3	3	I TUOI CAPRICCI	Neil Sedaka (RCA)
4	2	2	2	COME TE NON C'E' NESSUNO	*Rita Pavone (RCA)
5	5	5	5	BACI	*Remo Germani (Jolly)
6	8	8	8	QUELLI DELLA MIA ETA'	Francoise Hardy (Vogue)
7	6	6	6	AMORE FERMATI	*Fred Bongusto (Primary)
8	7	7	7	NON AMARMI COSI'	Steve Lawrence (CBS)
9	15	15	15	VITA DIFFICILE	*Peppino Di Capri (Carisch)
10	10	10	10	TOPOLINO	Gli Fields (Derby)
11	12	12	12	CHARIOT	Franck Pourcel (VdP); *Betty Curtis (CGD)
12	-	-	-	MONSIEUR	Petula Clark (Vogue)
13	-	-	-	STESSA SPIAGGIA STESSO MARE	*Mina (Italdisc)
14	-	-	-	LOIN	Richard Anthony (VdP)
15	-	-	-	CUANDO BRILLA LA LUNA	*Marcellos Ferial (Durium)

JAMAICA

(Courtesy Jamaica Broadcasting Corp.) *Denotes local origin

This Week	Last Week	Week	Week	Title	Artist
1	1	1	1	ANOTHER SATURDAY NIGHT	Sam Cooke (RCA)
2	2	2	2	COME TO ME SOFTLY	*Jimmy James (Gaydisc)
3	3	3	3	YOUNG LOVERS	Paul & Paula (Mercury)
4	4	4	4	WATERMELON MAN	Mongo Santamaria Band
5	5	5	5	CAN'T GET USED TO LOSING YOU	Andy Williams (Columbia)
6	6	6	6	TAKE THESE CHAINS FROM MY HEART	Ray Charles (ABC-Paramount)
7	7	7	7	TELL HIM I'M NOT HOME	Chuck Jackson (Wand)
8	8	8	8	RAIN FROM THE SKIES	Adam Wade (Epic)
9	9	9	9	FATSO	*Al T. Joe (Gaydisc)
10	4	4	4	HOW CAN I FORGET	Ben E. King (Atco)

JAPAN

(Courtesy Utamatic, Tokyo)

This Week	Last Week	Week	Week	Title	Artist
1	1	1	1	AKAI HANDKERCHIEF	*Ishihara Yujiro (Teichiku)-JASRAC
2	2	2	2	SHIMA SODACHI	Tabata Yoshio (Teichiku)-JASRAC
3	3	3	3	MITCHIE ONDO	*Aoyama Michi (Polydor)-JASRAC
4	5	5	5	SHUSSE KAIDO	*Hatakeyama Midori (Columbia)-JASRAC
5	4	4	4	SHERRY	The 4 Seasons (Vee Jay)-Toshiba
6	-	-	-	YORU WA KOIBITO	Nakahara Misao (King)-JASRAC
7	6	6	6	NAMIDA BUNE	Kitajima Saburo (Columbia)-JASRAC
8	-	-	-	THE YOUNG ONES	Cliff Richard (Odeon)-IMP
9	7	7	7	JYUDOU ICHIDAI	*Murata Hideo (Columbia)-JASRAC
10	8	8	8	HOUND DOG	Elvis Presley (Victor)-Aberbach

MEXICO

(Courtesy Audiomusica) *Denotes local origin

This Week	Last Week	Week	Week	Title	Artist

International NEWS REPORTS

PROMISE MUSICAL YEAR FOR POLAND

By ROMAN WASCHKO

WARSAW—There will be nine music festivals in Poland this year. One of the most important will be the Warsaw Autumn Festival of Contemporary Music which is held in the Polish capital each fall. This is an event which attracts people interested in modern trends in music from all over the world.

Between May 3 and 11 there was a Festival of Polish Music. Between May 19 and 27 a festival was staged by the Chamber Orchestra, Ballet and Opera companies of the Warsaw Opera House was held June 1-8, there was a Festival of Chamber Music with groups from Czechoslovakia and East Germany participating, besides the Polish groups.

June 9-23 there will be a Music for All festival in Ciechocinek—a spa and holiday center. Polish symphony orchestras will perform. On October 25-27 the sixth Jazz Jamboree, which is a get-together for all Polish jazzmen, and foreign musicians, including Americans, will be held. In December there will be a Brass Band Festival.

Another enormously important event will take place in Poland's Baltic summer holiday spot, Sopot, which will be the scene of the Third International Song Festival between August 15-18. Pop singers from 23 countries will be at the festival. The countries represented are Canada, Czechoslovakia, Israel, Rumania, the Soviet Union, Hungary, Belgium, Bulgaria, France, Italy, Britain, East and West Germany, Switzerland, Austria, Finland, Norway, Denmark, Sweden, Holland, Greece, Monte Carlo and Yugoslavia.

Among the singers are France's Jacqueline Boyer, Canada's Jean Pierre Ferland, who won a prize at the Brussels Competition, and Will Brandes, who took first place in the Luxembourg competition. Each entrant must sing one Polish pop song in his or her own language. Polskie Nagrania — Poland's leading recording firm — will

record the whole festival and make recordings of the visiting artists with their agreement.

Georgian singer Lila Gegelya will represent the Soviet Union. She will be accompanied by Georgian composer Alexei Sfasman, who will be a member of the jury. Other members of the international jury are: Pierre Petit, director of Radiofusion Francaise; Italian, Franco Zaffrani; from Switzerland, Louis Rey; Canadian, Laurier Herbert; East German, Martin Hartwig, and West German, Willy Hildebrand.

There will be also several well-known composers on hand apart from Alexei Sfasman. From Bulgaria there will be Peter Tevis, Henry Wright and Andresa Badia; from Austria, Richard Schmidtberger, and from Rumania, Henry Malenau.

AUSTRIA

Azzam Ork Set For Park Show

By FRED ZILLER
1 Molwaldplatz, Vienna

The Vienna Volksgarten signed contracts with the Bob Azzam ork to play through June in this city. . . . Trude Herr, formerly on the Philips label, sings now for Polydor. Her first disk is "Franzoesisch sprechen kann ich fast gar nicht." . . . A special promo push for Cliff Richard has been started by the Austrian Columbia. It is a nationwide quiz, looking for "the ideal Twen," because of the film "The Young Ones" (Hallo Mr. Twen). First prize will be a flight to meet Cliff Richard in London.

Nanni Ricordi and Bruno Pozza, from Milano, visited Vienna and arranged to take over pop music publishing of the Universal-Edition, Vienna. . . . Josef Hochmuth, from the Weltmusik-Verlag, Vienna, has three

MUSIC STOPPED IN POPE CRISIS

ROME—Pop music had one of its most trying 10-day periods in Italy, and RAI decreed that all pop music and entertainment programs would be barred from television and radio during the Pope's illness and later extended the period until after the funeral ceremony of Pop John XXIII. Many stores reported that the absence of the music from the air and the silencing of juke boxes cut down on record sales considerably. Many classical disks which get little hearing on radio took over most of the prime hours during the period of the illness and national mourning.

U. S. tunes on the charts here. "Desafinado" with eight versions on six different labels, "Where Have the Flowers Gone" with five versions on five different labels and the "Mutiny on the Bounty" theme with four versions on four labels.

BRAZIL

Clark Studies Rio Studio Setup

By MAURICIO QUADRIO
Rua Visconde da Gavea 125,
Rio de Janeiro

Many people connected with record biz have visited Brazil. Herbert Clark, RCA engineer, was in to study the RCA's studios with an eye toward future Dynagroove recordings. Other visitors were Arnold Berry, CBS finance and planning director, and Felix Grant, deejay from Washington.

French singer Gilbert Beaud had a short spin in Rio and Sao Paulo. . . . Singer Angela Maria (RCA) left for a European tour, Lisbon and then Madrid, Paris and African coast are on the list. Before leaving Brazil she waxed "Angela Maria apresenta" (LP) and "Angela Maria interpreta Ribamar" a double compact, both to be released soon. Also guitarist Baden-Powell will leave in the next few days for a long tour in the States.

Charles Nobili, RCA sales manager, and all the managers of associated companies have just started a trip all around the country to organize a new sales system. . . . Festa Records waxed the Francisco Mignone's new Piano Concerto with the National Symphony Orchestra, the composer conducting with Arnaldo Estrela as soloist. By the same composer, Festa will release next month "Requiem Mass" and the ballet "Maracatu do Chico Rei."

Chantecler is going to wax Villa Lobo's "Bachianas Brasileiras No. 4." Pianist Gilberto Tinetti is soloist. A subsidiary label of Chantecler, named Rosicler, specializing in dance music, will be introduced in the Brazilian market at a reduced retail price. Composer Ernesto Nazareth, whose centenary is commemorated this year in Brazil, will be honored by the record industries with many LP albums.

Fermata announced new European and American labels in its group; they are Cam-Italia, Titanus, King-Universal, Primary and Jolly. . . . Warner Bros. is now issued in Brazil by Odeon. The first catalog of five LP's has been released this month. . . . Johnny Alf, pianist

WHEN IN ROME

Foreign Artists Sing Like Italians

By SAM'L STEINMAN

ROME — Italian versions of American songs has definitely become the thing in the disk world here with an increasing number of artists joining the parade.

Connie Francis opened the door to this trend by progressing to the top of the lists with her numbers in the local tongue. The new list of 12 songs of the summer presented by RCA includes entries by Paul Anka and Neil Sedaka, both in Italian, to follow upon past successes. The CBS assault on the summer title has been sparked by Steve Lawrence doing "Go Away, Little Girl," in both English and Italian. Latest to join the parade is Frank Sinatra whose songs from "Go Blow Your Horn" will be released here in Italian by Reprise following in the wake of similar successes by Lou Monte on the same label.

Caterina Valente, always a multilingual artist from France, who lives in Germany, does all of her numbers here in Italian, while there are a number of Americans who record exclusively here. The list includes Peter Tevis, Henry Wright and Carol Danell, have found their voices more acceptable in Italian.

and singer, is recording his first LP for Fermata; Pedrinho Mattar has his first LP of bossa nova on Farroupilha label.

BRITAIN

Tommy Steele Decca to EMI

By CHRIS HUTCHINS
News Editor,
New Musical Express

In a major—but not unexpected—label switch, Tommy Steele has moved from Decca to EMI. He signed with Decca nearly seven years ago and became the first British rock and roll star with a succession of hits on the label. Steele is currently starring in one of London's most successful musicals, "Half a Sixpence." EMI will issue Tommy's records on its Columbia mark and his first single, "The Dream Maker," was released under the new deal recently. It's from his recently completed Magna Productions movie, "It's All Happening." EMI shares in the film.

U. S. stars here this autumn will be linked with two of the three Liverpool groups which have scored fantastic chart success here—all three have made the top spot with their latest releases. Billy J. Kramer and the Dakotas will tour with Roy Orbison and Bob Luman from September 14, Gerry and the Pacemakers will join Duane Eddy's package and if a bid to bring him in November succeeds, Bobby Rydell will also go out with Kramer.

Neither Jerry Lewis nor Scotland's Andy Stewart will be appearing in the Glasgow Royal Variety Show on July 3. Lewis has withdrawn on the advice of his doctors and Stewart will still be in Australia. . . . Despite new



PATTI IN HONG KONG

Hong Kong's Wild About Patti Page

By CARL MYATT

HONG KONG—Patti Page wowed them at Hong Kong's City Hall in two concerts that attracted sellout crowds. Patti flew in from Taipei at 4:30 p.m. approximately, rushed straight across to City Hall for rehearsals; played both performances and returned to her hotel exhausted.

But the effort apparently was worth it. Hong Kong's fans just loved her, and every number she sang received generous applause.

On top of this, there was a tremendous revival in Patti Page records. Her latest release on the CBS label, "Say Wonderful Things," zoomed to the top of the local hit parade. In addition, dealers were receiving requests for records like "Tennessee Waltz" and "Doggie in the Window" which hadn't been played here for at least six years. When she left here for a two-week tour of Australia she was given a great send-off.

Ren da Silva, managing director of the Diamond Music Company, which sponsored Patti's Hong Kong visit, left for America and Europe the day after Patti's departure. Da Silva will be visiting San Francisco, New York and London during the course of a two-month business tour before returning to Hong Kong.

disk releases here, Connie Francis has declined television offers during her short visit for the royal show.

Visitors

Connie Stevens is due June 22 for a mainly promotional visit. Tomorrow night she plays her only concert—a Jewish charity date at Manchester with British star Mark Wynter.

In a further plan by Robert Stigwood Associates for their artists to receive more European attention, Billie Davis visits

Billboard is on the air— AROUND THE WORLD!

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

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

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

WORLDWIDE ALBUM PREVIEW (Billboard Album Spotlights)
Mondays, 3 p.m. EDT (1900 GMT): 15.385, 15.44, 17.17, 17.83 mc.
Mondays, 8 p.m. EDT (0000 GMT): 15.44, 17.83 mc.

WORLDWIDE HIT PARADE (Billboard Hot 100)
Fridays, 1 p.m. EDT (1700 GMT): 15.385, 15.44, 17.17, 17.83 mc.
Fridays, 7 p.m. EDT (2300 GMT): 15.44, 17.83 mc.
Saturdays, 10 a.m. EDT (1400 GMT): 11.955, 15.295, 17.76, 17.83 mc.
Saturdays, 6 p.m. EDT (2200 GMT): 15.44, 17.83 mc.

Denmark for a fortnight's TV and concert dates from August 4. . . . In what will almost certainly be **Frank Ifield's** first major engagement following his current season at the London Palladium, he returns to Australia, the country where he was brought up, soon after Christmas. Contracts will be signed when Aussie promoter **Ken Brodziac** visits London next week. Ifield will also play dates in New Zealand for **Sir Robert Kerridge**.

Record Business

After a meeting between representatives of the Gramophone Record Retailers Association and EMI, GRRR secretary **Harry Tipple** said he was now "100 per cent satisfied" over the disk company's controversial classical advertising campaign. "All business resulting from further stages of the campaign will flow through dealers and no one else will be concerned," he confirmed. . . . For a Decca EP the **Tornados** have just waxed five all-time rock and roll hits made famous by **Elvis Presley**, **Carl Perkins** and **Little Richard**. . . . Philips is recording an original cast album of the Dickensian musical, "Pickwick," which stars **Harry Secombe** and opens at London's Saville Theatre July 4 following its Manchester preview. Songs are by **Cyril Ornadel** and **Leslie Bricusse**, co-writer with **Anthony Newley** of "Stop the World."

BELGIUM

Late Artists Big Sales Getters

By **JAN TORFS**

Stuivenbergvaart, 37 Mechelen

Youngsters have created a new craze for deceased artists. Stars like **Buddy Holly** and **Eddie Cochran** are very much in demand. **Buddy Holly's** LP "Reminiscing" is selling so strong that Siemens, distributor of the Coral label, can't keep up with the demand. **Holly's** single records, still in the catalog, are also selling well. Dealers are anxiously waiting release of "The Buddy Holly Story" LP's. Gramophone released no less than five LP's by **Eddie Cochran** which are all doing well. "Let's Get Together," a long-time hit, is still a best seller.

Jack Hammer will be the star of the casinos of Knocke and Ostend. On September 4, 5 and 6 he will perform on German TV in Berlin. His latest single, "Electricity" b/w "Spelling Twist" has just been released. . . . A young singer, **George**

Pillie, made his debut for the Ronnex label with the French version of "Danseuse," entitled "Notre amour de vacances." . . . **Sal Davis** is touring London, and Greece and Israel will follow.

Globe Music presented in the international festival of Pesaro in Italy the song "Ave Maria" with music by **Harry Frekin** and lyrics by **Luc D'Avray**. . . . **John Kirsch**, of EMI Belgium, went to Cologne, Germany, to discuss record problems with **Doctor Veder**, director of Electrola. **M. Garin**, of EMI Belgium, was on tour in Luxemburg where **Adamo's** "Sans toi mamie" is becoming a big hit in its Italian version. . . . The Amadeo label is being distributed through Inelco. . . . Gramophone released two U. S. A. toppers this week: **Jimmy Soul's** "If You Wanna Be Happy" and the **Beach Boys' "Surfin' U. S. A."**

CANADA

Anka TV Film Receives Award

By **DEAN WALKER**
57 Yorkminster Road,
Willowdale, Ont.

"Lonely Boy," brilliant no-comment half-hour film portrait of **Paul Anka**, won top honors at Canadian Film Awards ceremony in Montreal. Shot by the National Film Board, it's a documentary showing the singer at the Copacabana and on the road. Its had network exposure here twice already, and North American theatrical release is likely.

New Decca single by local **Rhythm Pals** is "On a Gypsy Caravan" by Montreal songwriter **Jerry Hrynewych**. . . . Flip side is "Broken Hearts and Faded Dreams" by **Norman Shaver** of Guelph, Ont. The new disk received a big push when the **Rhythm Pals** appeared live on CBC-TV network "Juliette" show May 25.

First-quarter Canadian production and net sales of all types of records up considerably over 1962. March, in particular, showed big increase. First-quarter production 1963: 7,034,069 (1962: 6,008,450). First quarter net sales: 5,971,459 (1962: 5,030,069). . . . Ex-Broadcast Music, **Ralph Harding** now manages Concert Arrangements. He will steer concert booking outfit into record production and talent repping, too.

Smith Falls in Ontario, where RCA has a plant, had a good many visitors: **Wilf Carter**,

Johnny Wright (of **Johnny and Jack team**), **Kitty Wells** and **Clyde King**.

Folk singers, the **Travellers**, brought back a monaural tape of some concerts they staged in Russia. When they turned it into a new stereo disk, it obviously had to be re-recorded. . . . Fringe Toronto radio Station CFGM, recently on a sing-along programming kick, has switched to a c.&w. Top 40 format.

Dave Mickie, CKEY, Toronto, has pulled enormous publicity with his four-hour show aimed at teens features top pop hits and a hysteria-level delivery. After **Mickie** arrived from St. Thomas, Ont., the top-rated Toronto teen-aimed station, CHUM, decided to bring up reinforcements in the **Dick Clark** canned delivery service.

COLOMBIA

Improvements Cost Millions

By **ALVARO PENALVER**

Discos Fuentes will spend three million pesos to modify recording studio and pressing

EIRE

New Rooms, New Faces for T.R.P.S.

By **KEN STEWART**
Irish Times, Ltd., Dublin

Television and Radio Production Services, Ltd., the firm that handles the interests of **Maisie**

McDaniel and several other top artists, is moving to bigger premises in Dublin shortly. **George O'Reilly**, managing director of the company, told Billboard that **Nelius O'Connell** (manager of **Pye** newcomer **Maureen Miller**) has been appointed promotions manager. **T. J. Byrne**, whose Royal Showband hit the nation's chart last year with "Katie Daly," is a new director. T.R.P.S. recently signed the **Four Ambassadors**, stars of "Curtain Up" and "Musicale" on Telefis Eireann. **Miss McDaniel's** latest single, her first pop number, "Something Special," and an EP of c.&w. songs are due for release on Fontana shortly. She will appear in the **Jim Reeves** show for dates in Belfast and Dublin.

Telefis Eireann screened a special edition of "The Dinah Shore Show," with **Frank Sinatra** and the **Gerry Mulligan** group, featuring **Ben Webster**, plus **Bessie Griffin** and the **Gospel Pearls** as guests. **Edward R. Murrow**, director of the U. S. Information Service, has made available this particular show in the series to every country in the world because the contents are representative of American popular music.

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of the record requirements of Argentina, Brazil and Chile, also exporting to many other parts of Latin America.

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Why Not March On St. Pat's Day?

By KEN STEWART
Irish Times Ltd., Dublin

Columbia Artists Management, New York, is completing negotiations with the Department of Justice in Dublin for an Irish police band to visit the U. S. and Canada in autumn 1964. As manager of Eamonn Andrews Studios, Fred O'Donovan, one of the country's best known disk and radio producers, is representing C.A.M. here for the tour.

Andrew Stone, producer of "Stormy Weather," "The Great Victor Herbert" and several other musicals, told Billboard that filming of a Seven Arts production, "The Letter," a comedy starring Pat Boone, will begin in Dublin July 1. . . . John Rogers, an Irish member of British singer Adam Faith's group, the Roulettes, was killed in an English road accident. . . . Telefis Eireann screened another Big Crosby spectacular, with Dean Martin guesting.

GERMANY

Siegel 15th Year Marked by Hits

By JIMMY JUNGERMANN
102 Ismaninger St., Munich 27

Munich music publisher Ralph Maria Siegel will celebrate the 15th anniversary of his firm this month. The first two numbers back in 1948 were world hits, "La Mer" and "La Vie En Rose."

One of the first music publishers to visit the States, Siegel formed new firms within his firm with Robert Mellin, Acuff-Rose, and Frank Music.

What's more, Siegel's catalog has "Malaguena," Duke Ellington's "Caravan," Irving Berlin's "Cheek to Cheek" and "Top Hat." Within five years, Siegel published more than 800 German songs. New in the catalog are "Desafinado" and the No. 1 hit of the Eurovision Song Contest, Denmark's "Dansevise." Three years ago, Siegel started his own record firm, the Jupiter label.

The best selling EP all over Germany at the moment is "Francoise Hardy Sings," on the Vogue label and 35,000 records have been sold. . . . Chris Barber will visit Germany to guest star in the Karl Heinz Busse movie production "Uerbermut Am Salzkammergut." The Barber band recorded for the International label music from the "Three Penny Opera," and a special arrangement of the original tamoure "Wini Wini."

Line Renaud, years ago a Capitol star, visited Germany to record two German songs for the Decca label, "Das Ist So Mit L'Amour" b.w. "Fahr Mit Mir Im Riesenrad." The publishers are Busse and Melodie Der Welt. . . . British band leader Frank Chacksfield, high in the charts again with his recording of the theme from "Lawrence of Arabia," visited Kaiserslautern, West Germany, to conduct there.

By CHRISTIAN TOERSLEFF
48 Uhlenhorster Weg
Hamburg 22

The disk "Labt doch mal den Dicken ran," released by Deutsche Vogue, a "political song" in favor of the coming Federal Chancellor Ludwig Erhard.

David Rose finished in Ham-

burg an LP for MGM and was looking for a little steamboat for usage in the States.

Besides Marlene Dietrich, Nana Mouskouri, Lys Assia, Carmela Corren, Acker Bilk, Sacha Distel and Bill Ramsey, star at the German song festival (Deutsche Schlagerfestspiele 1963) June 15 in Baden-Baden. German TV will transmit the gala evening. . . . Paul Siegel, U. S. music publisher and record producer (Teldec) in Berlin, is writing reports and musical criticism for West Berlin newspaper Nachtdepesche. . . . American songwriter Harry Tobias met with publisher and record company people in this city on his recent trip.

HUNGARY

Iron Curtain Jazz in Sweden

By PAUL GYONGY
Derek Utca 6, Budapest

The Swedish Jazz Festival will present jazz artists from Hungary, Poland and Czechoslovakia for the first time, August 2, 3 and 4. Hungary will be represented by the Atilla Garai Quartet.

Former Hungarian jazz drummer Tommy Vig, who left Hungary back in 1956 and now living in the United States, playing vibes at the Hotel Stardust, Las Vegas. . . . Hungarian State Publishers' (Editio Musica) director Bela Tardos is visiting Boosey and Hawkes in London and Schott's publishing house Mainz, West Germany, to discuss possibilities of distribution and sub-publishing rights of Hungarian symphonic music. . . . Gyorgy Behar, composer, visited East Berlin to discuss possibilities of producing his new operetta. Behar is the composer of the number one twist hit "Kit Erdekel."

Gabor Darvas, from the Bureau Pour La Protection Des Droits d'Auteurs, is en route in London and Paris, is attempting to get contracts for background music recorded at the Budapest film studios. Darvas, himself a composer, has been commissioned by the municipal operetta theater to write an operetta based on the life and music of Ferenc Liszt.

ITALY

Duet With Star In Talent Try

By SAM L STEINMAN
Piazza S. Anselmo 1, Rome

A new competition for unknown voices has been inaugurated by Fonit-Cetra with a "Singalong" disk in which Milva and Claudio Villa are heard singing low. Entrants must furnish tapes in which they sing duets with the artists. The six top entries will receive recording contracts. The other "new voice" event of the moment is the second Cantagiro, a singing tour of Italy which will begin at Turin June 22 and appear in 11 centers before finals at Fiuggi on July 4 and 5. Peppino Di Capri will be one of the name artists who will appear in his first competitive musical event.

Angel, founded in 1898 in Italy, but not used here as a label for half a century, will reappear on the lists as HMV-Angel, as part of a world-wide

relaunching by the EMI reorganization.

Another label which appears to be making a success of headquartering in Rome instead of Milan is the Sprint label. Top artists include Nini Rosso, Tony Cucchiara and the Luciano Messina combo.

Voce del Padrone has come out with new low-price "Invitation to Music" series which begins with 30 albums priced at \$3.52, featuring names such as Walter Geiseking, Bruno Walter and Fritz Kreisler. . . . Youth emphasis is being backed up by Ricordi with a new disk by Catherine Spaak, singing in Italian numbers already made known by France's Francoise Hardy, and by Pathe with 20-year-old Adamo, an Italian who made his reputation in Belgium in English and French as well as in his own language. But not only youth is being served. Odeon has reissued Luciano Tajoli in "Old Shoes" and "Lonely Memories" of 15 years ago while Derby has signed Vittorio Paltrimeri whose disk activity is 17 years old.

Galleria del Corso is now issuing Festival Records from France. . . . Tony Spada won the Ancona Festival with "You and I," which has just come out on a Jolly disk. . . . Seventh Festival of Italian Song in Zurich on September 28. . . . Another song for the summer has come forth from Durium by Los Marcellos Ferial who do "When the Moon Shines." Last year their version of "When the Sun Warms" was high on the summer lists.

RAI-TV did a special Neapolitan program coinciding with Miranda Martino's new LP, "Napoli," in which she sings a series of old and new traditional Neapolitan songs. . . . First recording by an Italian of "Go Away, Little Girl" is Mara Pacini's for Ri-Fi. Same label has signed Gorni Kramer, top Italian conductor-composer.

Rita Pavone continues to find new worlds to conquer. She will appear with Marcello Mastroianni in "Absence Unjustified." . . . New on the lists here are 15 LP's of Time label.

Sophia Loren has recorded an album of Neapolitan poetry readings from the works of Salvatore Di Giacomo.

Genoa Song Festival on August 11, 12, 13 will take place at Chiavari in its second edition. . . . Domenico Modugno, long absent from new disks while he was directing his first film, has come forth for Fonit with "Letter From a Soldier" and "Hallelujah." Songwriter Harry Tobias looked over local recording facilities while on a tour of Italy.

JAPAN

Nippon Col. Issues Amadeo

By J. FUKUNISHI
108 Kakinokizaka, Meguroku, Tokyo

Nippon Columbia is releasing Amadeo's debut albums July. These consist of "Friedrich Gulda Encore," Bocherini; "Cello Concerto" by Enrico Mainardi and Bach; "Violin Concerto" by Denes Zsigmundy. Columbia is also marketing "Opera Highlights" from Musica et Litera's Italian repertoire shortly.

King Records cut a Japanese version of "Hey Paula" by Haruo Tanabe, a high school pupil of 18 years. . . . Hans

Richter Haaser arrived and is giving recitals in Tokyo through June to July 2. Toshiba Records (EMI) is releasing his records.

Regal Tahitians, four girls and four boys, arrived via Las Vegas May 30 to boost Tamure craze here and gave preview performance around the swimming pool at Takanawa Prince Hotel. They are appearing at Golden Akasaka night spot from June 1 through July 10. At the same time Danny Kaliniki and His Surf-Riders from Honolulu arrived June 6 and will travel Japan until the end of the month.

MEXICO

Ready Stage For Capitol

By OTTO MAYER-SERRA
Apartado 8688, Mexico City

William Tallant, vice-president and national sales manager of Capitol, spent three days in Mexico City. He prepared for the national sales meeting of his company, to be held in this city during the last week of June. About 200 salesmen, among them 60 sales managers and 15 top men of different areas, are expected to assist. This will be the first meeting of this kind since 1954. All aspects of sales and promotion problems will be widely discussed.

June 18, Heinz Klinckwort, president of Peerless Records, left for a two-month trip to England, Scandinavia and Germany. . . . Raul Bejarano, former administrative manager of RCA Records, was appointed sales manager of CBS. . . . Benny Goodman and his combo made their first appearance in a Mexican night club. . . . For the second week of July, Marlene Dietrich is expected to do a 10-day show here for the first time. . . . Composer-conductor Luis Arcaraz, also well known in the U. S., died in an automobile accident at the age of 52.

RCA Victor issued locally: "The Greatest Hits" by Billy Vaughn (Dot), "Days of Wine and Roses" by Pat Boone (Dot) and "It Happened at the World's Fair" by Elvis Presley (RCA). . . . Musart expects the tapes for local pressing of "Pour toi," with the flute and orchestra of Roger Bourdin (French Columbia), standard U. S. melodies played by Frank Pourcel (La Voix de son Maitre) and Peppino Di Capri and his Rocketts (Carish, Milano).

NORWAY

Booking Office Formed by Labels

By ESPEN ERIKSEN
c/o VerdensGang, Oslo

Manu and Viking Records have decided to form a booking office. Per Gunnar Jensen of Manu and Kjell Karlsen of Viking came to this conclusion after deciding there were too few booking agencies here. Head of the office is Arne Knoblauch, previously a press photographer. Among the artists in the Viking-Manu stable are Ray Adams, Ase Wentzel, Lise Botts, Laila Dalseth, the Snapshots and the Beatniks.

The last Ray Adams record on the Manu label is a revival of 10-year-old "Mona Lisa" b/w

"Lucky Man." The record will be issued in Norway August 15. One month later Fontana will issue the first Ray Adams under his new contract with them. Adams entered the Norwegian Top 10 in the No. 5 spot with his Swedish recording of "De tusen sjoars land" (Land of the Thousand Lakes), which previously reached the No. 2 position in Sweden. The tune was written by Norwegian composer Kolbjorn Svendsen 23 years ago. Mr. Svendsen this year will be 60.

A Norwegian rendition of the Brenda Lee hit "All Alone Am I" has been recorded by newcomer Sverre Johnsen on the Philips label. In Norwegian it's called "Varens varme vind" (Warm Wind of Spring). Bens Music A/S in Stockholm is the publisher. The man behind Bens Music and Sweden Music, Stig Anderson, has also secured the tunes "Hazy Lazy Crazy Days of Summer," "It's My Party," and "Atlantis," the latter a British hit recorded by the Shadows.

Another newcomer in Norway is 11-year-old Anne Karine (full name: Anne Karin Stroem), who is on the Manu label. She has recorded "Fotballgressenka" and "Lille Marlene." The Sostrene Bjorklund, who recently moved to the Triola label, had their last record issued also in Sweden. It is "Men, Ola Martin" b/w the Continental hit "Monsieur." . . . The Manu record "Tin Tin" b/w "Come Back to My Arms," recorded by trumpet player Finn Erichsen, will be issued on the Laurie Records label in the U. S. A. this fall.

The RCA recording of "Return to Sender" by Elvis Presley was voted last season's most popular record by the readers of newspaper Verdens Gang. Runner-up was the Karusell disk "From a Jack to a King" by Ned Miller; third, "All Alone Am I" by Brenda Lee on Brunswick, which has not even been on the Norwegian charts at all this season.

Best selling LP last month in Norway was "West Side Story," the sound track on Philips, according to capital newspaper Arbeiderbladet. Runner-up was Columbia's "Summer Holiday" by Cliff Richard, and third, RCA's "It Happened at the World's Fair" by Elvis Presley. Out of the 20 best selling LP's, four were by one artist alone, Ray Conniff; two on Philips and two on CBS.

SPAIN

Madrid Festival Rocks Lisbon

By RAUL MATAS
32 Av Jose Antonio, Madrid 13

Robert Jeantel, Los TNT, Tito Mora, Torrebruno and some other stars of the First Festival of Madrid went to Lisbon for a special TV show with the winners of Spain's capital contest.

Tomas Munoz (Gamma-Mexico) spent a few days in Madrid with the Hispavox people, the Spanish label which started Gamma in Mexico. . . . Roy Orbison has made no less than two visits to Spain in the last two months. . . . Renato Cesari, famous international opera singer born in Argentina, flew in from Milan to record a new zarzuela for Hispavox. . . . Local Columbia label launched Mari Luz Real. . . . New Venezuelan label Ronde wil soon have its first Chucho Sanoja album edited in Spain.

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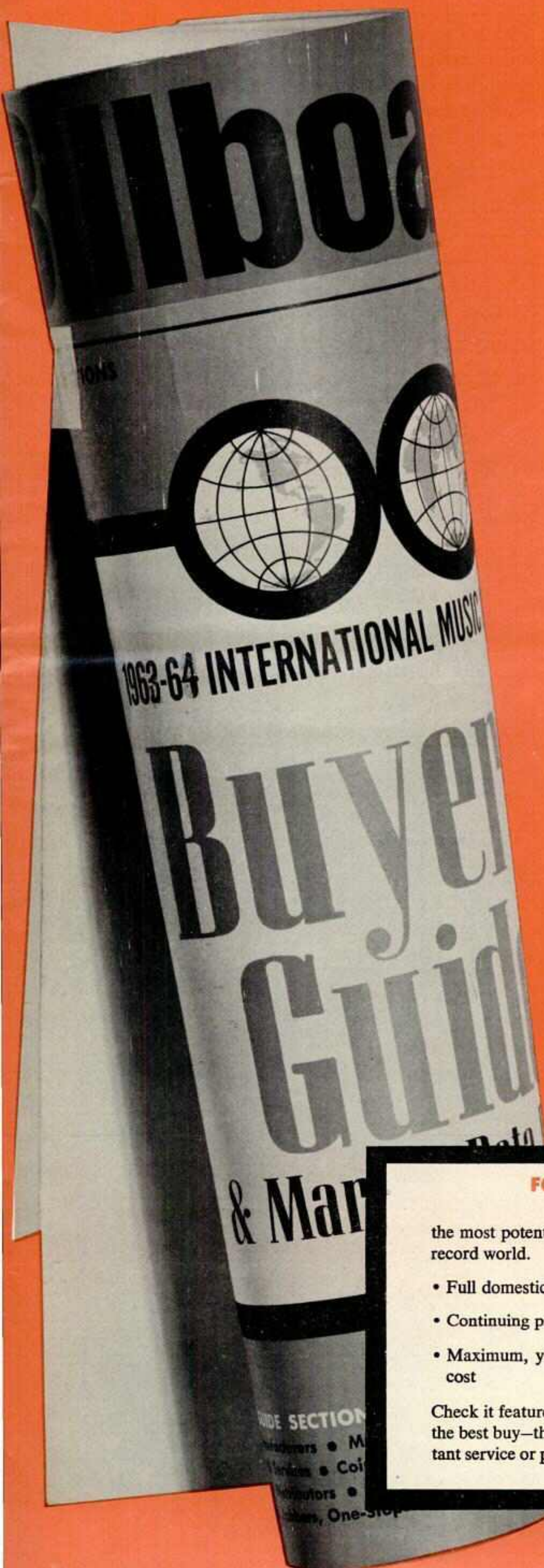
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DATE OF ISSUE: AUGUST 3, 1963



ALBUM REVIEWS

Continued from page 12

POP SPECIAL MERIT

CLYDE McPHATTER'S GREATEST HITS

Mercury MG 20783 (M); SR 60783 (S)

Here's a prize package for hit collectors. The album contains what should prove to be a potent collection for pop and r.&b. buyers. It contains such big ones as "Lover Please," "Without Love (There Is Nothing)," "Little Bitty Pretty One," "Ta Ta," "Stop" and "Money Honey."

POP SPECIAL MERIT

THERE'S PEACE IN THE VALLEY

Jo Stafford-Gordon MacRae
Capitol T 1916 (M); ST 1916 (S)

Here's a strong follow-up to an earlier religious album, "Whispering Hope," by this duo. The current selection has more of an inspirational and broader-ranging quality than the more limited earlier effort, including such material as "You'll Never Walk Alone," "All Through the Night" and "I Believe," in addition to such traditional as "Peace in the Valley" and "The Lord Is My Shepherd." Miss Stafford's husband, Paul Weston, as usual, turns in some fine, tasteful settings.

POP SPECIAL MERIT

DR. NO

Sound Track. United Artists UAL 4108 (M); UAS 5108 (S)

This album could prove a sleeper depending on how the picture does. From early reviews and comment it would seem that the mystery-chiller has a good chance to score in this country. The music from the track is based on the drama theme and calypso groove. There are some good tracks on the set, including "The James Bond Theme," "Dr. No Fantasy" and "Audio Bongo." There are two versions of many of the tunes and they could make good programming. Change of pace items.

POP SPECIAL MERIT

HOOTENANNY

Various Artists
Kapp KL 1330 (M); KS 3330 (S)

Smart idea here has a string of seven different folk-oriented acts performing one or two tunes apiece in concert style with applause background. This album approximates the sound and the excitement of a hoop. Besides the Chad Mitchell Trio, some other fine acts are represented, including Betty and the Duke, Jo March, David Hill and the Samplers.

JAZZ SPECIAL MERIT

BEST OF GARNER

Erroll Garner
Mercury MG 20803 (M); SR 60803 (S)

Almost any collection by Erroll Garner shows more imagination than a half dozen by most other pianists, and this one is no exception. Garner's irrepressible spirits and remarkable technique are very much in evidence in a variety of moods. Some fine tracks are "Scatterbrain," "Lady Be Good," "Imagination" and "Lazy River." Recorded originally in mono some time ago, it also is available in electronically reprocessed stereo.

JAZZ SPECIAL MERIT

SOVIET JAZZ THEMES

Victor Feldman All Stars
Avo A 19 (M); AS 19 (S)

Just from a novelty standpoint alone this album should get wide play by jazz deejays. The album features original jazz tunes written by Russian composers. There are six tracks played by a small tight-sounding modern group under the leadership of piano and vibes man Vic Feldman with outstanding soloists like Nat Adderley, Harold Land, Herb Ellis and Carmel Jones. The music is very much in the Horace Silver-Cannonball Adderley groove and should cause considerable comment.

CLASSICAL SPECIAL MERIT

BETHOVEN: THE COMPLETE PIANO CONCERTOS (5-12")

Artur Schnabel. Angel GRE 4006

The most elaborate release yet in the "Great Recordings of the Century" series, this beautifully boxed package contains the five Beethoven piano concertos in the famed Arthur Schnabel performances recorded in 1946-1947 (except for No. 3, which dates from 1942). Acknowledged perhaps the finest interpreter of Beethoven's keyboard works, Schnabel was at the height of his powers when he recorded the concertos. The result, in sheer musicality, never has been surpassed. All serious keyboard collectors will regard this set as a must.

CLASSICAL SPECIAL MERIT

DORATI SYMPHONY

Minneapolis Symphony Orchestra (Dorati)
Mercury MG 50248 (M); SR 90248 (S)

Antal Dorati conducts a performance of his own "1957" Symphony here. There is high drama in the music and flashes and touches of dissonance, and the main themes are predominantly modern. The accompanying work is a "Nocturne, and Capriccio for Oboe and String Quartet" by Dorati. This is played with earnest enthusiasm by the Allegri String Quartet.



FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR

WEDNESDAY'S CHILD IS FULL OF LOVE
Jody Miller. Capitol T 1913 (M); ST 1913 (S)

LONNIE SATTIN IN BRAZIL SINGS BOSSA NOVA WARM AND TRUE
Scepter 509

SUNSET SURF
Jimmie Haskell. Capitol T 1915 (M); ST 1915 (S)

SURF BATTLE
The Rhythm Kings & Dave Myers & the Surftones. Crescendo GNP 85

THE SOUND OF THE FLAMINGOS
End LP 316

GREAT BOOKS, GREAT MOVIES, GREAT SONGS
Various Artists. MGM E 4132 (M); SE 4132 (S)

BLUEGRASS BANJO WITH STRINGS
Bob Johnson; Bill McElhiney & His Ork. MGM E 4136 (M); SE 4135 (S)

THE PLATTERS PRESENT ALL TIME MOVIE HITS
Mercury MG 20782 (M); SR 60782 (S)

YES INDEED!
Ray Wray Quartet. Pharaoh PH 1001

THE ACADEMY AWARD WINNERS
Les Baxter & His Ork. Reprise R 6079 (M); R9-6079 (S)

FREDDY MARTIN IN A SENTIMENTAL MOOD
Capitol T 1889 (M); ST 1889 (S)

BING SINGS THE GREAT STANDARDS
Bing Crosby. MGM E 4129

JAZZ

HAROLD HARRIS AT THE PLAYBOY CLUB
Vee Jay LP 3036

LEROY WALKS AGAIN!!
Leroy Vinnegar Quintet. Contemporary M 3608 (M); S 7608 (S)

CLASSICAL

STRAUSS: ALSO SPRACH ZARATHUSTRA
Philharmonia Ork. (Lorin Maazel). Angel 35994 (S)

SEMI-CLASSICAL

CURTAIN UP! MUSIC AND PLUNK, TINKLE, TING-A-LING
Various Artists. Mercury MG 50338 (M); SR 90338 (S)

CURTAIN UP! MUSICAL ALMANAC
Various Artists. Mercury MG 50337 (M); SR 90337 (S)

CURTAIN UP!
Fennell and the "Pops." Mercury MG 50340 (M); SR 90340 (S)

COUNTRY

DON SHERMAN AT THE PLAYBOY CLUB
Roulette R 25205 (M); SR 25205 (S)

GOSPEL

DANIEL: CHAPTER THREE
Vanguards. Cimarron CLP 2004

EUROPE TRIPS NIPPON PRIZES

TOKYO—Nippon Victor, affiliate of Dutch Philips, launched a unique sales campaign of Philips records by extending invitations to 12 dealers who could achieve the best sales result during a six-month period from March 21 to September 20 (the first half of Japanese fiscal 1963) for a 10-day trip to Europe in October. The party will consist of five dealers from Tokyo, two from Osaka and one each from Nagoya, Fukuoka, Sapporo, Sendai and Hiroshima. Besides sight-seeing, dealers will make market survey and have talks with local dealers in the visiting countries. They are also invited to hear live performances at Concertgebouw in Amsterdam, Academie d'Opera and L'Etoile in Paris and a concert hall in London in addition to their visits to Philips' Eindhoven and Baarn plants. To more than 30 runner-ups, Fontana, Mercury, Riverside and other prizes are to be awarded in accordance with the sales volume registered.

LATIN AMERICAN

BOSSA NOVA BRAZIL TO HOLLYWOOD
Rene Touzet & His Ork. Crescendo GNP 87

POLKA

ALL-STARS OF POLKALAND, U.S.A.
Various Artists. King 833

SACRED

THE GOSPEL HARMONY BOYS SING PRAISES
Skylite SRLP 6002

FOLK

FOLK HITS OF THE SIXTIES
Dennis & Rogers. Crescendo GNP 88



THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

TWO SHADES OF BUD GREEN
Various artists. Holiday HOLP 1001

BOSSA NOVA ITALIAN STYLE
Diana Sisters. Roulette R 25206 (M); SR 25206 (S)

TRUMPET AFRICAINE
Hugh Masekela. Mercury MG 20797 (M); SR 60797 (S)

COMEDY

THE NEXT ONE WILL KILL YOU
Morey Amsterdam. Roulette R 25196 (M); SR 25196 (S)

INSPIRATIONAL

BETTY STALNECKER
Heart Warming LPHF 1749

LATIN AMERICAN

LA PACHANGA
Ardenio Rodriguez. Tico LP 1092

OTHER ALBUMS REVIEWED

The albums listed below are rated as having relatively limited sales or programming potential.

INTERNATIONAL

MEMORIES OF PORTUGAL
Tito Nogueira, Manuel Moniz Medeiros. Colonial LP 234

GINETTO & HIS ACCORDION
Vesuvius 4415

MODERN MUSICAL SOUNDS OF ITALY
Orchestra Gullio Libano/Enio Leon. Vesuvius 4410

ATHENS SINGS
Duo Star with Orchestra. Colonial LP 213

MUSICAL GREETINGS FROM FINLAND
Pahjolan Pojat with Walter Eriksson. Colonial LP 252

UN SALUTO ALLA CALABRIA
Various Artists. Vesuvius 4417

ISRAELI PERCUSSION
Ruth Ben-Zvi. Prestige International INT 13070

FOLK

I'M ON MY WAY!
Willie Wright. Argo LP 4024

RHYTHM & BLUES

BIG JOE WILLIAMS AT FOLK CITY
Bluesville BV 1067

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Negroes Drawn to Own Stations For News of Integration Crises

By GIL FAGGEN

NEW YORK—The deepening struggle to achieve integration in both the North and South has resulted in drawing the Negro increasingly closer to Negro-oriented stations, it was underlined last week during a two-day seminar attended by representatives of 33 Negro stations in Chicago's Sheraton Hotel.

It was disclosed at Wednesday's seminar that the heavy demand for more news and information programs has led to a sharp—but unheralded—increase in this type of programming among most of the stations represented. Time for the news has come at the expense of the usual r.&b. music fare.

'BIRMINGHAM-IN-CRISIS' PROGRAMS SET FOR AIR

NEW YORK—WLIB, Negro-oriented AM outlet here, will rebroadcast in their entirety six hour-long Birmingham integration crisis documentaries. The programs were produced and originally broadcast by WRVR-FM, radio station of New York's Riverside Church.

The series, entitled "Birmingham, a Testament of Non-Violence produced from on-the-spot interviews and tape-recorded background material obtained by WRVR-FM general manager Jack Summerfield, Walter Nixon, news and public affairs director and Rev. Robert L. Polk, minister to youth at Riverside Church, will be aired from Monday (17) through Saturday (22) 8 to 9 p.m.

The series is available to radio stations for noncommercial sustaining broadcast use. Copies, complete series \$96.50, shipping charges prepaid. A 50 per cent discount is offered to religious, educational, and other nonprofit organizations. An audition tape is available without charge by writing to WRVR, 490 Riverside Drive, New York 27, N. Y.

Clark Bounces Back In Syndicated Radio

• Continued from page 3

crowd effects that are built into the program, including cheers, excited audience reactions, and so on when an artist talks or performs.

The MARS people have the technique so well developed that it is impossible to tell that the show is not being aired live at the very moment before a large, enthusiastic audience in the subscribing station's home town.

The records played on the Clark show are selected by Phil Nolan, executive producer of the show, and Don Bruce, national program director of MARS—both former air men and program directors at some of the nation's top radio stations.

Eighty per cent of the records programmed are taken from top half of Billboard's "Hot 100" chart. The new records selected by the panel are culled from the 70 to 100 (or "Bubbling Under") chart listings.

Occasionally unproven records are tried if Dick and the panel feel there's hit potential, or in an effort to introduce a new promising talent.

"Programming for 33 stations scattered all over the country is not taken lightly here," said Nolan.

"We make every effort to carefully select the music that

Betty Frank Fills In on WWRL Show

NEW YORK — Betty Frank, formerly on WLIB for over four years, will be heard as hostess on the "Homemaker's Club," aired weekdays noon to 1 p.m. on WWRL, this city's Negro full-timer.

Miss Frank will be filling in during the summer vacation of the show's usual host, Alma John.

will best represent the current national picture," he said. However, stations may omit or substitute records at their own discretion.

A testimonial to the astuteness of the panel is the success of the Clark show on WHK, Cleveland — a station generally recognized as a "hit maker."

The future of the Clark syndicated radio shows looks more than bright. At present, 10 stations are about to be added to the rapidly expanding indie net.

Considering the remarkable growth rate of the show, it won't be long before it will be the major national vehicle for record and artist exposure.

Next week Billboard will explore the MARS operation and the production - programming techniques used in producing the Dick Clark radio show.

Negro station operators attending the Windy City confab, held under the auspices of station rep firm Bernard Howard, represented the top 20 marketing areas of the country where scarcely more than a handful have daily newspapers covering events of primary importance to Negroes.

Stepped-Up Coverage

Conferees attending from the Deep South reported that they have quietly over a period of many months been increasing their news and informational programming in order to fill the intense demand from listeners who have not been able to hear or read what's going on concerning the Negro from other sources.

For the first time in the history of broadcasting, WOKS, Columbus, Ga., began last week to editorialize, inviting all Negroes to register to vote, it was reported by Philip Meltzer, operations manager of the station.

Tuesday's (11) session, devoted to the "Status of the Negro Station Today," was punctuated by a proposal from Alexander Klein, president and general manager of WMBM, Miami, Fla., for an informal Negro station news network. WLIB's (N.Y.C.) William Warren revealed his station's willingness to exchange public service and informational programs with other group members.

To Tell Tale

Highlight of the Wednesday session was the formulation of a campaign to enlighten prospective advertisers and ad agencies about the sharply increased empathy and loyalty of listeners to Negro stations.

Richard Fenner, Quaker Oats ad manager, and Edward Renno, Quaker Oats account exec at the John W. Shaw agency, sparked this phase of the sessions with an announcement that Quaker Oats will allot 70 per cent more money to radio for the advertising of their corn meal and grits. The money, a lion's share of which will go to Negro stations,

Continued on page 40

Radio-TV

PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX
• PROGRAMMING NEWSLETTER

programming newsletter

By BILL GAVIN •

Billboard Contributing Editor • Publisher, Bill Gavin's Record Report, 114 Sansom St., San Francisco.

PROGRAMMING LP'S, as everyone knows, is a much more complex task than programming top 10. The range of choice is much wider; the objective guide posts (sales and requests) are less clear; the personal judgment and showmanship of the programmer are much more critical. Also, there is a wider variation of formula among successful album stations.

Formula? With albums? Absolutely! every good LP programmer I know has a formula. It may be more flexible than top 40, but it's an important key to the effectiveness of the programming.

Frequency of instrumentals is the first step in the formula. Most top 40 stations actually limit instrumentals to one or two per hour. On the other hand, classical and jazz shows are heavily instrumental. Stations that regularly include smoother pop singles usually average one instrumental every three selections. Those aiming for a pop album sound—no singles—often require one instrumental alternately with a vocal. The higher the ratio of vocals to instrumentals, the further the station's sound is apt to move into the pop category. Whatever the ratio, it must be fairly consistent.

PROVEN NAME ARTISTS should be given preferential treatment. While it's good showmanship occasionally to make a fuss about a new singer or group, the backbone of album programming is the regular appearances of the voices and orchestras that are known to have the widest public acceptance. A glance at the top selling LP's listed elsewhere in this publication will immediately record those artists most in demand by the public.

Not all top selling LP's are desirable for programming. Cast albums of Broadway shows and film sound tracks have generally limited listener appeal. There are outstanding exceptions, of course, and the experienced programmer should have little difficulty in selecting the certain few LP bands in these categories that are most likely to please his listeners.

It is also advisable to obtain local sales information. Local distributors and retailers are more than happy to report on LP sales. A close association with the local sales picture is just as important for the album station as it is for top 40 operations.

THE POINT OF SALES AND REQUEST DATA, of course, is that it furnishes an objective guide to listener preference. Without it, the programmer has to depend entirely on his own judgment, which may be good but is never good enough.

Once the formula has been set and the objective guide lines working, there is always the problem of balance. Programming a show is little like preparing a meal. There are main courses and appetizers, seasoning and sweetening. Too much or too little can spoil the meal. In a radio program, once the ratio of vocals to instrumentals has been set, the good taste of the musical menu is influenced by such highlights as big bands, schmaltzy strings, jazz, Latin rhythms, piano features, novelties and comedy talk features. All have their place, but care has to be taken that none occurs too frequently. And regardless of seasoning, tempo contrasts are essential to a balanced diet.

THERE ARE MANY DIFFERENT WAYS of doing a good job, but all of the systems that I know about require a lot of hard work, plus a certain amount of intelligence and showmanship.

There is no reason why a shrewdly conceived LP program

Continued on page 40



The Uddermost Northwest



SEATTLE—Two stations—one here and one in Spokane—have done their uddermost to milk the increasing popularity of country-western programming.

To prove that country-western music is away up there in popularity; radio station KAYO, Seattle indie-rocker that switched formats recently, took a cow to the top of the Seattle World's Fair Space Needle (602 feet) and milked her. (Picture on left.)

Live bluegrass singing and instrumental groups wandered around the Needle's observation deck playing Kountry KAYO moo-sic for the stalwarts who arouse at 5:30 a.m. to witness the christening of the Needle as the "World's Tallest Milking Stool."

Down the road apiece, KPEG program director (right in photo) was crowned "World Champion Disk Jockey Free Style Tame Cow Milker" at the 1963 Diamond Spur Rodeo in the Spokane Coliseum. The contest between Todd and Sales Manager Bruce Tuges took place before 7,000 persons at the Saturday night finale of the rodeo.

Corinthian Sells WISH to Burden

INDIANAPOLIS—WISH AM and FM stations were sold Monday (10) by the Corinthian Station group to Star Stations of Indiana, Inc., headed by Don W. Burden of Omaha. Burden owns and operates KOIL and KICN-FM in Omaha and KISN in Portland, Ore.

The 5,000-watt pop music rocker will be separated from its sister station, WISH-TV, which is not included in the sale.

A new television studio building will be erected at 20th and Meridian streets by Corinthian, which owns KOTV, Tulsa, Okla.; KHOU-TV, Houston; KXTX, Sacramento, and WANE AM-TV, Fort Wayne, Ind.

End of Clark Show Closes Era in TV

• Continued from page 3

ever to make it real big on a national scale, started on the local WFIL-TV Bandstand in July 1956 succeeding Bob Horn, host of the show since its inception on the Philadelphia outlet in October of 1952.

ABC moguls invited Clark to come up and see them sometime after viewing a kinescope of the local show on WFIL-TV, the ABC affiliate in the Quaker City. The meet resulted in the show going on a 64-station net in August of 1957.

Little more than a year later the stations carrying the "Bandstand" show numbered 130 and the Dick Clark disarming poise coupled with the effervescent teen-age studio dancers soon gave the show the highest ratings of any daytime program on television.

"The show today still enjoys the highest ratings and is the

most lucrative on ABC television," Clark said.

"Last week, going into the tight summer months there were only two availabilities on the show and most of the time it's standing room only for sponsor," Clark said.

Clark, whose financial arrangement with the network will give him the same income for the one-hour Saturday stanza as for five shows a week, has obtained release from the net to pursue other enterprises and appearances on rival webs. ABC intends to place most of the advertising carried on the weekday show into the Saturday program. During its heyday, \$10 million was brought into the net through "American Bandstand."

Just about every current pop record artist and group, save Elvis Presley and Rick Nelson, made appearances on the 1,000 or more Clark "Bandstand" shows. Many, such as Connie Francis, Bobby Rydell, Fabian, Frankie Avalon and Bobby Darin, to name a few, got their first national exposure on "Bandstand" and was instrumental in launching them on lucrative show business careers.

Negoes Drawn Back to Their Own Stations

• Continued from page 39

will be culled from the print media.

Other agency brass in attendance were Dr. Seymore Banks, media and program analysis vice-president of Leo Burnett, and William Barker of D'Arcy.

Stations in attendance were: WGOK, Mobile, Ala.; WRMA, Montgomery, Ala.; K C A C, Phoenix, Ariz.; KGFJ, Los Angeles; KDIA, San Francisco; WUST, District of Columbia; WMBM, Miami; WOKS, Columbus, Ga.; WIBB, Macon; WTHB, Augusta, Ga.; WOPA, Chicago; WXOK, Baton Rouge, La.; KAOK, Lake Charles, La.; WBOK, New Orleans; WEBB, Baltimore; WILO, Boston; WJOB, Detroit; WQUIC, Meridian, Miss.; KXLW, St. Louis; KTRS, Kansas City, Mo.; WLBI, New York; WUFO, Buffalo; WGIY, Charlotte, N. C.; WLEL, Raleigh, N. C.; WUKO, Columbus, Ohio; WABQ, Cleveland; WDAS, Philadelphia; WAMO, Pittsburgh; WMOC, Chattanooga; WLOK, Memphis, Tenn.; KNOX, Dallas; KYOK, Houston, and WILA, Danville, Va.

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VOX JOX

By GIL FAGGEN

GENE KAYE, WAEB, Allentown, Pa., is all smiles as he introduces Mercury star Lesley Gore to his 2,800 fans at a record hop. Morris I. Diamond, Mercury national promo domo, was too busy selling ice cream to the kids to pose with Kaye and Lesley.

Liner from Robert Orben's "Gag Bonanza"—After Stripper: "She'd love to come out and do her encore, but it set off the sprinkler system." There's more, just write Bob at 3536 Daniel Crescent, Baldwin Harbor, N. Y.

NUMBER PLEASE! Martha Miller, PBX operator at WJR, Detroit, was chosen "Operator of Year" by PBX Club. Sharing the spotlight was Reg Merridew, WJR's program director, who was chosen "Boss of the Year." Kudos rained on KLTZ, Glasgow, Mont., with the 250-watter receiving "Station of Year Award" and two other citations for programming.

GOIN' FISHIN'? KWKH, Shreveport, La., has "solved" a problem for fishermen. Seems Frank Page and Harlan Conway have decided to beam a program



LESLEY GORE

directly to the fish, telling them when they will be hungry. All KWKH fishermen have to do is wait. Don't they all?

On Father's Day, WCBS-Radio's "Music 'Til Dawn" program featured recorded music written or performed by fathers and sons. Producer Lyman Clardy and host Bob Hall swung through the Strauss family, Wolfgang and Leopold Mozart, David and Igor Oistrakh, et al.

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READY-TO-GO PROGRAMMING

Program directors and disk 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 SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by Billboard's reviewing panel as the most outstanding from this week's new LP Spotlights.

- POPULAR**
- YOU CAN'T SIT DOWN**—The Dovells (Parkway P 7025) "Short Fat Fannie" (Venice, BMI) (2:18)
- DAVE BRUBECK QUARTET AT CARNEGIE HALL**—(2:12") (Columbia C2L-26, C2S-826) "Eleven Four" (Desmond Music, BMI) (3:00)
- UNIQUELY MANCINI**—Henry Mancini (RCA Victor LPM 2692, LSP 2692) "Banzai Pipeline" (ASCAP) (2:30)
- WILD (WOOD) DAYS**—Bobby Rydell (Cameo C-1055) "Steel Pier" (Kalmann, ASCAP) (2:27)
- THE CONCERT SINATRA**—Frank Sinatra (Reprise R 1009, R9-1009) "Bewitched" (Chappell, ASCAP) (2:59)

- EVERYBODY'S FAVORITES**—Jimmy Dean (Columbia CL 2027, CS 8827) "Sweet Georgia Brown" (ASCAP)
- THE STAR-SPANGLED BANNER**—Pat Boone (Dot DLP 3520, DLP 25520) "God Bless America" (Berlin, ASCAP) (2:04)
- BILL'S BAG**—Billy May (Capitol T 1888, ST 1888) "Whisper Not" (2:50)
- THE TRAVELERS 3 LIVE! LIVE!** (Elektra EKL 236) "Puttin' on the Agony" (Stelen, BMI) (3:06)
- ON TOP OF SPAGHETTI**—Tom Glazer and the Do-Re-Mi-Children's Chorus (Kapp KL 1331) "Dunderbeck" (2:47)
- GOLDEN GOODIES, Vols. 1 to 12** (Roulette 25207 to 24219)
- JAZZ**
- TURNING POINT**—Benny Golson (Mercury MG 20901, SR 60801) "How Am I to Know" (Robbins, ASCAP) (3:47)
- INTERPLAY**—Bill Evans (Riverside RM 445, RS 9445) "You and the Night and the Music" (ASCAP) (7:03)
- IT JUST GOT TO BE**—The Three Sounds (Blue Note 4120) "It Just Got to Be" (Bagdsh, BMI) (5:15)
- BLUE & SENTIMENTAL**—Ike Quebec (Blue Note 4098) "Blue and Sentimental"

MIDDLE-ROAD SINGLES

Not too 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.

This Week	Last Week	From this week's Hot 100	TITLE, ARTIST, LABEL	Weeks on Hot 100
1	1	1	SUKIYAKI, Kyu Sakamoto, Capitol 4945	7
2	3	2	BLUE ON BLUE, Bobby Vinton, Epic 9593	6
3	4	3	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER, Nat King Cole, Capitol 4945	6
4	5	4	STILL, Bill Anderson, Decca 31458	10
5	2	1	I LOVE YOU BECAUSE, Al Martino, Capitol 4930	11
6	6	5	18 YELLOW ROSES, Bobby Darin, Capitol 4970	7
7	8	6	THE GOOD LIFE, Tony Bennett, Columbia 42779	6
8	11	7	MY SUMMER LOVE, Ruby & the Romantics, Kapp 525	6
9	17	8	TIE ME KANGAROO DOWN, SPORT, Rolf Harris, Epic 9596	3
10	13	9	ON TOP OF SPAGHETTI, Tom Glazer and the Children's Chorus, Kapp 526	4
11	12	10	POOR LITTLE RICH GIRL, Steve Lawrence, Columbia 42795	5
12	10	11	EVERY STEP OF THE WAY, Johnny Mathis, Columbia 42799	5
13	7	12	LOSING YOU, Brenda Lee, Decca 31478	11
14	18	13	FALLING, Roy Orbison, Monument 815	3
15	14	14	I'M SAVING MY LOVE, Skeeter Davis, RCA Victor 8176	6
16	15	15	SWEET DREAMS (Of You), Patsy Cline, Decca 31483	9
17	9	16	TAKE THESE CHAINS FROM MY HEART, Ray Charles, ABC-Paramount 10435	10
18	20	17	GOODNIGHT MY LOVE, Fleetwoods, Dolton 75	4
19	—	18	SIX DAYS ON THE ROAD, Dave Dudley, Golden Wing 3020	3
20	—	19	DON'T MAKE MY BABY BLUE, Frankie Laine, Columbia 42767	7

YESTERYEAR'S HITS

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

POP—5 Years Ago June 23, 1958	POP—10 Years Ago June 20, 1953
1. Purple People Eater, S. Woolley, MGM	1. Song From Moulin Rouge, P. Faith Columbia
2. All I Have to Do Is Dream, Everly Brothers, Cadence	2. I'm Walking Behind You, E. Fisher-H. Winterhalter, RCA Victor
3. Secretly, J. Rodgers, Roulette	3. April in Portugal, L. Baxter, Capitol
4. Yakety Yak, Coasters, Atco	4. Ruby, R. Hayman, Mercury
5. Witch Doctor, D. Seville, Liberty	5. Say You're Mine Again, P. Como, RCA Victor
6. Return to Me, D. Martin, Capitol	6. I Believe, F. Laine, Columbia
7. Do You Want to Dance! B. Freeman, Josie	7. Anna, S. Mangano, MGM
8. Looking Back, N. K. Cole, Capitol	8. Limelight (Terry's Theme), F. Chacksfield, London
9. Jennie Lee, Jan & Arnie, Arwin	9. Ruby, L. Baxter, Capitol
10. Endless Sleep, J. Reynolds, Demon	10. Profound, N. K. Cole, Capitol
RHYTHM & BLUES—5 Years Ago—June 23, 1958	
Yakety Yak, Coasters, Atco	Looking Back, N. K. Cole, Capitol
All I Have to Do Is Dream, Everly Brothers, Cadence	Witch Doctor, D. Seville, Liberty
Do You Want to Dance! B. Freeman, Josie	Johnny B. Goode, C. Berry, Chess
What Am I Living For! C. Willis, Atlantic	Secretly, J. Rodgers, Roulette
Jennie Lee, Jan & Arnie, Arwin	Big Man, Four Props, Capitol

PROGRAMMING NEWSLETTER

• Continued from page 39

format should equal—or exceed—the audience share of the leading top 40 stations. An average of 2 out of every 3 listeners do not listen to top 40. The problem is to attract at least half of this group. One comfort to LP programmers is the knowledge that with any respectable ratings at all, they will probably prosper from preferential treatment by advertisers. After all, stockholders aren't very interested in ratings. The only numbers that intrigue them are the ones showing net profit.

Sales Revamp On By UK Dealers

By ANDRE DE VEKEY

LONDON — A major event occurred recently when the British Music Trades' Association held its first conference since 1936. The Bournemouth event was seen as of major importance in the retail music trade, for the tone of the conference pointed to a shift of emphasis and a "new look" in the sales efforts of many of the old-established piano-music-record-radio retailers. Many of these have been either obliged or persuaded in recent years to give pianos and musical instruments the back room in favor of TV and electrical appliances and other quicker selling merchandise.

This new mood has been created largely by the prodding of a hard core of officers from the various manufacturing and retail trade organizations and continual encouragement from trade journal editors since the last war. In spite of the inroads on their businesses by multiple stores, take-overs of some old family firms by bigger concerns and many new retail outlets for records, retailers who take the long view see sense in creating a healthy market for stable musical merchandise; the type of product which offers a good harvest in after-sales servicing—pianos, musical instruments, electronic organs and high quality record reproducers.

Slogan

Publicity for pianos is now organized on a national basis; the promotional theme for electronic organs is "The Future of the Electronic Organ is in the Home," full weight is given to music in education generally, and, as already announced, a National Record Fortnight is planned for the fall of this year by the GRRRA, whose members include MTA members.

Some of the best types of record retailing is being done by the progressive MTA members, who believe that those firms with deep roots in the music business, who have grown up with the record industry, are best able to offer a comprehensive service to the community in the entire record catalog—classical and popular. But they have to keep up-to-date with selling methods.

Business is booming in this era of "do it yourself" music, a scene in which the gramophone record is playing an important part. New instrumental groups and young aspiring amateur artists are spurred on through hear-

N. J. Co-Op Re-Opens Ranks

JERSEY CITY, N. J.—Dealers in Sound Corporation, local independent dealer buying co-op here, has announced that membership is open to a limited number of new dealers. For several years a specific level of membership has been maintained. A spokesman has noted that "due to its rapid growth in the past, the number of members had to be limited so that adequate service and supply could be maintained. Increased warehousing facilities have now made possible the admission of new independent dealers."

Those interested should address inquiries to Lou Shapiro, treasurer of the organization, at Music Center, this city, or Irving Randolph, president of DISC, at the Bandwagon, East Orange, N. J.

Phono Volume Turned High, 2 Firms Say

NEW YORK—A bullish picture on phono volume and income was furnished by two additional major manufacturers last week. Zenith Radio reports distributor orders for its new 1964 line of home entertainment products were the highest in the firm's history, while Sylvania Electric Products noted solid advances in TV and stereo sales for the first four months of the year over the same period in 1962.

For the third straight year, according to Zenith President L. C. Truesdell, distributor orders on new product set a new record. Orders were "substantially" ahead of 1962 and 28 per cent over those of 1961. Black and white TV orders set an all-time high for the firm, while color TV production is sold out through August.

At Sylvania, stereo unit sales were running 12 per cent ahead of last year, with TV unit sales up 15 per cent, giving an even better showing. Sylvania president, Robert Theis, credited much of the increase to his firm's new straight-line distribution program of factory to dealer sales, now in effect in a number of markets.

teaching method is hoped to catch young hopefuls in the piano showroom and hold their interest without the drudgery of scales at the onset.

This is an indication of the lively approach being taken to *(Continued on page 43)*

BB BRAZIL MAN OFF TO EUROPE

RIO DE JANEIRO — Billboard's Brazilian representative Mauricio Quadrio has sailed for Europe and will spend three months on the Continent, returning to his home office August 31. Quadrio will be in Hilversum, Holland, June 15 through July 15, and be reached at the Radio Netherland. Then he will be in Koelin, Germany, at Deutsche Welle from July 16 through 26; in Paris at Radio-difusion et Television Francaise from July 26 through August 8, and in Rome at RAI — Radio Televisione Italiana, August 6 through 16.

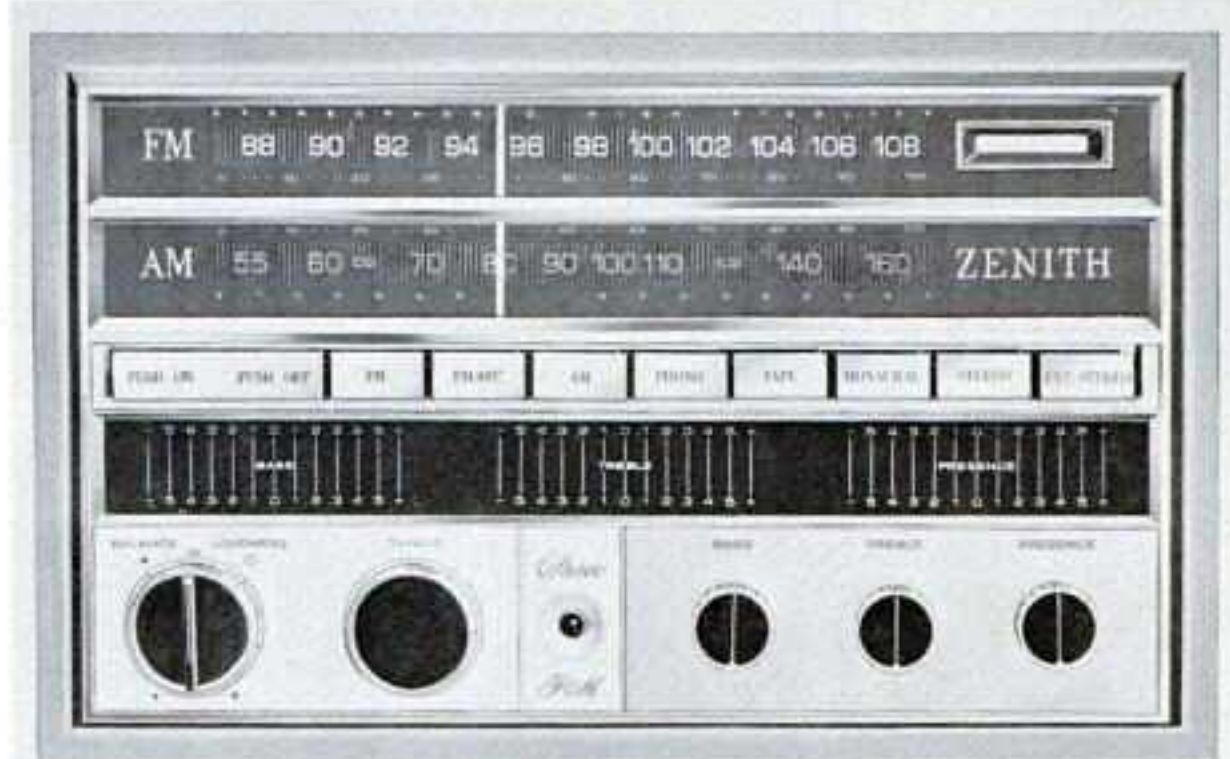
ing others on disks, consequently the sales of band instruments, guitars and amplifiers and the like bound upwards.

2-Way Street

The complete music dealer can have it both ways; he can sell to those who want merely to be entertained and also supply and service those who wish to make their own music.

A new approach to piano selling had help from a singer from the Pye group, Vince Hill, who had recorded a number with piano accompaniment using a new quick teaching method called "Piano Jump." This is a method of using chord symbols to enable first-time students to play a tune in a matter of minutes. This "without tears"

Zenith Shows New Line



NEW LINE OF ZENITH home entertainment products includes the Mendelssohn shown in top photo above. A part of the firm's Royalcraft Series, the console offers AM-FM-FM Stereo radio with four-speed changer and two-gram tone-arm. The model is also available without radio as the Oberlin. Shown in the lower photo is the unique push-button studio control panel which comes as standard equipment with all Zenith consoles featuring stereo FM radio.

Phono-Tape

MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

equipment newsletter

By DAVID LACHENBRUCH

Billboard Contributing Editor • Editorial Director, Television Digest

WHAT HAPPENED TO HI FI? Just because it's keeping its silence, don't get the idea that the Federal Trade Commission has given up in its search for an "official" definition of high fidelity—or, as the FTC puts it, its "staff-level study of the deceptive use of the term 'high fidelity.'"



The FTC may not get there in time to restore integrity to high fidelity. The reason, in case you haven't noticed, is that the phrase, "high fidelity," seems to be going into obsolescence. We don't believe for a minute that this is because of the threat of FTC action. Rather, it's the continuation of a trend which started before FTC's hi-fi gears began grinding.

The term "hi fi" started to get rusty when stereo's popularity began. In stereo's early days, you'll recall, dual-channel equipment was first referred to as "high fidelity stereo," single-channel phonos as "hi fi." But high fidelity stereo was too long a phrase, and soon a phono was called either stereo or "hi fi" (the latter referring to monophonic equipment). The recording industry seems to follow a similar practice.

This resulted in considerable deflation of the phrase "high fidelity," giving it even a negative connotation. "Hi fi" came to mean "not stereo." At about this time, the FTC began to get riled up.

WE'VE BEEN LEAFING through press releases, catalog sheets and promotional material for the major lines of phonographs which have just been introduced. We were surprised to find that most manufacturers have dropped or de-emphasized use of the term "high fidelity" of their own accord. Of course, it's true that many monaural portable phonos couldn't qualify under any reasonable definition of hi fi, but most manufacturers now choose to call their mono units "portable phonographs" (an extremely descriptive term). A portable stereo is now called a "portable stereo" or a "portable stereophonic instrument."

This year's key word is "instrument." Almost every manufacturer seems to have discovered it. (Every now and then a word catches on like wildfire. In the early and mid 1950's the word was "breakthrough." Every new model was a "breakthrough." Now, "instrument" is catching on, and it's a good word.)

Most package phono manufacturers are still using the phrase "high fidelity" in connection with consoles, but it isn't being stressed. It's usually tucked in between the two newer words—"stereophonic high fidelity instrument." The same de-emphasis on "hi fi" seems to be under way in the audio component field.

Thus, "high fidelity" seems to be gradually passing out of the language due to over-use or semantic deflation, without the help of the FTC. "Stereo" needs no definition—it's almost self-defining. Perhaps FTC should work on a definition of "instrument."

MEANWHILE, BACK AT FTC . . . The Commission may reach its definition of hi fi in a few months, "but it will probably take more than a few months," we were told recently by a staff member who is working on the problem.

The FTC's Bureau of Industry Guidance still feels it hasn't received all of the industry's views on the subject. And a staffer there confirmed a report carried in this column last April 6 that the Bureau is looking with some favor on a sliding-scale method of defining hi fi. One proposal is "test standards with clear and conspicuous disclosures." Translated, this presumably would mean a grading method—with certification that a product comes up to standards for Grade A, Grade B or Grade C hi fi, or something of the sort.

At any rate, FTC officials say they're willing and eager to receive any opinions from members of the industry and the public on the subject. If you have any feelings on the matter, you can write Bureau of Industry Guidance, Federal Trade Commission, Washington 25, D. C.

"The mere fact that the industry can't agree on a definition will not preclude our trying to protect the public with some specific rules," an FTC spokesman told us recently. "This is an important issue to us. We think the public is being deceived, and we have considerable evidence that others feel the same way."

IF YOU WRITE TO FTC to ask them how their hi-fi probe is going you'll get a letter which reads like this:

"On the basis of available information, it appears that this term [high fidelity] is being used in such manner as to have the capacity and tendency to deceive consumers. Such a practice could constitute a violation of Section 5 of the Federal Trade Commission Act which declares unfair methods of competition, and unfair or deceptive acts or practices, in commerce, to be unlawful. Therefore, this Bureau's staff is pursuing its responsibility to investigate and determine whether the practice is so widespread and the public interest so substantial as to warrant recommending that the Commission take some industry-wide action to protect consumers and competitors.

"We are now seeking available information and opinions from groups and individual experts in the field of sound reproduction to

(Continued on page 42)

WHAT DOES GLOBAL EXPOSURE MEAN TO YOU?

NEW CLIENTS

in a market you already serve!

NEW MARKETS

you feel you are now ready to serve!

SPECIFIC AREAS

to gradually expand your operation!

OR...

just letting the world market know that you're an enterprising and growing firm that will serve them in the future!

Whatever your status—whatever your goal—the most effective and penetrating means of giving your message world-wide exposure is via the publication guaranteed to reach the heart of the world market.

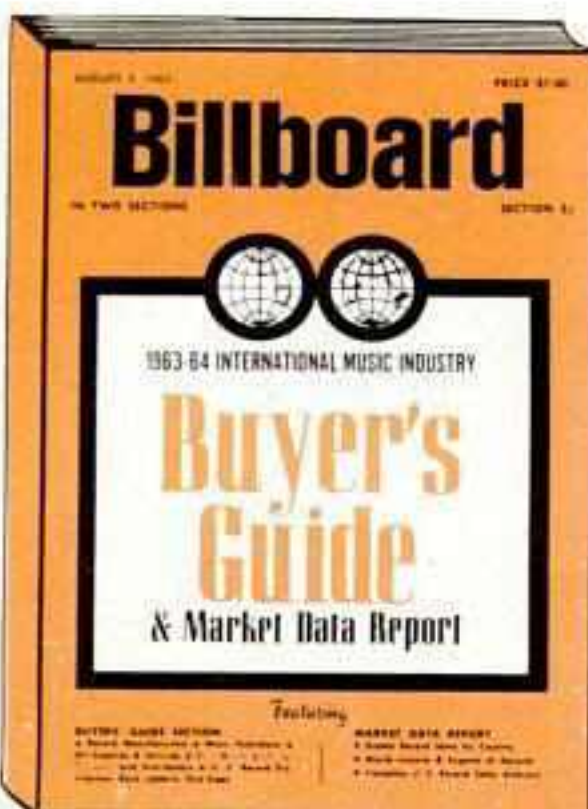
Billboard's International Music Industry BUYER'S GUIDE and Market Data Report

... the only separate directory of its kind published for the industry.

... used as a year-round reference source by the music industry's most influential buyers throughout the world.

COMING AUGUST 3

Advertising Deadline: June 20



BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING FOR OVER \$500

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	3/30/63 Issue	12/22/63 Issue		
1	1	1	Magnavox	56.9
2	3	2	Fisher	10.6
3	—	—	Curtis-Mathes	9.0
4	4	4	RCA Victor	5.2
5	2	3	Pilot	5.0
5	—	—	Electrohome	5.0
			Others	8.3

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

3/30/63 Issue: Clairtone (5).

12/22/62 Issue: Motorola (4); Clairtone (6).

DISK DEALS FOR DEALERS

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

RIVERSIDE—Expires July 10, 1963. Started May 10, 1963.

On nine Charlie Byrd LP's, buy 10, get two free.

CADENCE—Expires June 26, 1963. Started May 1, 1963.

Coinciding with release of "First Family, Volume II" album, label is offering three free albums for each 20 purchased. Deal includes entire catalog as well as new "First Family" set. Available to all qualified dealers.

LIBERTY—Expires June 30, 1963. Started May 15, 1963.

A 15 per cent cash discount off face of invoice on all new releases and entire catalog of Martin Denny, Julie London, Si Zentner LP's. A 100 per cent exchange privilege after October 1. Payments, one-third each 10th day of August, September and October.

TRU-SOUND—Expires June 30, 1963. Started May 1, 1963.

A 15 per cent discount on all product on Tru-Sound, Tru-Sound Gospel and Tru-Sound Latin American lines.

KING—Expires June 30, 1963. Started June 1, 1963.

For all King or Bethlehem LP's: Buy six, get one free. For King EP's: Buy four, get one free. For Audio-Lab LP's: Buy four, get one free.

STARDAY—Expires June 30, 1963. Started June 1, 1963.

Cavalcade of Country Comedy and Rural Humor Sale. Two free albums for each 10 ordered by dealers.

TAMLA—Expires July 12, 1963. Started June 10, 1963.

Special program on Little Stevie Wonder LP's. "Buy four, get one free" plan includes 100 per cent exchange privilege any time after August 10. Plan applies to three LP's by the artist.

PRESTIGE—Expires July 31, 1963. Started June 1, 1963.

Special 15 per cent catalog deal on Swingville, Bluesville, Lively Arts and Irish labels. Offer is part of rotating label deal policy. Also special deal on 11 new releases on various prestige labels, expiring July 10.

LAURIE—Expires September 15, 1963. Started June 1, 1963.

Big 15 Plan on New Dion LP, "Dion Sings the 15 Million Sellers." Plan runs for 15 weeks and includes special incentives to distributors.

DOOTO—Expiration indefinite. Started May 1, 1963.

On all Dooto album product—buy five, get one free.

EQUIPMENT NEWSLETTER

• Continued from page 41

assist in our determination of what criteria should be met before products could be properly represented as being in the 'high fidelity' range. No one group or segment of the industry has been singled out in this regard. On the contrary, we have indicated that we would welcome the constructive suggestions of any company, group or individual.

"We have received a number of constructive suggestions concerning this very complex problem, but we believe that a full expression of the industry's views would be very helpful in establishing an adequate basis for this Bureau's eventual recommendation to the Commission. In this connection, we are awaiting what we hope will be extensive comments from members of the industry who have indicated a desire and willingness to state their positions."

Thus, while the Federal Trade Commission continues to search for a method of defining high fidelity, the industry is putting less and less emphasis on the term—and constantly improving the fidelity of its products.

Coffee Table Stereo



MULTI-PURPOSE STEREO CABINETRY is an important marketing factor in the 1964 lines now appearing, and here's an example. It's Sylvania's recently introduced SC508 Coffee Table Stereo, available in contemporary or early American stylings. Designed for functional beauty, the set comes in mahogany, walnut and a specially antiqued tangerine color in contemporary styling. Basic price is \$149.95 (in mahogany). Other finishes slightly higher.

Tips on Making Products Move

Sense of Humor & Service Make It

LAKESIDE, Colo. — A sense of humor and efficient service—those are the merchandising bywords of Jerry Nichols and Jerry Kahn of the store known as Sound in the Round, here.

On count one, the sense of humor of the proprietors has been incorporated into their "amphitheater-like" display parlor. As a customer enters, he feels he has walked into a bowl. Ten-foot high pegboard walls go down both sides of the 80-foot area, curving around the rear to meet each other.

More than 80 speakers in various combinations and classifications range around the walls, with wall brackets displaying myriad tape recorders and phonos. In the center of the huge room, arranged in rows are consoles and combinations, with the rear area devoted exclusively to components.

Even farther back in the rear, the two-man service department operates with one of the city's biggest supply of spare parts. This, combined with the conversation piece atmosphere of the store's display section, has helped build increasing volume despite the closeness of two key discount centers.

Specific Price Ads Pay Off in Denver

DENVER — Full-page newspaper ads devoted to specific price categories of products have helped several hundred tape recorders a year for Herb Cook, head of Dave Cook, Inc., here.

A typical ad for the four-store chain shows choices of tape recorders running from a Jap-

anese-made compact at \$18.89, to an all-metal German battery operated model at \$29.95 to a professional-styled stereo model at \$269.95. Another feature of the ads is the offer of a 20-month budget payment plan, plus a 24-hour mail order service. Another "follow through" factor is that working models, ready for instant demonstration, of every unit pictured in the ads are in each of the four stores.

Full Disk Inventory Sells Stereo Phonos

BIRMINGHAM—A \$40,000 inventory in LP's is being used by Godwin Radio Co., here, as

HOTEL FORREST

49 ST.
West of B'way

New York City, Circle 6-3252
In the Heart of Times Square
"At the Crossroads of the World"

NEW, SENSATIONAL ONE-RATE PLAN!

Every Single room **\$7.50** new only
Every Double room **\$11** new only

SPECIAL GROUP RATES

FULLY AIR CONDITIONED
21" TV & Hi-Fi in EVERY ROOM
GARAGE adjacent to hotel
SHOW ROOMS available Day-Evening

FAN MAIL GLOSSY PHOTOS

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

MULSON STUDIO
Box 1941 Bridgeport, Conn.

POLYMAX

PRESSINGS ADD A NEW SOUND DIMENSION

You can actually feel the exciting new clarity and presence and this mystery material is 100% Anti-Static

CREATED BY **RESEARCH CRAFT CORPORATION**
1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.

a catalyst in selling more tape and phono product in the \$350 and up price bracket. Owner J. W. Godwin since installing his record department now makes it standard procedure to offer a \$50 record collection with every phono in the \$300 and up price group.

Godwin also offers the buyer of this type of equipment a courtesy discount card good for 20 per cent discount on every record purchased thereafter. The full inventory of records enables Godwin's staff to make an effective demonstration with the exact selections requested in virtually every case.

Weather Reports Build Traffic

ALPENA, Mich. — Claude Bauer, head of B. and B. Sales and Service Company, phono tape recorder dealer here, has turned himself into a weather forecaster as a unique way of putting across a sales pitch. Bauer, head of B. and B. Sales paper that up-to-the-minute weather forecasts can be obtained simply by calling his store on the phone. A taped weather message automatically plays over the phone. A new forecast is taped three times daily, including Sundays and holidays. Following the forecast, the tape plays a special promotion message on the latest stereo tape equipment specials on tap. Bauer reports he averages 200 to 300 calls a day. He feels it's one of the best and cheapest promotions (it costs \$18 a month for ads) he has ever run, with as many as 35 callers a month turning out to be bona fide prospects for equipment.

Musictapes' New Release

CHICAGO — Musictapes, Inc., has announced a special "Spring Is Hear" tape release, with high-powered offerings from its catalog, which consist of product from the United Artists, Vee Jay, GNP, Prestige, Elektra and Starday catalogs as well as Musictapes own material, and from Caedmon and Monitor, the latest to join Musictapes' releasing organization.

The new release features two new albums from the Caedmon group, one with the late Robert Frost reading his own poetry; two Monitor releases, a Twin-pak tape which includes Ferrante and Teicher's hit versions of "Lawrence of Arabia" and "Mutiny on the Bounty," a package by Arthur Lyman and one by Stan Getz and Gene Ammons.

Dealers Revamp

Continued from page 41

promotion and selling. Vince Hill later demonstrated the method with a studio "victim" on Southern Television later that week.

The presidents of six other music trade associations took part in the conference, covering music publishers, band instrument makers, piano manufacturers, education groups. A session on records dealt with "Opportunities for the Gramophone Record in the Future," with an address by G. Fenwick, who was manager of the famous HMV retail store in London's Oxford Street for many years. About 150 of the country's leading retailers attended what secretary D. E. Johnson described as "the most important event in the music trade's calendar since World War II."

Billboard Buyers & Sellers

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A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

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COMPLETE NEW ENGLAND RECORD PROMOTION

Entire Six State Area Includes These Major Record Breakout Markets.

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- Worcester, Mass.
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- Portland, Maine

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New England's Leading Independent Record Promotion Organization Has Represented The Nation's Finest Record Companies, Publishers, Artists And Writers Since 1959.

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MORTY WAX NATIONAL RECORD Promo Network, coast to coast. A complete program of disc jockey promo and trade paper publicity. Distrib. arranged. Radio and TV interviews. Morty Wax, 1733 Broadway, N. Y. C. CI 7-2159. np-ap25

NEW OFFICES • NEW LOCATION

Same great promotion know-how

JOE PETRALIA

Record Artists Representative
Park Sheraton Hotel

Suite 264 55th St. at 7th Ave.

New York 19, N. Y.
Phone: JU 6-6935

LET FLORIDA COUNTRY MUSIC DJ-publicity man, photographer, constant contact all radio, TV, news media, do your promotional record distribution. Best references. Red Kerce, 135 White Dr., Tallahassee, Fla.

RECORD ACCESSORIES & DEALER FIXTURES

FREE-STANDING PEGBOARD UNITS?

Don't waste money! See ART-PHYL'S new A frame display. Sturdy 2-sided 4'x4' unit. Priced well below all other units.

The most diversified record rack and display line.

ART-PHYL CREATIONS

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Newark 14, N. J.

N.J.: BI 8-5100 N.Y.: WO 4-2565

BUSINESS OPPORTUNITIES

FOR SALE: COMPLETE RECORD PRESSING Plant for 45, 78 & LP. Priced for immediate disposal. Can be financed. Write or call Mark Aviation, San Jose Municipal Airport, San Jose, Calif. Phone: 408-294-6626. je22

IDEAL LOCATION FOR RECORD STORE on Pitkin Ave., Brooklyn. Very heavy traffic in heart of retail shopping area; 25 x 50. Also Washington Heights location, St. Nicholas Ave., north of 181 St.; 10 x 30. Very busy thoroughfare. WE 3-6544. ch-jy6

INTERNATIONAL PROFITS YOUR object? You can reach and sell your published songs, tapes, masters, services to leading music industry influential all over the world through the International Buyers & Sellers Exchange. Designed to help you reach markets outside the U.S.A., it appears each week in Billboard.

MISCELLANEOUS

ANNOUNCING THE ARRIVAL OF THE Jockey Joker, a new series of one-line gags and bits for DJ's and comics. First edition, \$2.50; write for complete catalogue of other gag files. Show-Biz Comedy Service (Dept. JJ), 65 Parkway Court, Brooklyn 35, N. Y. je29

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FLASHING HOLLYWOOD
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Songwriters — Spiritual Groups R & B Artists — Masters — Demos Interviews held Saturdays starting June 22, from 11 a.m.-6 p.m. at: NIBS-WASSEL MUSIC PUBL. 1639 Broadway, Room 309 New York, N. Y. Call: CI 5-9551 or CI 6-5837

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WEST 57 ST.

. . . at a Truly Reasonable Rental. Open for Inspection.

For Immediate Occupancy.

SOUTH PARK APARTMENTS
435 WEST 57 ST.

Just a Few Minutes Spent

Looking Around Should

CONVINCE YOU!

Choice Apt. Layouts of
2, 2 1/2, Jr. 3, 3 1/2 & 4 Rms.

Rentals From \$132 for 2 Room Apts. Air Conditioners Included, Carpeted Halls, Doorman, Garage, Agent on Premises: PL 7-6179 or

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60 E. 42 St., MU 7-7570

CLASSIFIED RATES

Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

• Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.

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

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for _____ consecutive issues.

Classification: _____ Size: _____

Set regular classified style. Set boxed classified style.

Amount enclosed _____

Copy: _____

Company Name _____ Authorized by _____

Address _____

City _____ Zone _____ State _____

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

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway
New York 36, N. Y.

1520 N. Gower St.
Hollywood 28, Calif.

188 W. Randolph St.
Chicago 1, Ill.

EMPLOYMENT SECTION

RESIDENT SALES REPRESENTATIVES in all areas. Sell and promote profitable low budget records. Commission basis. Neale Records, Box 3294, San Bernardino, Calif. je22

The Company that
REALLY goes after
more business **CAN**
get more business...

by consistent
advertisements in
Billboard's

Buyers and 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.

MOSS Releases First Operator 5-Pack

NEW YORK—Five record labels were represented on the initial five-pack release by Music Operators Stereo Service (MOSS), an industrywide effort by three of the leading automatic phonograph manufacturers to provide stereo singles for juke box operators.

The five-packs, complete with five title strips and a four-color album reproduction for each record, will be distributed through more than 100 Rock-Ola, Rowe-AMI and Wurlitzer distributors throughout the nation.

Packs, which will be released on an every-other-week basis, will also be available through one-stops.

New Material

All releases were taken from the Billboard Top Selling Stereo Album list. None of the material has previously been released as singles.

Line-up for the initial five-pack includes:

"One Note Samba" backed with "I Left My Heart

in San Francisco," with Joe Harnell from the Kapp "Fly Me to the Moon" album.

"Rio Junction" backed with "Take the 'A' Train," with Enoch Light from the Command "Big Band Bossa Nova" album.

"Night Train" backed with "The Hot Canary," with Henry Mancini from the RCA "Uniquely Mancini" album.

"Morning Train" backed with "Gone with the Rainbow" with Peter, Paul and Mary from the Warner Bros. "Moving" album.

"Mack the Knife" backed with "Mamma's Gone Good-Bye" with Peggy Lee from the Capitol "I'm a Woman" album.

Resources Pooled

Theory behind the MOSS is that efforts by any of the manufacturers to provide custom product have been

stymied because of the limited orders. With three phonograph manufacturers pooling their buying power, the combination is able to order adult 33 stereo single material in enough quantity to make it worth the record companies' while. Record Source International, a division of The Billboard Publishing Company, takes care of fulfillment to distributors and one-stops and also services operators directly.

Cost to the operator, regardless of where he buys, is \$3.50 for a five-pack, including the title strips and four-color album reproductions.

Record companies benefit two ways: Miniature album covers displayed on juke boxes promote album sales. And the stereo bands extracted from the albums are singles that have not had exposure on the air, thus stimulating additional interest in the albums.

Material is selected on the basis of juke box potential by members of the Billboard record review staff.

Franco-German Coin Machine Mergers Under Consideration

By OMER ANDERSON

FRANKFURT — Discussions are under way among West German and French coin machine manufacturers for a series of mergers aimed at creating a few big Continental colossi.

Two considerations dictate the merger talks now in progress sharpening competition within the European Common Market and the determination of European producers—first and foremost the West Germans—to gain a foothold in the U. S. market.

As a corollary to the Continental fusion talks, certain European firms are studying the possibility of acquiring U. S. coin machine firms to gain facilitated entree to the American market.

A poll of leading European manufacturers disclosed that the overwhelming majority predict a "massive reorganization" of the European industry to meet the vastly altered competitive conditions created by the Common Market.

The goal is fewer and bigger firms with production and distribution organized on European rather than national lines. Leading trade executives foresee the emergence of authentic European firms—a European corporate structure, European executives, European production establishment, and European distribution and sales organizations.

According to this trade consensus, the trend is toward the

elimination of purely national manufacturing set-ups, and their replacement by mixed executive and production staffs at all levels.

The fusion talks under way anticipate this development. Officials of the firms involved revealed that three general types of co-operation are under discussion:

Outright merger or acquisition of one firm by another.

A pooling arrangement whereby production facilities and marketing organizations will be shared under a formula stopping just short of merger.

A co-operative arrangement providing for the exchange of

(Continued on page 53)

Coin Bowling Hit in Ohio

CINCINNATI — Tournament bowling is big league in Southern Ohio. But the Buckeye version of America's most popular participant sport differs from the versions in the rest of the country—it's coin-operated.

Two years ago, Joe Westershaus Jr., son of a local distributor, organized Dime 'N' Bowl Inc., a service organization whose sole purpose is the supervision of coin-operated bowling leagues.

This season, the second in operation, more than 2,000 bowlers representing some 250 teams in the Cincinnati, Ham-

ilton and Dayton areas competed in tournament play for 33 weeks, beginning in early September. Each team consists of six regulars, plus substitutes, with a league generally consisting of 12 teams.

Each team represents a tavern where a long bowler is on location. The winning team in each league gets up to \$500 in prizes, while the cellar club gets a minimum of \$72.

Tournaments

At the end of the regular season, Dime 'N' Bowl holds two playoffs—a Championship Tournament for the first divi-

sion clubs and a Consolation Tournament for second division teams.

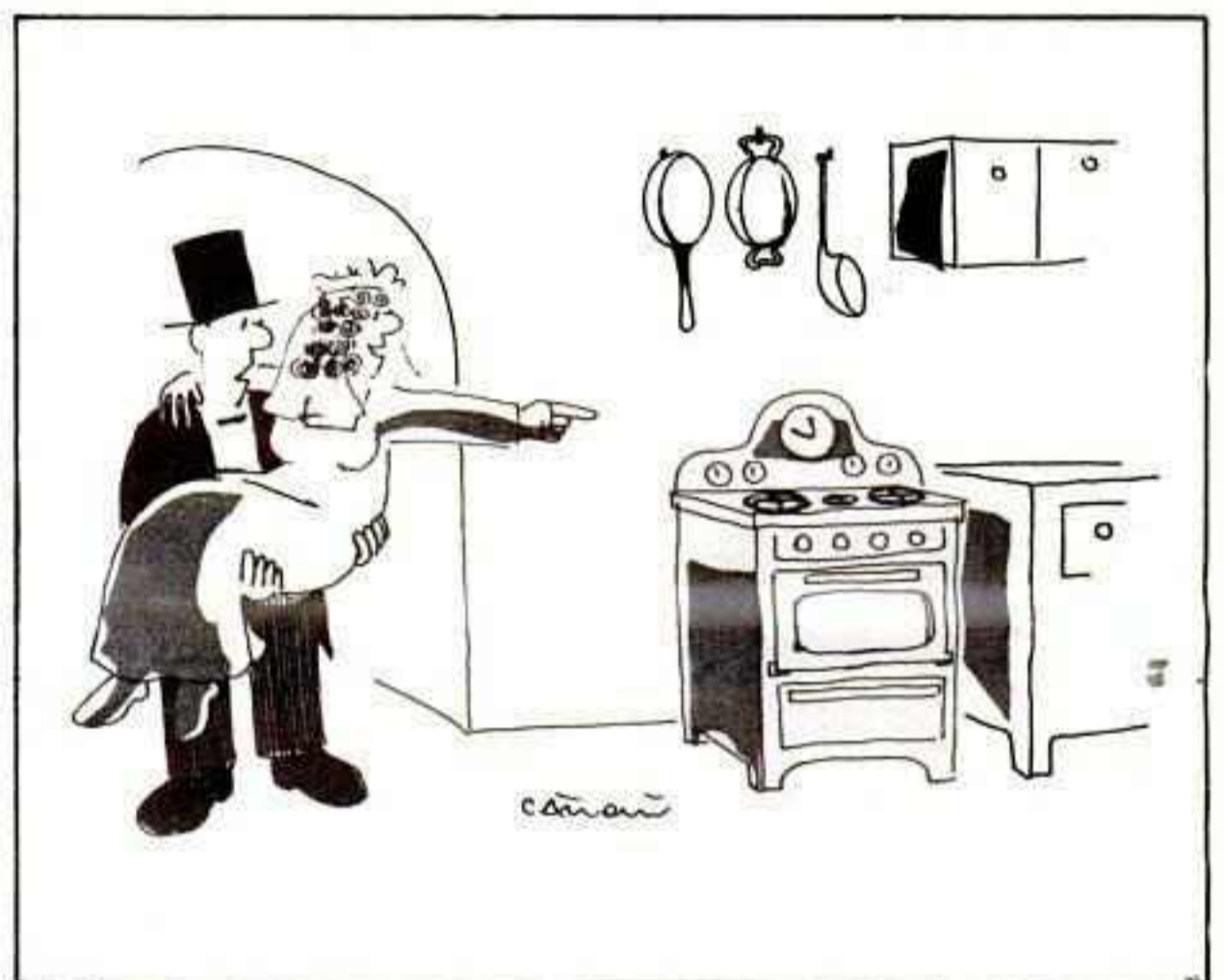
The Cincinnati champion receives an additional \$600 and a trophy. Winner of the Cincinnati-Dayton championship gets \$1,000 and a trophy. Runner-up gets \$250.

During the regular season each team member bowls three games a week, bringing in the location a total of \$3.50 a week (based on 12 players) in direct revenue. However, players generally have several practice games before league play be-

(Continued on page 49)

Coin Machine OPERATING

- MUSIC MACHINE PROGRAMMING
- DOUBLE PLAY DISKS
- RECENT STEREO RELEASES
- BULK VENDING



"Oh, how lovely. What is it, a juke box?" radiocorriere, rome.

Shooting Down the Robbers Aim of New Riot Gun Game



RIOT GUN

shots for a quarter. Object is to hit 17 bank robber targets. Three running gangster targets flash continuously during play and offer a bonus score when hit.

The two surprise pop-up gangster targets also have bonus score features.

Doors in the target area swing open to offer the marksman a shot at three other tar-

(Continued on page 49)

MOA Officers To Kick Around Ideas to Meet

CHICAGO — Officers and staffers of some 75 State and local coin machine associations will gather at the Music Operators of America convention to be held at the Morrison Hotel here, September 4-6, for a formal exchange of ideas.

Joe Silverman, business manager of the Philadelphia Amusement Machine Association and chairman of the MOA association forum, said that association

(Continued on page 49)

Coin Machine Exports January, 1963

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
1. West Germany	102	\$ 55,450	7	\$ 1,820	399	\$157,091	508	\$214,361
2. United Kingdom	50	33,025	—	—	594	178,466	644	211,491
3. Belgium	115	76,139	49	15,428	188	60,330	352	151,897
4. Japan	65	45,872	114	26,028	38	14,934	217	86,834
5. Nan Islands	43	33,071	76	31,900	—	—	119	64,971
6. Venezuela	—	—	5	2,585	124	47,384	129	49,969
7. Canada	20	15,299	—	—	44	16,005	64	31,304
8. Australia	—	—	—	—	66	20,139	66	20,139
9. Sweden	—	—	—	—	36	19,425	36	19,425
10. Dominican Rep.	12	8,610	12	6,022	—	—	24	14,632
11. France	—	—	—	—	38	12,745	38	12,745
12. Jamaica	4	2,898	8	6,307	—	—	12	9,205
13. Chile	—	—	—	—	15	8,640	15	8,640
14. Peru	10	8,350	—	—	—	—	10	8,350
15. Panama	—	—	4	3,271	9	4,985	13	8,256
16. Other Countries	19	14,810	38	11,133	78	16,824	135	42,767
Totals	440	\$293,524	313	\$104,494	1,629	\$556,968	2,382	\$854,986

United States coin machine exports for January were substantially below those of January 1962, although the decrease had little to do with the demand for American juke boxes and amusement machines. The dip—from \$1,384,261 to \$954,986—came in the wake of the big East Coast shipping strike. With ports tied up due to the pile-up of essential exports,

the coin machines had to take their place near the end of the line. Biggest drop was in new juke boxes—from 718 units valued at \$475,201 to 440 units valued at \$293,524. The value of used juke boxes dropped from \$137,145 to \$104,494. Game shipments—new and used—fell from 2,662 units valued at \$771,915 to 1,629 units valued at \$556,968.

WALL ST. JOURNAL LOOKS AT STATE OF PINBALLS

CHICAGO—The June 11 issue of the Wall Street Journal contained a page 1 analysis of the pinball machine industry, emphasizing the legal status of amusement games in the United States and the demand for them overseas.

According to the story, the three major pinball manufacturers—Bally, Gottlieb and Williams—last year sold 50,000 units with a total value of about \$15,000,000.

Gottlieb reported that its sales have risen by 30 per cent since 1956, while Williams reports a 70 per cent gain in sales in the last five years.

Since the passage of the Eastland Bill in December, Bally reports a 40 per cent sales drop due to the cutback of the firm's bingo line.

The article outlined the major differences between bingos and straight five-balls.

Herb Jones, Bally vice-president, said the company is eliminating bingo features from some of its models.

Gottlieb and Williams attributed a third of their volume to export sales.

Report From Britain

Singleton Hurt

LONDON — The vacation of John Singleton, secretary of Amusement Caterers Association in Britain, was marred recently by a serious car accident.

Singleton, in Germany for a three-week respite with his wife, suffered a cracked shoulder, and Mrs. Singleton, several cracked ribs.

The ACA official was hospitalized two weeks, but is now back at his desk in London. Both he and Mrs. Singleton are "sore but mending," he indicated.

Tester Catches On

LONDON — The Lowen-Automaten Reaction Tester is catching on slowly in the United Kingdom. The machine, which takes a three-penny coin, finds its chief operating prospects in

Frank B. Joerling Dies at Age 69

ST. LOUIS — Frank B. Joerling, 69, since 1923 general manager of the Southwest division of the Billboard Publishing Company, with offices in the Arcade Building here, died June 8 at Barnes Hospital of a heart ailment aggravated by complications.

The deceased represented both Billboard and Amusement Business weeklies and was well known in local coin machine circles. He was an authority on outdoor show business and was well known in that field from coast to coast.

Masonic funeral services were held Tuesday (11) from the Kurus Funeral Home, East St. Louis, Ill., with interment in Mount Hope Cemetery, Belleville, Ill.

Surviving are his widow, Lucille, 321 Gill Avenue, Kirkwood, Mo., and three brothers, Dr. Arthur and Walter, both of Cincinnati, and George, of Miamitown, Ohio.

driving schools, highway service stations and taverns.

The device has not moved too fast since introduced in Britain about nine months ago, said T. B. Adams, partner of Auto-Slot Sales, Ltd., Croyden, UK distributor.

The Reaction Tester appeals more to motorbike buffs, what Britain calls "ton-up boys" (ton is 100 mph), who slot the device in competitive spirit as a yardstick of biking prowess, he indicated.

The machine, made in Bingen,

Germany, retails here at \$119 and "usually earns its keep," reports Adams.

Trips as Bonus

LONDON—Ditchburn Equipment, Ltd., Wurlitzer Distributor, Lytham, Lancashire, this year is offering a trip to Paris as a sales bonus.

Just returned from a Paris weekend is Bob Jordan, Ditchburn southern region sales executive, and his wife.

Three other staffers took the *(Continued on page 46)*

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IN
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EVERYWHERE

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PROFIT!

BOTH IN FULL PRODUCTION



SKILL POOL

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HITTING ALL 15 ROLLOVER BUTTONS
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40 A.B.T. CHALLENGERS \$42.50

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ARCADE EQUIPMENT	PIN GAMES
Red Ball \$135	Around the World .. \$225
Periscope 125	Big Casino 295
Cross Country 195	Cross Cross 140
Drivemobile 195	Darts 195
Crane 125	Duette 100
Sidewalk Engineer 110	Falstaff 195
Lord's Prayer 125	Flipper Parade 225
Stan. Metal Typer 225	Flipper Parade 250
2-Pl. Ski Fun 275	Golden Gloves 175
Un. Shuffle Baseball. 325	Hi Diver 165
Keeney Roll a Line .. 275	Jig Saw 125
Lucky Seven 125	Jolly Joker 225
Bally Golf Champ 125	Jingle 195
C.C. Drop Ball 110	Kewpie Doll 240
Jet Pilot 175	Lighting Ball 225
Motorama 175	Picnic 175
Set Shot Basketball. 185	Race Time 225
Quarterback 110	Sweet Sioux 295
Foot Vibrator 125	Straight Shooter .. 185
Goales 100	Sittin' Pretty 175
Horoscope Vender .. 75	Sunshine 175
Merc. Floor Grip 125	Telecard 150
Cris Cross Hockey .. 175	Texas 340
Phil. Toboggan 475	World Beauty 225
Keeney League 100	Valiant 375
Baseball 100	
Quizzer 125	



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Motel Guests Choose Tunes

DENVER—Phonograph operators throughout this entire area are watching with interest a novel project recently completed by Keane Smith, of Mood Music Company, in the new million-dollar Centre Motel here.

In place of the usual public address system, which provides FM and AM music at the turn of a switch in most modern motels, Manager Robert Lee has provided wall boxes which give the guest a huge choice of juke box music.

With wall boxes in 160 rooms, the Centre Motel will be slanted primarily for the commercial-traveler market, according to Lee.

Commercials Pale

"We are firmly convinced that travelers in this bracket are tired of TV, or the usual broadcast-type of music, punctuated with commercials every few minutes," Lee said, "so, instead of simply giving the customer the usual free music, we are allowing him to choose from an almost unlimited group of albums, and deposit coins for the music, exactly as if he were in his favorite lounge."

Assisted by Stan Larson of Struve Distributing Company in the elaborate installation, operator Smith is counting heavily on several unique features of the million-dollar motel to keep earning capacity of the system at its best.

For one thing, located near the downtown Denver business district, the motel plans to offer commercial travelers rooms at a moderate rate the year-round, encouraging them to leave their cars at the motel, and to use a station wagon owned by the hotel for unlimited transport to and from the business district.

This will appeal mightily to business travelers who fear the danger of leaving valuable samples and merchandise in cars in the downtown area.

20,000 Circulars

Then, of course, the convenience of the motel to most of Denver's interest centers will count. More than 20,000 circulars have been made up by the Centre Motel management, sent to sales managers and sales offices of thousands of manufacturers, to emphasize the "commercial traveler aspect" of the motel.

With near 100 per cent occupancy the year-round, the novel wall box installation is expected to show a return of from \$50 to \$55 a week, even on a conservative basis, according to Smith and Lee.

"We have developed a plan which makes sure that every customer understands what the wall box



MANAGER ROBERT LEE looks over a wall box.

is there for," Lee said. "We will simply issue each guest as he checks in a marked quarter or half dollar, probably in color, and explain to him that he needs only to deposit it in the wall box to select the kind of music he wants to hear while relaxing or entertaining. This carries plenty of weight, we have found."

Shilling along these lines may be boosted by distributing coins for wall box use with morning newspapers, or as favors, when chambermaids clean up the rooms, and a guest is staying over.

The 160 wall boxes operate from a single unit, with continuous play, so that in dropping coins and selecting from the unit, the guest simply picks up music which is likely to be already in progress. The huge music menu involves a wide choice of pops, old favorites, Broadway show albums, novelty music, etc., available on the standard 10 cents, 3 for 25 cents, or 9-for-50 cents basis.

Naturally, it is expected that some guests may object to having to pay for music in this way, but to date no such complaints have materialized. The fact that the big motel, equal to the largest in the Denver area in space and facilities, allows no tipping whatsoever, and assesses no extra charge over the room rent, average guests do not feel that a handful of coins in the wall box is "a gouge."

Along with commercial travelers, the Centre Motel can expect many weddings, business meetings and conventions, plus tourists during the summer, all of whom, of course, are prime candidates for coin-operated music.

weeks ago. The next company-encouraged junket for salesmen and wives is Lincoln, Newmarket and Evesham race tracks.

Preview Stage

CROYDEN — The Blackpool coin equipment show in December is not counted on for instant sales, says T. B. Adams, director of Auto-Slot Sales, Ltd., here.

"But it is a worthwhile preview showing which keeps us in touch with the people in the north of England," he said.

The third Northern Amusement Equipment & Coin-Operated Machine Exhibition sets the stage for the Amusement Trades Exhibition in January, "Where most of our business starts," was his view. Tradesters don't want to buy much in December, he added, but interest runs high.

Juke Box Asea

SOUTHAMPTON—The refit of the passenger steamship Southern Cross, Shaw Savill vessel, recently, included installation of a Wurlitzer Music Maker 2700 in the recreation rooms.

The juke box has to have its own power generator, reports Norman Lever, general manager of Ditchburn Equipment, Ltd., Wurlitzer distributor. The vessel's own power sources are mostly DC, he adds.

Apparently the liner's artisans were apprehensive about the effect of rough seas on the juke box. Ditchburn engineers R. Coole and Fred Johnson cite the voyage of the SS Carmania recently to Canada where rough seas upset passengers, delayed the ship a day but the juke box—another Wurlitzer 2700—played on.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

BIRDLAND CHUBBY CHECKER, PARKWAY 873
BLACK CLOUD
SURFIN' U. S. A. BEACH BOYS, CAPITOL 4932
SHUT DOWN
THE GOOD LIFE TONY BENNETT, COLUMBIA 42779
SPRING IN MANHATTAN
STRING ALONG RICK NELSON, DECCA 31495
GYPSY WOMAN
POOR LITTLE RICH GIRL STEVE LAWRENCE, COLUMBIA 42795
MORE
WITHOUT LOVE (There Is Nothing) RAY CHARLES, ABC-PARAMOUNT 10453
NO ONE
HOPELESS ANDY WILLIAMS, COLUMBIA 42784
THE PEKING THEME
BE TRUE TO YOURSELF BOBBY VEE, LIBERTY 55581
A LETTER FROM BETTY
BREAKWATER LAWRENCE WELK, DOT 16488
SCARLETT O'HARA
HOBO FLATS (Part I) JIMMY SMITH, VERVE 10283
HOBO FLATS (Part II)

British Briefs:

Postcard to Ditchburn Equipment, Ltd., disk dispatcher from a Staffordshire juke box operator: "Thank you for not sending any records as I asked you not to, so please don't send any yet." . . . Ron Pearce, Ditchburn representative, handed out cigars celebrating the arrival of a son Stephen last month. . . . London coin tradesters disfavor Australian announced choice of the name Royal for the 100-cent currency unit soon to be introduced and score the fact that Royal was an English coin in 15th century. . . . The census of fruit machines and bingo pin tables by British reviewers will tee off in July, but it won't concern members of Amusement Caterers Association, says John Singleton, secretary. Their machines limit payout to legal 12 pennies, he points out. . . . Allen B. Young, partner of Auto-Slot Sales, Ltd., Croyden, just returned from a buying trip to Lowen-Automaten, Bingen, Germany. Young's trip lasted 10 days and included stop-off to see equipment manufacturers in Berlin. . . . Authorities at Horticultural Hall, London, site of Amuse-

Seeburg Catalog Fatter Than Ever

CHICAGO—Some 343 Little LP selections, including 153 new additions, are listed in Seeburg's new catalog of 33½ stereo disks available for juke box operator use.

The total represents a 54 per cent increase over the previous edition of the booklet in February.

Thirty-eight labels are now represented in the catalog. Classifications include folk music, specialty recordings, original cast, pop vocals, pop instrumentals, jazz-rhythm-blues, classical and country and western.

The new catalog (volume three), enlarged from 28 to 44 pages, carries reproductions of all 343 album covers and lists each individual selection in the album. Artists are listed alphabetically.

ment Trades Exhibition again next January, have refurbished the premises' swing doors whose drafts gave post-expo influenza to several coin tradesters last time, reports John Singleton, ACA secretary.

Report From Britain

Continued from page 45

same trip for exceptional sales last year, reports Norman Lever, general manager. The firm's star salesmen are encouraged various ways. A London trip was the prize three

Recent

STEREO RELEASES

for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

PAT THOMAS—DesafinadoMGM

Pop Instrumentals

BILLY MAY—The Great Jimmy LuncefordCapitol

JACKIE GLEASON—OoooCapitol

Jazz/Rhythm & Blues

COUNT BASIE—On My Way Shoutin' Again . . .Verve

FREDDY KING—Bossa Nova & BluesKing

FOLK/Country & Western

BURL IVES—BurlDecca

* * *

SEEBURG ARTIST OF THE WEEK

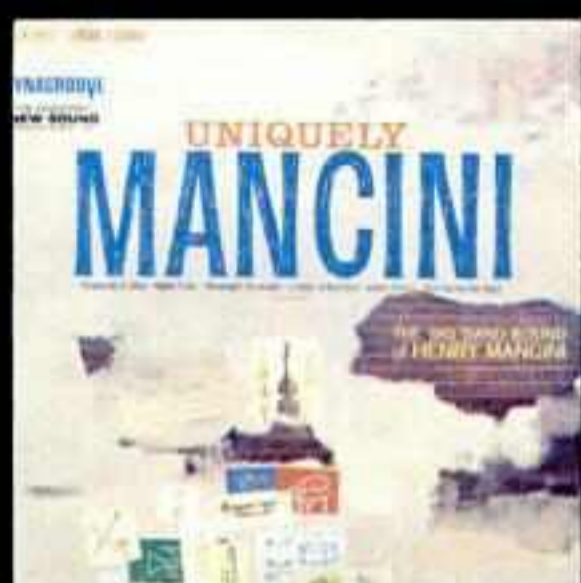
BILLY HOLIDAY—LADY IN SATIN

Columbia (Pop Vocal)

I'm a Fool to Want You/For Heaven's Sake • You Don't Know What Love Is/ I Get Along Without You Very Well • For All We Know/Violets for Your Furs • You've Changed/ It's Easy to Remember • But Beautiful/I'll Be Around

All titles listed are custom 33½ stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York 36, N. Y.

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Gone The Rainbow

Night Train
RSI • UNIQUELY • MANCINI-RCA • STEREO
Hot Canary

Rio Junction
RSI • BIG BAND BOSSA NOVA • COMMAND • STEREO
Take The A Train

One Note Samba
RSI • FLY ME TO THE MOON BOSSA NOVA • KAPP • STEREO
I Left My Heart In San Francisco

Mack The Knife
RSI • I'M A WOMAN • CAPITOL • STEREO
Mama's Gone Goodbye

This Album Sleeve Holder Insert Can Be Ordered by Wurlitzer Operators for Wurlitzer Phonograph Models 2600 and 2700. Each Displays Miniature Album Covers for Wurlitzer Showcase Tunes. Insert shows placement of 10 sides — A-1 through A-10 — for easy patron selection. Miniature Album Covers and Special Color Title Strips Furnished Complete in each M.O.S.S. Five Pack.

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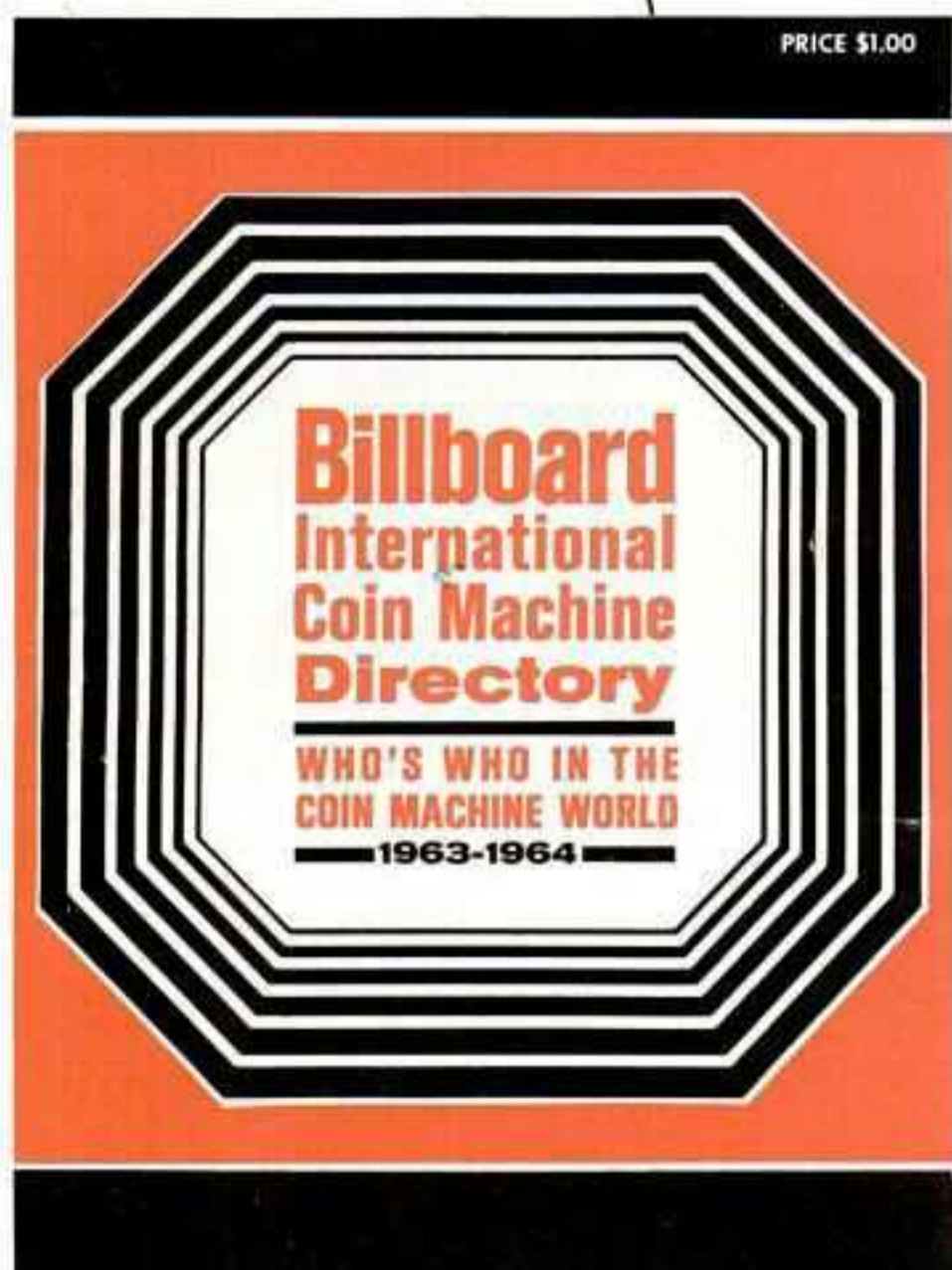
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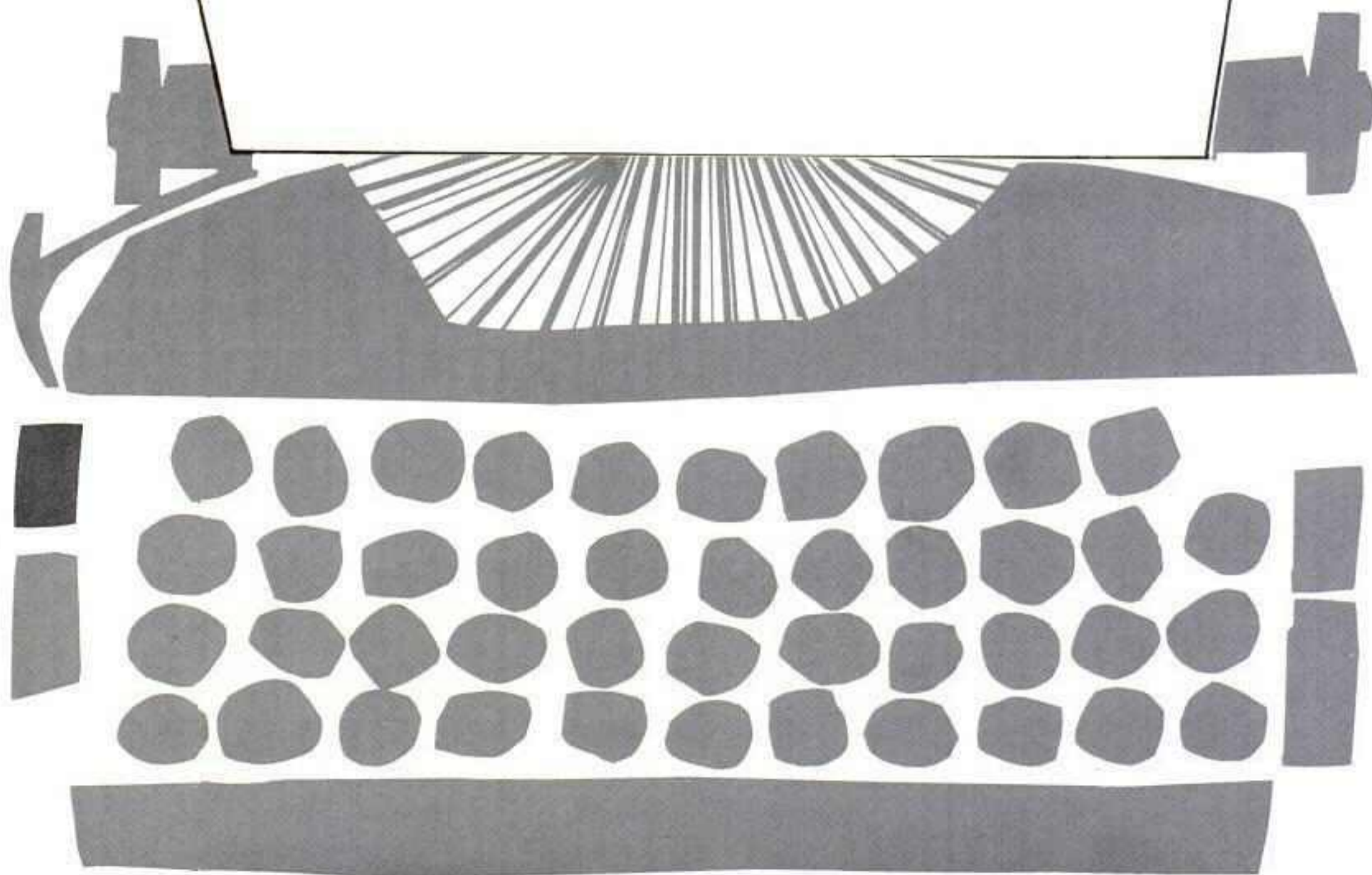
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EUROPEAN NEWS BRIEFS

Smaller Ops Squeezed

HAMBURG—Small German operators increasingly are being squeezed by contraction of the operating trade in this country.

A trade survey shows the trend is clearly toward fewer operators with a larger number of machines. Some forecasts predict that the present 3,000 West German operators will shrink within the next few years to less than 2,000 operators, all highly expert professionals operating large amounts of equipment.

An extreme forecast is for the emergence of big European Common Market-wide operating combines, functioning as operating corporations and organizing the entire European Common Market area as a single territory.

The survey predicts that either the operating trade will grow vastly bigger—or that it will dis-

integrate under Common Market competitive pressures and revert to location ownership such as now prevails in Belgium and Austria.

Resorts Want Bowlers

CHAMONIX—French ski resorts will order record amounts of bowling games for the 1963-'64 season.

Resort owners report unanimously that that season just ended has established the bowler as the most popular apres-ski coin game. Most resorts report that the demand for bowlers far outstripped the supply.

Trade circles estimate that orders for the 1963-'64 season may total as high as 3,500 bowling games of all description for all French winter resorts.

Location Drive On

MUNICH—German operator associations are conducting a drive to expand the number of locations for phonographs through "grass roots missionary work," as one operator association official here put it.

Associations are urging their members to canvass potential phonograph locations more intensively and more imaginatively. Operators are advised to consider every restaurant, bistro and snack bar a phonograph location until conclusively proved otherwise.

Operators are advised to visit every potential phonograph location in his area at least once every six months. "There is no such thing as a location unsuitable for a phonograph; there are only operators who are unable to make the phonograph seem appealing for every location," a recent association injunction to members contended.

"The only way to expand your
(Continued on page 54)

Riot Gun Game

• *Continued from page 44*

gets of opportunity, which also carry bonus scores.

A Black Cat bonus target jumps up and moves across a fence after five men-in-the-window targets have been dispatched.

Both the number of shots per coin and the time limit are adjustable. A slide-out service panel allows the routeman to service from the front. The fuses and entire mechanism are contained in the panel.

Westchester Ops Re-Elect Carl Pavesi

WHITE PLAINS, N. Y.—Carl Pavesi, president of the Westchester Operators Guild since it was organized in 1950, was named to another term by the group here Tuesday (11).

Also re-elected were Harold Rosenberg, vice-president, and Louis Tartaglia, treasurer. Seymour Pollak, who had served as secretary of the organization for 13 years, declined the nomination for re-election. Pollak wants to devote more of his time to his operation.

The vice-president will take on the duties of the secretary this term.

Named to the board of directors were Nat Bensky, Herbert Chacon, Seymour Pollak and Walter Swanson.

Ohio Coin Bowling

• *Continued from page 44*

gins, and spectators also get in the act.

Collections Up 35 Per Cent

Westerhaus estimates that bowling play is increased by an average of 35 per cent in league locations.

Operators put up \$2 a week per team, the locations put up another \$2 for each time a tournament is held on the premises, and the players put up 50 cents each a week. On the \$7 per game weekly total, Dime 'N' Bowl pays the prize money.

Most of the bowlers used are the Chicago Coin or United 16-footers, although several Bally 22-foot bowlers are in use. All bowler makes are acceptable.

Regular league play as well as the post-league tournaments are held on the locations. A crowd of 30 or more spectators is not unusual during a regular league night, and tournament evenings will usually draw more than 100 spectators.

Expansion

Dime 'N' Bowl league play has begun in Southern California this year, and Westerhaus hopes he will have leagues going in all sections of the country in a couple of years.

Another corporation, the Coin Operated Bowling Association of America, has also been organized by Westerhaus. COBAA conducts the post-season tournaments and sells membership cards to league bowlers at \$2 a year.

Westerhaus is the son of Joe Westerhaus, Royal Distributors here. Royal is a Chicago Coin and Rowe-AMI distributor and also has operations.

MOA Officers

• *Continued from page 44*

heads are in the process of determining the agenda for the session.

He added that public relations and programs and services which local associations can offer their members have already been slated for discussion.

Other matters to be discussed will include co-ordination between MOA and local associations and services which MOA should offer to its members.

Harry Snodgrass, MOA president, called for all local association officers and members interested in helping out with the program to write him at MOA's Chicago office.

Donald Brown Dies

BIRMINGHAM — Donald Brown, magazine director of Las Vegas Coin, Ltd., coin equipment distributor and operator here, died June 1 after surgery.

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3 Foot Vibrator	95.00
3 Zodiac Horoscope	75.00
5 U Seal It	95.00
4 Williams Crane	95.00
10 Gypsy Grandma, with stand	150.00
1 Genco Super Basketball	150.00
3 Jumbo Super Hockey	150.00
1 Set Shot Basketball	150.00
2 CC Jet Pilot	195.00
4 Space Age	195.00
4 Genco Horoscope	245.00
5 Williams Road Racor	375.00
3 CC Pro Basketball	445.00
3 CC All Star Goalie	445.00
5 New Williams Voice O Graph	1500.00
10 #9 Auto Photo Reconditioned, like new	1000.00

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1 Rocket Patrol	195.00
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1 Sea Skate Boat	195.00
2 Reindeers	195.00
1 Jr. Auto Test with film	195.00
4 Space Ships	225.00
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3 Merry-Go-Round	245.00
2 Lancer Horses	245.00
1 Round the World Trainer	245.00
2 Auto Test with film	295.00
1 Trigger Horse	295.00
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BULK VENDING

New Capsules May Usher In An Era for Bulk Vending

By NICK BIRO

CHICAGO—A new age appears to be dawning for the bulk vending industry. It's being ushered in by the 25 and 50-cent capsule—most promising development to hit the industry in years.

Although out only a few weeks, the new capsule (and machines) have racked up some impressive results.

A Minneapolis operator reported collections of \$38.50 for one week from a 25-cent machine in a supermarket.

A Chicago variety store location netted another operator collections of \$34 in two-and-one-half weeks.

A 50-cent machine selling ladies' rings only netted \$8 in four days in another Chicago supermarket.

Logan Theory

Jack Nelson, head of Logan Distributing Company, large Midwestern bulk distributor here, attributes it to a combination of two things.

"It's the first time we've had not only a machine but a capsule and merchandise specifically designed for 25 and 50-cent vending," Nelson points out.

In machine, Nelson referred to the new Victor V-2 vender which has a large frontal display area to show the 25 and 50-cent capsule merchandise.

In "capsule and merchandise," Nelson referred to the new 25 and 50-cent capsules, which are

much larger than their predecessor; and to the new line of large jewelry and novelty items which up to now were impossible to vend.

New Capsule

Among the new capsule items doing particularly well, Nelson cited:

- (1) Simulated flowered necklace and bracelet.
- (2) Tailored tie-bars.
- (3) Money clips.

The most significant thing about it is that these are all items that wouldn't fit in the old 25-cent capsules.

Nelson noted that the bulk industry had had 25-cent capsule vending before, but this was the first time that merchandise and machines differed significantly from previous units—particularly units vending penny, nickel and dime items.

Different Category

Nelson pointed out that having a different machine immediately puts the merchandise in a different category in the customer's mind. Nelson estimated that previous 25-cent machines and capsules only did about 25 per cent of the volume of the new units. He noted there were

no 50-cent machines before the current models.

As an indication of his own faith in the potential of the new machines and merchandise, Nelson said he had stocked over \$10,000 worth of 25 and 50-cent machines, capsules and merchandise. He set aside an entire corner of his showrooms to display the equipment.

Nelson said he didn't think the new machines would ever replace the penny or nickel units, "but they're a good diversification item, especially for larger locations," he pointed out.

Traffic Locations

"I don't see the quarter and half-dollar machines in small candy shops, but they're great for large traffic locations like supermarkets, variety stores, chain stores, discount houses and the like," he said.

"Another thing to remember," Nelson pointed out, "the 25 and 50-cent merchandise attracts still another class of people to the machines. You now have people patronizing your bulk vending 'bank' (of machines) that up to now passed it by. This, in itself, builds traffic for all units."

Coast Op Beats Damages With New Formica Bases

LOS ANGELES—The problem of constant damage to bulk vending machine stands, particularly where as many as 20 machines are involved, is being effectively solved by Preston W. Coombs, long-time bulk operator here, with the construction of heavy-duty Formica-covered stands.

Coombs has found that multiple-head stands are more often damaged by clean-up operations than any other single factor. This includes being sloshed by mops, splashed with strong floor detergents and nicks and mars from heavy mopping buckets on wheels.

Heavy iron stands, used in many outdoor locations are no solution, because of the rust problem. Similarly, pressed sheet steel bases, which were introduced some 10 years ago, are not capable of withstanding frequent collisions with cleaning equipment, are constantly bent, dented, or rusted.

That's why Coombs, together with his son Bill, decided on Formica covered wedge-shaped stands, which as experience has shown, are immune to most of the normal damage associated with wood, iron, or sheet metal.

Even though the stands cost \$30 apiece, their ability to accept hard knocks without the slightest break showing in the

surface, plus easy cleanability with strong detergents has made them at "natural" in giant supermarket chains such as Von's.

Consequently, as each new market in the Von's chain has opened, the Coombs father and son team have upgraded from the wrought iron bases used in the past (an investment of \$22.50) to the \$30 Formica bases. The difference in appearance maintenance has been remarkable, according to Coombs, and his serviceman, Gus Vinci, who has been on the job with the Coombs organization for 13 years. Vinci has developed quick, effective means of scrubbing down Formica bases which actually take far less time than the metal or wooden bases of the past.

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Pistachio Nuts, Jumbo Queen, Red	.69
Pistachio Nuts, Jumbo Queen, White	.62
Pistachio Nuts, Large Tulip	.67
Pistachio Nuts, Vendor's Mix	.60
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.64
Cashew, Butts	.61
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.36
Bridge Mix	.36
Boston Baked Beans	.36
Jelly Beans	.33
Licorice Gems	.34
M & M, 500 ct.	.47
Hershey's	.47

Rain-Blo Gum, 72 ct.	\$.32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

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Vendors in Carolina Elect Lee Smith

CHARLOTTE, N. C.—Lee Smith, president of Smith-Regal of Carolina, a local bulk vend-

ing operator, was elected president of the Carolina Bulk Vendors Association at a meeting of the group here recently.

Other officers elected were Blackie Tripp, Tripp's Vending Service, Raleigh N. C., vice-president; Jack Thompson, secretary; Harry Forhman, Rock Hill Vendors, Rock Hill, S. C., treasurer, and Lee Winecoff, Shelby, N. C., chairman of the board.

Elected to the board of directors were the officers and Ed Owen, Owen Vending Service, Fayetteville, N. C., and Bobby Hallman, Hallman Vending, Charlotte.

Topics discussed during the meeting included the importance of cleanliness in machines, route cars and commissaries and the effect of increased sugar prices on the cost of ball gum.

Lee Smith commented briefly on the 1962 Chicago National Vendors Association convention and predicted that the 1964 show in Miami will be the biggest NVA show in history.

In addition to the officers and directors, members present included: H. L. Holder, Holder Vending Service, Fayetteville, N. C.; Dave Buckner, Armand Bodie, Merchandising Association, Greensboro, N. C.; Hugh Eckard, Eckard's Vending Service, Conover, N. C.; L. N. (Nap) Johnson and Luther Grose, both of Charlotte; Carroll Williams, Williams Vending, Charlotte; Carl Dunlap, Hamlet, N. C.; Robert Nations, Reliable Merchandise, Gastonia, N. C.; Jimmy Harwell, Jake Stanley and T. C. Dowless, all of Smith-Regal of Carolina; H. B. Smith, B&E Vendors, Charlotte; Clyde Starnes, Hallman Vending, Charlotte; T. J. Martin, Palmetto Vending, York, S. C., and Harry G. Misenheimer, J&K Vending, Salisbury, N. C.

Cigaret Buyers in Memphis Take Nickel Price Boost in Stride

MEMPHIS—Increase in price of cigarettes in vending machines from 30 cents to 35 cents per pack has not brought on much buyer resistance, Drew Canale, president of Shelby County Cigaret Vending Association, said last week.

Sales have been "in fact, remarkably strong," said Canale.

The increase price went into effect June 1 because the State 2 cents per pack tax increase, from 5 cents to 7 cents became effective the same day.

Canale said sales for the first 10 days after the increase had decreased about 15 per cent, but that was "nothing like we had anticipated. We expected more."

Canale theorized the reason was that cigarette machines were in convenient places and the price increase did change the

buying habits of most smokers. "Some, however, became conscious of any price increase. In the case of cigarette prices, they would start buying them by the carton. I don't know if that will be temporary with the smokers who do or not."

"We expect, and our hope is, that our sales will in time get back up to what they were before the price increase."

Across the counter prices of cigarettes before the price increase ranged from 26 cents to 28 cents. Now the prices are 29 cents to 31 cents.

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Chicle Chicks, 320 & 520 ct...39 lb.
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Tab (short stick), 100 ct...40c box
5-stick Gum, 100 packs...\$2.00
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Coan Producing Candy Vender



COAN MODEL 116

MADISON, Wis.—The Coan Manufacturing Company here is now in production on the firm's new U-Select-It candy vender. The new model, with a capacity of 116 bars, replaces the 94-selection machine. Appearance and dimensions of both machines are the same.

Robert Morris, Coan president, said the increased capacity was achieved by lengthening the bucket chain by extending the product conveyor into previously unused space in the base of the unit.

The model sells for \$189, f.o.b. Madison.

133 Exhibitors Set for NAMA

CHICAGO—Some 133 companies have already agreed to exhibit at the 1963 convention of the National Automatic Merchandising Association to be held in McCormick Place here September 7-10. To date, the Northwestern Corporation is the only bulk vending machine manufacturer to sign for exhibit space.

The 1963 NAMA show will come on the heels of the annual Music Operators of America convention, to be held at the Hotel Morrison here, September 4-6.

Ernest H. Fox, convention general chairman, said that a record 55,000 square feet of exhibit space will be realized this year. He added that NAMA is within 10,000 square feet of its goal.

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5c ATLAS MASTER Jumbo Charm Vender

Cinebox Sets Up Film Production

NEW YORK—Stanley Green, president of Estey Electronics, Hicksville, N. Y., returns Wednesday (19) from a 10-day European trip. Green negotiated for the co-production of 50 mu-

sical films for exhibition in Cinebox, the Italian motion picture juke box. Estey is U. S. Cinebox distributor.

During the trip, Green set up working arrangements with Cinebox film producers in Italy and France. These films are intended to supplement the first 50 productions to be made in the U. S.



LEWIS ROSEN (left), and his brother, Elliot, sons of David Rosen, Philadelphia Rowe-AMI distributor, leave next week for a two-month tour of Europe. The two teen-agers will visit Ireland, Scotland, England, France, Belgium, Holland, Germany, Switzerland, Italy and Austria.

6-POCKET POOL TABLE, 6'	\$185
6-POCKET POOL TABLE, 7'	315

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United Royal	\$195	Mutoscope	\$125	Bally DeLuxe Club	\$265
Bally Trophy	195	Jet Pilot	195	Bally ABC	145
Bally Lucky	185	Pollard Football	125	Bally Congress, Reg.	150
Bally Challenger	295	Field Goal	95	Bally Lucky	145
United Holiday	745	9' Am. Basketball	95	United Handicap	175
		Shot	145	Keeney Diamond	95
		Wms. '62 World Series	375	Keeney Bonus	95
		Keeney Sportsman	145	United Mars	125
		Exhibit Rifle Gallery	85	Chicago Coin Blinker	125
				Chicago Coin Venus	125
				Keeney Palisades	145
				Chicago Score Line	125
				United Shooting Stars	75

ARCADE

Wms. Ten Pins	\$145
Squirt Gun	295
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Hole-in-One	75

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Bonus Balls Don't Make It Gambling in Texas Ruling

AUSTIN, Tex.—A pinball machine that gives extra balls to play as a reward for certain scores is not a gambling device, Attorney General Waggoner Carr said here.

Carr replied to an opinion requested by Beaumont Criminal District Attorney W. C. Lindsey.

Lindsey described a pinball that gives a player five plays a game. A skillful player with a high score gets additional plays to a maximum of 10.

Carr said the game of five to 10 plays is all one game, paid

for by a coin, and does not reward a player with additional games or anything of value for skillful play. Thus, Carr said, it is not a gambling device.

The opinion affirmed a previous opinion that said a game in which the length of the game is determined by the skill of the player is not a gambling device if it does not reward a player with free games or money.

Bill Would Change Calif. Tax Methods

SACRAMENTO, Calif. — A bill to change the method of collecting the California state tax on cigarettes has been sent to the assembly after its ways and means approved the action by a vote of 12 to 8.

The legislation would substitute the direct reporting system for the present one through the sale of stamps and meter impressions.

The bill is said to be supported by major wholesale grocery firms but opposed by tobacco distributors. Supporters of the measure say it will save \$1.9 million annually for the state general fund. The opposition argues that it will encourage bootlegging of tax free cigarettes from other states.

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C.C. Citation Shuffle Alley, Like New	700.00
C.C. Aristocrat Shuffle Alley	500.00
Mills Panoram	375.00
Rowe 2700 Cigarette Venders, repainted hammerloid finish and reconditioned	200.00

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Franco-German Mergers Mulled

• Continued from page 44

services, the sharing of certain production facilities, and the establishment of joint marketing and sales organizations. This formula represents a still more elastic approach to the internationalization of national manufacturing firms.

International Competition

The poll of European coin executives showed that the majority believe that the trend of business generally is toward international competition, and that successful competition in the Common Market implies the ability to compete for the U. S. market as well.

In this connection, Franco-German coin machine concerns, while discussing Continental mergers, are also studying the possibility of penetrating the U. S. market through the acquisition of U. S. firms.

One possible model for an amalgamation of European coin machine firms is that worked out for the Continental airlines—Air Union. Under the Air Union formula, West Germany, France, Italy and Belgium are pooling their national airlines into a single organization.

Single Organization

Air Union members will retain considerable autonomy in serving their own countries, but will operate as a single organization in international traffic. The aim of Air Union is to permit the four national European carriers to compete more effectively against giant international carriers such as Pan American.

An "Air Union" formula is being proposed for the European coin machine producers, and this is one of the proposals now under study in the Franco-German negotiations.

Two recent European industry moves into the American market are also under study within the coin machine trade. They are the acquisition by Pechiney, the big French aluminum producer, of the U. S. Howe Sound Company, and the acquisition by Olivetti, the big Italian office equipment firm, of the American Underwood Company.

These are only two of a series of such acquisitions of U. S. by European firms, the object being in each case to give the European firm access to the U. S. market.

In part, the merger talks now in progress between Franco-German firms are a defensive reaction to the marked superiority enjoyed by U. S. coin machine, organized as they are on a broad Continental basis for competition in the European market.

Mergers and pooling arrange-

ments such as are now under discussion have been advocated by European trade leaders for the past few years. It has taken the pressures generated by the Common Market, however, to trigger the talks now in progress.

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Valiant	Three Coins
Serenade	Reserve
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Metro	Jungle

PHONOS

Seeburg B-C-R-K-V-V1
Wurlitzer 2100-2150-2200-2300-2500
Rock-Ola 1455-1454-1448-1458

MISCELLANEOUS

United Jumbo Bowlers
United Bonus Bowlers
Bally Challenger Bowlers
Williams Vanguard Guns
Williams Crusader Guns
Williams Titan Guns
Williams Space Glider Guns
Midway Shooting Galleries
Genco State Fairs
United Pirate Guns
Keeney 2 Gun Fun
Bally Spinners

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Atlas	Surefire
Dual	3-Way
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Zenith	Del Club
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United Capri Bowler
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EUROPEAN NEWS BRIEFS

• Continued from page 49

business is to expand the number of locations in your district. Every location you fail to sign up is a candidate for a location-owned phonograph."

Seek European Assn.

MILAN—SAPAR, the organization of Italian coin machine

operators, is conducting negotiations aimed at forming a single European-wide coin machine trade organization.

SAPAR's efforts parallel to some extent moves afoot in Italy and Belgium to organize the trade on a broad basis. Austrian operators are seeking to convene

a "congress" of the European coin trade. Belgium's trade favors, predictably, a "Euromat" organization of the trade along Common Market lines.

The Italians are less interested in the organization aspect than in its objectives, which, SAPAR holds, should be devoted primarily to eliminating the tangle of conflicting and dissonant tax and operating legislation.

The Italians are campaigning for a single coin machine tax

and operating code for the entire Common Market area and associated countries such as Austria.

Danes Want Uniformity

COPENHAGEN—Denmark's trade association, Dansk Automat Brance, is conducting a campaign to establish uniform national licensing fees instead of the varying local fees now imposed.

The association contends that fees are too high and vary too

much from area to area. The crazy quilt license fee structure works to fragment the trade, according to the association, and to prevent the erection of a strong nationally oriented trade.

Somewhat the same problem prevails in Holland and Switzerland, and Danish trade authorities are engaged in an exchange of information with the trade associations in these countries to get ammunition for the drive in Denmark.

MUSIC OPERATORS STEREO SERVICE (MOSS)—PRE-PACK OF 5 STEREO 33 $\frac{1}{3}$ SINGLES AS ANNOUNCED ON PAGE 47

NOW . . . a regular operator service for 33 $\frac{1}{3}$ stereo singles . . . especially produced from Best Selling LP's.
TOP ARTISTS . . . TOP SONGS . . . ALL LEADING LABELS

Contact your regular Juke Box Distributor or One-Stop . . . or USE THIS CONVENIENT ORDER FORM TODAY. (Operators: price per pack—\$3.50)

To: RSI, MOSS Division
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Please send _____ MOSS
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MOSS PACK #1 CONTAINS:			
Selections	Artist	Label	Album Titles
(1) ONE NOTE SAMBA	JOE HARNELL	KAPP	FLY ME TO THE MOON
(2) LEFT MY HEART IN SAN FRANCISCO			
(1) RIO JUNCTION	ENOCH LIGHT	COMMAND	BIG BAND BOSSA NOVA
(2) TAKE THE "A" TRAIN			
(1) NIGHT TRAIN	HENRY MANCINI	RCA	UNIQUELY MANCINI
(2) THE HOT CANARY			
(1) MORNING TRAIN	PETER, PAUL & MARY	WARNER BROS.	MOVING
(2) GONE THE RAINBOW			
(1) MACK THE KNIFE	PEGGY LEE	CAPITOL	I'M A WOMAN
(2) MAMMA'S GONE GOOD-BYE			

Company Name _____
 Address _____
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NOTE: Orders from countries outside the U. S. must be accompanied by payment in U. S. funds—and the additional postage charges for shipment will be billed to you.

ALL PURCHASES ARE FINAL. THERE IS NO RETURN PRIVILEGE.

JUKE BOX DISTRIBUTORS . . . ONE-STOPS

Your operators will be contacting you about the new MOSS Pre-Packs. For full details and price schedule, write immediately to RSI, MOSS Division, 1564 Broadway, New York 36, N. Y.

- Each stereo single in the MOSS Pre-Pack contains the 2 best tracks from a current top-selling LP—as selected by Billboard's Program Director.

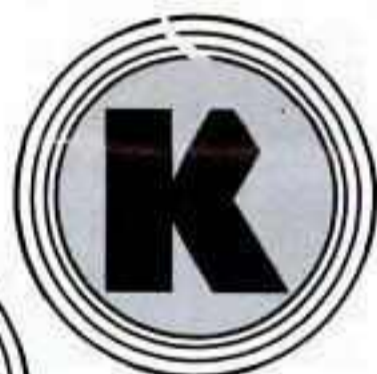
- Each record sleeve in the MOSS Pack contains 5 title strips and a miniature 4-color transparency of the original album cover for display.

- Distribution will be handled through Record Source International (RSI)—a division of Billboard.

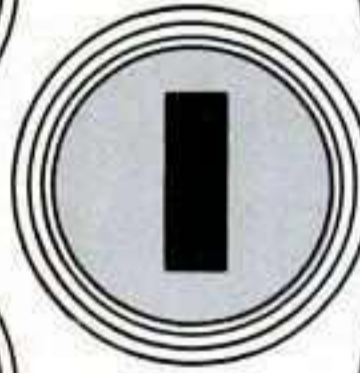
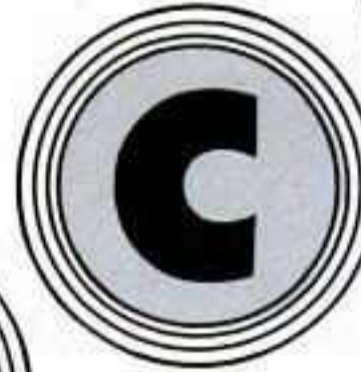
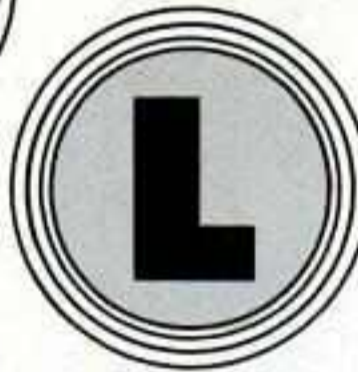
- Every two weeks a new MOSS Pre-Pack of 5 stereo 33 $\frac{1}{3}$ singles will be announced in these pages.



GOTTLIEB'S

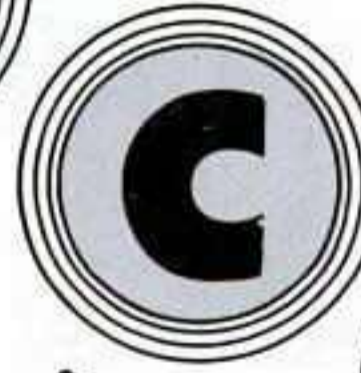


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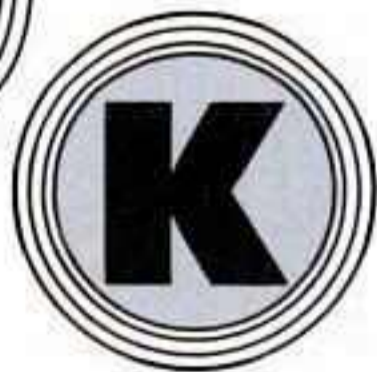
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 Styling!

New Front
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New
 Maximum Security
 Door Lock!

New Double-Size Cash Box!



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- Lighting all 5 rollover buttons lights center hole for special.
- Hitting 4 numbered rollovers consecutively awards special; lights all 4 for further specials.
- Hitting rollovers determines special value of hole.
- Stainless cabinet trim. • Match feature.

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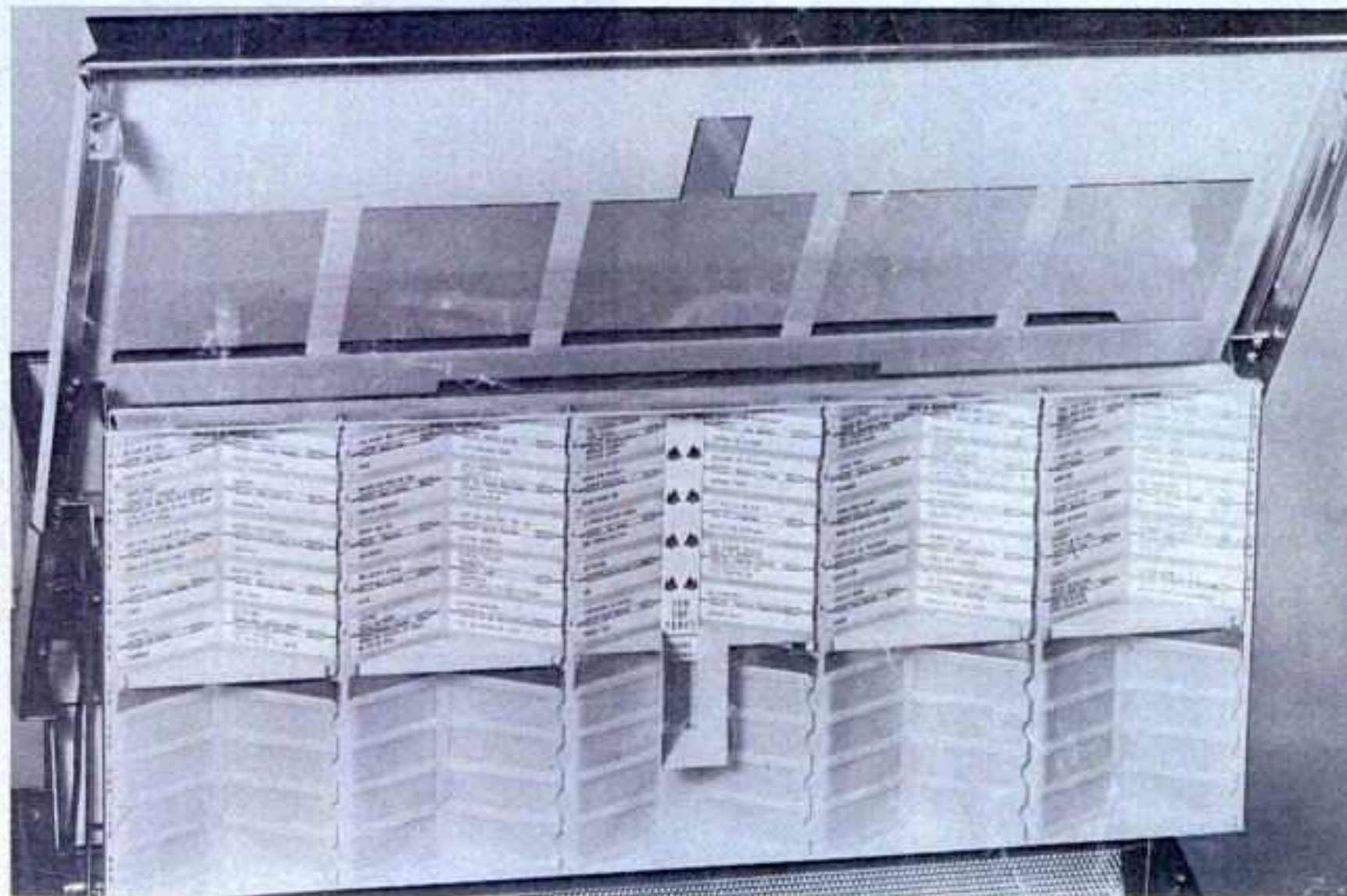
IT PROMOTES ITSELF

From its colorful, play-inviting dome display to its glowing stereo promotion panel, the Wurlitzer 2700 is a beautiful advertisement for itself. By sight, by light and by sound, it sells music around the clock in every location it graces.

IT HELPS SERVICE ITSELF

Another Wurlitzer exclusive. The program unit lowers in a vertical position to speed title strip changing.

Record changing is almost automatic. Tone arm adjustment and needle changing are simple, high-speed operations on this phonograph that practically takes care of itself.



... AND MAN!

HOW IT TAKES IN MONEY

A galaxy of extra income stimulators headed by the Golden Selector Bar actuated Ten Top Tunes feature, this greatest of all Wurlitzers is shattering previous totals for making money wherever installed.

WURLITZER 2700

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107 YEARS OF MUSICAL EXPERIENCE

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MANTOVANI AND ORK fly to Japan for a series of 16 concerts and then hop to Canada for an additional 10. British Decca's a.&r. director Frank Lee sees the maestro off.

Billboard

PHOTO GALLERY OF Newsmakers



CHAD MITCHELL signs his trio to Mercury Records, while Irv Green, Mercury president, looks on. Also in the scene are Frank Fried, of Mercury, and Mike Kobluk, of the trio.



DECCA EXECUTIVES Leonard Schneider and Martin Salkin greet Bob Gaudio and Frank Valli, of the Four Seasons vocal group, as indie producers for the firm. Initial recording under their supervision features the Page Boys, whose first Decca disk will be issued this week.



ARGENTINE MUSICAL comedy eye-fel Elder Barber is recording her husband's musical, "Carolina," for the South American Zafiro label.



BRENDA LEE poses with Carl Sigman, who wrote the English lyric to "Losing You," and Ivan Mogull, who

brought the tune back from a recent European trip. It's a big hit for all three of them.



BILL JUSTIS' recording of "Tamoure" is creating a stir in Australia, and the win display above indicates what an enterprising Sydney dealer is doing to the Tahitian dance and the recording.



JEAN PIERRE AUMONT and Vivien Leigh chat during Capitol recording session of current Broadway hit, "Tovarich."



THE INDIANS seen here are actually Disneyland record and music brass posing in headdress to help promote the song "Savage Sam," by the Wellingtons, from the picture of the same name. Executives are Jimmy Johnson, Vince Jeffers, Bob Elliott, Sandy Stroback, Kelly Camarata and Bob Larsen.



HONEY COLES, manager of the Apollo Theater, presents Jackie Wilson with "All-Time Box C" plaque, while former deejay Alan Freed eyes the