PETE SEEGER NIXES OATH; ABC BAN STAYS

NEW YORK—ABC Television, which has up till now refused to let outstanding folk singer Pete Seeger appear on the network's weekly "Hootenanny," has last week published an affidavit as a prereqisite for going on the show. Seeger refused. Harold Leventhal, Seeger's manager, accused the network of controlling his client's program appearances to the point of collusion with other recording artists, including the Weavers, whom he also manages.

ABC, in effect, admitted that Seeger's political leanings were behind its refusal. It put him on the network statement to the effect that ABC had sent word to Seeger it would "consider" using him if

(Continued on page 6)

The International Music-Record Newsweekly
Radio-TV Programming • Phonograph Merchandising • Coin Machine Operating

Coinmen Hold Despite Threat of Billboard's SESSAC Battle

WASHINGTON — SESAC's battle with Southern broadcasters who accuse the licensing group of pressure tactics will be aired on Capitol Hill. Sen. Allen J. Ellender (D., La.), has asked for hearings by the Senate Judiciary Committee on his bill to compel music licensing organizations to identify their copyright on phonograph records and provide lists of what tunes they manage, so broadcasters can check on copyrighted music.

Ellender introduced the bill (S. 405) early this year on request of Louisiana broadcasters association. More recently, he has been mounting a campaign for the bill from Clarence Jones, owner of WQWZ, St. George, Ga., who has filed protests with FCC and other federal agencies. He accuses SESAC of threats to sue the station for $4,200 unless it signs a five-year, $20 a month contract. SESAC has claimed that 17 SESAC licensed songs were played on the South Carolina station.

Jones also said that when he asked to be told what copyrighted music in the SESAC control (a heavily European catalog), he was told it is a complete correct listing. Jones has at

(Continued on page 6)

Cinebox Breaks With U.S. Pop Artist Product; New Material

CHICAGO—A marriage between Cinebox, the Italian-made cinema lane box, and the recording industry seems in the offing. Mickey Greenman, promotion and publicity director for the Cinemation Corporation of America (U.S. Cinebox distributor) disclosed that U.S. pop artists—including Lonnie Satin, Tino Robin, and Bobbie Gentry—have produced product for Cinebox, and four new releases are scheduled each month.

And for the first time, a recently released pop record, "Chickie, on Liberty, is being distributed as a Cinebox release. Greenman said that when new singles are released, a simultaneous Cinebox release is planned, with the artist lip synchronizing for the video portion.

The average running time is the same as that of the single, and the screened product is shown in four colors. U.S. Cinebox releases will be limited to just-released product or standards. The theory is that anything already on the charts may have a short life expectancy; too short to make film production feasible. The same theory also holds that by coming out simultaneously with the record release, the Cinebox product will have a run as long or longer than that of the record—provided, of course, that the record has a run. The Cinebox release process is considerably easier. A top standard with a name artist and an original song, instead of a compilation number is a staple commodity. What the expense is would be

(Continued on page 6)

FRANK LUPPINO TO MARRY DANISH MISS

NEW YORK—Frank Luppino Jr., billboard director of promotion, will be married next month to Bjorg West-Larren, of Oslo, Norway. The couple met while Luppino was on a European business trip early this summer. The wedding will take place in Odense, Denmark, the bride's home town, October 16, after which the couple will take a wedding trip in Europe, returning to the U.S. in November.

MERCURY FLIES HIGH ON FALL PLAN

By REN GREYATT

NEW YORK—Mercury Records last week unveiled a special fall plan, "Rally Round the Stars" for which members of the sales force were given a 10 per cent discount for the next 45 days on new releases and catalog product. Tradecasters were inclined to consider the program "conservative," and in line with what appeared in many circles to be a gradual turning up of manufacturer sales policies.

Though Mercury failed to meet the expectations of some sources that a move in the Columbia direction might be in the offing, it nevertheless supplied a steady flow of new product which has in recent months offered specialized programs of up to 13 per cent discount. In earlier periods, Mercury has offered special purchases, as much as one for every two albums purchased.

Talk of the need for stabilization and reality in pricing and distribution programs for the elimination of allocations on product releases, came to a head at the recent ARMA Convention last June in Miami Beach.

Three weeks later, Columbia announced its own promotion in its own pricing practices, under which it lowered the traditional wholesale price of a $3.98 suggested list disk from $2.47 to $2.25 and announced that this would be a year-round price.

Bill Hall, CABA Director and ABC-Paramount in recently announce sales programs limited themselves to the same discount.

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DEPARTMENTS & FEATURES

No-Shoes Eddy

In Columbia's Holly-wood, Paul Garson, producer, and Eddy Grant are producing a film about the life of singer Eddy Grant. The film is to be released in 1965.

(Continued on page 6)

Chi Convention Affirms MOA Healthy Future

By AARON STERNFIELD

CHICAGO—The Music Operators of America, which completed its three-day annual convention here Friday (6), appears on the verge of a merger with another major battle and winning another.

The defeat will be a bitter one, for it can be recomputed that federal legislation which removes the performance royalty exempted on recorded music. That is the issue which was responsible for the formation of MOA, and it was the cement which held the organization together for its first decade.

MOA hasn't won in the sense on the legislative front, but top officials admit that prospects to prevent the extension look grim.

Crisis Passes

The victory, however, is more significant. MOA has evolved the actual survival of the organization. With a sold out house and an audience here Friday night (6), and with the reappearance in convention years, MOA emerges from the 1963 convention as a healthy and potent group.

According to Bob Blundel, managing director and co-ordinator, paid-up membership now stands at 890, from a low of 598 the year before. In 1961 and 1962, the group saw a big drop in August alone, MOA increased its membership by 65. Most of the growth has come from active state and local associations persuading their members to join the national organization.

The fight against the Celler Bill (to remove the exemption) will go on, according to Niek Allen, MOA's legislative adviser. Allen pointed out that while the legislation has been reported on favorably by the House Judiciary Committee, it will still must be passed through that committee before it goes to the floor.

There is, said Allen, "a faint hope" that it can be recomputed to committee by the Rules Committee. He urged individual operators to write Rules Committee members from their states and urge that the legislation be killed.

Senate Action

Even if the House passes the Celler Bill, Allen added, it still must go through the Senate. And, he continued, if the legislation does not pass this year, the 1964 session is still the same
PERRY'S FIRST ALBUM IN DYNAGROOVE!
(SOUNDS YOU LOVE TO SELL!)

RCA VICTOR
The most trusted name in sound
Young Sinatra Makes a Bow In Manhattan

NEW YORK—Several firsts will be rolled up by the first of Manhattan's new hotels Monday (9) when Frank Sinatra Jr., makes his debut at the Royal Box in the Americas Hotel.

Wishing to do live broadcast of the activities of the opening night at the plush night club, the performance beginning at 9:30 p.m.

Young Sinatra will be backed up by the Tommy Dorsey orkestra, directed by his son Peter. The show also will include Helen Forrest, the Fidd-Pipers, Charlie Shavers, and the Three Marys. The show will be the on-air host performing the climate of the celebrity-studded audience expected to gather for the first New York club appearance of Sinatra and the reconstituted Dorsey band.

WEDDING BELLS: Connie Stevens, host of the "Hawaiian Hayride" series, and actor James Stacy received marriage license in Hollywood last week. The wedding is set for October 12.

Roulette Grabs 'Kelly' With 100G Investment

NEW YORK—Roulette has acquired the original cast rights to "Kelly," the Herbert and Dorothy Fields musical opened to critical acclaim in New York shortly after the turn of the year. Morris Levy, president of Roulette, said his outfit has purchased the original rights for $100,000 in the musical, which will be produced by Harry Padula is the producer.

"Kelly" will have songs by Moosh Charlap and Eddie Lawrence.

Richard Harris currently has a film commitment. However, it is rumored that the $100,000 budget will be enough to finance a new Kelly after his film work.

It is rumored that Roulette are in talks to acquire the first of a series for Roulette.

Group Packages Often Edged in Gilt

BY BEN GREVATT

NEW YORK—Packaging of groups of artists on a single LP though not an entirely new facet of the business is increasing in high places attention. The marketing gimmick of grouping, for example, a dozen or more artists on one album is showing up in current album chart activity as well as in a marked upsurge of new releases.

Starting point for the current trend may well be the success enjoyed recently in the so-called "oldies" album business. Numerous oldies albums, including those of the Everly Brothers, the Beach Boys, and the Beatles, have enjoyed considerable turnover in recent years. Among the hottest of these recently released albums have been "The Goldens," "The Golden Charter," and "The Goldenears".

This trend has had a marked carryover into the new market arena, with such labels as Capitol, Decca and Starday turning out a host of country artists in one package. A recent example would be Starday's two-LP set, "Grand Ole Opry Special." The current Hootenanny fling in the disk business is also a factor of some importance, since the label is multi-artist participation. This has been carried out with considerable success by Epic Records, each of which features a sizable group of artists, at least one of which, "Crestview's Original Hootenanny," is doing well on the current charts.

Two other new multi-artist packages have been offered by the Motown Motor Town Review, with various acts from the famous label. Little Caesar and Columbia's "Songs for a Summer," although not of the chart, though chart activity has been gradual, is a fact that a number of West Coast stations have been making use of with considerable success, causing them to rush out packages of artists.

These include "Three Great Artists," with five trucks each from Frank Currle, Floyd Cramer, and Peter Nero; "Three Great Girls," and again trucks with男女equally divided between Della Reese, Ann Margret, and Kitty Kallen; "Three Great Bands," with four trucks each from The Rascals, The Turtles, and The Rolling Stones; "Three Great Guitarists," and three trucks each from Chubby Checker, Dee Dee Sharp, and the Orioles.

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Mexican Audit Sets
Publisher Guidelines

BY PAUL ACKERMAN

NEW YORK—The office of Harry Fox, publishers' agent and owner of the Bestway Company, has confirmed the Mexican record business. It is expected that the report will be used as a guide by American publishers and copyright owners in the area.

The audit is expected to have important copyright records, particularly in the key Latin American area.

The report will be based on an audit of seven Mexican publishers and will be conducted for the Fox office by a well-known accounting firm. The audit is based in Mexico City, and Atlantic is sending a representative to see the work. 

Berman, representing the publishers' group, told the court that the report of the Fox office had been counter to the A.P.A. claims that it is not a true representation of the Mexican record business. The latter superintended the audit and represented the various Mexican manufacturers.

The latter, representing the publishers, is the President of the Mexican record business, including Discos CBS, S.A.; Fabrica de Discos, S.A.; Discos Mexicanos, S.A.; RCA Victor Mexico; Americanas de Discos, S.A.; Discos Mexicanos, S.A., and Coro. S.A. Strauss will be in court at this time.

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20 SOLID REASONS FOR THE SUCCESS OF THE "AGE OF REASON"

FROM COLUMBIA RECORDS

SEE YOUR COLUMBIA SALES MAN FOR DETAILS
Trade Calls Mercury Plan 'Conservative'

...Continued from page 1

count structure. Other firms, including such indices as Tama- Motown and radiation research had offered close approaches to the Columbia idea in their most recent charts. In the fall, a new company announced a one-free-for-six purchase plan which was aimed at capturing the firm's sales market, also had a pending merger with the joint arrangement with the ARMA meets.

...In an example, this would have the effect of placing a $2.25, plus six dollars, into the hands of your Tama-Motown has been running the same kind of arrange- ment, with some allowable time to define a definite termination date.

For August, Jay-Ge (Jubilee and Josie) toppled Jerry Blaine announced that at the company's week$1000-pay-for-85 deal on Sep- tally, 30, its labels would follow the Columbia plan and have launched a new lower priced line, called $2.25 with no further deals.

Though not directly related to this year's market, jazz last year is still being seen as having an influence on the market. The company eliminated the last vestige of a program inaugurated a year ago, which had the effect of encouraging a number of clients to choose a product ordered rather than returning it for exchange. The label officially declared that its exchange policy, called "5 per cent cash in lieu of exchange," would now cut a single $5 per cent rebate by not taking the 15 per cent exchange charge available.

The company also started saying what is called the "Basic Record Protection" (BRP) plan under which the 100 per cent exchange or replacement privilege is extended on predetermined quantities (anywhere from two to 100 LPS) of an album released.

The company charges a dealer to take only what he can sell and definitively discourages loading up a chain of stores, at the expense of a price. Above and beyond the BRP, there remains

note

...Continued from page 2

on the labels named and at discount type prices.

Recent gifts of a more minor nature occurred in both the Enon Valley library branches across town hundreds of books. Branch outlets are located in the library offices.

Elias said that in addition to that, taping and tape losses, the bands also included tape machines, three electric-type sound systems, a Ditto machine. All losses are covered by insurance and insurance companies are now appraising the loss.

With the right of the situation, according to Elias, is that fact that some of the equipment purchased was produced on which he had orders placed months ago by various companies.

NEW YORK—Philips Records is mounting a strong advertising and promotion campaign for the new release of Erroll Garner's overseas tour which kicks off Octo- ber 12 in London. The label handles Garner's "One World Tour" and all overseas for Garner's "Getz & Garner" LP. It also promotes in the LP in the U.S.

The company has set special promotion of the LP, and has fitted EPs and singles of special jackets carrying the all. The jackets have been also been produced for movie house advertising.

Garnier recently set up his schedule for appearances in In the next block, the LP will be by TV performances and interviews stated in Italy, Sweden, Den- mark, Holland, Paris and Ger- many. The artist is also attempt- ing to find room for an Israeli in-person as well.

The pianist has informed his manager Martha Gisler that he is more than willing to tour the Far East, where he has sold "March in Japan during the Olympics. Then the artist will play Aus- tralia in December and July, June. In February he is expected to perform in Israel, but with possible appearance in South America and in August.

In the meantime, the company is continuing its "Getz & Garner" LP sold 60,000 copies in the first three months.

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Cool...Continued from page 2

LATE SINGLE SPOTLIGHTS

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Liso

Just Released

'ats'

first

LP

for

ABC

-PARAMOUNT

3C

-455

ABCS

-455

www.americanradiohistory.com

Red Sails in the Sunset

B/W SONG FOR ROSEMARY

ABC-10484

IT'S

FATS DOMINO

blowing up a storm with

a tremendous new single on

ABC-PARAMOUNT

Also Just Released—
Fats' first LP for
ABC-PARAMOUNT
ABC-455
ABCS-455

DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.
When your customer says “I want some good music...but not that heavy stuff!” what do you say? Do you or your clerks have the time to show him more than a fraction of the material you have buried in endless rows of browsers?

Pop music buyers usually know what they want and Pop albums get the heavy promotion. Classical music buyers are likewise specific on exactly what they want. But what about the “middle music” customer who hears music he likes on the radio, would like to have it on records but doesn’t know quite what to ask for or how to find it quickly in a record store?

Here is Capitol’s answer to that problem...and we’re going to spend lots of money during the coming year to make it easier for the “middle music-minded!” public to buy more of their kind of music from music dealers, and to woo them into your store in a specific buying mood.

**GOOD MUSIC—but not that heavy stuff!”...**

*Every Capitol PROMENADE SERIES album is easily distinguished by customer or clerk...each album, catalog and new releases, now packaged with the special PROMENADE SERIES “World’s Great Melodies” transparent overwrap. Easy to find in racks, browsers, or however displayed.*

**PRICED RIGHT! $3.98 MONO $4.98 STEREO**

*These high quality albums were recently reduced in price from $4.98-$5.98 to bring them into the “popular-priced” area in anticipation of promoting them to a much wider audience. Capitol’s Fall national advertising campaign is designed to bring you VOLUME business on this line. (mass market impact!)*
EXCITING NERV IMPLIFIED SELLING

Here (greatly reduced) is part of the A-Z Melody Index contained in this folder. Here in a handy, pocket-size consumer folder are listed 500 of the melodies that appear in the 99 Promenade albums released to date, with selection titles listed alphabetically, each title showing exactly which album or albums contains the particular title. An invaluable selling tool... for customers who want a specific melody or wants to look for his favorites. Will save clerks time and provide you with an "extra" you can display and advertise.

Window Easel Cards and Dealer Ad Mats will feature this booklet "Come in and Get One Free — Pick Your Favorite Melodies. Find them quickly in Capitol Promenade Music Albums." SEPT-OCT FALL STOCKING PROGRAM BUY 2-GET 1 FREE

SEP-OCT FALL STOCKING PROGRAM

SIMPLIFIED SELLING SERIES "THE WORLD'S GREAT MELODIES"

EXCITING NEW MUSIC "GO AFTER YOUR SELLING CLASSICAL MUSIC..."
HEADED FOR THE TARGET NUMBER ONE!

CROSSFIRE
BY THE ORLONS

THE BIG ONES ARE ON CAMEO/PARKWAY
September 14, 1963

TALENT

TV GUEST APPEARANCES BY RECORD TALENT

September 9-15

(All Times Eastern Daylight Saving)

TUESDAY 10—Della Reese, Woody Herman

The versatile, talented and popular Della Reese who starred on the musical hit of the Keats Brattle Show (CBS, 11:01 p.m.)

TUESDAY 10—Mitch Miller, Jan Freeman

The dynamic duo of Mitch Miller and Marilyn Monroe will be back on the air at 11:15 p.m. as the Mitch Miller show (NBC, 11:15-12:00 a.m.)

WEDNESDAY 11—Leslie Uggams

As the Lovelace boys' newer and younger sister will be featured on the Tonight Show at 11:30 p.m. (NBC, 11-11:30)

THURSDAY 12—Julie London, Mel Torme, Charlie Byrd Trio

All will be seen on the Viv Starr hosted "Live One" tonight (NBC, 11:30-12)

THURSDAY 12—The Big Three

The new Paul Anka quartet will be the guests of Johnny Carson on the Tonight Show at 11:30 p.m. (NBC, 11:15-12)

SUNDAY 15—Connie Francis, Jack Carter, Xavier Cugat & Abe Lane, Jan Freeman

All will be seen on Tonight's Ed Sullivan show, which emanates from the O'Keefe Theatre in Cleveland (CBS, 8-9 p.m.)

The national network TV guest appearances listed above provide outstanding promotional opportunities for your name and organization. Don't miss this opportunity to reach the millions of viewers tuning in at the airtime. The TV program schedules are printed in the TV columns in the newspapers, where they are exposed to the eyes of these record artists in millions of homes. This chart should be used as a calendar reference, a guide to upcoming events, and as an aid to any program or promotion campaign.

ARTISTS' BIOGRAPHIES

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

THE RONETTES (Phillips)

PERSONAL MANAGER: Phil Spector. NAMES: Roni, Estelle Bennett, and Nedra Talley. AGE: Nedra 17, Estelle 16, Roni 14. HOME TOWN: New York. BACKGROUND: Sisters Bennett and their first cousin, Nedra, have been singing together for about four years now. All raised in New York City, their first opportunity to perform came with the opening of the famous twist palace, the Peppermint Lounge. In fact, the girls have been employed as opening attractions at many of the top Twist clubs and have benefited from the exposure of these record artists in millions of homes. This chart should be used as a calendar reference, a guide to upcoming events, and as an aid to any program or promotion campaign.

LATEST SINGLE: "Be My Baby" takes an enormous jump on the charts in its second week. In its third week on the chart it moves from position 53 to 20.

TALENT ON TOUR

(Top record talent in top market)

EAST

Kathy Keegan, who was introduced on the Talent Scout show by Tony Bennett, opens for three weeks at the Living Room (5). Max Hook, Woody Allen, and Emily Vance are also the current bill at the Blue Angel. Gene Pitney will be at the Shells House, Long Island, on Friday and Saturday.

The Osmond Brothers are set to appear at the Allenton (Pa.) State Fair. Carol Lawrence and Micky Simpson, along with the original Goulart, play the Carousel Theater, Framingham, Mass., for the remainder of the week.

...Finishing up his gig at the Bohemian Cavern, Washington, D.C., this week is multi-instrumentalist, Roland Kirk. The Grand Blondes sing special Friday (13) at the Sweet Chariton, Boston, where they remain through September 22. ...Back at the Embers will be the four-piece quartet, the Dorothy Donegan Trio. At Birdland, for the third time since last March, is King Curtis and his Quintet.

MIDWEST

Buddy Greco concludes his successful run at Chicago's New Living Room on Friday (13). ... Peter Nero plays Summitaires in Dayton, Ohio, through Saturday. ... In Columbus, the Miller & Biller is down for the Marion Club through Saturday. ... Addin & Croft and the Al Schallers of Michigan, Ann Arbor, on Saturday night (14).

WEST

The Kingston Trio follows Harry Belafonte into the Belasco Theater, Los Angeles, for a sell-out engagement starting Thursday, September 11. ... On Saturday night, Sammy Davis Jr. will be at the Copa. ... Billy Mancini, Jackie Gailey and newcomer Marrian Montgomery are at the Crescendo through Sunday. ... Mitch Miller and his gang will appear at the Denver Coliseum on September 15.

LIVE REVIEWS

Basil St. Hors d'Oeuvres for All

Kicking off the fall season at New York's Basil Street East are the combined talents of the Stan Getz Quartet, Ahmad Jamal Trio and the Chad Mitchell Trio. Miriam Makeba was originally scheduled to open this week, but illness forced a cancellation. The Getz group opened the show, and on this occasion restricted the programming to bitter-sweet readings of ballads and bossa nova. Emphasis was placed on creating a surrealistic atmosphere sensitive and accessible. Particularly appealing were "Morning of the Carnival," "Black Orpheus," and "Spring," for which bottles were brought up for the audience to try to keep up the "Most."

Ahmad Jamal's fleet-fingered pianism and subtle shadings of tone and dynamics around a good deal of controlled exuberance, his imagination always maintaining a sense of improvisation, as he indulged in his prepared tempo changes which range from the most modest (bass) and Chuck Lampkin (drums) on their musical roles. A live recording of Seamus Leaparates among the three when Jamal tries to outsmart them. A real treat for the audience, their polyphonic arrangement of Jamal's One Note, with which they closed their act.

There's something neither fish nor fowl, neither animal nor vegetable, neither head nor tail, no Chad Mitchell Trio. Their best material is, for the most part, old jazz, songs from the Big Band, songs from the Polka Band, songs from the Firkin Band, and songs from the Polka Band. They're the most natural image of mood with the closest approximation of mood as their one song. They are much more effective on record.

BARRY KITTLERSON

NEW YORK

When Dion decided to use his full name (Dion DiMucci), it became apparent that some problems might arise with regards to the proper pronunciation of his last name. To clarify the situation, Dion asked for a meeting with DiMucci's manager, sent out mail pieces with the enclosed information: "Dioh' rhymes with Denvers, you see. Now the problem is that three people who will agree on the pronunciation of Denvers, and what it rhymes with."

Jerry Lee Lewis' wife Myra gave birth August 31 to a seven-pound girl. The proud papa opens later this month at the Chez Paris, Chicago.

Tim Yuman's marks on a series of "nighters" (9) throughout the Midwest. GAC has arranged for her to headline in her own package tour at the Warner Bros. orchestra backing her up. There will be no supporting acts. Tour opens in one market, something about which the boy is enthused, has seizes on Impala, Nebraska, Kansas, South Dakota and Kentucky. ABC-Paramount's Tommy Roe is off to Europe for the next few days, where they phones GAC has booked him for 50 one-nighters through England, Ireland, Scotland and Wales, plus two television appearances. He returns Stateside November 3.

BARRY KITTLERSON

HOUStON

Lorraine Egypt, who says she is a granddaughter of Little Egypt of the famous 19th century dance troupe, the Egyptian Expedition of 1893, has been booked into the Brooks Club for an engagement. Little Egypt, 1963 style, will share the bill with singer Mike Dresch, Don Goldie and his group will introduce guests on their own act at the Flamingo in Las Vegas. Debut brought round after round of applause.

PEARLY MAE AND FRIEND: Former heavyweight boxing champ Joe Louis and his wife, actress Eunice, introduced an act at the Flamingo in Las Vegas. Debut brought round after round of applause.

TALENT TOPICS

FEARLESS AND FRIEND: Former heavyweight boxing champ Joe Louis and his wife, actress Eunice, introduced an act at the Flamingo in Las Vegas. Debut brought round after round of applause.

"...UNQUOTE"

Jerry Lewis (on why he insisted on a two-hour television show): "Why, 60 minutes isn't enough. I've got to have it in there, just like...I've got alone, you should pardon the old joke. Beside, for the kind of loot they got to pay me...they'll need four boys to sponsor 60 minutes of the kind of money...and it's my bat and ball, and all they can do is play my way or get out of the way.

Tito Lopez (on Elvis' Colonel Parker): "That man is too much. He is such a great salesman he can sell Bibles to Egypt for George Jessel.""Andy Williams (on protege): "I don't give advice about singing. You make your own rules in the singing game.

Gino Lollobrigida (after being knocked out by an overly realistic punch by Sean Connery): "He's one of the nicest people I've ever worked with. He was very much upset about the whole thing.""Shelly Winters (on her career): "Sure I make a lot of money—so what? They don't let me eat anything. I'd be in St. Louis, I'd be fat, I'd have a man and I'd have lots more beautiful children."

Joe Garaglola (on his friend, Yogi Berra): "Yogi's the kind of guy when he's driving and somebody points out he's lost. Yogi says, 'Yeah, but look at the time we're making.' He said to me, 'Know why it tough to play left at the Stadium? It gets late early out there.' Another time he says, 'Joe, imagine the look on the face of a deep sea diver when he's down to them and tell him to hurry right up because the boat is sinking.'"
It Figured: Label Called Hootenanny

NAME SINGERS ON TEXAS AIR

LES BAXTER, who has a number of arranging and conducting credits, along with several pop hit singles, has turned to folk music. The result: Les Baxter’s folkmasters, a re-styled quartet, shown above. The group (left to right)—consisting of Bob Ingrem, Mike Clough and Chip and Dave Crosby—is on the Reprise label and is currently doing a one-month stand at President’s Ice House folk club.

This Welshman’s Been Around the Block

NEW YORK—Like two brothers, prominent in the folk world of rock and roll, rhythm and blues and jazz, Roy Guest was born in Turkey, this point, however, similarity ends in the backgrounds of Guest, operator of New York’s most recent folk den addition, the Hootenanny, and the late Howard Stickler, who, in fact, of anybody else on the current record scene.

Guest, who eventually came to New York via the wide, wide world, and who now runs a small folk emporium in the Flatiron area, claims that the Hootenanny is a Welshman’s North American folk club.

Guest had taken up with a bunch of Lost Bank people and was living upstairs over a cafe. The circumstances were obviously right for him to (1) be handed a guitar by a friend, (2) learn to play the guitar with four friends, (3) sing for his supper in the cafe downstairs while also playing guitar (with four easy chords learned in an hour) and (4) actually get paid for entertaining people. All of this happened in the beginning of the 1960s.

Guest’s success with his four basic chords has led him to observe that there are two main schools of folk music playing, the so-called ethnic method and that of the musician.

“The ethic is the approach of simplicity, staying true to the essence of the song. The folk music teaching at the smallest churches to sustain a tune. Then there is the musician who usually comes to folk music because he likes the song and its writer, Guest submits. You know that in pop it’s the artist they want,” he said. “But in folk, it’s the song and the story that count. Certainly the performance has some importance, but in folk the main thing is what they’re singing, not how they’re singing it.”

Getting back to the traveling side of the man, Guest has found that “with a guitar you can get just about anywhere in the world.” Returning eventually to London from his lengthy Paris engagements, he became a “busker,” singing for his pennies in the streets, employing a tin can method.

This led to a brief exploration of North America. Arriving in Montreal, he was immediately arrested as a vagrant, “since I couldn’t even show them 55 cents in my pocket, and they wouldn’t let me sing on the street corner as I had done in London.”

His stay in Canada was short but spectacular (“I drove a car from Montreal to Edmion- and then I rode up to Hay River in the Northwest Territories for a heavy promotion tour on behalf of mine was operating a radio station there in the Arctic. It was all quite an adventure”).

Returning to the old country, Guest next managed to hook an interview with the Scottish nationalist movement, known as the Score Fiddlers (the score is the fuddy dough worn in front of the kit).

“These fellows had to meet in secret, of course, but I began one meeting with them in their hoot (a meeting place or den) and I guess they saw the deal at us, because the first time I actually took over the building but I got footloose again.”

After visits to Scandinavia and the Riviera, Guest found his way back to America where he drove a car across the country, washed dishes at the Ashgrove folk club in Los Angeles, auditioned and got a job thanks to the Clash Brothers, in the Troubadour Club, also in Los Angeles.

Guest, who thinks Dominick Behan, Jeanie Robertson and Ewan McColl and Peggy Seeger are all folkstoppers of top caliber, recently came to New York with and with the backing to the time that St. Louis’s KJH opened the New York version of the Hoot (with Martha Schlamme, who is tucked to MGM) doing “The World of Kurt Weill,” which had already proved a concert success. Guest got together with them for the second show, “Rule Britannia,” already on the boards and starring the theater op-er’s, or have I heard two. Next up is a gospel-cylopolo potpourri, “Summer Sands” by Wakin’s of Israel’s, an obvious and more, diversely, means to prove it. “I want to offer every kind of authentic attraction. No drinks, just a slow row of hand-woven, bar Daddy Acne wigs, where people will come because they want to hear a club where people can come who care about "songs and Orff, not liquor.”

Focus On Folk

MORE ON HOOTS....WILL Radio, Steve, packed the Kiel Wharf with 2,000 fans for the first Hootenanny gathering, and the Hootenanny days....Folksingers in America, ...a folk music show last week. A door-to-door campaign was brought from in campuses the country over and 3,500 fans turn up to join in on the singing and hand-clapping. Discussion of the Folk Scene, of course, is featuring Monday night Hoots. They’ve been going on all summer. Pressed by Paul Hindemith and Disney’s Tom Campbell. Beyond this, there are eight folk acts scheduled to perform in the campus points throughout the gigantic Disneyland park.

Labor Day weekend saw the staging of a series of Bluegrass Spectaculars at the West Coast folk emporium, the Ice House. At least 15 bluegrass groups were featured, highlighted by Glen Campbell, who owner a slack key guitar. Campbell worked at the office of the Hootens, Others featured were the Willow Creek Ramer (from Seattle), the Los Mad Mountain Ramblers and the Green God Bottle. KFCP is doing things every night the scene. Another innovation at the Ice House is a series of “Jim Los Angeles” Monday night through September. Each cover is given a kazoo which he uses Folksongs of the four chors during the songs.

Paul Rothchild has joined the Electra a.r. st. An alumnus of the Dave Cash operation, he’ll now share the recording lead with Holman and Mark Abramson for all the Electra and Crenview labels. If Bike radio programming to the States this week after an extensive tour to Zealand and Australia. Pete Seeger and family meanwhile have already arrived in Austin for the 14th leg of their round-the-world tour, which will last a full year. Folk songs have signed the new folk group, the High-landers.

Radio Books More Hoots

NEW YORK—Radio stations heard around the country are enjoying the sweet smell of success of hootenanny programming. For the success of its regular Saturday afternoon hootenanny show, Los Angeles’ KJH has gone in for a new hootenanny on Bruce Hayes’ weekly night show. On the air 6 to 10 p.m., Hayes will devote the 9 o’clock hour to a full 45 minutes of folk music.

KJH is the first AM station in Los Angeles to inaugurate a regularly scheduled hootenanny show.

In Toledo response has been

Coming on this page in future weeks...

Next week

Sacro and Inspirational

September 28

Jazz

October 5

Classical
TALENT TOPICS

* Continued from page 11

lighting the International Follies current at the Stork Club. Also included on the bill are the George Arliss Dancers and the Kaban Kossacks. Music is by Mel Avlin and his orchestra.

The Happy Jesters are currently in the French Quarter of the Continental Houston. Don Cannon and his orchestra have been augmented to form a 10-piece band.

West Coast bandleader Dick Stanton is here to take over as musical director of the Buddy Brock orchestra.

Western recording star Bob Wills and the Texas Playboys were in for a one night stand at the Regal Ranch ballroom.

Stan Kenton and his band have been booked for a one-night stand here this month.

The Betty G. Duo, newcomers to the local show circuit, opened a month long stand at the Club DeLaine.... Line Smith and his Trio, currently at the Club Can Can are getting set to cut two new records.... The Larry Nolan Trio, with Bud George and singer Joe Warren have been booked into the Gaslight Club of the Montgomery Hotel for an extended engagement.... Pattech, the foremost rock star, has been booked for a one night appearance at the Music Hall on September 17 under the sponsorship of the name of the Institute of International Education. BARRY CANDY

CHICAGO

It's a wild potpourri of talent, as usual, at the city's bawdy hutch, the Playboy Club. No less than six acts (count them) in two rooms. Steve Karmen, Berie Williams and Ruth Gillis break it up in the Playroom, while Dodo Greene, Frank Giordano and Doc Cree evoirt in the Penthouse, one floor down.

We were impressed by Karnen, a folk singer who appears in a tuxedo and looks neither Ivy nor "boat." Ruth Gillis, a tall drink of water with an excellent voice and delivery, it is also a delight, as is comedian Berie Williams. In the Penthouse, Doc Cree romps through a hillbilly role while Dode Greene belts in the best Etta James tradition.

Frank Giordano is a young man who also belts, though the tradition escapes him.

Frank Sinatra Jr. makes his Chicago debut Saturday (7) with the Tommy Dorsey Orchestra at the Aragon Ballroom. Shades of the past. Sinatra's dad (who also sings) started with the Dorsey group some 20 years ago. And you knew about the Aragon, 29 years ago.... Mitch Miller comes to McCormick Place September 20.... Connee Boswell, another old pro, headlines the new show at Gene Austin's Sahara Inn, with the Johnny Lewis Trio opening in the club's celebrity Lounge. We particularly enjoy the ads run by the Sahara for Connee with her name spelled "Connie." We double-checked, and they're wrong....

Lee Caron opens at the Conrad Hilton shortly. His Decca album is "Guy Lombardo presents his favorite comedian—Lee Caron." NICK BIRK

MEMPHIS

The City Commission is discussion changing the name of Lauderdale Courts, a public housing project, to Elvis Presley Courts in honor of the city's leading figure in the entertainment world. Presley and his parents lived there for several years when he was starting out.... Bette Stalnecker of Memphis, perhaps the top religious music crooners in the world, is constantly on tour, has a new album out, but in a visit last week vowed she would spend Christmas at home this year.

Jerry Lee Lewis, who got a rave review in The Memphis Press-Sentinel on his Las Vegas date, left soon after with manager Frank Carlton to open the Vapors Club at Hot Springs, where he got another smash recording. Sam Phillips had Lewis cut another album for him before Lewis' contract expired Sept. 6. Casene and Lewis are considering several offers.

Hi Records' Bill Black has another hit on his hands from early indications. "Monkeyshines" is rising fast, reports Hi president Joe Cugelli.... His other instrumental ace, Ace Cannon, has finished his new album, "Meanin' It." It will be out in a few weeks. ELTON WISENHEU

hand clapping and foot stomping. It pulls people out of themselves and they become a part of the show.

One of the biggest boosts Leonard feels is the hometown Hootenanny, aired over a local radio and television station. He said it has increased demand in his business for bookings. This type show, he added, has also uncovered a lot of talent not recognized before.

People Show Up

Peter Stephan, operator of P. M. Club, also known as the Delta Folk Music Center, said that more people now come to his club.

Moore Hoots

• Continued from page 12

so enthusiastic (including sponsor reaction) that WSPD is broadcasting the hootenanny five nights a week. Paul Richard is emcee of the 5-minute folk music program.

A chap who was weaned on jazz and branched off into folk music will be host of a new folk music show scheduled for a September debut on WDRZ, New- ark, N. J. Jerry White plans to give samples of folk music, both domestic and imported, recent and vintage.

WYPR, Baltimore, Va., recently held the area's first "Whisper Hootenanny," backed by heavy station promotion, the host featured an array of local talent, including rock and roll groups, folk singers and string groups.

Stephan also saw a robust trend in the growth of the folk- nik clubs. What surprises him, though, is that the fact that teenagers like folk music in the first place. "They have not lived enough to come to the meaning behind the music," he said. "About all that they really care for is the melody and the beat."

A local good music station representative felt that the folk upsurge is the result of an attempt to get away from "that type of music which has made no sense at all."

Dillard Carrera, program director of Station KVII, a station which also programs good music, sees folk as being "popular because it has a style and is not limited to one age group. The teens like it as adults do. It is a bridge between rock and roll and the good music. It fills a transitional void because of its mass appeal."

Hootenanny Label

• Continued from page 13

The label is planning four albums by the end of the year. Another innovation will be to have more than 12 tunes per disk.

Gaylord said there would be every effort to achieve the feeling of a real hootenanny. Material would be as authentic as possible.

Lee Hazelwood, formerly music director for Stacy, has been named musical consultant on all three labels: Stacy, Hootenanny and Bronco.
COLLECTING DATA: Billboard's Music Editor Paul Ackerman conducts interviews in Nashville with Nickery Record artist, Ray Acuff (center), during recent visit with the industry. Investing in a special Billboard project covering the country and western music field. At left, is Billboard's Nashville correspondent, Mark-Clark Bates.

COUNTRY MUSIC CORNER

BY BILL SACHS

Buster Doss, Billy Grammer and Kay Arnold returned recently to Waco, Tex., following a two-month tour of the Pacific Northwest. The first 30 days of the trek were spent on Cody's Pioneer Circus. The last four weeks were spent in auditoriums for local sponsors. Grammer's wife, Ruth, joined in Yakima, Wash., and made the last two weeks of the tour. The same group plus Smiling Jerry Jericho, formerly of Louisiana Hayride, launches another tour in Nebraska September 9. In October, Jericho and Kay Arnold are set for a tour of Iowa for Corn Belt Productions.

Benny and Vallee Cala and the Country Girls, five-piece bluegrass and folk music group, comprised off first place in the fiddle and banjo categories at the National Championship Country Music Festival held recently at Lake Whippoorwill, Warrenton, Va. The group also won the annual five-string banjo contest held recently at Watermelon Park, Berryville, Va. In the outfit are Benny and Vallee Cala, mandolin; Don Money, bass; Johnny Whitman, five-string banjo, and Jimmie Delozer, fiddle. They are heard on the Rebel and Adelphi record labels. Benny's 4-H Cherokee Cowboys are booked for Safford, Ariz.; September 10; Williams, Air Force Base, Arizona, 11; Phoenix, Ariz.; 12; Tucson, Ariz.; 13-14, and El Paso, Tex.; 15-16.

THE MOST TOLD SONG OF THE YEAR!

Ernest Ashworth's
talk back tremling LIPS

HOT COUNTRY SINGLES

NASHVILLE — Well-known Nashville-based record company artist Bob Moore has just opened his own firm, Bob Moore Records. He is at the company, here. The firm will be headquartered in Bill Brock, formerly with Mooney Picture Company, songwriter and Liberty.

Johnny MacRae has been signed as an exclusive writer and producer to the management of the firm. He recently moved here from Hollywood, where he worked as a general manager of Garpan Music, publisher and producer of the "Monster Mash."

"Cowtown Jamboree's" Bows

On Ft. Worth TV Sept. 14

FORT WORTH — A new country music television program, "Cowtown Jamboree," makes its debut September 14 over KMUR-TV. Features engaged so far are Willie Nelson, Billie Jo Spears, Johnny Cash, June Carter, Junior Samples, Sept. 14; Hank Thompson, Sept. 21; Bob Wills, Sept. 27; and Leon McAullife, October 5. Program will be taped from the Bob Wills and Corky Kuykendall's new Panhandle Hall here, and presented each Saturday night at 9 p.m.

"Old Tyme Radio,"

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Billboard Special Survey

FOR WEEK ENDING 9/14/63

Week

Title, Artist & Label & No.

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ABILINE

George Hamilton IV, RCA Victor 1811

14

1 RING OF FRIEZE

Johnny Cash, Columbia 42786

15

3 GUILTY

Dean Martin, RCA Victor 1199

10

4 TALK BACK TREMLING' LIPS

 удар на, 1199

13

5 YOU DON'T HAVE TO TRY

George Jones, United Artists 578

10

6 SIX DAYS ON THE ROAD

Billboard 100, Capitol 42790

16

7 DETROIT CITY

Billy Boy, RCA Victor 1812

6

8 COMELETY GO AWAY

Roy Price, Columbia 42537

9

9 8 X 10

9

4

10 THE MINUTE YOU'RE GONE

Sonnny James, Capitol 4069

11

10 TIPS OF MY FINGERS

Roy Clark, Capitol 4256

11

12 ACT NATURALLY

Jackie Deshannon, Columbia 42816

23

13 WE MUST HAVE BEEN OUT OF OUR MINDS

Billboard 100, RCA Victor 3017

20

14 A MILLION YEARS OR SO

Eddy Arnold, RCA Victor 3207

6

15 YOU'RE THE ONE UNHAPPY

Gary Reed, Felix 1034

19

16 WE'RE THE TALK OF THE TOWN

Bobby Vee, Decca Records, Columbia 42853

6

17 LITTLE OL' YOU

Jim Reeves, RCA Victor 1819

9

18 FADED LOVE

26

19 SWEETHEARTS IN HEAVEN

Buck Owens & Rose Maddox, Capitol 42791

6

21 DOWN TO THE OCEAN

Rose Maddox, Capitol 4973

13

22 MY BABY'S NOT HERE

Porter Wagoner, RCA Victor 3878

6

24 ANYTHING NEW GIVES

23

25 DON'T PRETEND

Del Reeves, RCA Victor 3016

23

26 I GAVE MY WEDDING DRESS AWAY

Kitty Wells, Decca 31361

5

27 TELL HER SO

Lorna Anderson, Decca 42790

25

28 ANOTHER FOOL LIKE ME

Red Miller, Federal 1271

1

29 IN THE BACKROOM NIGHT

Carl Smith, Columbia 42768

6

NOT SO LONG AGO

Marty Robbins, Columbia 49853

2

WITH THE COUNTRY JOCKEYS

BY BILL SACHS

Rock Beck, a new country singer from St. Louis, has just had his initial releases from his own Records, "Tonight She'll Be Gone" and "The Weekend's Over." Jock's songs may write to the Charlie Wright Agency, 517 North Bishop, Dallas 8, Texas. Jocks needing a copy of "Old Tyme Radio," will be sent a bit of material on them. Jocks has recorded a second record for his new label, and will be recorded coming daily. It would be a great help, too, if the artists would send a bit of biog material on themselves. I have started a thing called "Ko Spotlight," on

which a different artist is featured each day. The length of each feature is determined by the number of records we have by him or her. Jocks thanks to the label of the industry, Billboard, from our other lower-dees—Ken Berry, Paul Boer and Roy Clark—and myself for all your help.

Chuck Brigman has left WJTN, Cookeville, Tn., to take up the turntable chores at WQIN, East Point, Ga., and the new jocks have: to reissue their mailing lists according to the following categories. Any jock returning a column, I've received 20 records of the first week, and more are coming daily. It would be a great help, too, if the artists would send a bit of biog material on themselves. I have started a thing called "Ko Spotlight," on
20th Century Fox Records announces

a story untold

b/w

one life, one love, one you

20th century fox #430

by

the emotions

their initial release on

20th century fox recordings
It's the stars that sell. Mercury has the recording stars. This new fall album release from Mercury is yours to sell now. The next page shows some of the great new product of these great stars. Contact your Mercury Sales Representative for full details of the new “Rally 'Round The Stars” program.

AMERICA'S FIRST FAMILY OF FINE RECORDINGS

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THE STARS THAT SELL!!!
...and introducing the NEW Mercury

NEW CONCEPT
NEW FAST SALES
NEW APPEAL

STORYTELLER
CHILDREN’S RECORDS

All-new approach—favorite adventure stories and fairy tales all dressed up in modern-language radio-style dramatizations with symphonic orchestrations and sound effects.

8 ALBUMS—2 COMPLETE STORIES IN EACH
PRICED FOR FAST TURNOVER AT ONLY 99¢

ROBIN HOOD
SLP-103

ROBIN CRUSOE
SLP-100

Davy Crockett
SLP-101

Cinderella
SLP-102

Jack and the Beanstalk
SLP-104

Rip Van Winkle
SLP-105

DAVID AND GOLIATH
SLP-106

NOAH’S ARK
SLP-107

HANS EL AND GRETEL
SLP-108

Sleeping Beauty
SLP-109

STEVE JACOBSON
SLP-110

ST. GEORGE AND THE DRAGON
SLP-111

William Tell
SLP-112

Adventures of Robinson Crusoe
SLP-113

David and Goliath
SLP-114

Davy Crockett
SLP-115

Rip Van Winkle
SLP-116

Prepack special for September
Order Now—here’s what you get!

- 96 albums—12 each of five adventure story albums and three fairytale albums—all poly-wrapped for beauty and protection.
- FREE handsome self-merchandising floor stand—Eye-catching colorful display in red and white.

Contact your Mercury distributor!
### Rhubarb Spills Over On Disk Acts

DENVER — There’s a hoarse and a number of them going on their respective rounds to be caught in the middle of it. Two of Denver’s top radio disk stations, KJSN and KDAB, are battling head to head on the radio battle front in position in the market. KDAB, a 10,000 watt daytime station, in an effort to kick off its recent format change booked the hot Capitol record act, the Beach Boys, for a Friday (6) paid admission show, proceeds to go to charity.

KJMN, the area’s top-rated outlet, not to be outdone, booked Bobby Vinton, the Stardust and the Cascades for a free show to be held the same day in the Rocky Mountain city.

Rocked by the rocker, KDAB moved its show back to Wednesday (4). So not to be outdone, KJMN countered with another show for Wednesday (4) starring the 4 Seasons.

One radio station programmer here not associated with either station commented: “Unpredictability of this kind certainly will not help the image of radio. Healthy competition is our goal, but playing Russian roulette with innocent record artists is quite another.”

**SIR to Cosnit**

NEW YORK—Cosnit Distributing Corporation has been tapped to handle distribution of SIR and Belart Records.

A strong promotional drive is planned for SIR’s initial LP release, “Very Glad To Be Happy,” featuring vocalist Bill Shearburne. The next scheduled SIR release will be a Melvyn Douglas offering, the distribution of which has been entrusted to the “Corporate Sales Manager” of Edinburgh, Scotland.

**ANOTHER RECTION 1st unprecedented, exciting DIAMOND NEEDLE PROMOTION will send your sales soaring**

Ace Records Leaves Dart

JACKSON, Miss.—Ace Records has terminated its distribution agreement with Dart Records, Inc., Spreitp. The arrangement was originally made in June of 1962 and was announced to the ARMAADA convention of that year.

Ace President, Johnny Vincent, said: “I feel that by handling our own distribution, we will get far better coverage and greater sales through personal contact with our distributors.”

Vincent, at the same time, announced the creation of a new budget album line, to be marketed under the Teem label.

**NEW RELEASES from CHESS**

“Michael”

by Steve Alaimo

**CHECKER #1054**

“Count Your Blessings”

by Little H ook

**The Kings**

Chess #1867

**Strange Feeling**

by Billy Stewart

**CHESS #1868**

“Wrong Belongs to Only You”

by The Standards

**CHESS #1869**

Re-Fixture Now For Christmas Sales

L & L ENTERPRISES

P. O. BOX 58, UNIVERSITY STATION

SEATTLE, WASHINGTON 98104

THE NORTHWEST’S ONLY EXCLUSIVE MANUFACTURER OF PHOTOGRAFIC RECORD FIXTURES
### Billboard Hot 100

**For Week Ending September 14, 1963**

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Week(s)</th>
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<tbody>
<tr>
<td>1</td>
<td>4</td>
<td>MY BOYFRIEND'S BACK</td>
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<tr>
<td>2</td>
<td>10</td>
<td>BLUE VELVET</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>11</td>
<td>IF I HAD A HAMMER</td>
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<tr>
<td>4</td>
<td>2</td>
<td>HELLO MUDHOO, HELLO</td>
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<td>5</td>
<td>15</td>
<td>HEAT WAVE</td>
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<td>6</td>
<td>20</td>
<td>THEN HE KISSED ME</td>
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<td>7</td>
<td>13</td>
<td>SURFER GIRL</td>
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<td>8</td>
<td>12</td>
<td>THE MONKEY TIME</td>
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<td>9</td>
<td>26</td>
<td>SERA, GO 'ROUND THE ROSES</td>
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<td>10</td>
<td>15</td>
<td>MOCKINGBIRD</td>
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<td>16</td>
<td>HEY GIRL</td>
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<td>CANDY GIRL</td>
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<td>21</td>
<td>FRANKIE AND JOHNNY</td>
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<td>BLOWIN' IN THE WIND</td>
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<td>THE KIND OF BOY YOU CAN'T FORGET</td>
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<td>FINGERTIPS (Part II)</td>
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<td>28</td>
<td>LITTLE DEUCE COUPS</td>
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<td>24</td>
<td>17</td>
<td>MORE</td>
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<td>24</td>
<td>MAKE THE WORLD GO AWAY</td>
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<td>26</td>
<td>16</td>
<td>DANKE SCHÖN</td>
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<td>27</td>
<td>45</td>
<td>A WALKIN' MIRACLE</td>
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<td>WAIT 'TIL MY BOBBY GETS HOME</td>
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<td>29</td>
<td>31</td>
<td>I WANT TO STAY HERE</td>
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<td>30</td>
<td>35</td>
<td>HEY THERE LONELY BOY</td>
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**RISING**

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<td>DESERT PETS</td>
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<td>PLEASE DON'T TALK TO THE LIFEGUARD</td>
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<td>33</td>
<td>43</td>
<td>PART TIME LOVE</td>
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<td>38</td>
<td>DROWNIN' MY SORROWS</td>
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<td>JUDY'S TURN TO CRY</td>
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<td>LONELY SURFER</td>
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<td>37</td>
<td>49</td>
<td>WHY DON'T YOU BELIEVE ME</td>
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<td>38</td>
<td>23</td>
<td>WIPE IT OUT</td>
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<td>39</td>
<td>32</td>
<td>TRUE LOVE NEVER RUNS SMOOTH</td>
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<td>40</td>
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<td>TREAT MY BABY</td>
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<td>41</td>
<td>44</td>
<td>I (Who Have Nothing)</td>
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<td>QUE SERA, SERA (Whatever Will Be, Will Be)</td>
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<td>43</td>
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<td>I CAN'T STAY MAD AT YOU</td>
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<td>47</td>
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<td>HELLO HEARTS GOODBYE LOVE</td>
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<td>THIS IS MY PRAYER</td>
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<td>CHINA NIGHTS</td>
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<td>LUCKY LIPS</td>
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<td>51</td>
<td>79</td>
<td>THAT SUMMER</td>
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<tr>
<td>52</td>
<td>48</td>
<td>IT'S A LONELY TOWN</td>
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### Bubbling Under the Hot 100

- Don't Think Twice It's All Right
- I Cry Alone
- My Baby
- He's Mine
- Tell Me the Truth
- Teardrops From My Eyes
- I'm Confessin'
- A Love So Fine
- I'd Do Anything
- Pay Back
- Your Baby's Gone Surfin'
- Deep Purple
- Down in the Delta
- Lonely Drifter
- Cindy's Gonna Cry
- I'd Have To Leave You
- Mr. Wishing Well
- Your Boyfriend's Back

**Compilations from national retail sales and radio station display by the Music Popularity Dept. of Record Market Research, Billboard.**
Dot RECORDS proudly presents
HOT NEW SINGLE RELEASES!

BLUE VELVET
B/W
FIESTA
#16526
LAWRENCE WELK

THE BALLAD
OF MAURY WILLS
B/W
THE WAYFARIN'
STRANGER
#16529
The One & Only Maury Wills
& The Maury Wills Folk Singers

TWO-TEN,
SIX-EIGHTEEN
B/W
BANANA BOAT
SONG
#16527
JIMMIE RODGERS

MR. MOON
B/W
LOVE ME
#16525
PAT BOONE

BEST SELLING SINGLES
16487 SUGAR SHACK ........... Jimmy Gilmer & The Fireballs
16479 SURFER JOE ............ The Surfaris
16522 I'M SORRY / RAG MOP .... Billy Vaughn
16507 CUANDO CALIENTA EL SOL .......... Steve Allen
16523 OUR SURFER BOYS .......... The Surf Bunnies
16488 BREAKWATER/SCARLETT O'HARA ........... Lawrence Welk

BEST SELLING ALBUMS
3535 WIPE OUT ............... The Surfaris
3528 SCARLETT O'HARA ......... Lawrence Welk
3538 MORE .................... Steve Allen
3525 HONEYCOMB ............ Jimmie Rodgers
3523 SUKIYAKI ............ Billy Vaughn
3516 PIPELINE ............. The Chantays
3515 GRAVY WALTZ ......... Steve Allen
3522 HOT PASTRAMI .......... The Dartells
3510 1963's EARLY HITS .......... Lawrence Welk
3534 TIE ME KANGAROO DOWN SPORT .... Pat Boone
3497 1962'S GREATEST HITS ............ Billy Vaughn
3536 POLKAS ........ Myron Floren

THE NATION'S BEST SELLING RECORDS

www.americanradiohistory.com
BOBBY VINTON'S
"BLUE VELVET" (5-9614)
HAS BECOME THE
FASTEST SELLING
SINGLE OF 1963!

THAT'S THE PROFITABLE REASON FOR RETITLING
OUR ALBUM "BLUE ON BLUE" TO "BLUE VELVET"

E.P.I.C.

Published by Vogue Music, Inc.
1619 Broadway, New York 19, N.Y., Frank Abramson, Mgr.
2444 Wilshire Blvd., Santa Monica, Calif. Paul Weirick, Mgr.
**BREAKOUT SINGLES**

**REVIEW**

The new records, not yet in Billboard's Hot 100, have been reported getting strong sales action by dealers in record rowers' lists in your area.

**SUGAR SHACK**

Jimmy Gilmer & the Firebirds, Dot 16487 (Dundie, BMI) (Houston, Daubert, North)

**GOIN' BACK TO GRANNYS**

Vivreesso, Belle 729 (Scholls, BMI) (Seattle)

**REVIEWS**

**SPOTLIGHT WINNERS OF THE WEEK**

Every single sent to Billboard for review is evaluated by the Billboard Review Panel, and its sales potential is rated within its category of music. Full reviews are printed in Billboard after they're approved by the Spotlight Picks or Special Merit Picks. All releases are rated in their respective categories.

**SINGLES REVIEW POLICY**

**SPOTLIGHT**

**THE ORLONS**

**NO BIG THING**

Crisscross, ASCAP (2:10)

**CROSSFIRE!**

(Kelwood, ASCAP) (2:53) - Cassette 373

Two more smash sides from the Philly group. First is a middle tempo rocker that has real pop energy and the background is filled with steep shrewd groups of rock and pace. The flip is a soft, safe hit with the beat and a fine lyric line.

**SPOTLIGHT**

**LAWRENCE WELK**

**FIESTA**

(Rh, BMI) (2:53) - 14326

Here's a quick-digging tune that moves. It's a Fiesty rocker that has real pop energy and the background is filled with steep shrewd groups of rock and pace. The flip is a soft, safe hit with the beat and a fine lyric line.

**SPOTLIGHT**

**RUSS DAMON**

**HIP HUGGERS**

(S, BMI) (1:59) - 5482

Strong, uptown number here has a bouncy and catchy rhythm that should get the crowd going. The boy with group working is in the background. The flip side is a "Reach Out" (Harvey, BMI) (2:53).

**SPOTLIGHT**

**THE ANGELS**

**COTTON FIELDS**

(Deco, BMI) (3:31) - 2139

Although this disc is not on the group's current label, it has a strong chance of making the top 10. The side is a modern recording of the 1921 standard with strong bluesy sound work and1172
tunefulness. The flip is "Greenville" (Wes, BMI) (2:01).

**POP SPOTLIGHT**

**MARY WILLS**

**YOU LOST THE SWEETEST BOY**

(S后期, BMI) (2:30)

**WHAT'S EASY FOR TWO IS HARD FOR ONE**

(Columbia, BMI) (2:45) - 20426

Here's a fast rocker here that has real pop energy and the background is filled with steep shrewd groups of rock and pace. The flip is a soft, safe hit with a strong and intact sound.

**POP SPOTLIGHT**

**GLYN CAMPBELL**

**AS FAR AS I CONCERNED**

(Same Old Places, BMI) (2:47) - Capital 126

Two good sides here and either or both could make it big. The first is a lazy rhythm ballad that tells a story in which the flip is "Troubleshooting" (My Three, BMI) (2:08).

**POP SPOTLIGHT**

**DAVE DUDLEY**

**COWBOY BOOTS**

(Four, BMI) (2:12) - Golden Ring 5020

Five, country-styled songs from a texas record of humor and strong action from Dudley. The first is a lazy rhythm ballad that tells a story in which the flip is "Troubleshooting" (My Three, BMI) (2:08).

**POP SPOTLIGHT**

**LOUIE DARNELL**

**GOLDEN SLIPPER STRUT**

(Thomas, ASCAP) (2:00) - Carol 1923

Here's one that's already reported getting strong action as a flip of a top 100 chart. Strong sound action and a strong dance step. Drop it into your program.

**POP SPOTLIGHT**

**EYTHE GORME**

**EVERYBODY GO HOME**

(Broadway, BMI) (2:49)

Here's a new one that can be sold directly to the public. The flip is a soulful follow-up to "Billboard." Flip is "Love Me Like Tonight" (Curt, BMI) (2:56).

**POP SPOTLIGHT**

**BOBBY RYDELL**

**CHILDHOOD SWEETHEARTS**

(Carno-Parkway, BMI) (2:35) - Cassette 372

Bobby's back with a fine side. The flip steps it up a notch and the flip is a "Swinging" version of "Billboard." Flip is "Love Me Like Tonight" (Curt, BMI) (2:56).

**POP SPOTLIGHT**

**LORETTA LYNCH**

**SUGAR SHAKE**

(Crisscross, ASCAP) (2:16)

**SUGAR WAGON**

(Seaboard, BMI) (2:35)

**SUGAR SUNDAY**

(Seaboard, BMI) (2:21)

Two strong sides here from the lady that has real pop energy and the background is filled with steep shrewd groups of rock and pace. The flip is a soft, safe hit with the beat and a fine lyric line.

**POP SPOTLIGHT**

**SANDY STEWART**

**I KNOW HE NEEDS HER**

(Same Old Places, BMI) (2:13) - Capitol 764

Here's a fast rocker here that has real pop energy and the background is filled with steep shrewd groups of rock and pace. The flip is a soft, safe hit with the beat and a fine lyric line.

**POP SPOTLIGHT**

**TOMMY ROE**

**EVERYBODY**

(Everly, BMI) (2:00) - ABC-Paramount 1679

Two strong sides for this flip. First is a shrewd rocker that tells a story in which the flip is "Lonesome Sunday" (Sparks, BMI) (2:25).

**POP SPOTLIGHT**

**SONNY CURTIS**

**SO USED TO LOVING YOU**

(Jeff, BMI) (2:53) - ABC-Paramount 1673

Here's a new one that can be sold directly to the public. The flip is a fast rocker that has real pop energy and the background is filled with steep shrewd groups of rock and pace. The flip is "Lonesome Sunday" (Sparks, BMI) (2:25).

**POP SPOTLIGHT**

**GLEN CAMPBELL**

**YOU AND THE RIVER**

( hwiph, BMI) (2:50) - Capitol 1267

Like that old river, the flip in this case just keeps going on and on and the flip is "Swinging" version of "Billboard." Drop it into your program.
## ARGENTINA
(Courtesy Escalera a la Fama)
<table>
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<tbody>
<tr>
<td>16</td>
<td>DANCE ON—Kathy Kirby</td>
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<tr>
<td>9</td>
<td>STILL STROMER—Fredric (Decelo—Peter Maurer)</td>
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<tr>
<td>17</td>
<td>SUKIRI—Kyu Sakamoto</td>
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## AUSTRALIA
(Courtesy Music Maker, Sydney)
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<td>I'M THE SUKIYAKI</td>
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<tr>
<td>2</td>
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<td>3</td>
<td>EXPRESS—Northern SherwinlAmbassador</td>
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<tr>
<td>4</td>
<td>(Partophone)—Columbia</td>
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<tr>
<td>5</td>
<td>(Decca)—Richard M. ARNOLD</td>
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<tr>
<td>6</td>
<td>(Polydor)—Johnny Hally</td>
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<td>7</td>
<td>(Scandia)—Bens (Music)—New York</td>
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<td>(RCA)—Harry Belafonte</td>
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<td>(HMV)—Belinda Hunter</td>
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<tr>
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<td>(CBS)—Fats Domino</td>
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<td>11</td>
<td>(Decca)—Richard M. ARNOLD</td>
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<td>DISGUISE—Cliff Richard (RCA)</td>
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<td>(Vogue)—Valli (RCA)</td>
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<td>(Philips)—Valli (RCA)</td>
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<td>(HMV)—Mick J. V.</td>
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<td>(Decca)—Richard M. ARNOLD</td>
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<td>(CBS)—Fats Domino</td>
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## DENMARK
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<td>DEVIL IN DISGUISE—Gus LeVine</td>
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<td>ORCHID LIPS—Curt Richard (RCA)</td>
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<td>DEN LILLE GYLDEN RING—Jens Harder (Columbia)</td>
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<td>SIG DELKEI (Jug Band)—Richard (CBS)</td>
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<td>THERE GOES MY HEART AGAIN—Freddy (Columbia)</td>
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<td>BARCAROLE IN DER MAISON CRU—Donna Franck (MGM)</td>
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<td>CRYING IN THE WIND—Joni Tausi (Columbia)</td>
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<td>BLAME IT ON THE BOSSA NOVA—Erko Germe (CBS)</td>
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## FRANCE
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<td>SI TU VEUX ETRE HEUREUX—Gérard Malat</td>
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<tr>
<td>2</td>
<td>DA DO RON RON—Johnny Hally</td>
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<td>3</td>
<td>PENNANT LES VACANCES—Cliff Richard</td>
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<td>4</td>
<td>C'EST MA FETE—Richard (RCA)</td>
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<td>WATCHING YOU—Fredric (Decelo—Peter Maurer)</td>
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<td>ELLE ETAIT SI JOLIE—Alain Barre (RCA)</td>
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<td>MAGNIFICANZON DIAMOND (Mandarin)—Ricks (RCA)</td>
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<td>SI TU VEUX ETRE HEUREUX—Gérard Malat</td>
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<td>CONFOSS—Frank Israel (RCA)</td>
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<td>DEVIL IN DISGUISE—Eva Presley (CBS)</td>
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<td>DON'T YOU FORGET ME—Cliff Richard (RCA)</td>
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<td>THE ROSES—Ricks (RCA)</td>
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<td>5</td>
<td>BLUE ON BLUE—Johnny Hally</td>
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<td>6</td>
<td>LUCKY LIPS—Curt Richard (RCA)</td>
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<td>THERE GOES MY HEART AGAIN—Freddy (Columbia)</td>
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<td>9</td>
<td>THE ROSES—Ricks (RCA)</td>
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<td>10</td>
<td>LUCKY LIPS—Curt Richard (RCA)</td>
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## NEW ZEALAND
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<td>DEVIL IN DISGUISE—Eva Presley (CBS)</td>
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<td>STRATEGY—Peter Presley (CBS)</td>
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## PHILIPPINES
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<td>LIKE A BIRD—Ritchie (RCA)</td>
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<td>WELCOME TO MY WORLD—Ritchie (RCA)</td>
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<td>DA DO RON RON—Johnny Hally</td>
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<td>LIGHT—Ritchie (RCA)</td>
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<td>BOY HUMANITY—Cliff Richard (RCA)</td>
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<td>YOU BELONG TO MY HEART—Ritchie (RCA)</td>
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<td>BARBARA IN DER MAISON CRU—Donna Franck (MGM)</td>
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## NORWAY
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<td>DON'T YOU FORGET ME—Cliff Richard (RCA)</td>
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<td>3</td>
<td>THE ROSES—Ricks (RCA)</td>
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<td>4</td>
<td>BLAME IT ON THE BOSSA NOVA—Erko Germe (CBS)</td>
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## Price Seems No Obstacle
By FRED GBBDIE

Joey Dee is booked to tour New Zealand in the near future. Also slated to appear here for Kangaroo are Bobby Darin and Brenda Lee.

News of these impending visits is not surprising according to reliable sources, the inquiry price for Joey Dee will not cancel out any profits, and other promoters have decided to assign Joey Dee. Harry Miller on the other hand has the Valley Bennett show almost completely pre-sold, Christchurch was booked on all weeks in and out of work, it looks as if the house full sign will go up before Bennett sets foot in New Zealand. His record sales are great and it is almost a foregone conclusion that he will have to make a return visit in order to accommodate all his fans. Lastly, a return visit from England, will come Kenneth Ball, Richard Jax- men and a first-time-trip for Frank Field.
AMERICA'S BIGGEST ENTERTAINMENT VALUE!

1. THE LIVING STRINGS “Holiday for Strings” CAL/CAS-760 A lush salute to the sweeping mood melodies of Leroy Anderson and David Rose in a profit package of standards.
2. “THE SHIMMERING SOUNDS OF LIVING STRINGS” CAL/CAS-761 Another sales natural cascades sweetly over the most popular love songs of yesterday and today.
3. “LIVING STRINGS AT A SIDEWALK CAFE” CAL/CAS-762 A change of scene! Continental flavor and local color complete with harpsichord and concertina.
4. THE MALCOLM DODDS SINGERS “Great Spirituals” CAL/CAS-763 A splendid chance to cash in on the rising gospel rage with a truly unique, rhythmical album.
5. LIVING VOICES SING “SMOKE GETS IN YOUR EYES AND OTHER BEAUTIFUL SONGS” CAL/CAS-764 The velvet voices treat today’s most tender melodies in high sales-styled fashion.

7. LIVING GUITARS “The Big Guitar Sound” CAL/CAS-756 Now the boss guitars follow-up with another rocking package of popular songs with strong sales potential.
8. “ALL NIGHT SING” CAL/CAS-767 From a fascinating 24 hour festival of high-spirited and deeply moving religious song, comes a gospel favored powerhouse album.
9. HOMER AND JETHRO “The Humorous Side of Homer and Jethro” CAL/CAS-768 TV’s Kooling salesmen and our leading melody butchers cut up with gay satirical sounds meant for selling.
10. PORTER WAGONER “A Satisfied Mind” CAL/CAS-759 Your first opportunity to sell away with this fast-moving country-western star on the Camden label.
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<td>40</td>
<td>THIS TIME BY BASIE: HITS OF</td>
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Hey... have you heard my latest!

BABY GET IT

THE NEW BREED

55250

JACKIE WILSON
Pop LP Spotlights are those albums with sufficient sales potential, as indicated by Billboard's Top LP's chart, to achieve a listing on Billboard's Record Review page. Spotlights are selected from among other albums of similar potential, based on their ability to become top sellers in their respective areas.

**Pop Spotlight**
**The Second Barbara Streisand Album**
Barbara Streisand
Columbia CL 3854 (M)
This album is a departure for Ms. Streisand, who has always been known as a singer of pop music. The songs on this album range from ballads to rock and roll, and the arrangements are more elaborate than those on her previous albums.

**Pop Spotlight**
**Dramatic**
Dramatic
Columbia CL 3854 (M)
This album features a mix of pop and rock songs. The lead singer, who is also the album's namesake, has a powerful voice and delivers the songs with passion.

**Pop Spotlight**
**DOCTOR DANNY DANKESEN**
Dr. Danny Dankeisen
Columbia CL 3854 (M)
This album features a mix of pop and rock songs. The lead singer, who is also the album's namesake, has a powerful voice and delivers the songs with passion.

**Pop Spotlight**
**Love**
Love
Columbia CL 3854 (M)
This album features a mix of pop and rock songs. The lead singer, who is also the album's namesake, has a powerful voice and delivers the songs with passion.

**Pop Spotlight**
**ON THE ROAD**
On The Road
Columbia CL 3854 (M)
This album features a mix of pop and rock songs. The lead singer, who is also the album's namesake, has a powerful voice and delivers the songs with passion.

**Pop Spotlight**
**The NYC Album**
The NYC Album
Columbia CL 3854 (M)
This album features a mix of pop and rock songs. The lead singer, who is also the album's namesake, has a powerful voice and delivers the songs with passion.

**Pop Spotlight**
**Just One Look**
Just One Look
Columbia CL 3854 (M)
This album features a mix of pop and rock songs. The lead singer, who is also the album's namesake, has a powerful voice and delivers the songs with passion.

**Pop Spotlight**
**The Greatest Hits of the 1960s**
The Greatest Hits of the 1960s
Columbia CL 3854 (M)
This album features a mix of pop and rock songs. The lead singer, who is also the album's namesake, has a powerful voice and delivers the songs with passion.

**Pop Spotlight**
**The Hits of the 1960s**
The Hits of the 1960s
Columbia CL 3854 (M)
This album features a mix of pop and rock songs. The lead singer, who is also the album's namesake, has a powerful voice and delivers the songs with passion.

**Pop Spotlight**
**The Hits of the 1970s**
The Hits of the 1970s
Columbia CL 3854 (M)
This album features a mix of pop and rock songs. The lead singer, who is also the album's namesake, has a powerful voice and delivers the songs with passion.

**Pop Spotlight**
**The Hits of the 1980s**
The Hits of the 1980s
Columbia CL 3854 (M)
This album features a mix of pop and rock songs. The lead singer, who is also the album's namesake, has a powerful voice and delivers the songs with passion.

**Pop Spotlight**
**The Hits of the 1990s**
The Hits of the 1990s
Columbia CL 3854 (M)
This album features a mix of pop and rock songs. The lead singer, who is also the album's namesake, has a powerful voice and delivers the songs with passion.

**Pop Spotlight**
**The Hits of the 2000s**
The Hits of the 2000s
Columbia CL 3854 (M)
This album features a mix of pop and rock songs. The lead singer, who is also the album's namesake, has a powerful voice and delivers the songs with passion.

**Pop Spotlight**
**The Hits of the 2010s**
The Hits of the 2010s
Columbia CL 3854 (M)
This album features a mix of pop and rock songs. The lead singer, who is also the album's namesake, has a powerful voice and delivers the songs with passion.

**Pop Spotlight**
**The Hits of the 2020s**
The Hits of the 2020s
Columbia CL 3854 (M)
This album features a mix of pop and rock songs. The lead singer, who is also the album's namesake, has a powerful voice and delivers the songs with passion.
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Slaughter on Tenth Avenue, West Side Story (ửa/Somewhere); Harlem Nocturne, Autumn in New York. Take the "A" Train, give my regards to Broadway. Manhattan Serenade, Decca of New York, Manhattan Lullaby, The Bowery, Tenement Symphony.

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**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is noted 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.

---

**POP SPOTLIGHT**

**SHANGRILA-LA**

Perry Faith & His Orch. Columbia CL 2024 (M); CS 8824 (S)

Perry Faith himself is an extremely rich piano player and his orchestrations are truly splendid, but the title songs are not great. The orchestra is well balanced and the record is worth a look.

---

**FORTY SPOTLIGHT**

**OZETTA SINGS FOLK SONGS**

RCA Victor LPM 2643 (M); LSP 2643 (S)

The title song is one of the best on the album and the other songs are also excellent. The orchestra is well balanced and the overall sound is superb.

---

**POP SPOTLIGHT**

**LAUGHING ON THE OUTSIDE**

Aretha Franklin, Columbia CL 2079 (M); CS 8879 (S)

The Columbia album is the top of her form in a second collection of hilarious songs designed to exploit her laugh-time. The success of her past albums will likely follow along right here. Following Robert Mooney is full-bodied and easy.

---

**FULL SPOTLIGHT**

**THE GREAT ESCAPE**

Soundtrack, United Artists UA 4107 (M); UA 5167 (S)

The songs are all great and the album is well balanced. The orchestra is well done and the overall sound is splendid.

---

**FULL SPOTLIGHT**

**THE SONGS I LOVE**

Perry Como, RCA Victor LPM 2708 (M); LSP 2708 (S)

The album is a great selection of Perry Como's hits and the orchestra is well balanced and the overall sound is superb.

---

**FULL SPOTLIGHT**

**SILVER'S SERENADE**

Marlene Silver Quintet, Blue Note 2777 (S)

The album is a great selection of Marlene Silver's hits and the orchestra is well balanced and the overall sound is superb.

---

**FULL SPOTLIGHT**

**DETOCITY CITY AND OTHER HITS**

RCA Victor LPM 2776 (M); LSP 2776 (S)

The album is a great selection of De tocitty City's hits and the orchestra is well balanced and the overall sound is superb.

---

**FULL SPOTLIGHT**

**MISSA LUST**

Les Brown & His Band of Renown, Phillips PCC 206 (S)

The album is a great selection of Les Brown's hits and the orchestra is well balanced and the overall sound is superb.

---

**FULL SPOTLIGHT**

**THE JAZZ SOUL**

Little Stevie Wonder, Tamla 233 (M); (No Stereo)

The album is a great selection of Little Stevie Wonder's hits and the orchestra is well balanced and the overall sound is superb.

---

**FULL SPOTLIGHT**

**LET'S FALL IN LOVE**

Concerting Voices of Hugo & Luigi Chinn. RCA Victor LPM - 2777 (M); LSP 2777 (S)

The album is a great selection of Hugo & Luigi Chinn's hits and the orchestra is well balanced and the overall sound is superb.

---

**FULL SPOTLIGHT**

**CONCERT IN THE PARK**

Boston Pops/Athos Fiedler, RCA Victor LPM 2677 (M); LSP 2677 (S)

The album is a great selection of Boston Pops/Athos Fiedler's hits and the orchestra is well balanced and the overall sound is superb.

---

**FULL SPOTLIGHT**

**LET THE GOOD TIMES ROLL**

Frankie Carle, Columbia CL 2065 (M); CS 8815 (S)

The album is a great selection of Frankie Carle's hits and the orchestra is well balanced and the overall sound is superb.

---

**FULL SPOTLIGHT**

**THE闑NICALS CRACK-CRACK**

Thelonious Monk, Columbia CL 2038 (M); CS 8826 (S)

The album is a great selection of Thelonious Monk's hits and the orchestra is well balanced and the overall sound is superb.

---

**FULL SPOTLIGHT**

**JAZZ SPOTLIGHT**

Bert Kaempfert & His Orch., Decca DL 4768 (M)

The album is a great selection of Bert Kaempfert & His Orch.'s hits and the orchestra is well balanced and the overall sound is superb.

---

**CLASSICAL SPOTLIGHT**

**RESPERI: FOUNTAINS OF ROPE, PINES OF ROME**

L'Orchestre de la Societe Romande (Assense), London (Continued on page 32)

---

*ALBUM REVIEWS (continued)
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5 SLUGGERS!

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PHM 200-101/PHS 600-101

Terrific Teresa—Teresa Brewer
PHM 200-099/PHS 600-099

Georgie Auld Plays the Winners—
Georgie Auld
PHM 200-096/PHS 600-096

The Singing Nun—Soeur Saurire
PCC-203/PCC-603

Christmas in the Congo—Les Trouba-
deurs Du Roi Baudouin
PCC-207/PCC-607

Magnifique—Jacqueline Francois
PCC-200/PCC-600

Bach’s Greatest Hits—the Swingle
Sisters
PHM 200-097/PHS 600-097

Esther Ofarim & Abraham
PHM 200-102/PHS 600-102

You Won’t Believe Your Ears—Wes
Harrison
PHM 200-103/PHS 600-103

Tchaikovsky Symphony No. 1—Con-
certegebouw Orchestra
PHM 900-020/PHS 900-020

Chopin Piano Concerto No. 1 Manuel
DeFalla “Noches en los jardines de
Espana” Clara Haskil, pianist with Or-
chestra of Lamoureux Concerto
PHM 500-034/PHS 900-034

Brahms Symphony No. 2 in D Major
—Pierre Monteux conducting the Lon-
don Symphony Orchestra
PHM 500-035/PHS 900-035

PHILIPS RECORDS
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One World of Music On One Great Label

www.americanradiohistory.com
**Billboard HOT 100**

For Week Ending September 7, 1963

- **CRY BABY** by Garnet Mimms & the Enchanters, United Artists 629
- **TRUE LOVE NEVER RUNS SMOOTH** by Gene Pitney, Musicor 1032
- **ONLY IN AMERICA** by Jay & the Americans, United Artists 625

**TOP LP's**

For Week Ending September 7, 1963

- **GENE PITNEY SINGS WORLD-WIDE WINNERS** by Ferrante & Teicher, United Artists UAL 3299 (M); UAS 6299 (S)
- **MONDO CANE** by Sound Track, United Artists UAL 4105 (M); UAS 5105 (S)
- **LOVE THEMES FROM CLEOPATRA** by Sound Track, United Artists UAL 4108 (M); UAS 5108 (S)
- **DR. NO** by Sound Track, United Artists UAL 4108 (M); UAS 5108 (S)
- **HOOTENANNY WITH THE HIGHWAYMEN** by United Artists UAL 3294 (M); UAS 6294 (S)

**HOT COUNTRY SINGLES**

- **YOU COMB HER HAIR** by George Jones, United Artists 578
- **WE MUST HAVE BEEN OUT OF OUR MINDS** by George Jones & Melba Montgomery, United Artists 575
- **HALL OF SHAME** by Melba Montgomery, United Artists 576

**HOT R&B SINGLES**

- **CRY BABY** by Garnet Mimms & the Enchanters, United Artists 629
I WILL RETURN—AND ANKA DOES

MECHELEN — Paul Anka will tour this country in a few weeks. Anka, who was received very enthusiastically last year during another short visit, promised to return and give several concerts in Belgium. September 26, he will be in Antwerp from September 27 until October 2, in Brussels on the stage of the Ancienne Belgique, and finally, to conclude his tour, October 3 in Liege.

DOTTED LINE: Richard Anthony signs autographs for a fan while his EMI a.c.r. supervisor, Jeff De Boeck, looks on.

U.S. ARTISTS HIT GERMAN TRAIL

MUNICH — A string of American artists will soon begin the trek to Germany for recording and concert dates. In the near future, the Beach Boys and the Everly Brothers will be in the country to record here for the first time, bringing along a few local discos some German-language disks in their programs, but this will be his first session here.

Connie Francis recorded versions of "Ma Dir" and "Die Nacht Ist Mein" versions of "Foller the Boys" and "Tonight's My Night" for MGM. Miss Francis has recorded German disks in this country.

Paul Anka and Princess Silver, Stan Kenton, Harry James, Ray Charles, Ella Fitzgerald and Duke Ellington are all ready to be ready for concert appearances in this country during the following tours this winter.

However, is that 90 per cent of these records are of French origin? Things have changed and it seems that records available for French records. Some of the records offered for sale here are "Elvis Presley's Devil in Disguise" and "Red River Valley". Also "Johnny Hoo" own label Telstar will be distributed in Belgium exclusively by Fonot. The first record an LP has just been released by Elvis Presley. For rock fans, the record of "Don't Be Cruel to Me" sold in excess of 200,000 copies in one month, which have never been released as singles: "It Doesn't Matter Anyway" and "The Longest Day".

Since "Take These Chains From My Heart" by Ray Charles is still a big success, Anka's radio disc will be broadcast for about six weeks until the TV show "Ray's No One." At the same time they brought Fats Domino's recording "When I'm Walking" on the market.

BRITAIN

Boone Cuts Decca Sides in London

By CHRIS HUTCHINS

New Musical Express

After completing his Seven Arts picture "Don't Pay Anything in Writing," Pat Boone had two recording sessions at the Decca, where he waxes his self-paced title song for the film and sings material mainly for the British market, before returning by sea to New York. His manager, Jack Spina, said that Pat is hoping in the future to film the "Dr. Tom Dooley Story," another non-singing role, as the famous American doctor who went into the jungle on a relief mission and eventually gave his life to the cause. The 20th Century-Fox outfit owns the film rights.

On the subject of films, Home-grown Songs Bloom in Norway

OSLO — For the first time in the history of its tabulations, half of the songs on the Norwegian charts are of domestic origin.

Several of the Oklahoman Quintette with its second disc, "Fiskalat," has been added to Ane Toten, Wensels Mykle (of Triola) and Ray Adams (Mama) to make it 50-50 mark.

The remaining five discs come from the U.S., Great Britain and Japan. Ordinarily American records claim 7 of the 10 spots.

Sammy Davis plans to make a Sammy Davis plays to make a comeback in London, and his plans for an expensive for "Side Show" in a collaboration with an Arthur Lawrence book—which will open on Broadway next March. Two different Hollywood ladies will be as much as he will have to do it... Cliff Richards' "Summer Holiday" will be distributed in the U.S. starting late October by American International. The show played to London, shortly from East Berlin of Paul Robeson, whose recent flight to the Commonwealth caused international sensation—in conjunction with Harold Davidson (his British agent) who is planning a major TV appearance for the show in West Germany. There were rave reviews for the opening of Oscar Brown's one-man show at the New Theatre. It is a musical called "Wham, You Madam" which was to be made in Great Britain. But it was released during the run.

Kidd Ory, Ray Barbee, Mende Lewis, the Firehouse Five plus Two and the host of a party for Kenney Clarke and his band, when the British band ends its U.S. tour.
What is quality at RCA Custom?

SOUND ENGINEERING
(Only experts with many years' experience in sound are at the controls.)

LACQUER INSPECTION
(Inspection, inspection, inspection—starts with the master lacquer and never stops!)

MOLD INSPECTION
(Before metal stamper is made, mold is scrutinized minutely for flaws.)

MOLD CORRECTION
(Skilled hands remove tiny flaws, then on for audio inspection.)

AUDIO INSPECTION
(in air conditioned, soundproof rooms, the mold is finally checked. Only perfection passes.)

MICROSCOPIC ACCURACY
(The stamper is microscopically centered, then punched to fit record press exactly.)

MATERIAL SELECTION
(Research has developed 4 grades of vinyl, exclusive with RCA Custom—each is top quality!)

PACKAGING INSPECTION
(Last inspection: as record goes in sleeve. Spot audio checks are constantly made also.)

YOUR RECORD
(We stake our reputation on the quality of every record we produce.)

"Quality" is not just a word at RCA Custom. It's a way of recording, manufacturing and packaging to give you the best of everything in recorded sound. Try us and see!

RCA CUSTOM RECORD SALES...THE MOST TRUSTED NAME IN SOUND AND SERVICE

155 East 24th St, New York 10, N. Y., MU 5-7200 or 445 N. Lake Shore Dr., Chicago 11, Ill., W 4-3215 or 800 17th Ave. S., Nashville 3, Tenn., AL 5-5791 in 1510 N. Vine St., Hollywood 26, Cal., OL 4-1860
in New Orleans on October 5. It is understood that Anselmo Newley recorded several songs in New York under Decca a.d.r. chief Dick Rowe’s supervision. They included a Beatles’ composition, “If I HadEARING. Standing here published by itself. Decca... has a rush cover for his new single, 7. hit “Do You Love Me,” by Brian Poole and the Tremeloes. There may be cover to be seen. Confusing the question ever Eden Kane single which he wrote himself... has had a title change from “Do You Love Me” to “Like I Love You.” Composer Johnny Worth is delighted with the news, and the scenes will wax “Blue Girl.”

A group of c.d.w. enthusiasts have started their own label “Country Style Records” and two LP’s bought from Nashville-featuring such artists as Jim Eanes, Hylo Brown and the Kentuckian Rebels. Of the first releases... Two London dealers are behind a new label which will issue West Indian music solely... Airborne is the name of another new label which has its first release with West Indian Johnny McBean’s “Crown.”

Pye Records managing director, Benjamin, is in New York for business and also take home to Canada... He is expected to return home for tax purposes at Warner Bros. note about the future of the Reprise license which this company holds as present.

**DICTATION**

**SPEED BOOSTERS**

**DEALERS—Conversa-Phone offers a complete line of fast selling records for students. Write today for complete information. Each course is poly sealed and contains an illustrated history of the subject, a phonograph record, and a written guide. Send $5.00 deposit. Send 100 copies, $40.00 a year.**

**POLYMAX**

**CUSTOM RECORD PRESSING—Manufacturing—Pressing—Labels**

**FURTHER CLEAN**

**FURTHER CLEAN**

**J.S. WATKINS**

**.P.O. Box 459**

**Los Angeles 10, Cal.**

**Phone:** 605-555-5444

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**GERMANY**

**Electrola Is 20th, Disney Disk Rep**

By CHRISTIAN TOELESFF

48 Uhlenhorsterstr. Hamburg 22

Electrola, member of EMI, told the new daily Berliner Morgenpost in Germany of Disneyland and 20th Century Fox. EMI’s chief executive, A. K. Schacht, former president of the Abercrombie organization, now managing the company in Berlin, visited the U.S.A. for business purposes, arriving in New York September 2 and staying at the Sheraton Hotel, Berlin. EMI, which acquired the music rights, has visits to Disneyland. At least there are 13 versions of “Sukiyaki” new on America record market. “Schuld war nur der Mensch,” German version of “Blame It All On My Youth” sung by Manuela, sold about 500,000 copies.

Deutsche Grammophon offers subscription of four classic albums, with a piece of music (“Così fan tutte”) (three LP’s) at the price of 54 marks (about $15.00). Bos- thoven (four LP’s), 78 marks ($19.50). Beethoven (five LP’s), 98 marks ($25.40). “In Memoriam Wilhelm Faustengger” (six LP’s), 89 marks ($22.25). Orders are only taken before December 16. . . . Pat Boone was in West Berlin for one day. August 25, to visit with close friends. Four German titles in the Tedlue studio for London Records.

**HUNGARY**

**Barbirioli Batson Swings Outdoor**

By PAUL VONGY

Dere Kuteca 6, Budapest

In an outstanding event of the Budapest summer concert season, the Budapest Radio and the State Concert Orchestra in two concerts. In Chopin’s Piano Concerto in E-flat major, Cziffa Szabó, second prize winner of the first international piano competition at Rio de Janeiro.

The first British-Hungarian film production started a few days ago on the premises of the Hunnia studio in Budapest. James Hill and Alexander Paul are producing “The Golden House” based on the Regent Newington’s novel “Nepomuk of the River.” The score of the film will be by André Siegle, top Hungarian musician, who has already about 100 film scores to his credit. This might be the first Hungarian film from which a significant amount of musical score will be recorded. . . . Some 83 members of the Budapest State Opera House are taking part in the Edinburgh Festival. . . . A delegation of American musicians and musicologists, led by Zoltan Kodaly, attended the congress of the American Musicological Society, at the University of Kentucky. . . . Five French and Hungarian Radio programs have been planned as joint program of symphonic music.

---

**ITALY**

**Talk Marathon Harbinger of Fall**

By SAMT STEINMANN

Piazza S. Anselmo 1, Rome

Full stringings in the international world of music are evident with the off...

**NEW EXEC: Gus Jonsen Jr. has been made a junior partner in the firm of Gus Jonsen & Co. located in a new building in Amsterdam. He... in charge of pop music promotion and a special vice-president.

---

**SWEDEN**

**TV Tune Sets Phones Ringing**

By HENRY FOX

Kungsgatan 56

Göteborg

The telephones went hot following a TV program about Ystad, a popular town of 2,000, where a song had been promoted on that program. People phoned from all over the country, looking for the name of the tune played on that program. People phoned from all over the country, looking for the name of the tune played on that program. People phoned from all over the country, looking for the name of the tune played on that program. People phoned from all over the country, looking for the name of the tune played on that program.

**Mingled among the hits were a new J.B. song from the-what-the-name-was-again group, “The Range” by (Green, Green,” by the New Christy Minstrels.**
TODAY'S TOP TUNES

HONOR ROLL OF HITS

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 SEPTEMBER 14

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Time</th>
<th>Composer-Publisher</th>
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<td>6</td>
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</tbody>
</table>

RECORDINGS AVAILABLE

(Not Selling Record Listed in Bold Face)

2. Blue Velvet - Dusty Springfield, Epic 9414.
3. If I Had a Hammer - Nina Simone, Atlantic 332.
6. Surfer Girl - Beach Boys, Capitol 999.
7. Then He Kissed Me - Crystal, Philips 118.
8. More - Vic Dana, Delton 7; Martin Denny, Liberty 3377.
9. Solly, Go Round the Roses - Sandie Shaw, Columbia (BMI)
10. Mockingbird - C & A. J. Field, Soundtrack (ASCAP)

"LOVE KITTEN"

NOREEN M. CORCORAN

Vee Jay #555

"WIVES & LOVERS"

CAPITOL 5039

MAMMA SAID IT'S ALL RIGHT

TERRY STAR AND THE STARBELLRS

NA 100A

NEW ART RECORDS

600 N. Broad St.

EXCITING SI ZENTNER'S

Na Liberty Record

BROKEN DATE

MILLS MUSIC, INC.

New York 19, N. Y.

SEA WINDS

LEON YOUNG

ATCO 6274

Wells-Walls

"You Lost the Sweetest Boy"

Motown 1048

HITWALKER STAKES AGAIN

TAMLA/MOTOWN RECORDS

Detroit, Mich.

CLIMBING THE CHARTS!

The Original

"HE'S MINE"

Barclay (174)

ALICE WONDERLAND

(R. & B. Teddy Product)

BARDELL RECORDS

New York 19, N. Y. - 212-873-3773

ONE-STOP RECORD SERVICE

Complete line of Spirituals, R & B and Cadet Merchandise.
Write to be placed on our national mailing list.
We ship anywhere C.O.D.

Barney's One-Stop

1146 S. Kedzie Ave., Chicago 13, Ill.

FAN MAIL GLOSSY PHOTOS

MUSION LABORATORY

Here 1941. Ready print, Cameo.
Knoxville Station Claims New Sound Cements No. 1 Spot

KNOXVILLE—A "new sound" introduced here by WKGN, entitled "Summertime, 1963," brought highly successful results in early summer as top releases in nation's 66th largest radio market, station spokesman were claiming this week.

The "more go in '63" programming approach was launched in April by WKGN's program director, Dick Blanchard.

Unlike many network orientations, spokesmen point out, WKGN has a flexible playlist consisting of the top 20 best selling records in Knoxville and the nation. The show features a four-page "Silver Dollar Survey" booklet. In addition to the top sellers, the station also carries anywhere from 18 to 24 "extra" entries for the usually former WKGN "pick-a-day." A "pick-a-day-of-the-day" is put on the air each morning. The rollout every hour for 24 hours.

"We feel that this concentration on hits on every music records," said Blanchard. "It's our feeling that one pick of the week leaves many good new records in the audience stack," he added.

The indie outlet also programs two "rushback" records and one album selection per hour.

Programming Curve
WKGN is programmed on a curve so as to please the tastes of the greater number of people listening at a particular time. The music is balanced as to tempo with each deejay frogging his own music, but personally handling the balance of responsibility for his show.

The curve is based on top 25 of late-on-air promotion directors, that is, when music through Mars Broadcasting, Inc., Mark Century Corporation and Peace Broadcasting, Inc. The "Pick-a-Day of the Week" is aired on WKGN, 7 to 9 P.M.

The 10,000-watt is heavy on the local promotions such as conversion to commercials, but the gimmicks with a policy of a promotion going at all times. "News and community public service is of vital importance to us here in helping people," said WKGN in the No. 1 position," said Blanchard.

Helps Students
"Each year the station awards four scholarships to the University of Tennessee to outstanding students of the Knox and Knox County areas, awarded upon merit and need of the student," Blanchard said.

A mobile news unit is in service 24 hours every day to supplement the news at 53 and news capsules at 54. A special news feature is "Bill BLackwood," which has become a personal favorite among viewers and traffic. interviewees who have a particular interest in the Wilkersons and visiting celebrities.

WKGN's line-up of personalites includes deejays from 5:30-9 a.m., Buddy O'Shea (9-12 p.m.), Dan King (12-3 p.m.), Al Adams (3-7 p.m.), Jerry Dee (7-12 midnight), Jack James (7-12 Midnight), and Jim Davis on the weekends.

TV Stations Turn to Jazz, News To Brush Up On That Local Look

By GIL FAGGEN

NEW YORK—Television stations around the nation, while anxious about what the national networks will be offering them this season, are even more mindful of their programming responsibilities for local viewers.

A quick scan of the local TV picture finds a good many new features local offerings interspersed with the return of many a successful local long-runner.

New York's RKO outlets, WKBN-TV and WBTR, weekly series of 36-minute programs of "Jazz, Sex, U.S.A.", scheduled for premiere Friday, October 4, 9:30 p.m. on the Springfield, Mass. station, is one of the top entries in the market.

A major programming experiment has been undertaken by Group W (Westhouse Broadcasting Company) with its test of a six-part mystery adventure series, "No Wreath for the General.

Group W's San Francisco outlet, KPIX, will televise a separate episode at the same time each day of the week until the suspense packed plot is finally resolved. Each program in the serial format is complete in itself in regard to plot.

The local programming spotlight is on news, too, with many stations reporting expanded news programming blocks this season, closely tied in with the network's expanded news and information coverage.

Oldest Show
Among the station's in local TV is Philadelphia's oldest con-

WHN DRIVE FOR A WALK WINS APPLAUSE

NEW YORK—Letters from commuters have congratulated WHN for rendering, as one put it, a "real, practical public service" for its recent report to New York City Traffic Commissioner Henry Barnes that resulted in a 20-foot camera being put up in the middle of 45th Street with warning signs for a 60-foot square area so that pedestrians and vehicles could see each other.

WHN counted 10,000 persons crossing 45th Street between Lexington and Vander- blit avenues in most busy traf-

RATED AMONG TOP Local TV shows of its type is "The Buddy Deane Show," televised daily on Group W's Baltimore station WJZ. The show, now in its sixth season, is putting its case for record orders. Deane, who recently devoted his entire show to a salute to Jackie Wilson, is pictured on set with the Brunswick artist demonstrating the latest teen-dance craze.

FOCUS ON DEEJAY
Springfield Jock Touches All Bases

ACTION SPEAKS as loudly as words for many deejays, as illustrated here by WSPR's Dick Robinson. Robinson, who is heard daily, 3 to 8 a.m. on WPRD, New York, featured a series of morning "jolt" effects. The features includes "bus hop" hits for an hour each night. Of the air, Robinson, like most active deejays, keeps on the move—meeting visiting record artisits such as Freddy Cannon, with WSPR's "Sally O'Brien Show," and Stanley Fabares (left photo), and welcoming audiences (center photo) and giving away program picks.

Dick formerly was an air staff at Providence's WPRO and program director of WB, Holyoke, Mass., before joining WSPR several years ago.

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www.americanradiohistory.com
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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 ideas from the station's weekly library.

**Best Tracks from the New Spotlight LP's**

These are the tracks selected for disk jockey presentation this week, as they are currently being played on the most popular stations from this week's Spotlight LP. Enjoy.

**Popular**

**The Second Barbara Streisand Album**

**The Big Folk Hits—Brothers Four**

**Andre Brevin in Hollywood—Columbia, CI 24534: There Will Be No Million Mile**

**Sandella—Peter Fiedler & His Ork**

**Night Beat—Sun Cooke**

**Middle-of-the-Road singles**

Not too far out in either direction, the following singles, selected from the chart Publications' recent list of the week, rank Order here based on relative standing in the Hot 100.

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Week</th>
<th>Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Blue Velvet</td>
<td>Bobby Vee</td>
<td>Epic</td>
<td>9/6</td>
<td>8</td>
</tr>
<tr>
<td>2. Frankie And Johnny</td>
<td>Sam Cooke</td>
<td>RCA Victor</td>
<td>9/13</td>
<td>7</td>
</tr>
<tr>
<td>3. Bird Dog</td>
<td>Everett Brothers</td>
<td>Cadence</td>
<td>9/6</td>
<td>6</td>
</tr>
<tr>
<td>4. Little Star</td>
<td>Elgin, The</td>
<td>Elektra</td>
<td>9/20</td>
<td>5</td>
</tr>
<tr>
<td>5. Just A Dream</td>
<td>J. Dalton, Ace</td>
<td>Zon-O-Phone</td>
<td>9/6</td>
<td>4</td>
</tr>
<tr>
<td>6. My Man</td>
<td>The Elegants</td>
<td>Re当作M</td>
<td>9/6</td>
<td>3</td>
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<tr>
<td>7. SDY In Your Heart</td>
<td>Barbara Lewis</td>
<td>Atlantic</td>
<td>9/13</td>
<td>2</td>
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<tr>
<td>8. Stand By Me</td>
<td>Ben E. King</td>
<td>RCA Victor</td>
<td>9/13</td>
<td>1</td>
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</tbody>
</table>

**YesterYear's Hits**

Change-over format programming from your listener's archives, selecting the bits that were the hits when the last five years ago this week. Here's how they ranked in Billboard's chart of that time:

**Pop—5 Years Ago**

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>1955/9/18</td>
<td>One More Kiss</td>
<td>Les Paul</td>
<td>Mercury</td>
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<tr>
<td>1955/9/25</td>
<td>Bird Dog</td>
<td>Everett Brothers</td>
<td>Cadence</td>
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<tr>
<td>1955/10/2</td>
<td>Just A Dream</td>
<td>J. Dalton, Ace</td>
<td>Zon-O-Phone</td>
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<tr>
<td>1955/10/9</td>
<td>My Man</td>
<td>The Elegants</td>
<td>Re当中M</td>
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<tr>
<td>1955/10/16</td>
<td>SDY In Your Heart</td>
<td>Barbara Lewis</td>
<td>Atlantic</td>
</tr>
<tr>
<td>1955/10/23</td>
<td>Stand By Me</td>
<td>Ben E. King</td>
<td>RCA Victor</td>
</tr>
<tr>
<td>1955/10/30</td>
<td>I Can't Stay Mad At You</td>
<td>Shirley Brown</td>
<td>RCA Victor</td>
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<tr>
<td>1955/11/6</td>
<td>Bird Dog</td>
<td>Everett Brothers</td>
<td>Cadence</td>
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**Pop—10 Years Ago**

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<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1950/9/18</td>
<td>One More Kiss</td>
<td>Les Paul</td>
<td>Mercury</td>
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<tr>
<td>1950/9/25</td>
<td>Bird Dog</td>
<td>Everett Brothers</td>
<td>Cadence</td>
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<tr>
<td>1950/10/2</td>
<td>Just A Dream</td>
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<td>Atlantic</td>
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<tr>
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<td>Stand By Me</td>
<td>Ben E. King</td>
<td>RCA Victor</td>
</tr>
<tr>
<td>1950/10/30</td>
<td>I Can't Stay Mad At You</td>
<td>Shirley Brown</td>
<td>RCA Victor</td>
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</table>

**Rhythm and Blues—5 Years Ago**

<table>
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<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1953/9/18</td>
<td>One More Kiss</td>
<td>Les Paul</td>
<td>Mercury</td>
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<tr>
<td>1953/9/25</td>
<td>Bird Dog</td>
<td>Everett Brothers</td>
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<td>1953/10/2</td>
<td>Just A Dream</td>
<td>J. Dalton, Ace</td>
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<td>1953/10/9</td>
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<td>The Elegants</td>
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<td>1953/10/16</td>
<td>SDY In Your Heart</td>
<td>Barbara Lewis</td>
<td>Atlantic</td>
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<tr>
<td>1953/10/23</td>
<td>Stand By Me</td>
<td>Ben E. King</td>
<td>RCA Victor</td>
</tr>
<tr>
<td>1953/10/30</td>
<td>I Can't Stay Mad At You</td>
<td>Shirley Brown</td>
<td>RCA Victor</td>
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**St. Loo's KXOK**

**St. Louis's KXOK** will celebrate its 25th year of radio broadcasting on Thursday, September 19. To honor this noteworthy anniversary, plans include airing tributes and best wishes from civics, business and congressional leaders, and KXOK alumni.

Several award-winning KXOK public service programs will be saluted. "Wake Up, St. Louis," a civic forum feature, has been heard on KXOK for 15 years. "The World of the Air," a high school discussion program is now in its 20th season. And police captain Roland Schumacher's safety show will move into its 4th year of regular weekly broadcasts during the anniversary.

The anniversary celebration will have its climax at a social gathering in the Green Room of the Hotel Park Plaza.

**Vox Jox**

**By Gil Faggen**

**Station Promotions:**

Radio Station WABC's listeners are invited to send birthday greetings to the U.S. Air Force, on the occasion of its 16th birthday. The most artistic, unusual and most humorous birthday card, the creator of which will receive an Air Force X-15 Rocket plane model as a prize.

**It's Raining Mail at WIP (Philadelphia)**

With 112,200 people tuning into the station for the second annual drawdown to be heard on the air, according to the Metered Radio station. The winner got a two-bedroom ranch house near the sleepy May, N.J., plus $500 worth of carpentry. WIP secretary Louise Nobile, pictured above, no doubt is flapping from tailoring the mail.

**Merry Christmas: Jack Angel, KEX (Portland, Ore.)**

The Christmas concert business is booming this year, as evidenced by the Storch Broadcasting Company and the KXOK. The former received $500,000 in radio budgets, and the latter's stations own OBPs and WAQs, WJYA, WGG, WMYC, and WOAM, in addition to KXOK.

**Feigen Moves Up**

**Hollywood—Ted Feigen, Executive promotion manager for Liberty Records, has been appointed to the post of national promotional manager.**

Feigen, who was in the post here, was formerly National Manager of Imperial Records—a recent Liberty acquisition.

**Segue**

Dan Sorkin, veteran morning buffo on Chicago's WCF, has left the station to join a new policy dispute over type of material aired by Sorkin. Sorkin protested "wastefulness." Then G. Marek appointed commercial manager of KAF (Radio, Mesa, Colo.)... Jack Perry, station manager of WCBS (Midland, Tex.)... WFUN's Greg Warren moves to WQXI (Atlanta) with Dave Orchard filling vacancy from WLCY (Tampa)... George Gilbert, former WIRG (Philadelphia) newscaster, joins WARM (Scranton, Pa.) as program director... Cal Miliner has taken over 10 a.m. to 6 p.m. time slot on KLO (Los Angeles).... The Hodie Chandis celebrated their 15th. wedding anniversary (Friday), He is producer-writer for "World Spots With Cal," Schenck aired daily on CBS radio net.
Most Exhibits Yet Set for New York’s Annual Hi-Fi Show

NEW YORK—A new high in exhibitors has already been ass­ured at the Institute of High Fidelity Inc., put­ting the finishing touches on plans for the annual New York High Fidelity Trade Show. The show will open at the Trade Show and will run through Sunday (13), the 11th, inc­identally, since the start of the annual affair some eight years ago.

So far, there are 83 exhibitors signed up, some 10 per cent better than the previous best of 73 in 1962, reflecting the growth of the industry. The role of sound in home entertainment, and a growing acceptance of this form of public display as a valuable underpinning for the numerous other types of promotion, high­fidelity publicity and exploitation in common use.

In addition to show numbers, the exhibitors count on the broadest breakdown of types of publications and trade shows has yet seen. The basic list is, of course, (Continued on page 42)

EASTMAN KODAK entered phone two weeks before the trade show week by introducing two improved black-and-white instant photo­graphy booths for first-time, off-the-shelf sales to consumers. Eastman real­ized this first step toward broader­ly using the Kodak Brownie threading slot and will be sold in the package shown left.

ROCHESTER, N. Y.—East­man Kodak Company, which en­tered the magnetic tape field only two years ago, has taken a second step toward broaden­ing its own market base in the field. The firm last week introduced two new professional-quality sound tapes and at the same time announced that it is market­ing its tape product through its own electronic supply houses. Pre­viously the tapes had been avail­able only on a direct basis to dealers.

(The tapes have been designed.
(Continued on page 42)

NEW YORK — The RCA Sales Corporation has kicked off what is regarded as the largest single advertising campaign in the history of the whole audio­entertainment products business. The campaign, which involves a broad spectrum of media, was launched at a special press luncheon at the New Hilton Hotel here, Thursday (5) by Jack M. Wil­liams, vice-president, advertising and sales promotion.

Highlights of the campaign, which gets under way Sunday (20) and continues through the RCA Victor Week. The sup­plement will reach an estimated 33 million circulation and will contain over 10,000 undupli­cated dealer listings.

The campaign will also make heavy use of all major media, in addition to new­spapers, plus radio, network TV, canvasing, catalog sales, trade shows, plus point-of-sale materials.

The RCA Victor week promotion will cover all product lines for the home entertainment line—electronics, home theater, phonographs, tape recorders, sound tapes, and record­ers. All units in the media will be used to support the newspa­per insert.

Hi-Fi Noisiest Little Industry of ’Em All

Hi-Fi Noisiest Little Industry of ’Em All

Not unless you’re independently wealthy, says Hendrik Van Sticker, Fidellitone’s Quality Control Expert and diamond cutter. That slightly higher markup costs you plenty, particularly in customer goodwill. The best way to lose a customer is to sell him a needle that wears out fast and ruins his record. That’s why it pays to sell top quality—Fidellitone quality. Take a tip from Van Sticker and specify Fidellitone—their customers will thank you.

RCA Sales Launches Biggest Ad Campaign

TUNERS. The most spectacular advance of all was the development of tuners and tuner­amplifier combinations. At the factory level, the price of the average tuner or tuner­amplifier was more than 34 per cent higher than it was the year before. While the average unit sold for $56 in 1961, the figure climbed to $88.66 last year.

The percentage of tuners sold went up 28 per cent, resulting in a 75 per cent increase in dollar volume. Census says 263,000 of the new units were sold for $21,544,000 at the factory, up from 190,000 or $12,540,000 a year earlier.

Two obvious explanations come to mind. First, of course, is the increase of FM­ stereo was felt throughout the consumer­business. Here is concrete dollars and cents proof that FM-stereo is both a popular and highly important, and the public acceptance of FM-stereo points to another big increase in 1963. A second rise in the increased sale of combination tuner­amplifiers in 1962 as compared with 1961.

TURNSTABLES. The definitions in this category are rather sketchy in the census report, coming under the government’s heading of “record player attachments (in­cluding record players with automatic rec­ord changing devices).” The census survey indicates a sharp drop in sales in 1963, accompanied by a slight decline in prices.

The report indicates that 34 per cent fewer turntables were sold in 1963 than in 1961, and that they represented 27 per cent less in dollar volume. The factory price declined to $27.57 from $32.81, a drop of $5.24, or 16 per­cent, in terms of dollar volume. The total went up $16,026,000, to $21,509,000, in 1963.

DOMESTIC MEAN total turntable and changer sales declined last year, but it does indicate a drop-off in the sales of American-made turntables. British Ger­man and other European countries continue to show a marked improvement. Unfortunately, the census statistics con­tain no figures for high fidelity speaker sys­tems and even the modestly priced ones and indicates that the small, but loud, component­hi-fi industry is still on the way up.

EQUIPMENT NEWSLETTER
The World’s Finest Portable Phonograph

MASTERWORK Model 1716
Deluxe Stereophonic High Fidelity Automatic “Matched Pair” Portable

- SOLID STATE CIRCUITRY – All Transistorized Stereophonic Amplifier
- 12 Transistors
- 30 Watts
- HANDCRAFTED Components in HANDWIRED Chassis
- Burnt Olive “SAMSONITE” Silhouette Luggage
- 32 Lbs.
- Magnetic Cartridge
- Diamond Needle
- Garrard AT-6 Changer
- One Year Warranty on Labor and Parts
- Deliveries from YOUR LOCAL COLUMBIA RECORDS DISTRIBUTOR
- NATIONWIDE Service Agency Network.

Suggested List Price $199.95*+

OTHER MASTERWORK MODELS INCLUDING PORTABLES, RADIOS, TAPE RECORDERS, AND CONSOLES FROM $19.95 TO $475.00°

*Slightly Higher in the West

MASTERWORK
Columbia Records Sales Corp.
799 Seventh Avenue New York 19, New York
Biggest Line of Exhibits For New York Hi-Fi Show

- Continued from page 49

component producers. In addition, a number of exporters have crept into the picture, particularly the Japanese and British.

Two years ago, there was a feeling in some quarters that the New York show, easily the biggest of its kind in the nation, and looked upon as something of a pacesetter, might be veering toward peace with the packaged Hi-Fi manufacturers.

At the time, some of these accepted the prefaced peace pipe, but the trend evidenced then does not seem to have taken hold.

This year, Pilot and Fisher are among the few carrying the ball for the packagers and both of these are strongly identified with the components field, North American Philips and T & T are among the others in the packagers ranks listed among the packagers.

In the tape field, famous names such as Ampex and Tandberg (another foreign brand) are joined by the cartridge entrants, like 3-M Revere and Bell Sound Division, in addition to the Viking of Minneapolis firm. At one point in the history of the Hi Fi Show here, a cartridge tape system was locked upon by the hi-fi purists as almost as low as a packaged record playing system. A certain demoralization and acceptance has obviously taken place.

Three separate FM radio stations are also on the exhibitor list, with obvious plans of demonstrating FM stereo in action, thereby tiring in with manufacturers showing the receiving equipment.

A special feature of this year’s show will be a “live” vs. conventional FM stereo demonstration, to be done first at a press preview luncheon, Wednesday (11), and thereafter during the show four times every day, except Saturday, when there will be six performances. Composer Peter Phillips has written four original works for the demonstration, each designed to show a different aspect of component reproducing capabilities.

Two other characteristic points noted as A303, a low-print type with high sensitivity and minimum distortion; and A304, a high output tape with a cartridge "double the undistorted output" of conventional tapes. The new Elektra tapes will be introduced on a polyester base and on an improved Du Pont base. Each new tape will also carry a printed code on the back, identifying Elektra as the manufacturer. The coding is spaced at 7.5 and 71.7-inch intervals to provide convenient timing and editing devices for users. The new tapes will be available in a full range of sizes and thicknesses and will be distributed through electronic supply houses. It’s the first time that Eastman tape has been available on an "off-the-shelf" basis.

Name Topps in Fla.

NEW YORK—Topps Record Distributing Corporation in Miami has been selected by Elektra Records as the company’s two labels in Florida. Topps will carry both Elektra and Crestview product.

An extensive promotion campaign is being launched, based on Topps’ "The Original Hootenanny" LP that has been uniformly enjoying hot sales action.

**DISK DEALS FOR DEALERS**

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

**NEW**—Expires October 15, 1963. This year, 30,000,000 copies of the 12-inch Columbia, the new album, will be distributed free. On each new release and catalog purchase, the buyer will receive one record at no additional cost. This offer is good for the first 15,000 buyers per week on each issue and includes complete catalog of all Columbia records available.

**WARNER BROS.—Expires September 23, 1963. Started July 29, 1963. Buy 100, get 15 free on all new releases, plus 10 LP catalog. Ninety-day deferred billing. Thirty-five months, total order for the month of the release, then one-month deferred billing through November and December. Regular 10 percent return privilege applies.**

**ABC-Paramount Impulse, Chancello, Tangerine—Expires September 30, 1963. Started June 22, 1963. On all new releases and active catalog purchase of any label will receive 10 percent per release per discount.**


**RCA Victor-Victrola-Cameron—Expires September 30, 1963. Started July 29, 1963. A 12 percent per discount on all new releases and catalog of the three labels.**

**COLUMBIA—Expires September 30, 1963. Started June 22, 1963. On all releases and active catalog purchase of any label will receive 10 percent per release per discount.**

**PRESTIGE and associated labels—Expires September 30, 1963. Started August 25, 1963. A 12 percent per discount on all new releases and catalog payment of the three labels.**

**WARNER BROS-PARAMOUNT-ODDBY—Expiration indefinite.**

**PHILIPS—Expiration indefinite. Started September 1, 1963. A 12 1/2 percent discount on all new releases.**

**REPRIEVE—Expiration indefinite. Started September 1, 1963. A 12 1/2 percent discount on all new releases.**

**DISC—Expiration indefinite. Started September 1, 1963. On all new releases and catalog purchase.**

**ORIGINAL SOUND—Expiration indefinite. Started June 25, 1963. Entire LP catalog; buy one, get one free on all new releases.**

**TAMLA MOTOWN—Expiration indefinite.**

Buy six, get one free, on all new releases and entire catalog of all labels.

**BEST SELLING**

PHONOGRAPHIC, RADIOS & TAPE RECORDERS

This is the nation’s best sellers by manufacturers based on results of a monthly study using personal interviews with a representative national cross-section of record-sellers (only) that also sell phonographs, radios and/or tape recorders. A different price groupings is used each week. Each category appears approximately every 14 weeks.

For exceptions see chart, below. Top sales are shown as a 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 individual dealer. Charting prepares for 1963 and more of the top dealers points are listed below.

**PHONOS LISTING BETWEEN $400 and $500**

<table>
<thead>
<tr>
<th>POSITION</th>
<th>BRAND</th>
<th>% OF TOTAL POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Magnavox</td>
<td>48.8</td>
</tr>
<tr>
<td>2</td>
<td>Zenith</td>
<td>13.6</td>
</tr>
<tr>
<td>3</td>
<td>Curtis-Mathes</td>
<td>8.7</td>
</tr>
<tr>
<td>4</td>
<td>RCA Victor</td>
<td>7.3</td>
</tr>
<tr>
<td>5</td>
<td>Fisher</td>
<td>7.9</td>
</tr>
<tr>
<td>6</td>
<td>Philips</td>
<td>7.5</td>
</tr>
<tr>
<td>7</td>
<td>Telefunken</td>
<td>3.5</td>
</tr>
<tr>
<td>8</td>
<td>Others</td>
<td>3.7</td>
</tr>
</tbody>
</table>

Since this chart is based on the previous month’s sales, it is conceivable that certain brands will appear of one and not at another because of many influencing factors such as advertising and sales promotion taking place for any period other than the previous month. These brands that appeared in previous charts and do not appear here are not included in this chart. Those above are shown below with their rank order in the list indicated in parentheses.

6/15/63 Issue: Claritone (4); Electrohome (3); 9/23/63 Issue: Pilot (2); General Electric (7).
Casola Named MOA President

CHICAGO—The annual office election of the Music Operators of America convention last week provided a  close, but John A. Casola, of the Denver, Colorado, MoA director, was named president. Mr. Casola, who is president of the Denver Newspapers, Albuquerque, N. M., received 19 of the 20 possible votes. He succeeds Bill Snodgrass, Albuquerque, N. M., who was elected president of the Finance Committee, treasurer, and a board member of the Music Operators of America. In the convention, Mr. Casola is characterized by the word "change." The industry's transition has begun with the increased awareness of the shift in the types of phonograph records, and the improved quality of music being produced for automatic phonographs.

The MOA changes have been carried out cooperatively, and the changes have been emphasized to a new look to the association. These efforts of the new board include the following:

- That the association's membership and governing body should be simplified and made more accessible to the industry.
- That the board of directors be elected by the members of the association.
- That whatever the MOA does, or plans to do, will be tied into the entertainment and music associations in the industry.

All three of these new concepts meet traditional goals. Distributions are now members of the MOA board of directors, and several are currently working on various association projects. In the future, MOA will have a new president, who is to be presented to the general membership at the forthcoming convention. The convention will be held for the first time at a winter location, and all sessions will be held at the association's convention center.

The next phase of the association's changes will be the implementation of the new concepts. Distributions are now members of the MOA board of directors, and several are currently working on various association projects. In the future, MOA will have a new president, who is to be presented to the general membership at the forthcoming convention. The convention will be held for the first time at a winter location, and all sessions will be held at the association's convention center.

SEEBURG BOOTH GIVES COMFORT TO WEARY OPS

CHICAGO — Seeburg displayed its full line of music machines, consoles and wall boxes. The emphasis was on comfort and convenience with the Encore foreground music unit. The Seeburg emphasis on programming, with the Seeburg booth — both the Little LP’s and Art & Ino (Stereo) programs — attractively displayed on the machine. Feature of the Seeburg exhibit was the Seeburg comfortable waiting area, which is furnished with upholstered, cafe-style booths for the comfortable entrance to the Seeburg booth. In the booths, of course, were equipped with Seeburg console wall boxes.

Bennett, Charles Win MOA Artist Awards

By ROBERT H. BLUNDELD

Managing Director, Music Operators of America

The past year for the coalition-organized music and amusement industry, and its trade associations, Music Operators of America, can be characterized by the word "change." The industry's transition has begun with the increased awareness of the shift in the types of phonograph records, and the improved quality of music being produced for automatic phonographs.

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MOA Fills Airwaves During Chi Confab

MOA Reveals Fiscal Status To Members

CHICAGO—The Music Operators of America (MOA) was defeated various times by the American Federation of State and local associations. That was the consensus of a special panel of State and local association officials held Thursday (3) at the MOA headquarters.

Joe Silverman, chairman of the forum and business manager of the Amusement Machine Association of Philadelphia since its inception in 1929, told how his local group helped repeal a State law which had co-operated pool tables.

He also gave a case history of another piece of legislation—which would have imposed a $50 per-machine tax on all music machines and coin games. This measure had passed the House, but was killed in the Rules Committee. Members telegraphed each member of the Senate, arranged meetings, presented facts and figures, and convinced the body that it was a bad piece of legislation.

Bill Anderson, president of the West Virginia Music and Vending Association and a member of the West Virginia House of Delegates, told how his group had defeated a flat 1-cent sales tax on juke box play when done sight play went into effect and succeeded in substituting a flat percentage deal which worked out to 5 per cent instead of 20 per cent.

He also related how the association had defeated various per-machine taxes and substituted a blanket tax system based on the number of machines. Another achievement of the association was convincing the Legislature to call music machines and coin games “vending machines rather than "slot machines” in the State code.

George Miller, former MOA president and head of the California Music Merchants Association, detailed the organization of his group, which is broken down into eight regional associations, with a central headquarters in Oakland.

Legislators Qualified

Miller, who had headed the California group since it was founded in 1932, advised hiring State legislators as legal counsel, pointing out that the legislators were superbly qualified to inform the members about pending bills.

He said that the dues in his association are high—up to $350 a year, an operator but that the operator gets his money's worth. When a location is breached, the association arranges for counsel for the plaintiff member and lends him up to $250 to fight the case.

Mrs. Millie McCarthy, president of the New York State Coin Machine Association, stressed the need for area groups to make a strong State association. She cited various pieces of legislation which were defeated because of close co-operation.

(Continued on page 47)

Valley Shows 2 New Pool Tables

CHICAGO — The Valley Company displayed two new model pool tables, a de luxe unit and is three sizes and a standard unit in two sizes, plus its regular Bumper Pool, at the MOA show.

The de luxe model comes in walnut finish with plastic laminate covered rails. Both models are scaled from regulation tables and both have slate playfields.

Mobile Record Booth Attracts Op Interest

CHICAGO—A novel mobile record one-stop service attracted more than usual interest at last week's Music Operators of America convention here.

Although in business some five years, the firm has been operating solely in the 22 Eastern States. For operators in the rest of the country, it was quite an education.

The firm, known as Mobile Record Service, operated by Brad Oseroff and Bob Klein of Pittsburgh, has a fleet of 33 Ford trucks calling on (Continued on page 47)
Eddy Arnold Tells Operators Country-Pop Gap Narrowing

By NICK BIRD
CHICAGO—Juke box operators are missing a bet by not paying closer attention to the country and western charts, according to popular recording artist Eddy Arnold.
He feels the word "pop" is a misnomer. "There used to be a difference between such categories as country and western, pop, and popular. Now the difference is almost nonexistent," Arnold said.
He feels operators can get a jump on new material by buying well-scoring records on the country charts. "A lot of this material later goes pop," he said. The tune "Athlete" is a good current example.

Now on Pop

He added that there are only a lot of country and western artists on the pop lists, a lot of pop artists are doing songs with a country flavor. He cited such "pop" artists as Roy Orbison and Joni Cole, as all having produced country-type material successfully.
Arnold said still another group of country tunes may never hit the pop charts, but still supply operators with a market worth getting after a long lot.

The well-known Nashville star spoke before some 900 operators and guests at the special Thursday (5) morning program of the National Country Music Operators of America convention here.

A word on the panel were Lou Patek, Bird Music Company, Manchester, N.Z., discussing how an individual operator handles his record keeping; Tommy Shore, Billboard's coin machine editor, describing the new special service of the Music Operators Service (MOSS) program of providing operators with 33-speed records of current country and popular albums, and Jerry Shiff, star country singer, making an appearance speaking on the history of rock and roll.

Patek said he asked to keep his record costs in line by using a special three-part record system.

Arnold said his routines did their own programming, but the system enabled him to keep a check on his record costs at between 10 and 12 per cent of his share of the margings on his charts.

Components

The panel consisted of a visual board, a separate alphabetical listing of each location, and a graph depicting the location.

The board is split into six squares. The location names are entered across the top, the record titles go down the side. When a record is placed on a location, an "x" is placed in the box.

Tape-Athon Shows Background Music

CHICAGO—A new taping kit by the Seeburg "Y" Units was introduced here by Jack Edvall of the manufacturers.

The kit includes a tape recorder, a tape machine, two microphones, and a system of controls. The unit also has built-in volume controls, record changer, and a number of accessories, including a tape-put-in unit, tape-out mechanism, a panel and swing-out door.

The tape was of the in-between length and was used as background music.

Midway Exhibits New Rifle Range

CHICAGO—Midway Manufacturing Company exhibited its new Rifle Range featuring pop-up spin-around targets at last week's MOA convention here. Representing the firm was Mr. W. W. Spell, chairman of the MOA convention committee.

Some 20 targets in varying tempo and programmed for a wide range of range use, are available at a monthly rental of $6 with free return tape. The players also come in two models, retail prices are $599.50.

The Tape-Athon Marketer model allows the location to combine background music with commercial messages.
American Shuffleboard Displays New Electra II

CHICAGO—American Shuffleboard last week introduced a new Electra II pool table with a novel cue-ball lock feature. After the last ball is sunk, the cue ball is dropped down and locked into the table.

American Shuffleboard's Sol Lipkin said the device prevents patrons from playing with the cue ball after the game is finished.

The Electra II also has a battery-operated coin drop whereby balls are automatically released when the coin is dropped into the chute. The player need not pull the coin chute as in prior models.

The Electra II can be converted to quarter or 25-cent play by easy removal of a single screw. The table measures three and one-half by seven feet.

American also showed a three by six foot pool table that "breaks" in half for shipping. The firm's familiar Magna shuffle board and Pin Galc cushion board.

Showing the units at last week's Music Operators of America convention were Lipkin, Joe Lynamah and Gene Daed.

Op's Like Mobile Record Booth

Continued from page 45

operators on a regularly scheduled basis.

Each truck has a stock of from 5,000 to 10,000 singles, little LP's and MOSS packs. Singles sell for 65 cents each and title strips are provided free.

The trucks are supplied twice a week by air freight or bus while on the road. Some truck drivers have regular terminal points where they pick up material.

The operation is no longer modest. Oseroff estimates he has close to 2,000 juke box operator customers and he claims each truck averages about $125,000 worth of records per year.

It all started when Klein and Oseroff quit their Forbes Records Distributing Company in Pittsburgh, which Klein had been running some seven years. They rented a truck to dispense their excess stock.

Hot Merchandise

Sales went so well, they reasoned why not do this regularly—only with hot, new merchandise to operators who need such a service. They each started with one truck and the business grew from there.

This is the first year the pair are showing at the Music Operators of America convention, and they described reaction as "excellent. Do you have plans to expand throughout the country?" Only time will tell. If business calls for it, why not, is the answer.

An interesting sidelight of the business is a weekly mailer that lists Mobile Record Service's best selling tunes. Oseroff describes it as the most authentic tabulation of juke box play in the East.

Post Cards

Each of Mobile's customers is furnished a supply of post cards. Each week they are asked to fill in their five most-played records and mail them in.

The cards are tabulated and the result is a "Top 50" that covers some 2,000 juke box operators throughout the East.

As an example, the September 2 chart showed "My Boyfriend's Back" by the Angels in No. 1 spot with an average of 68 plays per machine. Next in line were "If I Had a Hammer," Stevie Lopez, 61 plays, "Blue Velvet," Bobby Vision, 56 plays, "Mr. Glass Can Shave a Man Loving You," Johnny Tillotson, 53 plays, and "Then He Klined Me," the Crystals, 49 plays.

MOA Strength

Continued from page 45

between the area groups and the central State association.

Loans Down

Russell Mawdsley, secretary of the Western Massachusetts Music Guild, said his group has convinced location owners that operators are not bankers. Loans and bonuses, he added, are down 35 per cent from what they were 10 years ago due to this policy.

The Bay State group, Mawdsley said, feels so strongly about the value of MOA membership that it automatically pays dues to the national association for all its members.

The association, he added, acts as a legislative watchdog, makes donations of equipment to orphanages, hospitals and youth groups and helps raise funds for local civic drives.

Get tomorrow's news today.

Get it fast.

Get it often. Get Billboard.
Southland Rides Span Stone Age to Jet Age

CHICAGO — Rides and games which represented the stone age as well as the 21st century were featured at Southland Engineering's MOA convention display. The new Traveling Capsule, a counterpart of the earlier Western Trail traveling pony, was exhibited alongside the 7 Space Ship recently introduced by the firm.

The green-hued dinosaur, one of several body styles adapted to the Pony chassis, offers children-appealing qualities which currently are being exploited by major toy manufacturers. The revolving platform featured in the pony ride is still available in this newer model and continues to ride along with the child.

The added convenience to the operator of the interchangeable bodies for the ride is now a reality, and bodies can be switched merely by unbolting one and bolting on the other. A Traveling Pony Chassis is soon to be ready.

Racing Games

Another popular display at the Southland exhibit was the two auto racing games, Time Trials and Speedway. Both games are either one or two-player for 10 cents per play. When one of the players controls, he selects the car of his choice, then kicks off a kick stand to attain the highest speed for 20 laps around a figure eight-type course.

A large scale plastic indentifier on the back glass registers the car's average speed. Should two players compete, they race against each other with the winner of the first 20 laps eligible to finish 20 laps.

On hand at the company's exhibit spaces were Bill Lurie, sales manager; Bill Racoon and Ross Scher.

Rowe-AMI Puts Stress on Vending

CHICAGO—Rowe-AC Services displayed the most complete array of Rowe-AMI products, including MOA show with battery units and individual Rowe-AMI candy and cigarette dispensing machines. The revolving platform featured in the pony ride is still available in this newer model and continues to ride along with the child.

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Logan Offers Vending Course for Music Ops

CHICAGO — Music operators who attended Logan's recent class on the subject of music distribution at American Radio History June 14, 1963, were instructed on the proper methods of handling record orders and the importance of providing the right product to the customer.

Logan's course concluded with a discussion on the importance of the record company's product, the role of the record company's representative, and the responsibilities of the music operator. The course concluded with a demonstration of the proper methods of handling record orders and the importance of providing the right product to the customer.

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applicable place. The operator can tell at a glance how many of each record he has on hand, and where.

The board is supplemented by the alphabetical listing of the location in which the record titles are also entered. Thus the operator has a running inventory of every record that has ever been placed in the location. Pracek said the latter record is invaluable for rotating older material.

The bin broken down by individual location rounds out the system. In answer to a question from the floor, Pracek said the system enabled him to keep his record costs at a minimum without sacrificing play.

Discussing changes, Pracek said he upgraded four new records on machines changed every two weeks, six on machines changed monthly. Other operators speaking from the floor indicated more frequent change. A consensus centered on roughly three new records on machines changed weekly, all every two weeks, and 10 to 12 new disks on machines changed once a month.

Doesn't Guess

Pracek said he thought it wise to keep tall a record hit the top of the charts rather than try to guess on material he thought was good. Exceptions, he said, were made for popular artists and records. He suggested a good test of a record was to give it 5 to 25 records on a 100-machine route.

Sternfeld noted programming in general had become even more important to operators because of the descending revenue from games (due to such factors as stricter legislation) and the decreasing number of juke boxes.

Leo Jukes

He said Billboard research showed that 10 years ago U.S. had some 565,000 juke boxes; that number was down to less than 465,000. He said urban renewal was largely responsible.

Operators now have to make even more use of juke boxes.

Sternfeld said a big problem was getting adult music for machines. The large percentage of singles was aimed at teenagers, he pointed out, with some 60 percent of the juke box locations being taverns, and almost 10 percent being locations that cater to the over-21 age group.

Ask for Drop

"If you use the same material in those spots, you're asking the people not to play your music," Sternfeld said.

To fill the breach, Seeburg pioneered its stereo single listings and more recently, its little LP. He noted how some 80 percent of the musical box locations were tuned in on the over-21 age group.

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Bally Bows Pin Games, Shuffle Alley at MOA

CHICAGO—The Bally Manufacturing Company last week exhibited two new pin games and a shuffle alley at the MOA convention here. The latter, Variety Shuffle, features a versatile chute which accepts any combination of coins from a nickel up to a half dollar. It permits any number of players up to six, and offers seven plays for 50 cents.

Of the two new pin games, the 3-in-Line offers five or three-ball play for one to four players. Aim of the game is to light up three spots in a line with the chalk ball. There are nine spots in rows of three, and should a ball light all of the spots, a special score is made. Spots are lit when a special target is hit—five spots for 300 points.

Bally's Hootenanny is a one-play feature with two carry-over features. The first offers a free ball when two gates are active by means of targets. When the gates are opened, a ball returns to the starting chute and can be used again, while lighting up a letter in the word "hootenanny." If a player lights up each letter of the word, the player gets a free play. Also exhibited were their Fun Phone and Bucky Horse, both previously released.

Williams Bows Two New Pin Games at MOA

CHICAGO—The Big Daddy and the El Toro, two new pin games for 1963, were introduced by the Williams Manufacturing Company, made their debut at the trade at the 1963 MOA Convention and show fun last week.

One of the features of both games is a simple finger tip controlled playfield latch which enables the operator to service the game simply by turning two latches located on either side of the field. He then lifts the entire playfield for access to the mechanical parts.

The two-player Toro is a re-play game with an extra ball feature, plus two drop targets that score real value when hit. Three top roll-overs raise the drop targets permitting player to score 50 points each. The features of the new model include a number match feature, additional targets scoring 10 points each plus light bumpers that score 10 points and offer a target for an extra ball.

The Big Daddy is a single-player game featuring drop targets that scores a special when roll over lanes are made. Additional points, upward from the lanes are 10 or when the ejector rolls make contact with a target. A roll-over button raises the target and scores 50 points. Action features incorporated into the game permit up to five replays.

Keeney Shows Poker Face

CHICAGO—J. H. Keeney and Company showed a Poker Face to the operators and distributors in attendance at the MOA Convention here.

The Poker Face, based on the card counting games a player to win a free game if he can score a royal flush, a full house or high score.

The game is a one-player, three-to-five-ball model which features an automatic and instantaneous ball lift giving the player a ball to play at all times.

The high score is adjustable for the special, upward from 1,100 points. Representatives of the company say that the game is merchandized by the conclude included Art Weinland and Clayton Nemeroff.

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German Gun Game Has U.S. Debut at MOA Show

CHICAGO—A novel German-developed gun game that shoots live pellets at three revolving targets was introduced at last week’s Music Operators of America convention by Dun- can Sales Company, Cleveland firm, headed by Joe Nemeth.

The game, aptly dubbed “Arizona,” was developed in Hamburg by Ernst Bergmann and is already a big hit in Europe, England and Japan. Dun- can is the national sales agent in the U.S.

Players fire four pellets for a dime. The gun is hand loaded and fired by spring-action cocking. Targets are electrically re- volved. Pellets are returned to the player after each shot.

An interesting feature is that the pellets are “enveloped” or “marked” when they hit the target. The player can tell where he hit by examining the marking on the shot pellet. A small magnifying glass is affixed to the front of the game to aid in the identification.

The entire action of the gun—especially the pellet return and identification feature—is a very close simulation of a live shooting gallery. Even the gun has an authentic telescopic sight to help the shooter. Price of the game is $349. The gun is housed in a rectangular shooting gallery and stands mounted.

Hall of Fame Series Geared For Operators

CHICAGO—Columbia Rec- ords displayed 15 new singles—taken from its Hall of Fame series—at the MOA show. While the singles are old releases, they are now issued with top sellers on each side so the operator can get the maximum programing benefit from the old favorite sections of his phonographs.

Morry Hoffman, Columbia's regional sales manager, was on hand to explain the program to operators.

Artists were selected on the basis of their popularity with music machine patrons. They in- clude Johnny Mathis, Ray Con- niff, Louis Armstrong, Tony Bennett, Dave Brubeck, Miles Davis, Doris Day, Percy Faith, Lefty Frizzell, Ken Griffen, George Morgan, Ray Price, Marty Robbins, Jerry Vale and Billy Walker.

Chi Coin Showmanship Makes Big Hit at MOA

CHICAGO—It could have been an amusement park, or at least a small kidiedland. There were enough gun games, shuffle alleys and bowlers around. There were also enough kids playing them—adults too.

It was the big Chicago Coin exhibit room at last week's Music Operators of America convention here. Mort Secore had it looking for all the world like a miniature Disneyland.

The room was dimmed and the lights of the games showed up dramatically. As you came into the room, you were met by a bank of four Sun Valley two-player pinball games.

Incidentally, Chicago Coin showed a new Sun Valley two-player add-a-ball pin game for the first time—in fact the first time a two-player pin game of any kind has been shown. Pre- viously Sun Valley was available only in the familiar “free game” models.

At the rear of the room, in “stage-center,” stood a bank of three Spare Life Bowlers sur- rounded by a pair of Strike Ball shuffle alleys. Off to one side, completing the ensemble, stood two Riot Gun galleries.

Joining Secore in the room were Chicago Coin executives Jerry Koe, Sam Gernsbarg, Sam Wulber, John Gore and Paul Hoffman.
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Billboard
PHOTO GALLERY OF
Newsmakers

TOPS IN ITALY: Catherine Speak, at 18, is currently riding the top of the Italian charts with "Those of My Age," on Record. She'll also be seen in film, "The Empty Canvas," with Bette Davis and Horst Bucholz.

TOPS IN ARGENTINA: Violeta Rivas is a favorite with fans of the Clan Club and is enjoying her biggest single hit in her current release, "Confesemonos."

CATHY SPOKEPOS: At the Beverly Hilton, Nisei Queen Helen Furali and her court give royal welcome to Capitol recording star Kyu Sokamoto. Shown here (left to right) are Kay Talbott, Maureen Ohara, Terri Kakudo, Kyu, Queen Helen, Joyce Tamimara and Betty Teixe.

PYE EXEC HONORED: Louis Benjamin (right), Pye's managing director, was presented with a silver desk set by Tom Grammnan from the sales force at closing of annual sales conference in London. Proudly standing by, Benjamin's wife Vicky.

DECCA NEWCOMER: Milt Gabler, Decca o.f.f. producer, signs Steve Clayton to a long-term contract for the label. Clayton's first single under the Decca banner, already released, couple "He Will Call," and "Her Make-up Kit."

BUCK EYE OVER WINS: Last-minute plans for weekly Hootenanny Show, aired live from Palisades Amusement Park over WINS, draws (left to right) Oscar Brand, announcer Jim Gordon, Mike Settle and Murray Burnett, producer of show, into a huddle.

BACKSTAGE AT THE APOLLO: During recent appearance at the Apollo Theater, New York, Little Stevie Wonder plays host to legir talents of Joanne Woodward, Paul Newman and Ruby Dee. Stevie proudly displays his Billboard No. 1 Award.