All Retail Levels in Ferment
As Mfrs. Examine New Methods

By PAUL ACKERMAN

NEW YORK—The entire retailing level of the record business is in a state of ferment and is being re-evaluated by manufacturers. There are strong signs that the traditional dealer segment is being butted and, with a real attempt being made to carefully nurture it. On another retailing level, the racks are exerting growing pressure for a better deal from manufacturers. (See separate story.)

Several recent manifestations attest to the re-evaluation of the importance of the dealer segment of the business. In this week's issue of Billboard (Aug. 10), Dave Kapp, president of Kapp Records, spells out the necessity of maintaining the dealer's economic health of the total industry to prosper.

Last Thursday, Steinberg-Mercury Records' executive vice-president, stated in part: "All our research indicates that rather than being dead, the dealers are more alive than ever. In the old days, the dealer was the man, and I mean the traditional dealer as opposed to the rack jobber and discountaire. Who's the one? The answer is a resounding no."

The Columbia pricing program, covered extensively last week, is testimony to that label's concern for the welfare of the (Continued on page 10)

ROOSEVELT GROUP FOCUSES
LIGHT ON DUAL DISTRIBUTION

By MILDRED HALL

WASHINGTON—The Roosevelt (D., Calif.) Small Business Subcommittee will hold hearings this week (23) on the dual distribution aspects of the record industry. The subcommittee defines dual distribution as taking place when a supplier becomes the competitor of his customers through owned or favored outlets.

Spokesmen for major independent dealer and distributor associations in the industry are scheduled to testify. These include Amos Helsieker, president American Record Merchants & Distributors Association (ARMADA); Rosenblum, head of Leslie Distributors, New York, one-step, and Iules Malamud for the National Association of Record Merchandisers (NARM).

Facts brought out in the Roosevelt hearings may weigh in the final decision for or against a Federal Trade Commission trade conference approach to the many complaints the Commission has received about alleged unfair practices by manufacturers in record pricing and special allowances. If FTC decides against the industry conference and guidelines approach, there may be a rash of complaints issued by FTC on individual cases.

Pop Gospel Not of U.S.—Mahalia

By ELLIOT TIEGEL

HOLLYWOOD—"Pop gospel music has failed because it's not the voice and sentiments of the American people," explained a jubilant Mahalia Jackson here last week.

The world-renowned religious singer, who lasted out August last June against the pop gospel trend, revealed she has been diverted by letters and calls at her Chicago residence supporting her vociferous stand.

Disclaiming that her actions were the sole reasons for pop gospel's failure to become the disk trend many thought it would (Billboard, August 31), Mahalia explained that the adverse publicity which pop gospel received "reminded the people of the principles and ethics which were too strong to forget."

"If I were here to record two single sides for Columbia and perform in the composer's and lyricists' Hollywood settings, I would say it was a mistake," emphasized that "America is basically a religious nation and the people didn't want anything contaminating their religion. There are some people afraid to mess with pop gospel was one of those things."

Mahalia also said she was overwhelmed with the disk jockey response to her comments. "So many of them agreed with what I had said. They told me they were glad I had spoken out."

"No man wants to be pulled down, and pop gospel music was like pulling God down," she explained.

"If a man wants to hear good jazz, he goes where it's being played," she offered by way of comparison. "I don't think he would listen to anything which is messed up. This messed up music made people stop and think for themselves."

During her recent visits to up-State New York, Boston and cities in Ohio, she said she was surprised at the great number of laymen who had read about pop gospel and who felt the way she did.

"Where could these performers go now that the pop gospel torch is dimmed? They can go back to the church, that's where," Mahalia exclaimed.

"People will accept and forgive them. When a man stumbles he can be forgiven."
Another Big Bare is loose...

Bobby Bare!

"500 miles away from home"
c/w "It depends on Lindy"

RCA VICTOR

The most trusted name in sound

Publishers: Central Songs, 1483 N. Vine, Hollywood, California
**Victor Goes All-Out For Live Push on Balladeer J. Gary**

**NEW YORK—** RCA Victor has blueprinted a new artist promotion for the fall of this year. Virtually all the talent development and promotional know-how of the label will be put behind John Gary, balladeer who has been searching for a long time for the right opportunity to make an impression on the public.

**EMI Acquires Tamla-Motown For Britain**

**LONDON—** EMI has acquired the Tamla-Motown-Gordy label here in a deal set up by its former licensed record manager, Roy Bennie. In his new capacity as head of Transglobal, the New York disk and music manager has been negotiating the acquisition of the label in Britain. The eventual acquisition of the label's artists are Mary Wells, Little Stevie Wonder, the Miracles, Martha and the Vandellas and Marvin Gaye.

**Offsprings Spring Off on Own**

**NEW YORK—** The current Manhattan flagship of Frank Sinatra Jr., EMI's de luxe Royal Fox supper club, recalls off signals to the afficionado in the music business are doing a roaring trade.

**FRANK SINATRA JR. AND FRIENDS**

**Musicians Out to Lunch?**

**NEW YORK—** Word sometimes is slow reaching music circles. A good many of them who should have known about it at their own jobs following the announcement of the Broadway activities that would take up their time every theater in town Thursday will have to play the backlog of work that night. News of the postponement to Monday (23) of the opening of Frank's nightclub has not yet filtered through, or, perhaps, they weren't tuned in.

The powerful Local 802 of the American Federation of Musicians (AFM), O and the League of United Latin American Citizens have called for the picketing last weekend to set back the studio deadline while out-of-town visitors and local stars with their own engagements went unimpeded. Only trouble was that the New York music men were counting on the long weekend (which also contained a Jewish holiday) and were on holiday when the sudden reversal came. Gaye, without chairs in the pits of Broadway, perhaps was happy. And in spite of the outcries, the protest would have been useless, anyway, and could mean in excess of a million dollars in tourist trade should the strike come about and be prolonged.

**Dealers Alarmed as 4th Distrb Exits Pitt**

**PITTSBURGH—** Closing of four record distributorships here in Pittsburgh during the past year is causing concern to many record store owners in the area. The latest to leave here for Cleveland was the 13th street branch of Mercury Records, which was in business over a year ago but was distributed by Bill Lawrence, Inc.

**Victor Re-Links Eddie Arnold**

**NEW YORK—** Eddie Arnold, veteran Nashville-based RCA Victor hit maker, has been re-signing to RCA by Ben Rosen, manager of pop at the label. Arnold, who celebrated his 20th anniversary with Victor this year, is looked upon as one of the label's best assets.

**Liberace to Cut for Dot**

**HOLLYWOOD—** Liberace has been signed by Dot for an album deal in association with President Randyl Wood.

There is a scheduled sale of $123.20 worth of shares, which in contract gives the company $213.20 worth of shares. The label's re-entry into the music business is due in part to the fact that the company was distributing a number of artists and groups who were now being signed by other labels.

**Frank Sinatra Jr. and Friend**

**NEW YORK—** The current Manhattan flagship of Frank Sinatra Jr., EMI's de luxe Royal Fox supper club, recalls off signals to the afficionado in the music business are doing a roaring trade.
Labels Find Gold in Multi-LP Packages for Disks—Old, New

Canadian C&W Moving

By JACK MAHER

NEW YORK—In the past six months more and more manufacturers have discovered the gold in multi-LP packaging. The two-pocket LP, which was once reserved for spectacular events, special material and death commemorations, is now being produced by a growing number of labels, both as new units and as definitive collections of catalogs.

So powerful are some of these double album packages that one, "Judy Garland at Carnegie Hall," on Capitol, took to the top of the best-selling album charts. Still another Garland package, "The Best of Judy," on Decca, has also shown solid growth. The label also has a strong one in "The Penny Plain Story." Other recent Decca double-pocket packages have been produced by Kitty Wells, Butl Irres, Ernest Tubb and others.

Decca saw the possibilities of multi-album packaging with Bing Crosby, who came out in five and three-album sets, Louis Armstrong's four LP "Jazzmo" set and multi-disc sets by Guy Lombardo and Al Jolson some years ago. The Jolson package, "Al Jolson Story," was given a big push by the publicity people who, realizing the potential of the Jolson film in this city and then all over the country, as the film was shown across the land. It won the top spot after more than 42 weeks on the chart.

Columbia Records is well represented in the double-LP running with a number of current sets. Among these are "Bing Crosby," "The Three Tenors," "Songs for a Summer Night," which features well-known vocalists on its two discs. The label also has had much success with a "Tony Bennett at Carnegie Hall" two-disc set.

Columbia packages that have shown well, particularly in heavy traffic competitor areas, are the three LP sets by Mildred Bailey and Billie Holiday, and the three-LP recording of the Broadway smash "Sleepyhead in the Sun." Columbia has also been a steady seller in many Manhattan shops as is her "Billy Holiday Story," "Jazz in the streets" and her "Unforgettable Lady" on Verve.

Norman Granz was one of the first to bring the two-pocket idea to pop recording when his "Red, White and Blue" album was released.

Budget Biz Up

HOLLYWOOD—The budget record business is better than ever, according to Record Discs national sales manager George Yanos. The label boss has the Los Angeles office of the label board that his firm produces more than 50,000 copies per month of the label. It has issued 51 new releases plus eight new Columbia releases.

Roskin Buys Leslie 1-Stop

EAST HARTFORD, Conn.—Roskin Distributors here has acquired Leslie Distributors of New England, which operates in the area, from Lou Rothstein. Roskin will now be represented at all levels of the distribution business, with Leslie as its one-stop, pushing the Idea with offices throughout the state, and a rack of distributors as a rack edge.

Roskin which also has affiliates in Albany, Middlesex, New York and Buffalo, has its over-all headquarters in East Hartford. The firm is also a wholesaler of appliances for all stores, including major distributors, and a sales representative for the New England region.

MILES DAVIS LOSES DEEJAY WALK-OFF BEEF

PHILADELPHIA—Trumpet star Miles Davis had to pay deejay George Wood the sum of $8,000 for failing to use the big-haired jazz show at the Uptown Theater last summer. George Wood was taken by the AFM International Executive Board for badminton rules.

Davis was a key speaker, WDAF, far from pleased with the award, said, "They didn't give me enough. I had originally estimated that he lost at least $25,000 in business on New Year's Day and the last two days of the show which featured trombones, bass and other instruments.

Davis agreed to pay the $8,000 "on the installment plan."

Columbia Sales Makes Shifts in Personnel

NEW YORK—Columbia Records Sales Corporation has announced a number of personnel shifts within its merchandising department. In addition the firm has promoted Charles Schiek to the post of director, educational services. Mostly recently Schiek served as national promotional manager for Masterwork.

Bill Farr, merchandising director for CRSC, has named Bruce Lundvall to the post of merchandising manager for the Masterwork original east coast catalog. Lundvall, formerly associated with the pop product, will now be in charge of developing ideas for the masterwork material and programs on original and British releases, pre-recorded tapes and the low priced Harmony line.

Peter Malpea, formerly product manager for Masterwork, has been named to the post of regional merchandising manager in that office.

A Correction

NEW YORK—An error appeared in Billboard last week on "Columbia-Pay Share" payments. Earnings were 70 cents a share for the first six months of this year against 88 cents a share for the same period of last year's earnings. The earnings were achieved without the benefit of the "two-cent" Columbia-Pay Share, paid in 10 cents a share. Since the error appeared, the company has been paying a quarterly dividend of 10 cents a share since that time.
The Man That Launched A 1000 Hits Now Has A Brand New Single:

'DON'T WAIT TOO LONG' cf. 'LIMEHOUSE BLUES'

Columbia Singles Sell®

4-42886
LIVE REVIEW

Woody's Herd of '63 Thunderer All Right

Woody Herman, an unabashed showman first class, opened at Basin Street East (19) along with pianist Oscar Peterson and trumpet Teri Thornton, drawing a capacity house for both shows. The Herman Herd was greeted with thundering applause.

Herman, 1963 style, is bright and breezy. If the distance between "hey" to "hip" is merely a question of turning up the volume and juicing up the tempo's real hip, well, unfortunately, it's not, but no matter. Herman offers a therapeutic program of songs identified with his career which serves as a sort of shock treatment for the audience and a tour de force for the boys on the stand, and the program handles a scat and serves to astonish, and, finally, exhaustion. For encores, he invited Oscar Peterson to sit in on a number, and this really broke the house up.

This was the first "big showcase for Teri Thornton. Teri is a beautiful girl, with what seems to be more talent than her material—was capable of exploiting. The voice is resonant and flex-

able, and her style is direct and warm. On this occasion, she was backed by a brass and rhythm section which reddad much appreciation of her subtlety of phrasing. The arrangements didn't take into consideration her personal music, which would better have been served by a simple trio, since strings were not available.

Her selection of material (or something) lacked variety, and the biggest sin—nobody thought to try interesting lighting. Her best number was her encore, "Just in Time," where the finally freed herself from her environment, and everything worked. A little lightening of her act, and keeping up of her personality, and Teri should go all the way.

The Oscar Peterson Trio opened the show with a happy set of stylish, tasteful tunes. The highlight of his performance was "Hallelujah Time" by RUDY KITTELSON.

Armada Board to Meet

NEW YORK—The board of the American Record Manufacturers and Distributors Association will meet at the Hotel Board of Trade on October 1, at 11 a.m. at the Flying Carpet Motor Inn, Chicago, according to plans announced by Amos Hetherington, president of the Manufacturers' Advisory Committee and the Rock-Jobber Educational Committee.

The meeting, which will be attended by Armada dealers, will be discussed and will include developments on the legislative front in Washington, and the implications of the various and recent manufacturers' sales reports.

U.S. No Longer Mr. Big on German Charts, 'Tis Said

NEW YORK—The use of American copyrights continues to decline on German charts and publishers' representatives from German distributors say that country's insist they will continue to drop American songs. However, some European publishers realize the economic realities of the German copyright law.

Many West German visitors to those shores have indicated that the days of the service-armed, jointly owned firms and other privileges have long been over. But they say some U.S. publishers have bought out on the market, and the name of the game has changed from music to the market that doesn't, and hasn't for some time, and they don't organize ourselves.

These publishers resisted in depth by a current visitor to this country, Alfred K. Schacht, who has been his own Sunverlag, Oktave publishing firm since last year, and has been a regular and important factor in the German market. They still believe a disk that's a hit in the States is a surefire top 10 in Germany. According to Schacht, nothing is further from the truth. In fact, he has found a particular sound (or rather sounds) that German music buyers are moving away from, a pop music. Hays has a strong standard on rhythm and blues, but not the same kind, and the music does not ordinarily fit this conception.

Nine times out of 10, Schacht says, the German record industry is dominated by pop music, and no piece of the original U.S. hit is no guarantee, for the U.S. version, to go any other way.

A recent example occurred with "I Fought the Law" or "Blimey, It's Me Again, Mr. Moseley." This hit scored in Germany, and has been released in a German-language version of the song by Maxfield, which turned out to be the bigger hit.

In contrast to the German's American music, the rhythm and blues have dominated the Western or cowboy influenced music. Some of the biggest German hits have been fashionized out of what is recognized to as pseudo-Western. Some of the current items in this hit crop are "I'll Never Flow Away As M'N," "Wenn Ich Ein Cowboy Was," "Hippie Cowboy" and "Blick in den Nebel".

Forth Dribb Exits Pittsburgh

BILBOUARD, 2160 Patterson St., Cincinnati, Ohio 45214

Get it fast—get it often—get BILBOUARD

NEW YORK—As unbelievable as it might sound, Atlantic Records sold in excess of 50,000 copies of its new label this year. The label, which had four records make impressive moves last week, was one of its most dynamic sales on a record which only reached reviews columns last week.

Atlantic is distributing the label in the Thursday and Sunday slot on the new label and that one slot, which has been getting airplay for a week, has accounted for more than 50,000 in the distributor sales. The one outlet that accounted for the biggest chunk of the sales was in Chicago, followed by Capitol.

In fact, if I call Columbus before noon, I get a delivery service.

"Tougher Now"

"However," he said, "in the past if anything went wrong, all it took was a local phone call to renew the service. My favorite company is Columbia, which offers a free service, followed closely by Capitol. In fact, if I can't get a delivery the same day.

Sam Shapiro, who operates the New York Record Mart, the largest record chain in this territory, praised a Cleveland service, but added "it's just a matter of time until the vacant companies fill all the other gaps here.

Contrast contains Stan Elias as field man here and Deece has John Hoberg as the region's same capacity. Eds, who was former Don Buchan manager here, succeeded late Charlie Feldman at Contrast.

Mark Gershwin Birth

NEW YORK—The 65th anniversary of the birth of George Gershwin, composer (1928) was celebrated Wednesday (23) by the unveiling of a bronze plaque by ASCAP at the 1928 plaque. Representing ASCAP is John Hoberg, who recently sold the "Brooklyn, "at the ceremony, and composer-conductor Morton Gould, who has long been a leading interpreter of Gershwin's works.

Betty Miller, assistant buyer at Gimbel's stores, who met up with hardships and shipping has been no problem. She said that while she explores the move to Cleveland, she gets three-day service from the Ohio distributors.

Other companies have added to the mix. Bob Moore's "Me & My Girl" are going a Western motif and even more current for some time, but not for some time, they don't have this mix.

Dickie and featuring Sammy Davis Jr. has been acquired by RCA Victor. The album will be released in December, according to John Hoberg, who was there at the release, and Joseph E. Levine, who will present the film as a world-wide exclusive release, will release the film at the turn of the year.

Club Owners' Awards Go to Meehan, Big 3

NEW YORK—The National Association of Night Club Owners of America, in convention last week in New York, also gave awards to two new acts. The Oscar Menahen Award was given to Danny Kaye, dancer, singer, dancer, variety performer. The Hal Neumann Award for best new folk act went to the Big Three.

Vietnam Takes Movie 'Penny'
THE VERY BEST IN POPULAR MUSIC IS ON MGM RECORDS

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Top Names! Handsome Floor Stand Browser Box!
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A Complete Unit Designed To Stop Floor Traffic
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Six Great Albums of All-Time Favorites:

THE VERY BEST OF CONNIE FRANCIS
A bonus package of Connie's 15 biggest hits, including: Who's Sorry Now, Everybody's Somebody's Fool, Follow The Boys, Lipstick On Your Collar, My Happiness, Vacation, Among My Souvenirs, Where The Boys Are, Frankie, I'm Gonna Be Warm This Winter, My Heart Has A Mind Of Its Own, Second Hand Love, Don't Break The Heart That Loves You, Stupid Cupid, Breakin' In A Brand New Broken Heart.
E/SE 4167

THE VERY BEST OF DAVID ROSE
The famed composer's greatest hits, including: Holiday For Strings, Manhattan Square Dance, Our Waltz, Dance Of The Spanish Onion, Holiday For Trambones, Rose Of Baltimore, Meet The Orchestra, Serenade City, Paris Owl Oui, Holiday For Putes, One More Time.
E/SE 4155

THE VERY BEST OF MOTION PICTURE MUSICALS
E/SE 4171

THE VERY BEST OF HANK WILLIAMS
E/SE 4168

THE VERY BEST OF GEORGE SHEARING
E/SE 4169

THE VERY BEST OF TOMMY EDWARDS
Great pop songs by a great pop singer: "It's All In The Game," "I've Been There," "You Win Again," "Take These Chains," "Mornin' Side Of The Mountain," Don't Fence Me In, I'm So Lonesome I Could Cry.
E/SE 4170
TELEVISION'S GREATEST STAR!
RICHARD CHAMBERLAIN
NEW HIT SINGLE!
BLUE GUITAR

K 13170

MGM RECORDS

Packaged in full-color sleeve
TV'S BRIGHTEST ACT IS
MUSIC'S NEWEST SOUND!
THE OSMOND BROTHERS

A GREAT ALBUM

SHOW-SToppers by The Osmond Brothers in their wonderful MGM album debut!
E/SE 4146

A GREAT SINGLE

Theme From "The Travels of Jaimie McPheeters," as sung by The Osmond Brothers
in this great, new MGM series on ABC/TV; with Aura Lee K13174
Dealer Feels Great—Kapp

NEW YORK—The foundation is now being laid for the proper evaluation of price and quality on the record business. The speaker is Dave Kapp, president of Kapp Records, who called for such an evaluation in his keynote address at the ARMA convention June 23. Kapp, who has always been an advocate of realistic pricing and quality product, said that as a result of the trend toward smaller manufacturer sales programs, "the dealer is now in a better frame of mind than he was six months ago."

He added: "It is necessary to keep him healthy with realistic pricing and good product, for he remains vital to the overall health of the record industry." Kapp noted that the times called for courage on the part of both indie and major manufacturers to adhere to sensible sales policies, and he added that a display of such courage will have a chain reaction and be effective all along the line. A remark, for instance, that will have far reaching and turn out better results with better quality materials.

The executive and his sales chief, Al Cahn, emphasized the role of the sales manager in setting and implementing these policies. The problem is more difficult for the indies, they pointed out, as much as—unlike the majors—the product is funneled through independent distributors.

'Sales a Delight!' Since the inauguration of the label's program several weeks ago, "we have experienced delightful sales results," Kapp said, "because good distributors love the idea of getting more money for their records."

Tying in with this view, Norman Wiener of Brill's Records, St. Louis, said: "We've done as well with the Kapp program as I can say we've made any quota already. It makes a lot of sense for the manufacturers to try to restore some common sense to their business strategy and it is certainly going to help the dealers. We did experience some resistance, mostly from a few rebellions, but some have already fallen in line. A lot of records are selling that you don't just go out and grab off every possible account and come out.

"With the more conservative pricing we see now, some of the old stands and methods of dealing with the dealers are changing. The Kapp approach, with a conservative, limited discount, is a real help to the business."

Nick Conci, of Fenway Distributors, Pittsburgh, said: "Kapp is doing very well for us... We find that the new conservative plan is helping. Obviously, in some cases we have to give a little more of our money to our account to stay competitive... We've reordered more Kapp merchandise and that's a good sign."

One of the things implicit in the Kapp operation is the concept of selling the product rather than the price—the theory being that if the product is good the consumer will buy it, whereas if it is bad and priced low it will not sell anyway.

As an extension of this view, Kapp is known to be planning to release new products and sales in the next few weeks. For instance, the recent move out of "Lucy," released by Victor on a one-sided disk with such a do-it-yourself artist as Caruso, Martellone and Tersend, sold by 57. Other Victor versions sold for less.

Retail Levels in Ferment

- Continued from page 1

FREEDOM!

SWEET SEPTEMBER

ARTIE BUTLER

Fox 433

APAIR OF BIG SINGLES!

A STORY UNTOLD

THE EMOTIONS

- All Exclusively on

20th CENTURY FOX RECORDS

...AND AN HISTORIC ALBUM

The Original Soundtrack Recording of the Freedom March on Washington

RACKERS EYE NEW MOVE WITH CONCERN

• Continued from page 1

NARM members are being asked by one company to specify a breakdown of rack vs. retail business, being done, it might also become important for any distributors to specify what portion of their own business is being done through their own racks vs. retail sales to retailers. A distributor operating his own racks could be urged to have a price advantage over an outside rack company. They might be willing.

NARM officials stated that although implicit in this multi-faceted operation in the factor of potential price discrimination, to which the Robinson-Patman Act would have specific application. These officials also believe that now that Columbia has instituted the so-called "license" form of breaking down the character of a company's business, other companies will also almost certainly have to go along or be left behind.

Though no specific agreement was reached on any of these points with either Capitol or Columbia, NARM people regarded the exchange as hopeful and said that plans called for continued communications with these firms.

Meeting with the NARM executive director, Ken Keenan, counsel Earl M. Forman, and the seven-man board was a Columbia group consisting of Bill Gallagher, Ken Glauber, Jack Loomis and attorney Elbert DeWitt. The later Capitol meeting was the same NARM group with Stan Glickel and general counsel Robert Cap.

For example, the question has been raised that since a new philosophy for the organization has been breached, namely, one of cooperation with the manufacturers, many of whom are currently showing genuine interest in that the much-maligned sector of the business—the record retailer—trend retailing... This, too, gives more to the situation: the NARM—President, the SORI meeting at the Hotel Tryon, Atlantic City, where the key wholesalers and board members, including Mickey G entry, also Goldberg and Charlie Simmons.
All acclaim:

"his first for Mercury
...a brilliant beginning!"

"COME BACK"
and
"YOUR TEENAGE DREAMS"

JOHNNY MATHIS

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America's First Family of Fine Recordings

Management:
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a guaranteed smash!

"AFTER TAXES"

by

BILLY EDD WHEELER

"Wives and Lovers"

and

"Toys in the Attic"

by

JACK JONES

starting in Los Angeles, New York and now Philadelphia
all agree top ten for sure

"Walkin' My Baby"

by Allen Wayne

"Please Don't Kiss Me Again"

the charmettes

already breaking in New York, Detroit, Miami, Cleveland
Joe Money's Back in Town

Those who depurate the solo act in this town should take a listen to Joe Money currently playing the Most on New York's East Side. Two men, one on guitar and one on fiddle, make beautiful music. They sing and they play—alone—company of their own devising.

The current show at the Most stars Joe Money singing in his inimitable style and accompanying himself on the electric organ. The second act on the bill is a Polish folk singer of a great potential and much show business savvy. Joe Money is now returning to the city in a most suspicious way. The artist is back in town as a solo performer after a hiatus in Florida and he's back in as good or even better form than when he left. The artist still sings some of his old hits, "Never Know," "Just a Gigolo," and "Fee Fi Fo Fum."

Hazzel has a defiant touch, one that bestrides the face with humor as well as the dramatics. He shows a finesse musician-ship and versatility for material on such tunes as "Heart and Head Hannah," "I'm a Long Way From Mis- souri." His playing commands the attention of such favorite tunes as "Angel Eyes." JACK MAHER

SHADY LANE

Oldest Summer Theater Tops

CHICAGO—Shady Lane Playhouse is the oldest summer theater, winds up its 14th season this week with "Annie Get Your Gun," "The Trolley Girls," and the "Bachelors," a delight feature that runs through September 19. Nickle Fierce is an excit- ing ingenue who steals the show, while the family of the center of the circle, Richard B. Small walks off with the rem- arked prize of the family. Warner Schreiner, playing the role of "The Bishop," is a heart of the world to endow this23
tie. NATIVE

TALENT TOPICS

BOSTON

As summer theaters ring down the curtain in most areas here, a few stars are still breaking new records. John Raitt re-created his role in "Carousel" at the Framingham Concert in its second season. The big tent winds up next week with Robert Goulet starring in "The King and I." This year's season at the Shady Lane operation for 12 years, and to Ray Curnow, producer and owner of the theater. Shady Lane is located in sub- urbans of Framingham, and still has as its unique dinner playhouse combo. In addition to the theater, Speed, facilities include numerous dining rooms, cocktail lounges, special rooms and a gift shop.

Curnow claims Shady Lane was "a great place to have Eva Herzig, who emigrated from Inns- wald, Pa., in 1845, just two hours ahead of the mob." NICK BIRD

EDWIN DURANTE

Gramp settled in McHenry County and acquired the Shady Lane operation in 1832. He was in charge of trading home-made woodsmen until the arrival of the railroad wagon on moonlight nights.

You may or may not believe this, but the fact is that S.C. Lane does offer a refreshingly novel day in the country away from the ordinary. "The Grandpa Max- staf" theme is carried through- out by reading the numerous Has- signs, literature and knock-knocks that are around.

NEIL BIRD

CAMERON DOWEN

DALLAS

In Dallas, Bob Hope makes annual pilgrimage here October 5, appearing at Hotel Fort Worth Meth- odist University's Coliseum. The Ro- man Catholic Bishop of Dallas, T. Mar- ton, will be the guest of honor.

New Date Set

The Shady Lane Four will open the season next week at the Donaldson Memorial Theater. Hal Holmbeck comes back to Krege Auditorium with his "Big Ten Tenths" on October 3. "If I Have a Voice, I'll Use It," a special attraction, is set for this week and announced is the return of "The Bold Tones." Moe Moe is scheduled to perform in the Symphony Hall on its visit here on October 23. The dates are already reported.

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Don't Miss This

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The new folk song that will make the country stop and listen is "Four Strong Winds" by The Brothers Four.
Newsweek called him "The King at 24". LIFE said: "Out of the West Coast has come a thumping teenage idol who is part evangelist, part Pied Piper and all success ..." He's DICK DALE and his new hit single is... The Scavenger #5048

Don't miss DICK on THE ED SULLIVAN SHOW, CBS-TV Oct. 6!
RIAA Hi-Fi Show Exhibit Intrigues Public

By HENRY BRIEF
Executive Secretary
Record Industry Association of America
NEW YORK—We brought the mountain to Mo-
hammed with an exhibit at the recently conclud-
eld New York High Fidelity Music Show. Since most people do
not find a record manufacturing plant conveniently ac-
cessible, we showed them pictorially how today's high
fidelity and stereo records are made.
The RIAA exhibit consisted of three elements: The
presentation on record manufacturing; a display of al-
bum covers intended not only to showcase our mem-
bers' latest releases but also to portray the breadth and
diversity of today's recorded repertoire, and a series of
personal appearances by recording artists intended to
humanize the exhibit and, by allowing for personal
contact between the artists and the consuming public, to
give record purchasers a rooting interest, as it were, in
the future fortunes of our recording stars. In addition,
we gave away 25 personally autographed albums during
each personal appearance.
As was the case when we mounted a similar exhibit
at the World's Fair of Music and Sound in Chicago a
year ago, the reactions of those going through the dis-
play were extremely interesting.
Though more than half a billion dollars' worth of
records were retailed to the public last year, it is re-
markable how many people have all sorts of mis-
conceptions as to how records are manufactured, the most
prevalent misconception being that every record is
somehow individually cut. Those attending our exhibit
found the transfer process of the original performance
from tape to acetate to master to mother to stamper
intriguing and were impressed by our message of con-
tinuous quality control involving constant checking of
finished records and the immediate replacement of
faulty stampers. The display was aided considerably by
our being able to include samples of the actual materials
that were contained in the photo blow-ups of the manu-
facturing process—the reel of tape, the acetate, the
metal parts and the untrimmed record, leading up to
the finished product. Almost 2,000 people signed our
registration book asking for a copy of the RIAA bro-
chure dealing with record manufacturing. "Your Won-
derful World of Records."

Equally interesting was the reaction of the public to
our display of album covers. Many apparently saw a
product that they were unaware existed, made notes of
the catalog numbers and, in the case of some of the
smaller manufacturers, inquired where that particular
record could be purchased. Some, thinking that records
were on sale at our booth, wanted to buy the disk im-
mediately. It highlighted the fact that even in a city
like New York, records, with a fine potential, can die
because of lack of exposure.
The personal appearances by recording artists were,
of course, outstanding successes. They included Ed
Ames, Theodore Bikel, Brook Benton, Sergio Franchi,
Lesley Gore, Peter LaFarge, Jean Ritchie, Martha
Schlamme, Nina Simone, Jerry Vale, Kai Winding and
Yulya.
Our billboard sign announcing the artist's appear-
cance was so designed as to allow us to display not only
the cover of the latest album the artist had made but
also previous releases.
Our member companies who helped arrange for
these appearances and the artists themselves who gave
unwittingly of their time to help make our presentation
a success are to be greatly commended.
ANDERSON, S. C., OFFICIALLY welcomed “Grand Ole Opry” stars with red-carpet treatment upon arrival for their first official Country Music Festival—World’s Championship Rodeo and New York World’s Fair—being held daily. Left to right: John Emery, WSM-Radio-Remote, one of nation’s top C.W. disk jockeys; Ray Johnson, WSM; Maxwell Deyo, editor-publisher of Full Circle, Western magazine; RCA Victor artist; Scotty Davis, Dec. With Bill Anderson, and Jim Mathis, director of horse races. Thousands packed the Anderson Recreation Center for the event. Wilson E. Hall, former U. S. Senator, is publisher of the Anderson daily newspapers.

Music will be released at the convention in November. Tex Clark, of Cleveland, was elected president of the American Folk Musicians Association at the organization’s seventh annual convention held September 6-7 at Fillmore Hall, near Lock Haven, Pa. Among the officers named were: John Emery, WSM-Radio-Remote, one of nation’s top C.W. disk jockeys; Ray Johnson, WSM; Maxwell Deyo, editor-publisher of Full Circle, Western magazine; RCA Victor artist; Scotty Davis, Dec. With Bill Anderson, and Jim Mathis, director of horse races. Thousands packed the Anderson Recreation Center for the event. Wilson E. Hall, former U. S. Senator, is publisher of the Anderson daily newspapers.
MORE PROFITS WITH RCA BLANK TAPES!  
(3 Big Deals for Every Tape Dealer:)  

DEAL NO. 1: RCA RED SEAL TAPE...Buy 12—Pay for 10!  
• This profit-packed offer is good for all 5" and 7" reels!  
• You get a 300 S & H stamp coupon*—(redeemable for valuable merchandise) with every 12 reels purchased.  
• Minimum order is only 48 reels.  

DEAL NO. 2: RCA "VIBRANT"...New low, low prices!  
• Manufacturer's nationally advertised price—$2.50† (optional with dealer).  
• You get a 300 S & H stamp coupon*—(redeemable for valuable merchandise) with every 12 reels purchased.  
• Minimum order is only 48 reels.  

DEAL NO. 3: RCA MAGNETIC RECORDING SOUND TAPE MERCHANDISER BTR-1  
• Features assorted Red Seal and Vibrant Tape reel sizes.  

<table>
<thead>
<tr>
<th>No. of Reels</th>
<th>RCA Type No.</th>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td>3</td>
<td>10M-2.25</td>
<td>3&quot; Reel—Red Seal (Mylar)</td>
</tr>
<tr>
<td>3</td>
<td>51M-6A</td>
<td>3¼&quot; Reel—Red Seal (Tensilized Mylar)</td>
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<tr>
<td>1</td>
<td>V10A-9(703C1)</td>
<td>5&quot; Reel—Vibrant Series (Acetate)</td>
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<tr>
<td>2</td>
<td>V15A-6(701C1)</td>
<td>5&quot; Reel—Vibrant Series (Acetate)</td>
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<td>2</td>
<td>15A-12</td>
<td>7&quot; Reel—Red Seal (Acetate)</td>
</tr>
<tr>
<td>1</td>
<td>57M-24</td>
<td>7&quot; Reel—Red Seal (Tensilized Mylar)</td>
</tr>
</tbody>
</table>

• Rugged, heavy-gauge brass finished wire counter-top rack, with fold-down masonite header card, rubber feet. Packed 1 per carton with 12 assorted reels of tapes.  
• Size 15" High x 11" Wide x 9" Deep  
• Color: Gold with red, white and black masonite sign  
• Accommodates removable cardboard sign  

ALL THIS PLUS A POWERFUL PROMOTION!  
A National Advertising Promotion in these consumer magazines: Saturday Review, High Fidelity, Hi-Fi Stereo Review, Tape Recording, Harrison Tape Catalog, Popular Photography and Modern Photography. Plus colorful counter merchandiser, catalogs, window streamers, ad mats...all available to aid your sales.  
To learn more about how you can cash in on rising RCA tape profits, simply call or write: Sal Peruggi, RCA Tape Division, 155 East 24th Street, New York, N. Y. MU 9-7200 Area Code 212. For details on RCA Magnetic Tape in Canada, write: RCA Victor Co. Ltd., P. O. Box 68, Montreal 3, Quebec.

The Most Trusted Name in Sound
Kapp Shakes Up Distribut Pattern

NEW YORK—Kapp Records has realigned its distribution pattern in five areas. The label has eliminated Hartford, Conn., as a distribution point and will have its product handled out of Music Suppliers of New England in Boston.

This outlet will cover all of Connecticut, Maine, Vermont, New Hampshire and Massachusetts. A new change centers in Buffalo where Best Distributing will handle all of New York State as far south as Middle- town, N.Y.

Cincinnati has also been dropped as a distribution point with main line of Cleveland taking over the territory formerly handled out of this Midwest city. Fidelity Electric out of Seattle will now be distributor for the area formerly handled out of Great Falls, Mont., in addition to its own Northwestern region. Finally, Hart Distributors of Los Angeles will cover the territory formerly supplied from Phoenix, Ariz.

20th to Put Out Al Kashna Disks

NEW YORK—The 20th Century-Fox label has signed a one-year deal with Moviegoers to issue records produced by Al Kashna under its independent production firm. The contract calls for Kashna to cut dates with his own artists and with talent contracted to the 20th roster. First single resulting from the deal will be released next week. It’s by Arrie Butler.

Chamberlain in N.Y.

NEW YORK—Richard Chamberlain came to town last week to plug his new single, “Blue Guitar,” and a crowd of almost 3,500 teen-agers turned out for a personal appearance made at Stein’s department store. Label spokesmen said that the store sold 1,000 of the single and 500 of Chamberlain’s album in two hours.

SLOW AND EASY DOES IT: Epic recording artist George Maharis is currently on a 26-city promotion tour with his album, “Where Do You Go for a Broken Heart?” Due to previous bouts with illness, Maharis noted: “When I get tired, we just call a halt to the schedule. The promotion guys, dealers and disk jockeys have all been wonderfully understanding. During my illness I thought not being active would result in people forgetting me. But just the reverse is true.”

HOT R&B SINGLES

HOT R&B SINGLES

Billboard SPECIAL SURVEY
FOR WEEK ENDING 9/29/63

<table>
<thead>
<tr>
<th>Unit</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; No.</th>
<th>Market on Chart</th>
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<tbody>
<tr>
<td>1</td>
<td>HEAT WAVE</td>
<td>Martha &amp; Vandellas</td>
<td>2073</td>
<td>8</td>
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<tr>
<td>2</td>
<td>MY BOYFRIEND'S BACK</td>
<td>Angels, Snookia</td>
<td>1355</td>
<td>6</td>
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<tr>
<td>3</td>
<td>PART TIME LOVE</td>
<td>Little Johnny Taylor</td>
<td>722</td>
<td>7</td>
</tr>
<tr>
<td>4</td>
<td>CRY BABY</td>
<td>Gossens &amp; the Sherwoods</td>
<td>637</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>NICKIE'S MONKEY</td>
<td>Miroclet, Tommy</td>
<td>34002</td>
<td>5</td>
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<tr>
<td>6</td>
<td>THE MONKEY TIME</td>
<td>Joe Lanza</td>
<td>603</td>
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<td>7</td>
<td>FRANKIE BLUE JOHNNY</td>
<td>Sam Cooke</td>
<td>RCA Victor 8113</td>
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<td>8</td>
<td>MOONSTRUCK</td>
<td>Patti Page</td>
<td>155</td>
<td>15</td>
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<tr>
<td>9</td>
<td>SALLY, GO 'ROUND TH' ROSES</td>
<td>JOYLES, Tuff</td>
<td>367</td>
<td>9</td>
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<tr>
<td>10</td>
<td>IT'S TOO LATE</td>
<td>Wilson Picks</td>
<td>J 717</td>
<td>10</td>
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<tr>
<td>11</td>
<td>HEY GIRL</td>
<td>Freddie Scott</td>
<td>692</td>
<td>9</td>
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<td>12</td>
<td>IF I HAD A HAMMER</td>
<td>Tini Lapat</td>
<td>Reprise 7019</td>
<td>11</td>
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<tr>
<td>13</td>
<td>FINGERTIPS (Part II)</td>
<td>Little Stevie Wonder</td>
<td>3930</td>
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<tr>
<td>14</td>
<td>SUGAR SHACK</td>
<td>Jimmy Gilmer &amp; the Fireballs</td>
<td>64407</td>
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<tr>
<td>15</td>
<td>DOWN THE AISLE</td>
<td>Perry Lopez</td>
<td>619</td>
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<td>16</td>
<td>THEN HE KISSED ME</td>
<td>Crystal, Philco</td>
<td>113</td>
<td>5</td>
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<td>17</td>
<td>BE MY BABY</td>
<td>Bonettr, Philco</td>
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<td>18</td>
<td>DENISE</td>
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<td>19</td>
<td>CANDY GIRL</td>
<td>9</td>
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<tr>
<td>20</td>
<td>CRY ME</td>
<td>Larry Harris</td>
<td>4856</td>
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<td>21</td>
<td>A WALKING' MIRACLE</td>
<td>Deke, Routella</td>
<td>4552</td>
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<tr>
<td>22</td>
<td>CUT YOU A LOOSE</td>
<td>Rick Allen</td>
<td>Apr 29118</td>
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<td>23</td>
<td>TAKE ME</td>
<td>Sunny &amp; Sunshine</td>
<td>Team Grant 2014</td>
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<td>24</td>
<td>SURFER GIRL</td>
<td>Beach Boys, Capitol</td>
<td>5009</td>
<td>3</td>
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<tr>
<td>25</td>
<td>BUSTED</td>
<td>1</td>
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<tr>
<td>26</td>
<td>IT WON'T BE THIS WAY (Always)</td>
<td>Libby Cooney</td>
<td>ABC-Fraternity 10481</td>
<td>3</td>
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<tr>
<td>27</td>
<td>(Who Have Nothing)</td>
<td>Ben E. King</td>
<td>Argo 4567</td>
<td>9</td>
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<tr>
<td>28</td>
<td>MAN'S TEMPTATION</td>
<td>Gene Chandler</td>
<td>Yes Jay 556</td>
<td>9</td>
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<tr>
<td>29</td>
<td>JUDY'S TURN TO CRY</td>
<td>Lesley Gore</td>
<td>Mercury 73143</td>
<td>8</td>
</tr>
<tr>
<td>30</td>
<td>THESE FOOLISH THINGS</td>
<td>James Brown</td>
<td>Epic 3762</td>
<td>5</td>
</tr>
</tbody>
</table>

Busted

Best Tressed

CLARA WARD was voted “Best Tressed Country Singer in the World,” recently by “Informal” poll taken among West Coast female writers and songwriters and in a country music magazine. She has been the recipient of a letterwood award. Both awards were presented by the country music industry to artists who have served their country with executive honors in the music business.
**BREAKOUT SINGLES**

**NATIONAL BREAKOUTS**

YOLO THE SWEETEST BOY

Mary Wals, MOTOWN (T.O.O.)

**REGIONAL BREAKOUTS**

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POP

The first debut here with a cover reissued—Judd's album has been picked up by several dealers for special release. Flap is "Love Letter" by Bing Crosby, (ASAP) (3:05).

**SINGLES REVIEWS**

**SPOTLIGHT WINNERS OF THE WEEK**

Pop single spotlights are those singles with sufficient sales potential to be included in the top 30 of Billboard's Hot 100 chart. Top selling singles of the country music are also featured. Flap is "Butterfly in Love (Teen) 4/01.

**SPOTLIGHTS**

**THE 4 SEASONS**

**NEW MEXICAN ROSE**

(Columbia, AAPP) (3:48)-Van Joz (342)

The familiar 4 Seasons voice is featured here, a strong and irresistible rhythm. 300 baritons were used, the song and very striking background is perfect for the material. Flap is "I Pinned My Belt in the Boy Puppy" (Parlour 450) (3:12).

**BURL IVES**

**IT COMES AND GOES**

(Even-Rike, BEE-900) (3:04)-Miles 31452

Lonely type beat is seen here in this very identifiable style. 300 baritons were used, the song and rhythmic background is perfect for this material. Flap is "I-Pinned My Belt in the Boy Puppy" (Parlour 450) (3:12).

**JAMES BROWN**

**THE FAMOUS FLAMES**

**SIGNED, SEALED AND DELIVERED**

(Parlour, BEE-900) (3:48)-Eugene 38092

The 3rd Cash convoy country hit is handled a strong, earthy rhythm and it features a strong and rhythmic background. The song is "Wishing in Vale" (Parlour 450) (3:12).

**WEBB PIERCE**

**THOSE WONDERFUL YEARS**

(Bluebird, BMG) (3:20)

The top side here is the 3rd ballad by Pierce. It's a ballad by Pierce. The song and rhythmic background is perfect for the material. Flap is "Wishing in Vale" (Parlour 450) (3:12).

**THE GALENS**

**BABY I DO LOVE YOU**

(4-Stall Records, BMG) (3:00)

Drumme 9113

An interesting side which starts with "Baby I Do Love You" by Pierce. It's a ballad by Pierce. The song and rhythmic background is perfect for the material. Flap is "Love Letter" (4-Stall Records, BMG) (3:00).

**CITY SURFERS**

**50 MILES TO GO**

(14, BMG) (3:00)

POWDER PUFF

(14, BMG) (3:00)-Capitol 5050

These are two songs featured in this top 10 hit of the year. The first is a strong, earthy rhythm which features a strong and rhythmic background. The song is "Wishing in Vale" (Parlour 450) (3:12).

(Continued on page 2)

**GREENWICH VILLAGE**

**To The Golden Village**
### Best Selling Singles

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>SUGAR SHACK</td>
<td>JIMMY GILMER &amp; THE FIREBALLS</td>
</tr>
<tr>
<td>CUANDO CALIENTA EL SOL</td>
<td>STEVE ALLEN</td>
</tr>
<tr>
<td>I'M SORRY B/W RAG MOP</td>
<td>BILLY VAUGHN</td>
</tr>
<tr>
<td>SURFER JOE</td>
<td>THE SURFARIS</td>
</tr>
<tr>
<td>TWO-TEN, SIX-EIGHTEEN B/W BANANA BOAT SONG</td>
<td>JIMMIE RODGERS</td>
</tr>
<tr>
<td>FIESTA B/W BLUE VELVET</td>
<td>LAWRENCE WELK</td>
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<tr>
<td>OUR SURFER BOYS</td>
<td>THE SURF BUNNIES</td>
</tr>
<tr>
<td>THAT'S WHAT LOVE WILL DO</td>
<td>JOE BROWN &amp; THE BRUVRUS</td>
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<tr>
<td>MR: MOON B/W LOVE ME</td>
<td>PAT BOONE</td>
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### New Releases

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
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<tr>
<td>NEVERTHELESS/I HEARD THE BLUEBIRDS SING</td>
<td>Wink Martindale</td>
</tr>
<tr>
<td>RAT TRAP/LITTLE CAESAR</td>
<td>Ralph Grasso</td>
</tr>
<tr>
<td>WONDERFUL SUMMER/DREAM BOY</td>
<td>Robin Ward</td>
</tr>
<tr>
<td>SURFIN' JOHN BROWN/BIG BREAKER</td>
<td>The Ambassadors</td>
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### Best Selling LP's

<table>
<thead>
<tr>
<th>LP</th>
<th>Artist</th>
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<tbody>
<tr>
<td>THE SURFARIS - WIPE OUT</td>
<td>DLP 3515</td>
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<tr>
<td>SCARLETT O'HARA - LAWRENCE WELK</td>
<td>DLP 3528</td>
</tr>
<tr>
<td>LAWRENCE WELK - A SWINGIN' SAFARI</td>
<td>DLP 3523</td>
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<tr>
<td>THE CHANTAYS - PIPELINE</td>
<td>DLP 3516</td>
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<tr>
<td>GRASY WALTZ - STEVE ALLEN</td>
<td>DLP 3515</td>
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<tr>
<td>THE DARTELS - HOT PASTRAMI</td>
<td>DLP 3522</td>
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<tr>
<td>JIMMIE RODGERS - HOMESTYLE LOVERS</td>
<td>DLP 3525</td>
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<tr>
<td>POLKAS MYRON FLOREN</td>
<td>DLP 3536</td>
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<tr>
<td>LAWRENCE WELK - 1963'S EARLY HITS</td>
<td>DLP 3510</td>
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<tr>
<td>BILLY VAUGHN - 1962'S GREATEST HITS</td>
<td>DLP 3497</td>
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<tr>
<td>LAWRENCE WELK - WALTZ TIME</td>
<td>DLP 3499</td>
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<tr>
<td>THE MILLS BROS. - GREAT HITS</td>
<td>DLP 3157</td>
</tr>
</tbody>
</table>
"DOWN THE AISLE"

Newtown 5777

 Featuring their current hit "DOWN THE AISLE" and past favorites like "SOLD MY HEART TO THE JUNKMAN."

Newtown LP 631

PATTY LA BELLE & THE BLUE BELLES

ON THE CHARTS AND CLIMBING

"Sweethearts Of The Apollo"

NEWTOWN RECORDS

6600 N. Broad St., Phila., Pa.

(14) 8500

THE JUNKMAN.
POP SPOTLIGHT
SINATRA'S SONGS
Frank Sinatra. Repress R 1010
(NM) R-1010 (1)
Here's a collection of some of the greatest of the Sinatra hit songs which he re-issued on another label, and re-released here with the addition of seven Brand, the masterfully arranged with additional settings of the classic songs. Included are: "The Lady Is a Tramp," "Swinging on a Star," "My Way," "Very Young," and "Someday My Prince Will Come." A valuable treasury for Sinatra fans. $5.

POP SPOTLIGHT
CREATING A DRAMA
Bill Farrel. Columbia CL 9277 (NM)
C S 9277 (5)
The piano solo of Bill Farrel's which has been recorded by other artists, now finally available on this album. The track features "The Lady Is a Tramp," "Hello Dolly," and "The Best of Everything." A great addition to any collection. $5.

POP SPOTLIGHT
A TASTE OF HITS
Martin Denny. Liberty LP 3020 (NM)
LPT 2320 (1)
Martin Denny has a bright, smart, instrumental style that is perfect for this collection. The tracks are compiled throughout the album, and include such hits as "The Lady Is a Tramp," "Hello Dolly," and "The Best of Everything." A great addition to any collection. $5.

POP SPOTLIGHT
ONE MAN'S SONGS
Bill Farrel. Columbia CL 9277 (NM)
C S 9277 (5)
The piano solo of Bill Farrel's which has been recorded by other artists, now finally available on this album. The track features "The Lady Is a Tramp," "Hello Dolly," and "The Best of Everything." A great addition to any collection. $5.

POP SPOTLIGHT
THE KINSEY SURFERS
Jack Nitzsche. Repress R 43101 (NM)
R-43101 (1)
The artist's current hit is featured with a track of material from their earlier albums. The album includes such hits as "The Lady Is a Tramp," "Hello Dolly," and "The Best of Everything." A great addition to any collection. $5.
SPECIAL MERIT PICKS

- **POD SPECIAL MERIT**
  - **CHAD MITCHELL TRIO SINGIN’ OUR MIND**
    - Mercury MG 30334 (M); SR 60836 (S)
  - **CLASSICAL SPECIAL MERIT**
    - **GINA RACHMUT**
      - Queen of the Keyboard
      - Mercury MG 30349 (M); SR 60849 (M)
    - **FOLK SPECIAL MERIT**
      - **SONGS OF THE COAL MINES**
        - Marvin, Capitol T 19564 (M); T 19566 (M)
      - **FAKES LIKE A SWALLOW**
        - Bonnie Dobson, Prestige P 63153 (M)
  - **POD SPECIAL MERIT**
  - **WHERE HAVE ALL THE FLOWERS GONE**
    - The George Mitchell Choir/Earl Cambell
    - Liberty LP 22166 (M); LST 22168 (M)
  - **POD SPECIAL MERIT**
  - **THE LEOPARD**
    - Soundtrack, 20th Century-Fox P 5415 (M); SXG 50135 (S)

**BREAKOUT ALBUMS**

- **NATIONAL BREAKOUTS**
  - **MY BOYFRIEND’S BACK**
    - Angels, Smash MGM 11709 (M); SPS 67899 (S)
  - **THE REST OF THE CHAD MITCHELL TRIO**
    - Kapp KL 1224 (M); RS 3334 (M)
  - **FOURTEEN 14K FOLK SONGS**
    - Unison, RCA Victor LPM 2873 (M); LSP 2875 (M)
  - **NEW ACTION LP’S**
    - These new albums, cut at Billboard’s Top LPs chart, have been reported getting strong sales action by dealers in many markets.

**GREAT AMERICAN WALTZES**
- Connie Francis, MGM E 4145 (M); SR 4145 (S)

**THE MIRACLES ON STAGE**
- **OUR LOVE LETTER**
  - Judy Garland, Capitol T 1949 (M); ST 1949 (S)

**JUMP FOR JOY**
- Joe Williams, RCA Victor LPM 28213 (M); LSP 2713 (M)

**GREAT SCENES FROM GERSHWIN’S PORGY & BESS**
- Garrard Price & William Warfield, RCA Victor LK 2679 (M); LSP 2679 (M)

**SONGS WE SANG ON THE ANDY WILLIAMS SHOW**
- Conley Brothers, MGM T 4456 (M); SR 4456 (S)

**1963—THE YEAR’S MOST POPULAR THEMES**
- Smokey Light & Milt Ora, Command RS 854 (M); RS 854 (S)

**FOR YOU**
- Roger Williams, Kapp XL 1336 (M); RS 3356 (S)

**MALA FEMMENA & CONNIE’S BIG HITS FROM ITALY**
- Connie Francis, MGM E 4140 (M); SR 4140 (M)

**THE ROBERT DECOMERI FOLK SINGERS**
- Command RS 833 (M); RS 833 (S)

**MORE**
- Vic Damone, Capitol RUP 2026 (M); SST 9725 (S)

**RAILROAD MAN**
- Hank Snow, RCA Victor LPM 2935 (M); LSP 2935 (M)

**LOW PRICE SACRED SPECIAL MERIT**
- **ALL-NIGHT EING**
  - Various Artists
  - RCA Camden C 2747

The all-night prayer meeting and gospel singings were so big a thing in 1963 that they are now considered as "sacred" to the faith. People who went to these meetings had their whole lives changed. People who were once strung out in drugs and alcohol were now living clean and sober. The music was lively, upbeat, and very much needed. The Caretakers conducted their Original Music Score for the controversial shocker at A/AS 31

**BIG PICTURES! BIG ALBUMS! ÄVA RECORDS**

**PRESENTS ORIGINAL MUSIC SCORES FROM TWO OF THE SEASON’S BIGGEST FILMS!**

**THE CARETAKERS—ELMER BERNSTEIN CONDUCTS HIS ORIGINAL MUSIC SCORE FOR THE CONTROVERSIAL SHOCKER! A/AS 31**

**STILL SELLING BIG:**
- TO KILL A MOCKINGBIRD A/AS 20
- DAVID AND LISA A/AS 21
- WALK ON THE WILD SIDE A/AS 4 ST

ÄVA RECORDS are distributed by MGM RECORDS, a division of Metro-Goldwyn Mayer, Inc.
AN OPEN LETTER

I have just been privileged to hear a performance so moving and so powerful that I am compelled to express my feelings about it to the entire industry. Our very talented folk group, THE HIGHWAYMEN, have a new release entitled, "UNIVERSAL SOLDIER". It unites a thrilling rendition, a magnificent song and a message of vital importance into a superb and entertaining entity which builds into one of the most resounding climaxes ever heard on a recording. I consider "UNIVERSAL SOLDIER" by THE HIGHWAYMEN a record of singular significance and we at United Artists Records are honored to release it.....

AT:tna

ART TAIMADGE,
President
United Artists Records, Inc.

The HIGHWAYMEN
"UNIVERSAL SOLDIER"
United Artists Record No. 647

HOOTENANNY WITH THE HIGHWAYMEN
CURRENTLY HOT AND MOVING UP ON THE CHARTS!
UAS 6294 (Stereo) UAL 3294 (Mono)
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Week Ending 9/28/63</th>
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<tbody>
<tr>
<td>1</td>
<td>NOW HE'S THE NUT!</td>
<td>Sam Cooke</td>
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<tr>
<td>2</td>
<td>TRINI LOPEZ AT 78'S</td>
<td>Trini Lopez</td>
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<tr>
<td>3</td>
<td>BYE BYE BIRDIE</td>
<td>Elvis Presley</td>
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</tr>
<tr>
<td>4</td>
<td>PETER, PAUL &amp; MARY</td>
<td>Peter, Paul &amp; Mary</td>
<td>0</td>
</tr>
<tr>
<td>5</td>
<td>MOVING</td>
<td>Little Richard</td>
<td>0</td>
</tr>
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<td>6</td>
<td>INGREDIENTS IN A RECIPE FOR SORREL</td>
<td>J. J. Johnson</td>
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<tr>
<td>7</td>
<td>SUNNY SIDE IN</td>
<td>Benny Goodman</td>
<td>0</td>
</tr>
<tr>
<td>8</td>
<td>THE JAMES BROWN SHOW</td>
<td>James Brown</td>
<td>0</td>
</tr>
<tr>
<td>9</td>
<td>DAYS OF WINE AND ROSES</td>
<td>Los Angeles Rams</td>
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<tr>
<td>10</td>
<td>HOLLYWOOD-SHINE MY WAY</td>
<td>The Miracles</td>
<td>0</td>
</tr>
<tr>
<td>11</td>
<td>SHUT DOWN</td>
<td>The Righteous Brothers</td>
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<tr>
<td>12</td>
<td>JOAN BAEZ IN CONCERT</td>
<td>Joan Baez</td>
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<tr>
<td>13</td>
<td>LITTLE STEVIE WONDER THE 12 YEAR OLD CAMBUS</td>
<td>Stevie Wonder</td>
<td>0</td>
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<tr>
<td>14</td>
<td>WIPE OUT</td>
<td>The Jim Jones</td>
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<tr>
<td>15</td>
<td>SURFING A.S.A.</td>
<td>Jan &amp; Dean</td>
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<td>16</td>
<td>ELVIS PRESLEY'S MEDLEY</td>
<td>Elvis Presley</td>
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<td>17</td>
<td>THE BARBARA STREISAND ALBUM</td>
<td>Barbara Streisand</td>
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<tr>
<td>18</td>
<td>BLUE VELVET</td>
<td>The Four Seasons</td>
<td>0</td>
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<tr>
<td>19</td>
<td>LAWRENCE OF ARABIA</td>
<td>Lawrence Welk</td>
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<td>20</td>
<td>THE SECOND BARBARA STREISAND ALBUM</td>
<td>Barbara Streisand</td>
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<tr>
<td>21</td>
<td>HOW THE WEST WAS WON</td>
<td>Law, Barstow</td>
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<td>22</td>
<td>JOAN BAEZ, VOL. 1</td>
<td>Joan Baez</td>
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</tr>
<tr>
<td>23</td>
<td>I LEFT MY HEART IN SAN FRANCISCO</td>
<td>Jerry Butler</td>
<td>0</td>
</tr>
<tr>
<td>24</td>
<td>JOCO BAY</td>
<td>Johnny Cash</td>
<td>0</td>
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<td>25</td>
<td>OLIVER &amp; THE CRABS</td>
<td>Oliver &amp; The Crabs</td>
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<td>26</td>
<td>MOON ROVER &amp; OTHER GREAT CREATION THEMES</td>
<td>The Ventures</td>
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<tr>
<td>27</td>
<td>SUCH A SAD SONG OF SADNESS</td>
<td>The Everly Brothers</td>
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<tr>
<td>28</td>
<td>THIS IS ALL I ASK</td>
<td>The Four Tops</td>
<td>0</td>
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<tr>
<td>29</td>
<td>CARRY ON SWINGIN' CITIZENS</td>
<td>The Four Tops</td>
<td>0</td>
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<tr>
<td>30</td>
<td>RING OF FIRE—THE BEST OF JOHNNY CASH</td>
<td>Johnny Cash</td>
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<td>31</td>
<td>OLDIES BUT GOODIES, VOL. 5</td>
<td>Ray Charles</td>
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<td>32</td>
<td>JOHNNY'S GREATEST HITS</td>
<td>Johnny Cash</td>
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<td>33</td>
<td>JOAN BAEZ, VOL. 2</td>
<td>Joan Baez</td>
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<tr>
<td>34</td>
<td>THINK ETHNIC</td>
<td>The Righteous Brothers</td>
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<tr>
<td>35</td>
<td>THE SOUND OF MUSIC</td>
<td>The Four Seasons</td>
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<tr>
<td>36</td>
<td>CAMELOT</td>
<td>Nat King Cole</td>
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<tr>
<td>37</td>
<td>SCOTCH O' MARA</td>
<td>The Four Seasons</td>
<td>0</td>
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<td>38</td>
<td>THEMES FOR YOUR LOVERS</td>
<td>The Righteous Brothers</td>
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<tr>
<td>39</td>
<td>GOLDEN HITS</td>
<td>The Righteous Brothers</td>
<td>0</td>
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<tr>
<td>40</td>
<td>THOSE LAZY-HAZY-CRAZY DAYS</td>
<td>Ray Charles</td>
<td>0</td>
</tr>
<tr>
<td>41</td>
<td>CLEOPATRA</td>
<td>The Righteous Brothers</td>
<td>0</td>
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<tr>
<td>42</td>
<td>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</td>
<td>The Righteous Brothers</td>
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<tr>
<td>43</td>
<td>THE SMOTHERS BROTHERS AT THE PURPLE PARADE</td>
<td>The Smothers Brothers</td>
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<td>44</td>
<td>LET'S DO IT</td>
<td>The Miracles</td>
<td>0</td>
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<tr>
<td>45</td>
<td>FRANK FONTAINE SINGS LIKE CRAZY</td>
<td>Fontaine</td>
<td>0</td>
</tr>
</tbody>
</table>

Compiled from national retail sales and radio airplay data by the Music Popularity Dept. of Record Market Research, Billboard.
Burl’s Latest!

IT COMES AND GOES
Published by Moss Rose Publications, Inc
C/A
I Found My Best Friend In The Dog Pound

31543 on DECCA naturally!
*ALBUM REVIEWS*

**FOUR-STAR ALBUMS**
The following spring is crowded new albums with sufficient commercial appeal to warrant being attacked by most listeners who have enjoyed any kind of music.

**POPEULAR**

**THE GOOD OLD DAYS**

**SPECIALTY**

**THREE-STAR ALBUMS**

---

**COUNTRY MUSIC CORNER**

**WITH THE COUNTRY JOCKEYS**

---

**MUSIC AS WRITTEN**

---

**CHICAGO**

Seymour Greenpeace, of Summit Distributing Company, is walking around with a pair of cracked ribs—just the way you don't believe. Seymors' little girl was away at summer camp and the parents were invited up for a day of fun and games with the kids. Seymors got into a volley ball game, and what happened next was described by him as "an impossible shot" missed and fell wounded. (Cracked ribs in a volley ball game at a girls' camp—really Seymour!)

Russ D'Angelo takes over the Turntable, South Side record store, in partnership with Tony Burrows in Record Mart one month ago. Now Ladd joins Summit Distributing Company as promotion man. He'll work with Carl and has another talent musician and works at Willowbrook Ballroom.

Harvey Goldsmith is taking things down a mile soon. Bill McCloud has left the copywriting staff. Fred Siep is starting to make noise about his annual New Year's ski weekend. He may go to Aspen, Colo.

Little Al Templeton, long a hoi polloi for list price, is entering the discount business—with a club yet. It'll be run separately from his regular operation. Al is also opening a store across the street from his main Lawrence Avenue outlet. It'll feature books, cards and only the cream in record merchandise. Al has already closed his Randolph Street store.... Our apologies to Mirry Rose. Wishing him happy birthday is no reason to misplace his name Merle.
ARGENTINA

(Country: Argentina, Main Rank, Sunday)

**DEBUTS**

1. **TIBURON** - Julio (Guitar)

2. **MAYOR** - Carlos (Guitar)

3. **CAMINAR** - Roberto (Drums)

4. **ALMA DE LA RAZA** - Daniel (Vocals)

5. **AMOR A LA SUERTE** - Mario (Vocals)

6. **LA LLAVE DE LA ESPADA** - Luis (Vocals)

7. **EL ENFRENTAMIENTO** - Fernandez (Drums)

8. **LA KALMA** - Hugo (Guitar)

9. **EL FUEGO DE LA VIDA** - Roberto (Guitar)

10. **EL DIABLO** - Carlos (Guitar)

**HITS OF THE WORLD**

**FRANCE**

1. **Je t'aime** - Dalida (Guitar)

2. **La vie en rose** - Charles Trenet (Vocals)

3. **Petit chaperon rouge** - Marceau (Vocals)

**ENGLAND**

1. **River Deep - Mountain High** - Tina Turner (Vocals)

2. **Ooh Child** - Five Stairsteps (Vocals)

3. **Killing Me Softly With His Song** - Roberta Flack (Vocals)

4. **I Can't Help Myself** - Four Tops (Vocals)

**ITALY**

1. **Non ho l'età** - Vittorio Gassman (Vocals)

2. **Io sì** - Eros Ramazzotti (Vocals)

3. **Ti amo** - Laura Pausini (Vocals)

**SPAIN**

1. **Como el Agua** - Kiko (Vocals)

2. **El Pensador** - Silvio Rodriguez (Vocals)

3. **Lo veo todo claro** - Julio Iglesias (Vocals)

**PHILIPPINES**

1. **Ikaw ang Aking Buhi** - Jennie Garcia (Vocals)

2. **Hulingsayo** - Martin Nievera (Vocals)

3. **Walang Hanggan** - Charice Pempengco (Vocals)

**MEXICO**

1. **Yo soy tu misterio** - Juan Gabriel (Vocals)

2. **Por fin** - Joan Sebastian (Vocals)

3. **La Variedad** - Dario Humes (Vocals)

**AUSTRALIA**

1. **Can't Help Myself** - Four Tops (Vocals)

2. **I Can't Help Myself** - Four Tops (Vocals)

3. **Sugar Man** - Sixto Rodriguez (Vocals)

4. **Tears in Heaven** - Eric Clapton (Vocals)

5. **Blackbird** - The Beatles (Vocals)

6. **Imagine** - John Lennon (Vocals)

7. **Strawberry Fields Forever** - The Beatles (Vocals)

8. **Hey Jude** - The Beatles (Vocals)

9. **Let It Be** - The Beatles (Vocals)

10. **Help!** - The Beatles (Vocals)

**BRITAIN**

1. **Can't Help Myself** - Four Tops (Vocals)

2. **I Can't Help Myself** - Four Tops (Vocals)

3. **Sugar Man** - Sixto Rodriguez (Vocals)

4. **Tears in Heaven** - Eric Clapton (Vocals)

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6. **Imagine** - John Lennon (Vocals)

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8. **Hey Jude** - The Beatles (Vocals)

9. **Let It Be** - The Beatles (Vocals)

10. **Help!** - The Beatles (Vocals)

**ISRAEL**

1. **Devil in Disguise** - Fabian (Vocals)

2. **I Can't Help Myself** - Four Tops (Vocals)

3. **I Can't Help Myself** - Four Tops (Vocals)

4. **Sugar Man** - Sixto Rodriguez (Vocals)

5. **Tears in Heaven** - Eric Clapton (Vocals)

**BELGIUM**

1. **Devil in Disguise** - Fabian (Vocals)

2. **I Can't Help Myself** - Four Tops (Vocals)

3. **I Can't Help Myself** - Four Tops (Vocals)

4. **Sugar Man** - Sixto Rodriguez (Vocals)

5. **Tears in Heaven** - Eric Clapton (Vocals)

**NORWAY**

1. **Devil in Disguise** - Fabian (Vocals)

2. **I Can't Help Myself** - Four Tops (Vocals)

3. **I Can't Help Myself** - Four Tops (Vocals)

4. **Sugar Man** - Sixto Rodriguez (Vocals)

5. **Tears in Heaven** - Eric Clapton (Vocals)

**VENEZUELA**

1. **Devil in Disguise** - Fabian (Vocals)

2. **I Can't Help Myself** - Four Tops (Vocals)

3. **I Can't Help Myself** - Four Tops (Vocals)

4. **Sugar Man** - Sixto Rodriguez (Vocals)

5. **Tears in Heaven** - Eric Clapton (Vocals)
**FOREIGN ARTISTS SLATED AS POST SAN REMO SHOW**

ROME—Admission of foreign voices to the San Remo Festival will be in effect from the next festival feature on Sunday, February 2, following the selection of the winner on the previous night.

From the above has announced, there will be only one winner with all of the other finalists classified officially as runners-up. Whether the festival will succeed in keeping the completely tilt-free secret remains to be seen.

The invited foreign stars will dominate the final evening singing the songs in translation while the Italians sing the original. All the companies which will be in the best position to be CDM (GMU, UA) in the absence of the companies which have just completed an extensive tour of the State of Queensland. Further details have been announced in Sydney that devotees can enjoy concerts every week. Increased folk music record sales reflect this trend. Australia is now producing its own folk-singers, among them Gary Stansfield, Doug Owen and the Leedon Hotel. According to this school, music has attained a commercial status, the accent by performers has shifted to professionalism.

At least 13 international stars will visit Australia within the next six months, stated John Collins, managing director of the Leedon Hotel, Sydney. First of these to arrive will be singer John Christie, Leslie Uggams and Ruth Wakefield in September. The following month will see Al Martino and the Doors. Pierre Fidal is expected on Christmas eve so he can spend Christmas with his Sydney family before starting an Australian and New Zealand tour. London record artist Warren Williams, who created chart action during 1962 with his revival of Richard Tauber songs, has put a new side on the Festival studios.

**ALL-STAR LP ALL-TIME HIT**

By FRED ZILLER

MOELWALDI, 1, Vienna 4

In support of the All-Star Festival feature held in Vienna was held at the Vienna head- quarters of the Austrian Energy Agency (Augarten) yesterday. William McCoy spoke about the energy crisis in this country, pointing out the sale of 22,000 Festival LPs (including this year's) in the country's record industry history). Polyphone President Gerhard Gebehard (Polyphon/Philips) personally delivered a check for youth programs, 14 percent; politics, 4 percent; and entertainment, 14 percent. EMJ Italy obtained the distribution rights for the new French record of the Festival LP and they will issue sale of the already famous "Batuc" by Marc Arman. A record that started out of the just back taxes located at the North Sea.

**BARCLAY BELGE OPENS IN BRUSSELS**

By JAN TORFS

Stehlweg 38, Meid el

Barclay Records, Paris, started distributing their product in Belgium. New distribution firm here is called Barclay Belge. The Belgian subsidiary supervisor will be Jacques Soupil- let, while Pierre Poinc will head the a.d. department. Pho, head of his music pub-

**ANNEKE GRONLOH TAKES 4TH GOLDFIE**

Anneke Gronloh recorded a new, golden record for 100,000 copies sold of "Souterlaar" on Philips. The Dutch singer Miss Gronloh by former Director of RCA Victor, Mr. And Neer, was on the first day, October 14, at the Elektra Meier. Presentation was made in the new photograph studio.

Anneke Gronloh is a Dutch girl whose parents were both famous actors. She has big hits at home and in France. As a matter of fact, they have just been announced for tomorrow's evening concert. Gronloh's record was made by the firm of Philips, the Dutch girls' union.

**ANNEKE GRONLOH RECORDS A NEW GOLDFIE**

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valid children and polo victims. This idea has been a great public success, and labels will lend their top artists.

"Television Festival," by Eddy Germain; "Tell Him," by Billie Davis, and "Waiting for Never," by Prince Nielson, will be among the most popular North American songs.

Two song festivals have taken place during the winter. One was organized by the city of Antofagasta and the winners were three housewives: Patricia Lefevre, Lutina de Ross and Italia Campo. Their records were purchased by Philips, RCA and Odeon.

Eugenia de Lima, the pianist of Ferma (Brazil), in Santiago for three days. Lendegger is planning to open an office in Chile. Ferma's label is distributed by RCA here.

**COLOMBIA**

New Station

**Airs for Kids**

By ALVARO PENALVER

Marilena Rivera Conde and his wife, Consuelo Velasquez, visited here. New Broadcasting for young people in Colombia. The Catholic Church of the Radiodifusion de Colombia, with Carlos Pinzon, Colombion disk jockey, acting as general director, has announced a recording for Fuentes' label "Las 4 Esquinas del Tango." Metropolitana is the name

issued by the London group label. The label will be distributed by RCA here.

The representative of Distribuidora National de Discos de Venezuela, Raul Rospes Garcia, visited Medellin and Barranquilla, reporting that RCA's new and others were well accepted in Colombia.

**IRELAND**

50c JFK Disks

Being Readied

By KEITH STEWART

Irish Times Ltd., Dublin

Joe Reynolds, a Dublin businessman, released a special single of President Kennedy's inaugural address on 50c JFK disks, which were sold at 500,000 copies, and 100,000 copies are reputedly being pressed at present. It is not clear if successful, other JFK disks will be issued.

The Lynch Brothers and Tommy Makem couldn't have been more successful during their first Irish appearance in New York. President Kennedy made it to the New York's CBS studios to record his speech. The boys have done their share to stir up national interest in folk music generally. The biggest-ever talent to appear in the States, Belan Poole and the Tempests, Bill Hill and the Skiffle Boys, Johnny Cash and the Great Roy Orbison are among others who will try to make their names before Christmas. "Carrie," the most lavish production of the London Palladium's Festival Theatre, will go to London's West End—one of the very few Irish productions to have drawn well since the Depression. Malide McDaniel, star of Telefis's "Country Style," went out for an English tour, and "The Ten" was emceed by Paul Russell, reached the Top 1 spot on the Television Audience Measurement ratings.

**FRANCE**

RCA Brass Will

Drive Dynagroove

By EDDIE ADAMS

22 live du Marchand Joffre Orchester Orchestra.

George Marek and Dario Soria will arrive at the end of the new RCA-branded production of the launching of RCA's Dynagroove records. The first batch to be released will be in the form of classical records and special pop titles. Titles are similar to those introduced in the U.S. initially.

ABC-Paramount's private Sam Clark will also be at the end of the production.工程的 recording of Fed Foster was issued with Ray Orbison. The late record was released locally on the London group label. The record will be distributed by RCA here.

It has been estimated that there are nearly seven million French and German fans of RCA records and a large proportion of the population as well.

**UK**

Here Comes

Connie−Twice

By JIMMY JUNGERMAN

100 Top Tunes, London 27

Connie Francis created a stir with an MGM single of the German version of her hit record. Fifty copies of the record will appear on the second u.s. sale of RCA records. The record was sold to RCA Records for "Follow the Bory," and "Connie Francis Sings Songs From 'Follow the Bory.'" The popular record is a Winner in "Motion Picture Hits." A total of 100,000 records have been sold of Connie Francis' "Cherry." One week after the first issue of Marnie Francis' "Little Girls," 25,000 records were sold. Cherry is the German voice of Edward (Koopor-)Byrne's in the TV series "The 77 Sunset Strip." Clark and Clarin records for the Vogue label Waller, Bob Moore, Roy Schiapparelli, and Peter Cetera. The May will be stored by the German Radio and Photo Fair.

Elton John will release two more U.S. labels in Germany: Disneyland and 20th Century Fox. Singer German people will tour the States in September, October and November. The show's No. 1 act, Claudo Arranz, will tour Germany in October. His "Joe, Der Gitarrist" is the German version of U.S. S. H. "The Devil's Widow." His tour will be released locally on the 10,000 mark in Germany. The German publisher is Paul C. Arndt in Rundschau in Munich. Edward Eddy will be released locally on the 1,000 mark in Germany. It is also published by the Arndt press.

On September 20, "Sea Fair Lady" star Karla Suhr will marry singer Francisco Duval. He will perform live at the London's Scala Theatre. His "Big Hit." The most successful record is a feature film in Spain. Argentina's musical derivative will not be released in Spain. The Ladies Western will be released locally on the London group label.

German singer will Brundell is touring Poland. He will perform live at the London's Scala Theatre. His "Big Hit." The most successful record is a feature film in Spain. Argentina's musical derivative will not be released in Spain. The Ladies Western will be released locally on the London group label.

Belgian singer Adamo and U.S. through Dianne Warwick will appear on the London's Scala Theatre in December. Teen-age idol Sylvie Vartan and impresario Johnny Stark are leaving (14) for New York. They will be in Hollywood on the new series and then will proceed to Nashville where Sylvie Vartan will make a record in England.

**HOLLAND**

New Television Channel to Den

By SKIP VOOGD

Joan, Camphuis, 189

The Hague

A newly established company, the Holland Television Company (CRT), has filed an application with the Minister of Education, Arts and Sciences for a license for a television broadcast in the second, or third wave television network. The company's basic plan is to build its own transmitter as a result of the Concertgebouw Orchestra's performances at the Hague Festival. The orchestra was invited to tour the United Kingdom in 1964 and 1965. The Netherlands Broadcasting Company will fly to New York on October 11 for the fourth concert tour of the United States. The concert will feature the conductor of the Amsterdam Symphony Orchestra, Paul Godwin and Carol van Leeuwen. The tour will include 35 concerts in the Netherlands on November 24 and 25. "Lena, Lonely and Alive," a single record, was released in RCA Holland. Russia, Poland, Czechoslovakia and the astronauts all have singles. Teen-Wilt and Secret Kapelle made a very lively LP for RCA "Blaniman Beim Kromserva," a record with a great number of typical German Schlager.

In Hervinum's Hotel Godcalpend September 2, some 800 record dealers and their wives, representatives of Holland's leading music firms and many guest were on hand for the Phonogram Studio's 17th Grand Opening yesterday. H. Waterman (Decca's export manager), Jack Boyce (Decca's classical promoter) and Marcel Steeneman (Decca's popular promoter) from England; J. Bouyer (Capitol) from France; Charles Leppe (sales manager) from Berlin; Russell (RCA-Victor) from Paris; from Yugoslavia, L. de Koli, director of Philips Netherlands; C. W. J. A. Langenbergh, director of Philips' production department for radio and film, and Holstein were hosts.

J. Van der Meersch introduced his new products to the record dealers. J. J. M. Heslinga, who was appointed Phonogram's new director September 1, presented new products of Phonogram's pressing and pressing department. He made a special mention of new releases on New Concert Series on Philips.

Presentations were of the Liedel Lied, a popular Dutch performing a brand-new Dutch recording of the "Kappid" by the "Liedel Lied" with special Belgian guest-star Lise Markes and the "Surprise Series" with popular Dutch singer and the Dutch singer Willy Alberts, recording artist for 25 years.

Color slide presentations were given of the Liedel Lied, a popular Dutch performing a brand-new Dutch recording of the "Kappid" by the "Liedel Lied" with special Belgian guest-star Lise Markes and the "Surprise Series" with popular Dutch singer and the Dutch singer Willy Alberts, recording artist for 25 years.

Rehearsals for the Dutch version of the Lionel Burt musical "Oliver's" started by the Canadian Johnny Krupka, started at the seaport Rotterdam. The premiere will be at the Amsterdam Concertgebouw Orchestra with the conductor of the Amsterdam Concertgebouw Orchestra. It is scheduled for the coming week.

To Commander of the Orde of Orange-Nassau, who was appointed the famous conductor of the Cleveland Symphony Orchestra, George Selleck, director-general of the arts and foreign cultural affairs of the Ministry of Education, Arts and Sciences, handed the famous American conductor the Dutch medal of honor. Selleck has done much for Concertgebouw Orchestra.
...but Billboard's been hip since 1914

Our version of it looks like this:

To Billboard, membership in the Audit Bureau of Circulations means the very highest form of integrity and ethical standards of business practice.

It means Billboard does not expect anyone to accept unverified claims of circulation—generation—or occupation of its subscribers in the music-record field... but is more than pleased to submit to the rigid annual audit of ABC to offer the entire industry the accurate and impartial proof of readership.

In fact, we've downright giddy about the whole thing... since each maturity detailed ABC report continues year after year to reiterate Billboard's circulation leadership—nearly twice of that of the next publication in the field (which, by the way, is unsold).

For Billboard readers, that leadership in quantity of paid subscribers is substantial proof of Billboard's superiority in quality of editorial content... because people just don't lay out money for a business paper that does not fill their needs. An ABC statement is a barometer of editorial excellence. Let the quality of content slip, down goes readership, and... well, to be honest, ABC is not known for its soft voice... the increasable truth will quickly become a matter of printed public knowledge. That added check, combined with Billboard's own 70-year history of unimpeachable reporting, is what provides you this week and every week with the very best business paper in the industry.

And for advertisers... an ABC statement puts solid value behind every advertising dollar by letting the advertiser know in advance precisely how many people his message will reach, who they are, and where they are. ABC further prevents the advertiser's investment with its rigid ratings as to just how these subscribers can be obtained. Padding circulation with wild offers and fancy premiums is strictly taboo... no mail costs, no fees on the moves and no 4-year subscription fee for 36. The amount paid by a subscriber must be sufficient to indicate that his interest lies in the publication itself... not in the "deal" or premium.

In short, Billboard is thoroughly delighted with every aspect of ABC control... it makes us "hip"... and in our wild and wooly world of show business, that's the word that separates the men from the boys!
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 20

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Weeks</th>
<th>Chart</th>
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</thead>
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<tr>
<td>1</td>
<td>BLUE VELVET</td>
<td>Wayne Morris</td>
<td>5</td>
<td></td>
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<tr>
<td>2</td>
<td>MY BOYFRIEND'S BACK</td>
<td>Feldman-Goldsmith</td>
<td>8</td>
<td></td>
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<tr>
<td>3</td>
<td>SALLY, GO 'ROUND THE ROSES</td>
<td>Andrews-Sanchez</td>
<td>6</td>
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<td>4</td>
<td>HEAT WAVE</td>
<td>Hal Leonard-Reader</td>
<td>6</td>
<td></td>
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<td>5</td>
<td>BE MY BABY</td>
<td>Spencer-Greene-Berry</td>
<td>5</td>
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<tr>
<td>6</td>
<td>THEN HE KISSED ME</td>
<td>Spencer-Greene-Berry</td>
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<td>7</td>
<td>IF I HAD A HAMMER</td>
<td>Hays-Singer</td>
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<td>8</td>
<td>SURFER GIRL</td>
<td>Wilson-George</td>
<td>7</td>
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<tr>
<td>9</td>
<td>WONDERFUL! WONDERFUL!</td>
<td>Rushmore-McCormick</td>
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<tr>
<td>10</td>
<td>MICKEY'S MONKEY</td>
<td>Rushmore-McCormick</td>
<td>4</td>
<td></td>
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<td>11</td>
<td>CRY BABY</td>
<td>Russell-Moore</td>
<td>3</td>
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<td>12</td>
<td>MORE</td>
<td>Rushmore-McCormick</td>
<td>10</td>
<td></td>
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<tr>
<td>13</td>
<td>A WALKIN' MIRACLE</td>
<td>Hughes-Leon-Lee-McCormick</td>
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<td>ACAP</td>
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<td>14</td>
<td>THE MONKEY TIME</td>
<td>Martin-Paleo</td>
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<td>15</td>
<td>BUSTED</td>
<td>Howard-Pipeman</td>
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<td>LITTLE DUDE COUPLE</td>
<td>Wilson-Church</td>
<td>3</td>
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<td>17</td>
<td>THE KID OF BOY YOU CAN'T FORGET</td>
<td>Newman-Barry</td>
<td>4</td>
<td>TGT</td>
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<tr>
<td>18</td>
<td>MARTIAN HOP</td>
<td>St. Lawrence-Young</td>
<td>4</td>
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<tr>
<td>19</td>
<td>HELLO MUDMUD, HELLO FAODHUN</td>
<td>Stewart-Dickson</td>
<td>8</td>
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<tr>
<td>20</td>
<td>PAINTED, TÄINTED ROSE</td>
<td>Stewart-Dickson</td>
<td>6</td>
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<tr>
<td>21</td>
<td>HEY GIRL</td>
<td>King-Garrison</td>
<td>7</td>
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<td>SUGAR SHACK</td>
<td>McComb-McCormick</td>
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<td>23</td>
<td>HONOLULU LULLU</td>
<td>Norton-Sparks</td>
<td>2</td>
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<tr>
<td>24</td>
<td>MEGHANJURF</td>
<td>C. A. T. Foss</td>
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<tr>
<td>25</td>
<td>YOU CAN NEVER STOP ME LOVING YOU</td>
<td>Shahan-McCormick</td>
<td>5</td>
<td></td>
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<tr>
<td>26</td>
<td>PART TIME LOVE</td>
<td>Harmon-McCormick</td>
<td>2</td>
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<tr>
<td>27</td>
<td>ONLY IN AMERICA</td>
<td>Lanzani-McCormick</td>
<td>1</td>
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<td>28</td>
<td>I CAN'T STAY MAD AT YOU</td>
<td>Key-Gonzalez</td>
<td>1</td>
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<tr>
<td>29</td>
<td>WHAM</td>
<td>Wain-Wain</td>
<td>1</td>
<td></td>
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<tr>
<td>30</td>
<td>BUST OUT</td>
<td>By Benjamin</td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>

RECORDINGS AVAILABLE

Hot Selling Record Listed in Bold Type

1. BLUE VELVET—Wayne Morris. Easy. Nat. 100.056. Del 10.1/19. 1
2. MY BOYFRIEND'S BACK—Arthur. Bronze 1014. 1
3. SALLY, GO 'ROUND THE ROSES—Jazz. Tijuana 101/19
4. HEAT WAVE—Jazz. Vogue 101/19. Top 100. 1
5. BE MY BABY—Lil Hardin. RCA Victor 101/19. Top 100. 1
6. THEN HE KISSED ME—Clydesdale. RCA Victor 101/19. Top 100. 1
7. IF I HAD A HAMMER—Jeanette. Mercury 101/19. Top 100. 1
8. SURFER GIRL—Johnny Burnette. Capitol 101/19. Top 100. 1
9. WONDERFUL! WONDERFUL!—Jimmie Rodgers. Columbia 101/19. Top 100. 1
10. MARY HAD A HAMMER—Red Foley. Mercury 101/19. Top 100. 1
11. YOU ARE MY HONEY—The Orioles. Columbia 101/19. Top 100. 1
12. WILLIE THE WISE—Billie Holiday. RCA Victor 101/19. Top 100. 1
13. MARY HAD A HAMMER—Shades of Blue. Columbia 101/19. Top 100. 1
14. OUR LOVING—Red Foley. Mercury 101/19. Top 100. 1
15. THE KID OF BOY YOU CAN'T FORGET—Billie Holiday. Columbia 101/19. Top 100. 1
16. MARTIAN HOP—Beehive. Columbia 101/19. Top 100. 1
17. HELLO MUDMUD, HELLO FAODHUN—The Orioles. Columbia 101/19. Top 100. 1
18. PAINTED, TÄINTED ROSE—The Orioles. Columbia 101/19. Top 100. 1
19. HEY GIRL—King-Garrison. Columbia 101/19. Top 100. 1
20. SUGAR SHACK—McComb-McCormick. Columbia 101/19. Top 100. 1
21. HONOLULU LULLU—Norton-Sparks. Columbia 101/19. Top 100. 1
22. MEGHANJURF—C. A. T. Foss. Columbia 101/19. Top 100. 1
23. YOU CAN NEVER STOP ME LOVING YOU—Shahan-McCormick. Columbia 101/19. Top 100. 1
24. PART TIME LOVE—Harmon-McCormick. Columbia 101/19. Top 100. 1
25. ONLY IN AMERICA—Lanzani-McCormick. Columbia 101/19. Top 100. 1
26. I CAN'T STAY MAD AT YOU—Key-Gonzalez. Columbia 101/19. Top 100. 1
27. WHAM—Wain-Wain. Columbia 101/19. Top 100. 1
28. BUST OUT—By Benjamin. Columbia 101/19. Top 100. 1

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Everybody in the Sweat as Stations Hand Out Shirts

NEW YORK — Seems the sweat is still a thing as a gimmick has found its niche in radio.

In Topuka, Kan., radio station KEVI has already gone through well over 4,000 “Keewee Good Guy” sweatshirts over more on order during the past year. The outlet has been merchandising the “Keewee Good Guy,” “Keewee Kulie” and “Keewee Scone” as a local supermarket chain at $2.39 apiece.

The “Keewee Good Guy” reason that when they sell 5,000 of the orange shirts then the station’s name will go on their license, if not given away nearly 15,000 of its “Good Guy” sweat shirts, will only be three to one ahead of New York market three times the size of the Topuka market!

WMTR ("Good Guy") sweatshirts are being awarded on a regular basis to the station’s listeners in the Albany area. The sweat shirt caper is not limited to radio. WNYX-TV, Syracuse, has been handing out "Baron Daunon’s" sweat shirts which carry such credits as "I’m a real cool guy" and a ghoulish character of a male and female. The 10,000 sweatshirts are being offered to Channel 9 viewers as a promotion for the

(Continued on page 37)

New Stations Sprung Up

NEW YORK — The broadcasting situation is now regularly welcoming newcomers into the fold. Two new outlets are scheduled to begin broadcasting operations October 1.

WNYY, Albany, under the management of WGHK, Harrisburg, has been awarded a call sign that will be a classic in that area.

WJYJ, Philadelphia, is a general manager of KWWY, Fort Worth.

Princeton, N.J., a new station which will be moving into the light classic format, is now an Eighty-two.

Radio TV

VOX JOX

AT YOUR SERVICE: KDKA-Radio’s Art Pallan has been named chairman of the Hope Corps and the station is launching an extensive campaign to enlist members in the new youth group, which is being organized by the Allegheny County (Pittsburgh) Chapter of the Pennsylvania Association of Retarded Children.

San Francisco — The acid test of music policy is competition. A station will grow fat on its ratings as long as its competitors are flabby. So listen carefully when two in the market are bound to sharpen up its operation, and the rating picture begins to change.

For reasons not clearly understood, top 40 records are considerably more vulnerable to ratings decline than are the comfort of music or the ratings directly from the advertisers. Advertisers appear to believe that on a good music station they get a better buy, whereas on a top 40 station they are buying only a predictable number of records. This whole idea apparently prevails that most of the modern music is today’s popular records are somehow deplorable, cannings cheap shots and, regardless of what it may be, that the advertiser attitude exists, and because of its community must drive those ratings—or else?

So to the people who advertise and people who advertise antipathy toward today’s popular music makes little sense. Popular records are not the exclusive province of the top 40. Agency media buyers know, from independent research studies, that most top 40 audiences contain a majority of adults. In spite of this, agency people are still prone to evaluate top 40 as “kid’s music.”

In my opinion, this confused intake is mainly the fault of top 40 people themselves, aided to be sure by the caustic criticism of the press and of the competition. Far too many top 40 stations emphasize too much appeal out of all proportion to their audience potential. “Dedication” shows are a case in point. Billboards about how seventh grade Lucy is mad at John and so on. In the eighth grade think that Tom is a “darling” can be pretty nauseating to listeners who are over 18 years of age. It is not necessary for a station to sound juvenile in order to please its younger listeners.

From time to time we hear of a top 40 station that is changing its music policy because it’s revenues are inadequate. Often change because of ratings intrudors by a competitor. Such changes, either in a smooth or hard nick, will be the risk of lowering ratings without compensating revenue gains.

It is possible that the doctors who have prescribed the change have incorrectly diagnosed the illness. Radio “experts” make music policy plans, music policy they themselves, in many cases a re-orientation of the station’s air presentation, or of its community image, can solve the problem without tinkering with the music.

Music policy does occasionally require modifications to meet changed conditions. In the event of a competitive challenge, however, it’s a good idea to take a long, hard look at the many factors involved in a station’s public opinion. The music policy does need revision, it is well to consider the mass changes more carefully. Amateur tinkering is worse than nothing. The wise manager has a specific objective and then makes certain that the problems making the changes are moving intelligently in the right direction. Changes should be made with a purpose, not out of panic.

Pete Getzall (center), WIP sportscaster and player-coach of the Philadelphia Eagles, is presented with a memento by James A. Skidmore, president of the New Jersey Jaycees (right), for his efforts in behalf of President Kennedy’s Build Our Youth Physical fitness program. On hand for the presentation is Harvey L. Glassman, vice-president and general manager of WIP (left).

Bob Wrigley, general manager, WFBBM (Radio Indianapolis), accepts on behalf of station, Radio-Television News Directors Association national award for station’s editorial

HATTS OFF TO WCOU Radio (Leawiston, Me.) currently celebrating its 25th anniversary WCOU president is Faust Coupe. WCOU A
day Tom (The The Be) Barks has reached from his Sunday p.m. stanza to the top station in the land. . . . Also on the Maine line is Portland’s WJAB, which has adopted the news slogan Total Information. WJAB lucks this up with Washington correspondents, stringers and mobile newsmen throughout the State and boasts no fewer than five telephone-equipped newsmen. . . . Jay Jeffers, who has returned to WJAB after a stint at WBCN, Boston. Other listeners are Bob Fuller, Jon E. Dee and Jim Sands.

HEAR HEAR! Waldo (Bruce-town) Thornton, program direc tor of Indianapolis swing WSGW, a station that “record distribu tion for the most part is lousy (there) with few exceptions.” Thornton pointed out that Indianapolis is a full fegged city with a metro area serving less than 1 million

(Billboard)
we're always on the charts!
NOW AVAILABLE
A Vital New Book in the Music Field

How to Get Your Song Recorded

BY ROBERT ROLONTZ

Published by Watson-Guptill Publications, Inc.
1564 Broadway, Dept. 1084
New York, N. Y., 10036

Please send me _______ copies of HOW TO GET YOUR SONG RECORDED. Enclosed is my remittance for _______.

Name ____________________________
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City ___________ Zone ___________ State

Would you like to know how to get your song recorded? This authoritative new book shows you how. In clear, concise, and easily comprehended manner, this book delineates the steps necessary to getting maximum attention for your phonograph record. A must for anyone interested in the music industry.

Robert Rolontz, author of this volume, is a professional musician in the music business for over 30 years. He has served as label manager, A&R Director, and head of promotion for major record companies. A book of this type has been needed for years.

$2.50

Published by Watson-Guptill Publications, Inc.

Vox jox

• Continued from page 36

people. "These people not only buy records but they would like to hear them before they are a month old," he says. Wally, your complaint of having to buy records at local one-stop and stores before receiving them from distributors is one of the problems I experienced when program director of WIRE in your beautiful city.

VOX JOX

KEYS TO THE KINGDOM

Commercial Records Commercial Dept.
NYC 22

"WATSON-GUPTILL"

A book of this type has been needed for years.""WESTER. B. ROSE

publica 1, Inc.

A book of this type has been needed for years., Duncan Watson. Commercial Records Commercial Dept.

"A concise, comprehensive guide. It is a must for every popular music industry professional. A must for every pop music record producer. A must for every collector of pop music history. Every professional should read this book to understand the changing nature of the multi-faceted world of popular music industry."—Bill Randle of the WCRS Radio.

A BILLBOARD BOOK

published by Watson-Guptill Publications, Inc.

For anyone who wants to learn about the marketing of a song in today's music record business, this book will be a constant source of reference. The introduction, by Mitch Miller of the popular "Sing Along With Mitch" CBS-TV Show, is a must for any young man or woman who is serious about becoming a professional songwriter.

At your favorite dealer or use coupon below

Whether you are a "pro" or a beginner, this book is must reading.

Contents Include:

• Your Song and What to Do With It
• How to Make a Demo Record
• Protecting Your Song and Yourself
• The Songwriter and Performing Rights Societies

plus:

List of Active Record Companies
Leading U.S. Music Publishing Firms
Wide Record Distributors in the U.S.
Recording Studios

MIDDLE-ROAD SINGLES

YE GODS, are there promotion men getting ugly? Seriously, WYJR (Chicago) decay Dick Jones gets out the Gorilla, which is currently receiving hot sales reaction in Pittsburgh, Denver and Indianapolis. The Cortland waxing features the kiddies.

SEGUE

Red Jones departs KEDO (San Diego). John Stone appointed program director of WFCF, joining the station as the host of the 6 to midnight program. Jones has been program director at KFZM.

Public relations manager for the KEDO, Jack Frost moves from KRIZ (Phoenix) to KFZM.

AL Anthony is now handling duties of director of operations for KFZM. Deejay Morris will also host the special "Sunday Sinatra and Strings" show heard on Sundays at 11 a.m.

POP-10 YEARS AGO

September 26, 1955

Walt Disney's "Snow White and the Seven Dwarfs" - the first full-length animated feature film - was released.

RHYTHM & BLUES-5 YEARS AGO

September 26, 1960

The Rolling Stones released their first album, "The Rolling Stones," which included their signature song, "Ziggy Stardust."
A SPECIAL WINDOW DISPLAY at Harvey's in Nashville has put the spotlight on top country artists during the past several months. The displays, designed by Roy Carey, Harvey's display director, have coincided with the artist featured on the Harvey-sponsored portion of the "Grand Ole Opry." Artists featured in the groupings above include Roy Acuff, Hank Snow, Flatt and Scruggs and the Louvin Brothers.

Display Windows Pay Off Well in Nashville

NASHVILLE — Special display windows coupled with vigorous merchandising efforts are paying off for Harvey's Department Store's record department, according to Fred Harvey Jr., president of the mid-South's largest store.

"August total sales showed a 51 per cent increase this year over the same month of 1962," Harvey said. As a special promotion, Roy Carey, Harvey's display director, has spotlighted a different Grand Ole Opry artist and the artist's top albums in a show window near the entrance to the record department for the past seven weeks.

The windows, each week, display in with the artist who plays the Harvey-sponsored portion of the WSM radio Grand Ole Opry. Some of the top artists included in the promotion during the past several weeks include the Jordanaires, Roy Acuff, Flatt and Scruggs, Porter Waggoner, Hank Snow, Sonny James and Louis Buckelew, veteran Nashville disc jockey and owner of Buckley's Discount Records, operates the record department of Harvey's.

Harvey pointed out that his store has profited with strong promotion of records. Records in most department store are neglected," Harvey explained. "Many times the customer will find records hidden behind the appliance department on the eighth floor, but we know records can be big business for the man who goes after it," he added.

Harvey's records are located on the ground floor near one of the busiest entrances in what is considered the top outlet for records in Nashville. Harvey's, in addition to giving prominent floor and window space to the department, also has a busy portrait of air time and newspaper advertising.

EIA Planning Moves Against Audio Imports

WASHINGTON — A "massive effort" to save the American electronic industry from destruction of a number of imports from "low wage" nations, has been begun by a group of EIA to back a request for funds to carry it through a "cautious" and "ambitious" program of the industry. The program would include a study of the effects of imports on employment and sales and on production of U.S. manufacturers bearing the brunt of the foreign competition, which would be used to back a variety of actions to be urged on various government agencies.

"...the record department for the past seven weeks."

The windows, each week, display in with the artist who plays the Harvey-sponsored portion of the WSM radio Grand Ole Opry. Some of the top artists included in the promotion during the past several weeks include the Jordanaires, Roy Acuff, Flatt and Scruggs, Porter Waggoner, Hank Snow, Sonny James and Louis Buckelew, veteran Nashville disc jockey and owner of Buckley's Discount Records, operates the record department of Harvey's.

Harvey pointed out that his store has profited with strong promotion of records. Records in most in-store departments are neglected," Harvey explained. "Many times the customer will find records hidden behind the appliance department on the eighth floor, but we know records can be big business for the man who goes after it," he added.

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Packard Bell New Line Includes Wide Selection

LOS ANGELES — Packard Bell has introduced its new stereo and stereo-TV-radio combination units in its 1964 line. Distributor showrooms have been held here and in San Francisco, Portland and Dallas, with dealer shows scheduled for a number of areas following the district meetings. The line includes consoles, swing-out, expandable and hifi models in hard-crafted, all-wood cabinets. All units contain four-speed changers and AM-FM, FM stereo radios. The combination units feature both black and white and color TV.

Kenneth R. Johnson, vice-president and general manager, commenting on the firm's "long, low look" stereo models introduced two years ago, said the current lines incorporate a number of "versions of the look." He also described the line as making a "return to elegance" in stereo systems.

A feature unit in the line is the stereo bench (Model RPC 27 at $279.95) which is easily converted to a cocktail table, occasional table or window seat. Also of interest are the swing-out and expandable models. When not in use, Model RPC 31 (flat price $475) measures four and a half feet in width. With speakers swung over, the set becomes seven and a half feet in width. Speakers are also detachable, giving the unit considerable versatility for use in rooms of various sizes.

"Selling the wrong needle is verschmutze...!"

MGM Hoot Disk Tied to Movie

NEW YORK — MGM Records has released Sheb Wooley's recording of "Hootenanny Hoot" to coincide with showings opening of the new MGM musical "Hootenanny Hoot" throughout the country. Song, which Wooley also sings in the film, was written by Wooley and the film's musical director Fred Karger.

IPG Handles Clock

NEW YORK — Independent Producers Group, Inc., has taken over worldwide distribution of Time-Date Records. The first album which IPG will distribute for Clock is "The Golden Hits of Dave (Baby) Cortez.

In addition to the album, IPG, Inc., will make available on the Clock label a single of "The Happy Organ" backed with "The Whistling Organ."
A Cold Five Years for Progress

... Continued from page 39...

THERE WILL ALWAYS be some people opposed to-rocking the boat when business is good. Remember the moaning about the introduction of stereo, which upset the then-growing monophonic "hi-fi" market? Nevertheless, this industry thrives on changes, on new products, on radical new ways of doing things. When we no longer come out with significantly new products, with sharp improvement over older models, we can expect our customers to increase their spending for boats, for swimming pools, for travel, and for home billboard tables—at our expense.

A halfway awakening began this year, with some rather significant changes in a couple of existing products-but hardly radical breaks with the past. One is the increasing trend to solid-state circuitry in sound equipment; the other is the introduction (or reintroduction) of personal portable small-screen TV. Not breathtaking, but at least evidence of some imagination. Both are based on developments of many years ago, and the decision to introduce them this year was made as an economic as a scientific one.

Now, however, we appear to be standing on the threshold of a major new era of progress in consumer electronic products, nearly ready to emerge from our five-year technological rut. Home entertainment may yet be forced to leave the sleepy era while it's still ahead.

We'll cite three important developments which could bring major changes to the home entertainment market in the next five years.

THE FIRST WILL APPLY initially in the field of radio, but eventually its benefits will be felt across the entire consumer electronic spectrum. This is the field of molecular electronics, integrated circuitry and related developments. For the first time, a military-space development promises to be translated almost immediately into the consumer field, eliminating the 10-year wait which kept the transistor from the public.

Molecular electronics substitutes tiny chips of semiconductor materials for entire circuits. It promises extremely high reliability, sharp reductions in size and lower power drain. But the big reason why this technology may be adapted soon to consumer products is that—according to many scientists—it is capable of mass-production at a cost lower than equivalent conventional circuits. American manufacturers are extremely interested in this concept, since they feel it will offer a potential way to recapture the radio market from the Japanese.

For the consumer, it could eventually mean service-free radios, ultra-miniature radios, "disposable" radios, hi-fi systems of broadcast studio quality, and other equipment in extremely compact packages. Many experts believe integrated circuitry will begin showing up in portable radios less than two years from now.

The second important development will merge recording and television. A low-priced home video recording system is almost certain to be introduced within the next five years. Many companies are now working on it, and several systems have already been announced (but none has yet been proved to be manufacturable and marketable at a price within reach of most consumers). Home video recorders could start an entire new industry—pre-recorded video records, home TV cameras, special clock-timers to record TV programs while nobody is at home, and so forth.

The third major development of the next five years probably will be a rather startling improvement of an existing product—color television. We have no knowledge of any coming breakthroughs in this field—but we do know that engineers and laboratories are now looking into the suddenly booming field of color TV that it's now safe to forecast such developments as portable color television, low-priced color television, and huge-screen color television, with first moves in these directions coming within the next five years.

There may be other significant developments in the works, but these illustrate our point. Consumer electronics is becoming exciting again. Some manufacturers are beginning to intensify their consumer product research. New products are urgently needed—and they'll be forthcoming. The industry can't survive on complacency and price cutting.

Learn to adjust your thinking to the fact that something new is coming. It will be easier to sell it than to sell against it.

NEW DEALER PRODUCTS

Setchell-Carlson's 3 New Models

A stereoradio combination. The unit is available in Contemporary, French Provincial and early American styling. Shown above is the Early American unit. Model ESP40. The set includes FM stereo receiver, low-priced VHF changer, eight complete eight-inch woofers and two four-inch tweeters.

SPOTLIGHT ON JAZZ

Billboard—the only business publication covering the Jazz field on a regular basis NOW PRESENTS ITS ANNUAL JAZZ SPECIAL

A FULL EDITORIAL WRAP-UP OF THE NATIONAL AND INTERNATIONAL JAZZ SCENE ... FROM BASEMENT BISTROS TO CARNEGIE HALL—FROM PROGRESSIVE TO THIRD-STREAM ... AND HOME AGAIN

A ONCE-A-YEAR PEAK-IMPACT OPPORTUNITY FOR DRAMATIC ADVERTISING OF YOUR CURRENT AND COMING JAZZ RELEASES

RESERVE AD SPACE NOW ADVERTISING DEADLINE: OCTOBER 2

Billboard New York Chicago Hollywood Nashville

Material presente da copyright
Everyone & His Brother
A Tape Recorder Prospect

READING, Pa. — "Everybody is a tape recorder prospect," says James McGlinn Jr., owner of Delaware Recording. The philosophy has led to many sales.

"Actually, only one out of every 10 tape recorder customers comes into our store with the thought of buying one," explains McGlinn. "If we were to sell recorders only to those who are interested in them, our sales would be half what they are. But we look at it from another angle — that every photographer is a potential tape recorder buyer, and a large percentage of them will be interested in a tape recorder."

"We find that when we discuss our recorder with them, the question of whether they are interested or not is secondary. The real question is, can we offer them a unit that will suit their needs?"

"Our salesmen are trained to handle the question of interest, but we try to come at it from another angle. We don't ask, 'Are you interested?' We ask, 'What do you want to do with a tape recorder?'"

"The answer is usually, 'I want to record music.' So we show them the features of our recorder that are designed specifically for music recording."

"And we stress the simplicity of operation. We don't want to make it too complicated. We want to show them how easy it is to use."

"We also stress the flexibility of the recorder. With the various speeds and types of tape available, there is something for everyone."

"Finally, we stress the durability of the recorder. We want them to know that we stand behind our product."

"This approach has worked well for us. We have sold many recorders to customers who had never before considered buying one."

"And it has been a great help to our salesmen. They don't have to worry about whether the customer is interested or not. They can just concentrate on selling the product."

"It's a great system, and it's working for us. I think it could work for anyone who wants to sell tape recorders."

"I recommend it to anyone who is in the business. It's a great way to make sales."

"And it's a great way to make money. With the right approach, anyone can sell tape recorders."

"So if you want to sell tape recorders, I say, 'Just remember, everybody is a tape recorder prospect.'"
OFFICE SPACE FOR RENT
Prime Midtown Location
6700 square feet will divide
Centrally air-conditioned
Acoustical ceiling in parts
Asphalt tile flooring
Accessible to all modes of transportation
Unusually Low Rent

Contact:
Kathleen S. Laub
Collins & Tulee & Co.
261 Madison Avenue
N.Y. City 16, N.Y.
Tel.: MU 2-4920

The Company that
REALLY goes after
more business CAN
get more business...
by consistent
advertisements in
Billboard's

Buyers and Sellers' CLASSIFIED MART

It's a proven, economical way to attract
prospective buyers, to maintain sales and
to increase profits!!!

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

FOR SALE-150 ASSORTED 41 RPMs, 80s. $75.00 FOR 500. Phone V 14322 or 782-5206.

HAYDN SOCIETY RECORDS
ARE NOW AVAILABLE TO QUALITY DEALERS
FROM COAST-TO-COAST
Send for current catalog
EOSTER, INCORPORATED
P. O. BOX 1799
HARTFORD, CONN.
National Distributors for
HAYDN SOCIETY RECORDS

NEW RECORD LINE
You can get the best dis-
tribution in Pennsylvania,
New Jersey and Delaware
by calling PC-Publer 5-1010.
We will run and promote
your records.
WORLD WIDE RECORD DISTRIBUTING COMPANY
1528 North Broad Street
Philadelphia 21, Pa.
PC-Publisher 5-1010

FACTORY NEW 45s, 100 ASSORTED, $8.00. Factory arm 1050 and 1055, 100 on same
record. $10.00. Salesmen 1050 and 1055, $11.00 each. Factory arm 1051 and 1052, $10.00
each. RU. PALS. 1050 and 1051, $10.00. RUL. PALS. 1051 and 1052, $10.00 each.

RECORD LABELS LARGE OR SMALL
Put us on your dj, recording list so we can know when you have released a
new record
We want to know about your new
records so you'll get maximum ad-
vertising exposure in this important
market area.
We'll supply you with the
JET ONE-STOP
4928 N.W. 7th Avenue
Miami 12, Florida
(305) 731-2470

RECORD MFG., SERVICES, SUPPLIES AND EQUIPMENT

RECORD PROMOTION & PUBLICITY
GUARANTEED RADIO PLAY-ONLY $6.00 PER LINE.
ON THE AIR, radio and newspaper
merchandising. Same price per addi-
tional line. Address order to
Billboard Sales, 120 E. 42nd Street, New York 17, N. Y.
Norton 6-3253

RECORDING FACILITIES & SUPPLIES

WHEN ANSWERING ADVERTISEMENTS, PLEASE MENTION BILLBOARD AND THE REGULARIZED READER.

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

TIMES SQUARE OFFICE SPACE
1560 Broadway
New York City
700 sq. ft. to 10,000 sq. ft.
Air-conditioned, fully-modernized.

Rental rates.
Phone: H.G. Shephard at CI 5-8975

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

CLASSIFIED RATES

Per Insertion

40c 8c 12c

Manufacturers & Importers

56 50 $85

Advertisements

50 50 $85

Classified Ad Order Blank

Classified Advertising

Please insert the following ad for consecutive issues.

Company Name: __________________________

Address: __________________________

City: __________________________

State: __________________________

Zip: __________________________

When answering ads... Say You Saw It in Billboard

1560 Broadway
New York City 17

1960 W. Randolph St.
Chicago, Illinois 60606

Chicago, Illinois 60606
Coin Machine Exports

May, 1963

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Coin Machine Exports

M. A. ROSENGARTEN, chief of Musikvertrieb, Zurich, with European Seeburg distributor officials at the recent introduction of Seeburg's Encore foreground music system. Left to right: Henr Herbotsch, Seeburg S.A., Antwerp; Jack Dimenstein, Musikvertrieb, Zurich; Arthur McZier, Seeburg sales representative for Africa; and Robert Poh, Seeburg G.m.b.H., Hamburg; Enrico Barthold, Musikvertrieb, Lugano, Switzerland; Willie Kibble, Phoenix Apparatus, Kielshle, Germany; Rosengarten; Giuseppe Passini, Genoa, Italy; J. A. Leper, Past Nordic, Goerberg, Sweden; Tom Henderson, Seeburg (Great Britain), Ltd., England; George Gilbert, Seeburg International; Thomas Tanageli, Nordrop company, Helsinki; Leon Hutmacher, Musikvertrieb, Loussan, Switzerland; Emannuel DeGeest, Seeburg European field engineer; Hans Neufeld, Musikvertrieb, Zurich. Also present, but not in the picture: Jean Paul Bard, Seeburg, Paris, and Charles Donnan, Abadan Company, Stockholm.

Fun & Games Spark Coin Outsing

ELLENVILLE, N. Y.—"Bring on the Music!" That was the battle cry of the Operator softball team after it defeated the Distributors eight to four in the County Club here Saturday night. The victory was the third in the three-day out of the Music Operators of New York, the Westchester Operators Guild and the New York State Operators Guild.

The defeat was a bitter pill for Irv, The Kissin Salesman Kempner, who picked one of his better games, holding the Operators to seven scattered hits, not all of them for extra bases.

Normally a gracious loser, Kempner muttered something about the strike zone, claiming that at least two of the runs gave up were in error. A view of the nine errors committed by the Operators, the charge did not sound unreasonable.

But when Buffalo Bill, a Seeburg executive and one of the Operators, took to the field to start the game, the charge did not sound unreasonable.

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Trade in Europe Not Angry at U.S.

LIVORNO—U. S. coin machine experts are agreeably amazed at the response achieved between the U.S. and European trade. Nothing quite like it has ever been attained before in U.S. business annals. All is sweetness and light in the Italian coin industry and not admiral there—within the transatlantic trade. Which would not be particularly noteworthy except that Europe is by far the largest market for U.S. coin machines and this is a negligible market for European products.

Latest figures show European accounts for about 80 per cent of the U.S. coin machine exports. In theory, such a massive invasion of the European market should be resented, but more so since the U.S. is expected to be in the early postwar period with the goal of getting back on its economic undertakings.

One issue in the news is the possible import of European trade, since the trend is toward a U.S. domestic trade. Rather, the Continental trend resists any suggestion that it is moving toward a U.S. import.

This is spectacularly the case here in Livorno, where Nohtom mutuals and small Italian companies are in competition with U.S. exported equipment. It is equally true in France, where Emphase competes against U.S. phonographs.

And it is true for West Germany, where the VDAI, the German trade association, has just issued a report reaffirming its dedication to free trade in coin machine equipment. The VDAI specifically rejected the idea that it might be resolute of U.S. export success.

Analyzing these figures, one is struck by the harmonious sounding of the transatlantic coin machine trade. Once again, as an Italian coin expert here pointed out, "in the enlightened attitude taken by the American trade from the outset. The Americans have spread our trade. We know that without American help there would be no Italian coin machines as we know it today.

"If the Americans have created a free market in Europe, they are entitled to it. They have it coming, and we are glad.

Italy imported 301 new phonographs in the last month for which U.S. Department of Commerce figures are available. That is a lot, but it is not far enough that the over-all figure was only 10 per cent less than for 1959.

Cited as reasons were a remarkable drop in tourist arrivals, and the fact that the companies are using cameraphones to attract fall season tourists. As a result, it has been more difficult to stay in mountain lodges and hotels, which, of course, is important to the coin-automated machine centers.

A marked improvement is the high figure in the Colorado resort area shown a year ago. This year, the area has brought along outdoor camping facilities, which means that the tourist trade is more likely to be out in the woods as well as in the good coin-automated machines.

Outlook Fair

The outlook for the rest of the 1963 season is good, however, according to such operators as the Continental Music Company. Given as reasons were the establishment of government policies in the Denver area, the fact that the area is becoming more of an outdoor camping facility, and the fact that the tourist trade is more likely to be out in the woods as well as in the good coin-automated machines.

Denver Collections Down, But Outlook Not Too Dark

By Bob Latimer

DENVER—Coin machine collections here are down by 10 to 15 per cent, as compared with same date in 1962.

All but one of a dozen large operating firms surveyed reported that it was down by 10 to 15 per cent for this year, while the other operator, who had added several mountain-resort routes to his locations, said that the collections were up somewhat, although enough that the over-all figure was only 10 per cent less than for 1962.

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ROCK-OLA presents for 1964...
new versatility...product progress where it counts
new ROCK-OLA

Rhapsody II

Model 418S
160 play deluxe stereo monaural phonograph.
Model 418SA
with new 7" LP feature!
new 7" LP feature!

Now, with the new Rock-Ola Rhapsody II, Model 418SA, operators can meet the demands of any location. Offer 33⅓, 45 RPM, even 7" LP albums. The LP feature is installed in groups of 10 records (20 selections). Any number of LP albums can be installed, up to 80 records, with 160 selections... in groups of 10. Customer has the choice of both sides of album record or any combination of sides. Mix any bank of records in any sequence with the Rock-Ola Mech-O-Matic changer... or, offer all 33⅓, all 45 RPM, all 7" LP records!

Yes, here at last is the phonograph that truly has everything... greatest possible selection versatility... superbly crafted cabinetry, now with new stain and mar resistant "Conolite" plastic laminate finish... famous Rock-Ola design simplicity... plus, full dimensional stereo sound that can be easily adapted to anything from a small cafe to a concert hall!

progress where it counts!

New Miniaturized
160 selection Mechanism

Here in one simple, compact mechanism is proof enough of the Rock-Ola tradition of quality and engineering excellence. Now the famous quality of the Rock-Ola 100 selection mechanism is incorporated in the miniaturized 160 selection mechanism. Pure and simple concepts of engineering that offer the operator an ultimate in design simplicity and dependable, trouble-free operation year after year.

More than merely miniaturized, the new Rock-Ola phonograph mechanism is so designed that its operation is almost exclusively mechanical... In addition to design simplicity, the Rock-Ola selector system offers operators the fastest selection-to-play cycle available... more play, more profits! Coupled with the famous Rock-Ola revolving record magazine, it selects ready for play any record in 10 seconds or less... plus, it offers fail safe selection every time through self-cleaning mechanical selector levers.
simplicity of design

... interchangeable parts ... key to ROCK-OLA dependability!

1. Exclusive Rock-Ola Mech-O-Matic Intermix Changer
   Completely automatic changer intermixes 33⅓, 45 rpm, stereo, monaural records in any bank, in any sequence ... even intermixes 7" LP records with the Rock-Ola Rhapsody II Model 418SA. No wires, no micro-switches or electronic aids for changing motor speeds or spindle sizes ... nothing to break down or repair.

2. Full Dimensional Stereo Sound
   Dramatically achieved by combining cone tweeters, above, with the main unit speakers below, then factory pre-angling them to achieve what we call "beaming the music"... providing full dimensional sound whatever the location. Standard with the Rock-Ola Rhapsody II. Optional with the Capri II.

3. Snap-in Needle Cartridge and Diamond Stylus
   High-compliance astatic stereo cartridge merely snaps in. New snap-in diamond stylus eases service problems.

4. Feather Touch Tone-arm Set Down
   Resistor circuit on gripper arm motor slows action on tone arm for softer set down. Lengthens needle life. Making delay relay circuit allows tone arm to be muted during set down and entry into first record groove—eliminates undesirable tone-arm feed-in noises.

5. New "Common" Receiver System Model 1764 for 100 and 160 Selection Wallboxes
   Operates with both the Rhapsody II and the Capri II for 160 or 100 selection phonographs. Ends cost of multi-receiver system inventory.

6. Stereo-Monaural Amplifier With Tubeless Automatic Volume Control
   AVC controls record volume variations completely automatically through the use of "Thermisters." Use of silicon rectifiers in the amplifier and "Thermisters" in the AVC circuit reduces troublesome tube replacement problems.

7. Two-button Selection System
   Single plane two-button selection system speeds play. Key switch assembly is isolated from pushbuttons. Eliminates service calls caused by spilled liquids.

8. Featured-star Display Panel
   Adds a...
new ROCK-OLA

Capri II

Model 414S
100 play deluxe stereo monaural phonograph with full dimensional stereo sound. Optional.
Model 1628 De Luxe "Stereo Twins"
Rock-Ola "Stereo Twins" perfectly match acoustic qualities of the Rock-Ola Rhapsody II and Capri II. Each speaker enclosure houses a 12" heavy duty bass speaker and a wide dispersion driver horn, line matching transformer and tap switch for sound level control. Cabinets are 12½" deep, 27" wide, and 16½" high.

Model 1629 "Stereo Twins Jr."
8" P.M. speakers with line matching transformer and tap switch for sound level control. Can be used separately as monaural remote speaker, or in pairs for stereo. Cabinets are 11" deep, 14" wide, and 16½" high.

Model 1950 Remote Volume Control Unit
Simple five-wire accessory controls volume for monaural and stereophonic play including all extension and main unit speaker. Finger-tip cancel button permits "cancelling-out" any tune when desired. Sixty foot cable aids easy, quick installation.

Model 1551 Universal Wall Box Bar Bracket
Sturdy and durable accessory is made of heavy duty steel with hammerloid finish. Height of vertical support bar is 13". Length of horizontal support bar is 18".

New Rock-Ola Wall Box
Model 1578 (160 selection) Wall Box
Model 1584 (100 selection) Wall Box
- Entire mechanism removable for fast efficient servicing.
- Extra large cash box.
- Deep recessed 504 coin chute.
- Completely sealed and hinged front door.
- High styled design.
- Accumulator permits multiple coin deposits.
- Highly durable construction...stain and mar resistant.

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<td>MODEL 414—</td>
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<td>MODEL 414—</td>
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<td>Cabi instr. Chasal and Black</td>
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<td>Coin equipment:</td>
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<td>Single entry:</td>
<td>Four coin—nickels—dimes—quarters—halves—U.S. Coins.504 a feature. Also credit accumulator.</td>
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<td>Record changer mechanism:</td>
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<tr>
<td>Models 414, 50 (100 selections)</td>
<td>7&quot; records—Models 418, 89 (160 selections)</td>
<td>33½, 45 RPM</td>
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<tr>
<td>Tube Complement:</td>
<td>All Models—(4) 6973 (2) 12A77 (2) 6CY7 (1) 12A07</td>
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<tr>
<td>Automatic volume compensator:</td>
<td>A standard feature both models.</td>
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| Speaker Complement: | Rock-Ola Manufacturing Corporation, whose policy is one of continuous improvement, reserves the right to change designs, specifications, prices and equipment at any time without notice or incurring liability.
Old Phonos for Washdays

WASHINGTON—The rapid spread of coin-operated laundries and drycleaning stores throughout the nation’s capital has brought the ideal answer for what to do with near-above coin phonographs. At least a dozen operators through the city have taken marginal phonographs, mostly old 10-50¢ models, and spotted them in big, colorful coin-op laundry which attracts people of all ages and interests.

MECHANIC WANTED
San Angel, cafeteria
Desirable lady want service
Age street, garbage and cigarettes
Inquire—Mrs. C. WASHINGTON, BOX 1958
R. B. Bbcc Publishing
118 West Randolph Street
Chicago 1, Illinois

OPERATE
UNITED
Shuffle Alleys
and
Bowling Alleys
WELCOME EVERYWHERE
UNITED MANUFACTURING CO. 813 W. Carondelet Ave.
Chicago 11, Ill.

ZIG-ZAG
Cigarette Game
24¢ each
3¢ dozen
$1.00 a box

SHUFFLEBOARD SCOREBOARDS
Carry names, 12 lines.
26¢ each
10¢ dozen
$1.00 a box

SPECIALS!
POOL SUPPLIES
Stomper pool balls 65¢ to $1.00
Pocket pool balls 25¢ to 50¢
Plastic ping-pong balls
15¢ per dozen

PHOTOGRAPH PLASTICS
We carry replacement plastics for all pool company’s models

MARVEL Manufacturing Co. 2461 W. Pulaski Road
Chicago 39, Ill.

WANT TO BUY
2 or more
Sewing Machines
Furniture, Ware
5¢ each

ARCADE EQUIPMENT
Coin-operated
25 ¢ to 50 ¢

Cleveland Coin International
2929 Prospect Ave., Cleveland 13, Ohio

Royal Plans Open House
CINCINNATI—Royal Distributing Company moved its offices here again, but for the last time. Royal bought its own building and plans to stay.

A gala open house celebration is planned for Saturday and Sunday, October 5-6, from 1-10 p.m. Royal will have gifts for all, rides for the kiddies and over a thousand dollars worth of prizes, not to mention refreshments and a buffet.

Harold Hoffman, manager, and Clint Stockney, sales manager, say they expect at least an big turnout as Royal had for their last open house, some two years ago.

The new building is of brick, landscaped, has 17,000 square feet of parking space, 300 feet of windows in the shop area, a special entertaining room which is fire-proofed and separate from the electrical and carpenter shop, a record shop and full service facilities.

Royal also maintains offices in Columbus managed by Paul Holt and Dick Gilger.

Coast Coin Firm Expands
With Wider Southern Area
LOS ANGELES—A new and larger building for the vast operations of the Oakland-based Associated Coin Amusement Company, Inc., was formally opened here with officers on hand to greet operators and suppliers.

Henry Levy, ACA president, said that the firm which handles coin and amusement devices along with Audio-Photo equipment, would service the portion of the 11 Western states south of a line drawn westward from Bakersfield, Calif. This will give the office service in Southern California, Arizona, New Mexico and Texas. The area north of the line is served by the Oakland branch.

The building is modern in all aspects and air conditioned throughout. It covers 5,000 square feet and has parking for 15 cars. The former building, located adjacent to the new structure, has 2,700 square feet and parking for six cars.

The local office will be under the direction of Herman Mind, veteran in the coin machine industry and executive vice-president. Other offices are Jack Simon, president of Simon Distributing Company, this city, and Joe Simon, vice president.

Levy unveiled a new coin device service, the Kolexpool. He said the firm will manufacture and market these with a private showing to be held at the Music Op-}

ers of America convention in Chicago. The unit works on a dime and hot quarters in four categories with a multiple choice of five answers. High scoring is based on correct answers and time.

ACA was organized several years ago in Oakland and has maintained its headquarters there.

Levy said that programming for the music machines in the contest system is dated, but the area will be done from the local office.

Pinball Ops Hit
In Seattle Action
SEATTLE—Three individuals and five pinball organizations were fined a total of $39,000 in U.S. District Court here recently for violating a 1961 federal law which prohibits the installation and operation of pinball machines.

U.S. District Judge Gus J. Solomon of Portland fined John J. Michael, Roy C. Erickson and Fred Gallien $30,000 each, gave each suspended jail sentences and placed them on probation for one year.

Each of the defendants organization was fined $5,000, except for the Bally Manufacturing Company (now the Williams Manufacturing Company) which was fined $8,500.

The other four organizations fined were the Michael Distributing Company, the Sunset Sales Promotion Company, the Amusement Association of Seattle, and the Amusement Association of Washington.

WORLD WIDE—ONE STOP SERVICE! RECONDITIONED—GUARANTEED! BALL BOWLERS
CHICAGO COIN
UNITED
Long Bowlers—13 & 16' Long Bowlers—13 & 16'
ROYAL CROWN
ROYAL CROWN
CONTINENTAL
CONTINENTAL
PRINCESS
PRINCESS
JET
JET
JET
BONUS
BONUS

WORLD WIDE distributors
2392 West Fullerton Avenue. Chicago 47, Illinois

Profit Champ Chicago coin's All New Location Proven, 2 PLAYER Sun Pin Game

NEW! EXCLUSIVE "LIFTOUT" SELF-LOCKING PLAYFIELD!
ATTENDING ROCK-Ola'S EXPORT SALES MEETING recently for the introduction of the firm's new Rhapsody II and Capri II phonographs and Carvelle cigarette vender were Clarence Elsberry, Happiness Tours; Les Rieck and George Hincker, Rock-Ola; Roman Kozlars, Winnipeg; Jerry Janda Sr., Toronto; Robert Kimmel and Roberto Roca, Sanurca, Puerto Rico; E. G. Davis, Rock-Ola executive vice-president; Earl Lundstrum and Rolando Fengen, Sanurca, Puerto Rico; David B. Rockola, assistant to the president; Arthur Janacek, Rock-Ola export sales manager; Jean Coutu, Montreal; and Jack Barbash, Rock-Ola engineer. Also in attendance were Murray Savard, Edmonton; Rudolfo Roca, Sanurca, Puerto Rico; George McGahey and M. Ochi, Tokyo.

3M Bows Background System on 8-Inch Tape

3M Background System in Operation

ST. PAUL.—The 3M "2100" Background Unit, about the size of a typewriter, has been introduced by the 3M Company here. Some 2,100 high fidelity selections are contained on one eight-inch reel of tape. The inch-wide, 14-track magnetic tape occupies only 1 3/8 inches of the radius of the reel. Total playing time for the reel is 75 hours.

Marketing has begun in the Chicago and Twin City areas, with national distribution expected by the first of the year. Sales and service will be handled by 3M's Thermo-Fax Copying Products dealers.

Three separate tape libraries are available. They are:

Metropolitan, with large orchestras and strings predominating. The tempo is moderate to slow for clubs, hotels, motels and restaurants.

Rhythmic, with faster tempos and strings predominating. The tempo is average to medium for offices, banks and medical clinics.

Basic, with a wide variety of selections at average to medium tempos, for offices, banks, motels and restaurants.

The first 10 tracks contain the regular background music; two tracks have intermittent Christmas music; and the final two tracks are continuous Christmas music. This system allows the operator or location to do his own Christmas programming.

The Christmas programming may be put on with the push of a button on the control panel, and it may be turned off the same way.

A microphone can be plugged in for paging and messages, and a 50-watt transistorized amplifier allows the installation of several hundred remote speakers.

One tape is replaced every six months and a new playing head is installed every year.

Additional information may be obtained by writing the 3M Company, 2001 Hudson Rd., St. Paul 19, Minn.

YOU'D NEVER KNOW IT TO LOOK AT HIM

CHICAGO — You'd never know it to look at him, but Hirsch de La Vize celebrated his 74th birthday at the recent Music Operators of America convention. The popular Washington operator and show business personality did it by producing a giant three-hour show at the convention's traditional wind-up banquet. To most people, it wouldn't be an MOA banquet without Hirsch standing next to the stage making last-minute arrangements — all the time talking through the head-set which has become his trademark. It may be sentimental to wish Hirsch another 74 years just as eventful as the first 74 — but that's exactly how we feel.

Greiner Warns Against Packing Capsule Vender

MORRISVILLE, N. H.—To get maximum performance from Northwestern's Model 60 capsule vendors be sure to allow room for the capsules to move freely. In other words — don't fill them too full.

That's the advice of Ray Greiner, sales head of the firm. Greiner says a tightly packed capsule vender does not allow the capsules to be agitated correctly by the movement of the mechanism. This condition can cause undue wear on the brush and the agitator spring, he points out.

You CAN'T SMELL THE MUSIC

SOME SUGGESTIONS FOR MUSIC ORCHESTRAS

1. Vary your program from day to day.

2. Vary your program during the day.

3. Vary your program from season to season.

4. Vary your program from year to year.

5. Vary your program from week to week.

6. Vary your program from month to month.

7. Vary your program from hour to hour.

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100. Vary your program from year to year.

JONAH JONES, left, Capitol recording artist, visits Lew Clouton at the Seattle Record One-Stop to plug his new release, "Dooles," to local operators.
FOR SALE
All items of used Cigarette Machines, 30c or 50c. Also 10 Cigarette Machines, like new, at $10.00 each.
GUERRINI'S
1211 W. 46th St., Lewiston, Pa.

OPERATE WILLIAMS' EL TORO
£ 2-PLAYER GAME
£ Drop Targets
£ More Ways to Score
FEATURING THE EXCLUSIVE LATCHLOCK PLAYFIELD
See Your Williams Dealer

Williams
Electronic Mfg. Corp.
4342 W. Wilshire St., Chicago 34.

BARGAINS FOR THE WEEK GAMES GAMES
A BIG SELECTION
WHAT DO YOU NEED?
All Itemized
All Sizes Available
All in Good Condition

Central DISTRIBUTORS
2955 Olive St., St. Louis 3, Mo.
Phone No. 1-3531; Cable: Condor

BUY! METAL TYPERS
VENDING ALUMINUM IDENTIFICATION DISC
WHY?
1. ECONOMY 2. TROUBLE FREE 3. ONLY 18c/ITE

FIRST Coin Machine Exchange, Inc.
1750 N. North Ave. • CHICAGO 27, I11. • Phone EM-3050

TILLIE HAS A BIRTHDAY—AND A PARTY
MORRIS, Ill. — They call
her Tillie, the Milk Maid, but
now she's a Wurlitzer
player: she's the new player
headquarters of the Western
Corporation. Tillie, or Olalla,
has a five-day-a-week show
on her own FM radio station
here, WRM1-FM. She's on
every morning from 6-8. Last
week she played Tillie's birthday, so
some WRMI-FM listeners and guests showed up at
the Greiner farm to throw her a party. Tillie got a lot of good
wishes and a six-layer cake in
the shape of (what else?) a milk
maid. And to all the good wishes she
sent her way, she was able to add those of everyone in the
bundling industry, and, of course, our
own.

WILLIAMS NAMES ROCK CITY FIRM
CHICAGO—Kenneth Brake's
Rock City Vending Company
has been named Williams
distributor for Nashville and
environs. Rock City also handles
the Wurlitzer line.

Announcement came last week from Jack Miller, Williams
executive.

ATLAS SPECIALS!
RECONDITIONED—FULLY GUARANTEED

VENDING
L-1010 A V CATERER $1145
L-1000 High Ball $1295
SEMI-AUTOMATIC $1295
SEMI-AUTOMATIC $1095
BURKE 80-100 Dime 25c
BOWER 720A Dime 25c
BOWE 650A 1c 975
BOWE 650A 1c 975
RAY Vending 1c 195
BALLY 477 445
BALLY 350 195
BALLY 250 195
BALLY 350 195
BALLY 250 195

ATLAS MUSIC COMPANY
2122 N. WESTERN AVE. CHICAGO 47, I11. Phone 6-5055

Mr. Coin Man
You're in business to make money.
Billboard is in business to help you.

Weekly dollars and sense information in every area
of your fast-paced industry—menus, trends and forecasts—legalization
your operation—new machines—new products—new
services—new money-making ideas.

ATLAS SPECIALS!
RECONDITIONED—FULLY GUARANTEED

Get tomorrow's news today.
Get it fast.
Get it often. Get Billboard.
BULK VENDING

Bulk Units in Capital Launderies Have Operator Jumping for Joy

WASHINGTON — Because local bulk vending operators were slow to grasp the importance of coin laundry locations, Sol Katz of Gary M. Vending Company here, is one of the largest bulk operators in the Washington area.

It all started 11 years ago when Katz was working as a relative in servicing and operating coin laundries, mostly in apartment houses. Katz noticed a few bulk machines on these locations, but only a few.

He figured that if these machines produced revenue on some locations, they would produce revenue on other locations. So he bought 10 machines, vending straight bull gum, and placed them beside washing machines he was already servicing.

Expansion

That worked out well enough to encourage him to buy 200, and then 600 bulk vendors. Now, after 11 years, Katz operates 3,500 machines between Baltimore, Maryland, and south to Pensacola, plus all of the gigantic Washington trading area. Along with his bulk vendors, he sells include 200 kid rides.

A native of New York, Katz had been taught to live in the Washington area until a cousin invited him to jump in with the business. Now, he probably is one of the busiest operators in the East Coast, with three full-time collectors, driving air-conditioned station wagons on the staff.

Katz operates over a high-density, heavy-trafficked area, and has probably gone further to standardized operations than any operator we have met. For example, except for a few fast-moving routes, the average machine is serviced once a month, many of the service calls being merely checkups on machine appearance, and occasionally attendances.

Morning Reports

His report consists of twice per week, according to a telephone answering service, by 8 a.m., to advise us that they have started on the day's collecting and service. For the last four years, Katz has standardized his equipment to the point that 75 percent of his bulk machines on location are one make, to simplify service, filling, appearance and reconditioning.

He is also a real pioneer in locations which apparently had no possibility or profit into con- sidering any worthwhile stops because of his ability to gauge areas which are due for population increases, and which for one reason or another have not very little bulk vending machine locations.

Vending almost every item on the market, Katz has constantly expanded, with bull gum, jelly beans, Boston baked beans, general confections, candy, and lately, 5-cent and 10-cent machines.

He notes a strong trend toward 5-cent and 10-cent items which Katz thoroughly enjoys, as much as in these main price categories were a failure not long ago.

Chain Operations

He has successfully sold many of the largest supermarket chains in the area on allowing him to install big batteries of bulk machines, in such huge organizations as the Coop Super Markets, Acme Foods and the Penn Food Company. The giant supermarket chains have been a tremendous boost, because as they have meant many, many more stops without extending the territories which Katz limits to 60 miles as a matter of course. He doesn't think that larger areas than 60 miles in either direction, in a section of the nation which has practically no parking places available, is practical.

Along with smooth, excellent service, conducted on the basis of exchanging, buying or complete machines as the case may be for fill or for new machine appearance, Katz has built his huge routes on good service. Every collector is urged to spend a few minutes of chit-chat with location owners, learning something about the latter's interests, families, friends and businesses, and form the basis for personal, friendly conversations.

Katz makes the most regular for himself this purpose, concentrating on telling the location owner something about the bulk business, and, in the process, building prestige for it.

He is proud of the bulk business, and makes sure that every location owner knows this.

New York Route

Through the years, Katz has made many experiments with expansion. For example, he set up a 600-machine route in New York, on the Gold Coast, where there was plenty of room for it, but because of the depreciation, ten years ago, simply because it took him away from home and family too often.

Next, he has extended all the way down U. S. 1 to Miami, in a move calculated to make operations more pleasant. This was dropped a few years ago, due to too remote and difficult an operation to control.

Katz realizes the value of dis-counting his bills, paying cash for all of his vending equipment except for the New York experiment, which involved 600 machines. Capitalizing on the 30-cent discount every month has made a difference in net profit returns of course, and has been the basis for an unimpeachable credit rating.

Vendballs

Covering some of the most luxurious areas in the Washington environment, such as Renee George and Montgomery counties, the Washington operator has been somewhat surprised to find more vandalism, more slugging of machines in the high-income areas than in the downtown Washington area, where it would be expected.

However, by and large, he be-lieves that his vandalism problem is probably lighter than in many other sections of the country — even though there have been instances in which as many as 15 machines were stolen in a single week.
Greiner Cites Operator Yields on Moon Rocket

CHICAGO—Northwestern's Moon Rocket—undoubtedly the largest and most popular of all bulk vending machines—is yielding operators from $30 to $70 per month, according to Northwestern sales head Ray Greiner.

He said the machine has been exceptionally effective in such spots as supermarkets, chain stores and discount houses. The Moon Rocket is one of the very few bulk vending machines that offers the kiddles some entertainment along with their ball of gum.

As most people know, the machine is in the shape of a rocket standing on a launching pad. Some 7,200 pieces of 100-count ball gum are housed in the rocket's body.

The front of the machine also has a miniature enclosure which contains a small-rocket and a small moon. When the child inserts a nickel and turns the rocket handle, the rocket goes through 5-4-3-2-1 countdown, and the miniature rocket is actually propelled toward the moon.

It's all a rather colorful display, since the machine lights up and flashes on the rocket off to add to the effect. Naturally, the child receives his five pieces of ball gum to boot.

The Moon Rocket is built from heavy-gauge steel, finished in vivid white and red with brilliant eye-catching decals. Strong, rigid fins give the rocket fuselage non-rupturing support.

Electrical connections require 110-volt-60cycle outlets. All parts are installed for ease of servicing with grounded fuse plug and two feet of heavy-duty cord. A variety of vending methods are offered.

For a nickel and five turns, the child receives five balls of gum with the rocket launching. For a quarter and one turn, he gets one ball of gum, but no moon shot. The health inspector may also be adjured to vend three balls of gum for a nickel (three turns).

Northwestern Shows Full-Line-Up at NAMA

CHICAGO—The Northwestern Corporation showed its full line of gumball, confectionery and stamp machines at last week's National Automatic Merchandising Association convention, only bulk vending firm to exhibit at the giant machine reveal.

The Northwestern booth was located on the first floor of the Convention Hall. The company booth was in a separate board meeting of their own National Vending Machine Association meeting, their own National Vending Machine Association meeting (see separate story).

Northwestern had an attractive booth display of their Model 50 and Super 60 1-cent, 5-cent and 1 and 5-cent combination machines, five models 1-cent, 5-cent, 10-cent and 25-cent machine, including gumball machine, tab gum, postage stamp and Moon Rocket vending. The handy Size 110-volt item is portable and regular cabinet stands and its Showcase "Sah" and "Two" change stands.

MORRIS, Ill.—A four-page brochure which contains color pictures of all Northwestern Corporation machines and stands is now being made available by the firm. Free copies can be obtained from Northwestern's distributors, or from the factory here. Questions should be addressed to the Northwestern Corporation, East Armstrong Street, Morris, Ill.

BULK VENDORS NO BOON TO MAN'S BEST FRIEND

DETOIT—The use of vending machines by dogs is not a matter of the future, the Detroit Board of Health has concluded after a survey team studied the problem. Principally concerned are bulk vendors using ball gum, though other low-built vending machines handling could also be affected.

The problem was raised when a "Freed-Off Citizen" sent a letter to the Detroit News complaining of "two level vending machines," with the lower dispensing mechanism within reach of toddlers.

"I saw a large dog using the machine for a tree or fire hydrant," the citizen then charged the health officials as "in permitting this kind where dogs can get at them."

Health officials, however, concluded that the worst machine on location was a little 17 inches off the ground and that the dispensing chute had a trip or roll on the delivery mechanism, making use by any ordinary-sized dog practically impossible.

Most of such machines even were found to be inside locations in store, not outdoors.

"It caused us some concern, but we now feel that it is not any real problem," concluded Carl Gregory, Chief Inspector of the Food Division.

"We felt that it would be impossible for a dog to contaminate the foot area."

A suggestion was made, subject to approval by the SPCA, that machines still considered a menace be equipped with a small decay hydrant.

5-Selection Vender Dispenses Batteries

CHICAGO—A five-selection vending machine which sells batteries is now being manufactured by the Northwestern Corporation. The machine's five interchangeable columns can vend flashlight, transistor, toy or other batteries.

Total capacity is 74 batteries and a 25-cent mechanism is used.

WANTED: BULLETS

A $50 REWARD will be paid for information that will lead to the arrest of whoever is responsible for a drive-by shooting in the 1200 block of South Cottage Grove Avenue.

Continued from page 43

royalty, except—thus far—the juke box operators.

The law would not take effect until January 1, 1965. The majority report says the extra time would help safeguard the industry from "sudden disruption."

Libanati maintains that the Judiciary Subcommittee on Patents, Trademarks and Copyrights actually never held hearings on the present Celler bill to eliminate performances royalty exemption (H.R. 7194).

Hearings were held on the earlier Celler bill which would have put a $5 per box ceiling on license fees from all licensing groups annually. Under the present bill, operators will be "at the mercy" of ASCAP, BMI, et al., Libanati charges.

Legal Battle

He says no help for operators in costly recourse to court under ASCAP consent decree. Any agreement over licensing fees would have to be made in U.S. District Court in New York, and operators haven't the time and money for such legal battles.

Libanati charges that under the Celler bill, damage provisions would make a juke box operator liable to $250 fine and attorney costs for infringement for each record he plays (up to $5,000), each time he plays it— if he has not paid a license fee to licensing groups or to an individual songwriter.

Representative Rogers' dissent challenges the bill's requirement that a location owner answer any written or oral request for identity of owner of the box on his location. (Location owners are exempt under the bill, unless they own or control the machine.)

Rogers holds that if the operator "does not answer promptly, he can be sued for $250 plus attorney fees. Should a music box contain 100 records, you would have a lawsuit for each record played, regardless of the damage to the copyright owner."

Historic Background

Judiciary Subcommittee Chairman Willis provides a historic background of hearings on the juke box performance royalty in the 1908 Copyright Act, dating from 1947.

Sousaphones, performance licensing groups, ASCAP, BMI, SESAC, and stockmen from the Copyright Office and the State Department have urged repeal of the exemption, and payment of performance royalty on juke box music to its owners.

The State Department claims the exemption creates hard feelings internationally, because in other countries, performance royalty is required on juke box play. American music collects royalties from overseas play, while their nationals receive nothing from U.S. juke box play.

Cites 1961

Based on information from the Legislative Reference Service of the Library of Congress, the Willis report states growth of the juke box industry in 1961, there were about 10,000 operators, with an average of 50 machines each, averaging a net income of $11,000 per year from juke boxes alone. Only one per cent of these had no other machines, while 40 per cent had cigarette vendors, 93 per cent had amusement machines; 10 per cent had coin-operated machines, and 15 per cent had kiddie rides.

"It thus appears that well in excess of half billion dollars annually is divided by juke box operators and location owners." All vended commodities must be paid for—and coin-operated machines vended copyright music for protection, he continues.

The report states, with solid finality, Willis concludes: "The committee is unable to find any logical or equitable justification for the continuance of the juke box exemption. No satisfactory explanation has been given why the circumstance of coin operation alone should exempt the performance of juke box music, while all other commercial performances of copyrighted music remain subject to protection. It seems to the committee that repeal of the exemption will result in a fairer, more uniform, and more rational scheme of copyright protection of musical compositions."

Fun & Games

Spark Outing

Continued from page 42

John Nutzigeller, hole-in-one contest men; Mrs. Mike Torgl, hole-in-one contest women; and Bernie Boorstein, long drive.

Recording Talent

Operators were entertained Friday and Saturday nights with shows in the Sunlight Room. Recording talent performed including Love, Haskins, Mom and Jane Hall, ABC-Paramount; Jackie Kincaid, humorist and comic; and the "JFK Coloring Book" and "Happiness Is a Rainbow Fink" broke up the house with their act Friday night.

Speech-making was held to a minimum at the Saturday night banquet, as Al Denver, MONY president, Mike Mulqueen, NY-SOG president, Carl Pavesi, WOG president, made brief remarks. Al (Senator) Bookin, delivered one of his stirring orations.

Potlatches during both night club sessions were provided by Albert Simon, Inc.; Atlantic New York Corporation, Biotas Enterprises, Musical Distributors Corporation, and Runyon Sales Company.

Smooth Arrangements

With George Holzman, convention chairman, and Ben Chodsky, MONY business manager handling the arrangements, no mix-ups in room reservations or in seating accommodations were reported.

Cocktail parties preceded both the Friday and Saturday dinners.

For Sale

Games & Bowlers

Gottlieb's C 3-5 Ball Single Player

SWEET HEARTS
SWEET HEARTS

New "Hard-Off" Finish Extends Playboard Life to All Time High

NEW!

Gottlieb's 3 or 5 Ball Single Player

A Smash Hit from the Master-Maker of Card Games!

- Making all cards in light box re-lights all rollers for specials
- Lighting groups 10-J-Q-K-A, 6-7-8-9, 2-3-4-5 lights hole for specials
- Rollers increase value of targets
- Top rollers light 3 pop bumpers for super-score
- Playboard Auto-Clomp
- Double-size cash box
- Maximum security door lock
- Stainless cabinet trim
- Front moulding clamp
- Match feature

Ask your distributor for a feature demonstration!
Take a close look at yours. You can be sure your competitor is. The minute you get careless in keeping your equipment up-to-date, somebody will try to move in.

Don't develop unprofitable locations, unhappy owners, unresponsive patrons. See your Wurlitzer Distributor. He'll talk turkey on trade-ins... show you how you can liven up your spots and lift up your earnings with the Wurlitzer 2700... the only phonograph you can buy that offers the Ten Top Tunes feature... a real mint when it comes to making money.

WURLITZER 2700
The Year's Big Money Maker

THE WURLITZER COMPANY
NORTH TONAWANDA, N.Y.
107 YEARS OF MUSICAL EXPERIENCE
NEVER SAY DIE: Jerry Vale's eight-year-old rendition of Tony Tishman's "Only Beautiful" is subject of a new promotion campaign by the "Only Beautiful" twins, Valerie and Phyllis Whiting, who gave him his first taste of fame in "Broadway, Here I Come!"

CAUGHT ONE RISING STAR: John Gary (stand) is getting old-fashioned all-female treatment as new singing discovery of RCA Victor. Evidence: Predicting return of Rex and Lupe (left) and top arranger Marty Gold.

THE INTERNATIONAL SET: Visitors to the German Radio Exhibition in Berlin recently were U. S. artists (left to right) Bob Wayne, Little Peggy March and Ray Orbison. Schedule included television appearances, recoding sessions, after dinner to riding school.

BASH FOR BIG BAND: A party for Liberty's Si Zentner band was given at opening of his recent engagement at Canary Island's Moonlight Gardens, Clarendon. Shown here (left to right) Liberty's Pat McCoy, Jack Bapat and Dick Beaman; Si Zentner, Billboard's Bill Sutro; Don Babaron, Dick Price, More Donman and Ray Hill, Liberty associate.

VOTE MERCURY... FOR A SALES LANDSLIDE

PARTY AFFILIATES: The Mercury fall sales meeting theme was in the spirit of a political convention this year. "Boney" Green (tuxedo) is straw-bombing right in Executive Vice-President Irving B. Steimberg deftly flips his clergy and Kenneth S. Ryan, vice-president in charge of sales, throws a mean javelin.

RECORD STORE IS V.I.P.: MGM's lucky sales manager, Sol Greenberg (standing), and publicity chief Sol Handroper (seated) are surrounded by the lovely young ladies of the staff, all decked out in shirts designed to promote the latest album of "The V.I.P.'s," composed by Mitchie Reno.

QUALIFICATIONS? THEY BAT 1,000: Smash Records chef Angiel met his swelling newsmakers during tour of California. Members of its Los Angeles staff, shown here, are (left to right) Jay Feigen, Ken Hunt and Bob Bogden. Order of the day—PLAY BALL!

BILLBOARD
PHOTO GALLERY OF
Newsmakers

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