# FTC Finally OK's Trade Practices Meet

OCTOBER 5, 1963 . SIXTY-NINTH YEAR . 50 CENTS

The International Music-Record Newsweekly

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

# Indies Jubilant, See Stride to Guidelines

By MILDRED HALL

WASHINGTON—A triumphant ARMADA was able to present the case of the independent record distributor and dealer in full before a Congressional committee last week-and at the same time report that the Federal Trade Commission had decided that very day (23) to authorize a trade practice conference for the record industry. Both will be major items at the upcoming board meeting of the Association of Record Merchants and Distributors in Chicago.

Rep. James Roosevelt (D., Calif.), chairman of the House Small

Business Subcommittee on Distribution, who had offered a forum to the independents, indicated with a broad grin that perhaps his subcommittee hearings on Dual Distribution may have jogged the FTC a bit in its two-year consideration of ARMADA plea for a trade conference approach to problems in the industry. In more serious vein, he said the FTC had a big undertaking in trying to set up guidelines dealing with the multiple factors in the record business, within trade conference framework.

Roosevelt is frankly delegating the problem to FTC expertise at this time, and the subcommittee will be keenly interested in results, which may prove useful to other industries in similar situations. FTC has a solid background from its investigations into the record industry, from complaints, and from its Columbia Record Club

probe. Roosevelt indicated that only if the trade conferences fail, or if the Commission needs additional anti-price discrimination tools to cover unique aspects of the record industry, will the subcommittee consider

any special legislation on the problems.

#### **Education Factor**

It was pointed out at the hearings that while the trade conference adds no new legal

(Continued on page 6)

#### 'BEST NEWS IN YEARS,' SAYS ARMADA CHIEF

NEW YORK — The FTC's authorization of a trade practice conference was termed "the most encouraging news in the record industry in the last few years" by Amos Heilicher, ARMADA president. "It presents the hope that the industry can be returned to a basis where all segments can make a living," he added.

Heilicher expressed the hope that all segments of the record industry could now join with ARMADA and co-operate with FTC in spelling out guidelines designed to bring order and stability to the business.

He said that Earl Kintner, ARMADA attorney and Washington representative, would be present at the association's board meeting in Chicago October 1; and that very likely a committee would be implemented to immediately prepare data and suggestions in expectation of the FTC conference.

ARMADA's manufacturers' advisory committee will also meet at the Flying Carpet Inn, Chicago. This will be the committee's first get-together since it was organized at the ARMADA convention in June at Miami Beach.

# Rackers Also Back Conference

PHILADELPHIA—The National Association of Record Merchandisers is looking to the forthcoming record industry Trade Practice Conference called last week by the Federal Trade Commission, to "put the importance of the rack jobber to the record industry in its proper perspective and to

establish the racker's right to buy as a wholesaler."

According to Jules Malamud, executive director of NARM, the conference is being regarded by his association as a key forum for presentation of the rack jobber's point of view on matters of buying. "We will be ready for the conference

when it is called," said Malamud, "And I feel the depth of research material and facts and figures we now have put us perhaps in the best position of any industry group to present its case."

Only last March, during NARM's annual convention in San Francisco, it was the con-

sensus of rackers present that the association should not work toward a Trade Practice conference, in the belief that "we should be able to settle whatever problems that exist among ourselves within the industry.' What now appears to be a changed rack jobber position (Continued on page 6)

Ken Glancy to Head Columbia A.&.R.

By REN GREVATT

NEW YORK - Ken Glancy. currently vice-president of Columbia Records Sales Corporation, is expected to be named shortly to a new post within the Columbia organization, that of vice-president of artists and repertoire. At press time, Columbia officials declined to deny or confirm the story.

Under the new arrangement, Dave Kapralik, in charge of pop a.&r., and Leonard Burkat, who heads up Masterworks a.&r., are

expected to report to Glancy. Formerly, both men reported directly to Columbia President Goddard Lieberson. The move is seen as a logical step at least partly in the light of the everexpanding role being played by a.&r. personnel, in view of the expanding Epic-Okeh product picture, on the international scene, and in view of the fact that Lieberson hopes to free himself from the day-to-day a.&r. picture in order to concentrate more on high level administrative matters.

In this light, the move is not being regarded as any sort of demotion for the current a.&r. needs; rather, it is seen as simply an administrative change. Until now, Columbia has been unique among the majors in having a.&r. personal report directly to the president. At Victor, Bob York exercises an over-all supervisory function over a.&r. At Decca, Milt Gabler is a vicepresident in charge of a.&r., while Capitol recently appointed Voyle Gilmore to the post of vice-president in charge of a.&r.

Glancy, who has long been known as a highly creative merchandising man, with close contact with a.&r. and product development, was once described by a colleague as "a man whose creative instincts are as strong as his marketing knowledge."

He is expected to assume overall responsibility for not only Columbia itself, but for Epic, a swinging indie in its own right, the only one of its kind with a classical catalog of substance, and the only subsidiary with its own subsidiary, Okeh Records.

PETER, PAUL & MARY GO 'ROUND: Shown in Berlin, where the Warner Bros. trio participated in the Oktoberfest and cut German-language disks. They also played Frankfurt, Wiesbaden, London, Paris and Milan on TV and personal appearances. Last week they returned to the States for their Carnegie Hall concert Saturday (28). Meanwhile, Warner Bros. reports advance distributor orders of 400,000 on the trio's newest LP, "In the Wind." Group's first two LP's have been riding the charts for many months.

# **Avnet Ready to Sell Liberty**

NEW YORK - Negotiations leading to the possible sale by Avnet Electronics Corporation of its Liberty Records subsidiary are currently under way. The disclosure came in a letter to

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Avnet stockholders by board chairman Robert H. Avnet and President Lester Avnet.

The latter attributed the company's adverse earnings picture for fiscal 1963, in part to the "unsatisfactory results of operations of our Liberty Records subsidiary." These results were due, the statement said, "to substantial increases in selling, general and administrative expenses, due in part to the opening by Liberty of its own distribution outlets."

Avnet officials did not identify the potential buyers of the Liberty operation. Only a few weeks ago, Liberty acquired Imperial Records.

Al Bennett, Liberty president, could not be reached for comment at press time.

#### Capitol in N. Y. Shifts Quarters

NEW YORK - Capitol Records last week moved its 24member Eastern staff to new headquarters at the recently completed Sperry-Rand Building. It's Eastern operations base for the past 13 years was in the Mutual Building. The label's branch and recording studios will remain at their existing locations.

MOVINGUP FAST!

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# SKEFFER DAVIS "I CAN'T STAY

MAD AT YOU" #**8219** 



RCA) The most trusted name in sound





#### Golden Boy



THE THREE GOLD RECORDS being presented here to Harry Belafonte by RCA Victor Records division vice-president and general manager, George R. Marek, represent \$3,000,000 in record sales, as recently approved by RIAA. The three Belafonte albums honored by the plaques are "Return to Carnegie Hall," "Jump Up Calypso" and "Belafonte." Presentation was made backstage at the Greek Theater in Los Angeles, where Belafonte played a record-breaking, month-long engagement recently.

# Lasker to Vee Jay;

CHICAGO-Jay H. Lasker, formerly president of Reprise Sales, joined Vee Jay Record Company here last week as executive vice-president, the latest in a series of executive shifts since early September.

James McCormick, national sales manager and production chief, also left the label, with his production duties being assumed by Muriel Gainer, long-time associate of Lasker's.

The Lasker appointment fans rumors, neither confirmed nor denied by Vee Jay, that the label may be moving its headquarters to the West Coast.

Both Lasker and Randel Wood, Vee Jay president, have their homes on the Coast, and both are known to have strong feelings about economies to be gained from doing business out

His appointment is the latest in a Vee Jay shake-up that started when Randy Wood, formerly West Coast sales and promotion chief, was brought in as president following a parting of the ways between then-president Ewart Abner Jr. and James and Vivien Bracken, major stockholders.

In short order, Calvin Carter was named vice-president in charge of a.&r. and publishing, Pat Pipolo replaced Wood on the West Coast, and Steve Clark was named vice-president in charge of sales and promotion.

### Jerry Lee Lewis Signed To 5-Year Mercury Pact

MEMPHIS — Piano-banging singer Jerry Lee Lewis signed a five-year contract with Mercury at Nashville last week calling for a \$10,000-a-year guar-

Lewis and his manager, Frank Casone, both of Memphis, signed the contract at Nashville and Lewis went immediately into recording sessions at the Mercury studio there.

On hand for the signing were Mercury President Irvin Green and a.&r. Director Shelby Singleton.

Mercury cut two singles for immediate release and is also cutting two albums, one to include five "golden records" Lewis previously made which amassed total sales of more than 11 million, Casone said.

Lewis' contract with Sun

Record Company of Memphis expired September 6. He had been a top Sun record star for six years. Liberty, RCA and Columbia were other top labels who had sought to sign Lewis in recent negotiations.

Green said Lewis will appear on Mercury's Smash label, and would also record on Philips label for European distribution.

#### Harriet on Her Own

NEW YORK-Harriet Wasser, most recently associated with Bobby Crewe's producing firm, has set up shop for herself. The gal has signed Mathew Reid who will soon be recorded by Al Kasha. Miss Wasser also reported that she will be working closely with Frank Slay and Leiber and Stoller.

# Monterey Jazz Breaks Records

### **Band & Dixie** Steal the Show

MONTEREY, Calif. - The Sixth Annual Monterey Jazz Festival batted 1.000 at the box office but only .500 in the artistic ranks, which is pretty much par for jazz festivals these days.

The three-day bash (20-22) drew 29,600 jazznicks and grossed \$121,000 in setting attendance records Friday night and Sunday afternoon and even-

There were name artists on the bill, but because of budget limitations, this year's Festival could not commission any new works. This was explained by Jimmy Lyons, the general manager.

The Festival offered an opportunity for several artists to hold the spotlight impressively and for unique couplings of other performers, something that is becoming commonplace on jazz records. Two names stuck out because of the herculean tasks performed, Gerald Wilson and his all-star band and the Gildo Mahones trio.

Wilson's exciting band, composed of top jazz studiomen in the Los Angeles area, played its heart out Friday night, Saturday afternoon and evening and Sunday afternoon. The ovations it received bore testimony to its communicative powers. The band's records are on World Pacific albums.

Gildo Mahones, who works with Lambert, Hendricks & Bavan, was assigned the difficult role of intermission pianist and

(Continued on page 10)



GEORGE LEE

### WB Names George Lee To East Post

BURBANK, Calif. — Warner Bros. has appointed George Lee as its new director of Eastern operations with headquarters in New York. Lee, in essence, is replacing Stan Applebaum, who resigned recently, but Lee's responsibilities encompass a broader scope of activities, states Mike Maitland, president of the disk-

Lee will be responsible for signing new talent, supervising recording sessions, purchasing masters, maintaining liaison with the home office and handling administrative activities of the East Coast office.

The new executive was recently affiliated with Jacques Kluger in Palette Records and Zodiac

Music.

EDITORIAL

# A Stunning Coup

Authorization of a trade practices conference by the Federal Trade Commission represents a stunning coup for ARMADA. Its key officers - president Amos Heilicher, executive vice-president Jimmy Martin, treasurer Jim Schwartz and Bob Chatton and others worked tirelessly in order to interest congressmen in the problems of the record industry. The late Harry Schwartz, regarded as a model of the ethical distributors, devoted many months of the last years of his life to this end. A bow to the National Association of Retailers-formerly SORD, is also in order for their early efforts on this matter.

Now that the authorization has become a fact, it is necessary that interested segments of the record industry make the most of the opportunity and co-operate with ARMADA and the federal agency-so that a blueprint may be drawn for a stable and prosperous record business.

It is important that all facets of the industry realize that the federal government is not stepping into the record industry. Rather, segments of the industry are asking the aid of the federal agency in order to bring the record business into voluntary compliance with the law. The word "voluntary" is important; and it is infinitely more advisable to seek voluntary compliance than risk litigation and cease and desist orders-as ARMADA counsel Earl Kintner has pointed

The occasion now calls for an exercise of statesmanship and industry planning on a broad level.

The initial step is likely to occur at the ARMADA meeting in Chicago.

## United Recorders Tapes Event

MONTEREY, Calif. - The entire Monterey Jazz Festival was taped by United Recorders, which acted as sole recording agent for the three-day event.

Engineers Wally Heider and Hank McGill were the recording

United will provide tapes to the companies requesting them, explained Columbia's John Hammond, who flew from New York to attend his first Monterey bash.

A closed-circuit television setup allowed the engineers to observe performances on stage. A compact TV camera was fixed to a front row box which transmitted a clear picture of the entire stage to the monitor in the recording room.

# Decca Starts **Yule Chiming** With New Deal

NEW YORK — Decca-Coral-Brunswick is chiming in on the Christmas season with a special dealer incentive on its Christmas product starting October 1. Three new albums are included under the plan and the entire Christmas catalog of LP's, EP's and kiddie sets as well.

The two new Christmas sets on the Decca label include "Have Yourself a Merry Little Christmas," by Wayne King and Bert Kaempfert's first yuletide album "Christmas Wonderland." In addition to these new LP's, two of the well-known Christmas albums "A Christmas Song With Bing" and "Christmas Time," by Fred Waring are being made available in stereo after being available in monaural for some years.

New Brunswick Records LP being introduced with the new Christmas release is "Merry Christmas from Jackie Wilson." This set features Wilson singing 12 of the great hymns and songs of the season.

#### Julius La Rosa

NEW YORK-Cadence Records has re-signed Julius La Rosa. La Rosa's first disk contract was with Cadence almost a decade ago. During his earlier period with the label he had such hits as "Anywhere I Wander," and "Eh Cumpare." Initial single, due this week, will be "David and Lisa's Love Song," from the film "David and Lisa."

# Capitol Throws in With NARR

NEW YORK — Capitol Records has become the first major company to lend tangible support to a drive recently kicked off by the National Association of Record Retailers (NARR formerly SORD) to obtain manfacturer sustaining members.

While declining formal sustaining membership because of "several technical, legal aspects," Stanley Gortikov, vicepresident of Capitol Records Distributing Corporation, com-

mented that he hoped this (membership) would become possible at a later time, and that "we (Capitol) are most eager to foster the growth of the dealers' role in our indus-

Gortikov continued: "However, we would like the opportunity to submit to your organization the sum of \$500, the equivalent of your sustaining membership fee and I genuinely hope this will assist in the accomplishment of objectives beneficial to us all."

On the strength of the Capitol move, NARR President Louis Shapiro said efforts to enlist the support of other manufacturers would be continued. Meanwhile, plans were being advanced to set in motion a series of national and regional trade shows and dealer conferences, as well as a series of dealer educational seminars through a management consultant firm.

# Maitland Says WB's Past Year **Best in History**

BURBANK, Calif. — Fiscal vear 1962-1963 was the most lucrative in Warner Bros.' fiveyear history, President Mike Maitland revealed last week. The sales were only to domestic distributors and did not include international or Columbia Record Club activities.

The company doubled its net dollar volume over the 1961-1962 period when the net volume was up 15 per cent, Maitland said.

The increased volume was due in large part to the success of three Allan Sherman albums, one Peter, Paul and Mary LP and the "Music Man," "Gypsy" and Bing Crosby Christmas

packages.

The three Sherman LP's and the Peter, Paul and Mary single of "Puff, the Magic Dragon" all hit the No. 1 spot on Billboard's charts.

In addition, the diskery distributed the hit, "Rhythm of the Rain," by the Cascades, on Valiant domestically and on the WB label internationally.

## 3 Deals Set By Prestige

BERGENFIELD, N. J. -Prestige Records has settled upon three different deals for distributors on its disks starting October 1. The label has a 10 per cent discount going on its Prestige 7000 series which includes the labels Prestige-Folklore, Lively Arts and Tru Sound ensigns. The Moodsville, Bluesville, Swingsville, New Jazz, Near East, Irish and International banners carry a 25 plus 10 per cent deal. The Miles Davis catalog on the parent Prestige label has a buy five get two free deal on it. All of these deals run from October through December 31.

#### Limeliter in A.&R. Post

HOLLYWOOD - Legend Records, a new entry into the folk field, has named Alex Hassilev, a member of the Limeliters, as its a.&r. head. The folk trio is currently on a sabbatical from the vocal circuit, with its members pursuing individual assignments.

With Hassilev entering the a.&r. realm, where he will direct all future Legend projects, the diskery is planning a second LP to follow its debut album, "Jack

On, Little Fool" (Pocono, BMI) (2:10).

#### CAPITOL SETS YULE SLASH

HOLLYWOOD-The largest seasonal consumer ad campaign in Capitol's history plus a 121/2 per cent discount are the tools the diskery will use in promoting its Christmas catalog of 45 Capitol and Angel albums.

The discount, in effect from October 1 to December 24, also applies to all new Christmas LP's released September 30. The LP's include "The Story of Christmas," by Tennessee Ernie Ford and the Roger Wagner Chorale, which is the sound track from Ford's holiday Christmas TV special on NBC December 22; "Christmas Song," by Nat Cole; "The Bells of Christmas Chime Again," by Eddie Dunstedter, and "Christmas in the Philippines," from the International series.

### That Was The Atlantic Day That Was

NEW YORK-In a story carried last week it was mistakenly stated that Atlantic Records had sold in excess of 50,000 singles in one week. In reality, the label sold 80,000 singles in one day.

The red letter day was September 16 (Monday) when Bob Kornheiser, Atlantic national sales manager, wrote the mass of orders on four different singles, none of which at that time were in the top 50.

Some of the results of that distrib action was seen this week as one key single "Walking the Dog" on Stax, being distributed by Atlantic, crashed from nowhere into the big chart at the No. 80 slot. This one accounted for more than 25,000 on that red-letter Monday from one distrib, All-State in Chicago. Other follow-ups on the mass order was seen in the chart climb of "Deep Purple," by Nino Tempo and April Stevens which soared from No. 58 to No. 33. Two other titles involved, "I'll Take You Home," by the Drifters, and "My Babe," by the Righteous Brothers on Moonglow, being distributed by the firm, also continued their upward climb.

Linkletter Presents: Folk Festival" cut last July in Chicago.

Besides Hassilev, who is working on the West Coast, Leo Gottlieb, the second member of the Limeliters, is currently emseeing a series of ITA Hootenannies. Glen Yarborough, the third Limeliter, is working in a similar role on the East Coast with Hootenanny pack-

Epic 9626

Constellation 104

# Reg Connelly Dies in London



REG CONNELLY

LONDON-The British publishing business lost one of its leading figures in the death of Reg Connelly on Monday (23). He was head of the important Campbell - Connelly house in London which he founded in 1925 with his onetime stage partner Jimmy Campbell.

The company has associates throughout the world, including the American houses of Campbell-Connelly, Inc., and Reg Connelly, Inc. Among the standards he penned were "Show Me the Way to Go Home," "Try a Little Tenderness" and "Underneath the Arches." More recently Campbell-Connelly published one of the biggest selling

# Mills Music Widens Scope Of Educational Coverage

**HOLLYWOOD—Mills Music** is broadening its educational coverage with two new projects: A series of play-a-long LP's spotlighting outstanding pop instrumentalists, and in-depth studies of jazz through de luxe album-book sets.

In announcing the new ventures, Irving Mills, president of the world-wide publishing firm, stated the LP's would feature top soloists around the country playing entire selections for the benefit of music students to study and play along with.

Six albums have already been recorded here, featuring Murray McEachern, trombone; Ted Nash, alto sax; Harry Klee, flute; Clarence Sherock, trumpet; Babe Russin, tenor sax, and Abe Most, clarinet.

Mills hopes to sell the complete project to a record company for distribution. He stated he has not as yet contacted any diskery with the proposal.

The exec anticipates next using top studio men in New York and Chicago to expand the instrumental series, still unnamed.

All the tunes in the LP's will, of course, be from the Mills catalog, and the pubbery hopes the music student playing along will become enthused enough to purchase the sheet music.

Mills said he hopes the first

tunes of the decade, "Telstar." Connelly, who was 67, died at his home in Bournemouth after an illness of several months.

year ending in August, the So-

ciety grossed \$25,820,000, with

\$21,094,000 going to members.

moneys made last April totaled

\$6,703,000, including foreign

distribution. Moneys issued in

July totaled \$7,364,000, with a

third issuance due next month.

organization were \$2,381,000,

while expenses totaled \$2,344,-

Salaries for the entire ASCAP

A separate amount of \$511,-

The first distribution of

LP's will be available to the public by the end of the year.

Mills further revealed that the company would tie in with instrument manufacturers in exploiting the individual artists in retail stores.

For the second project, vet jazzman Mills has signed critic Leonard Feather to write two books: The World of Traditional Jazz, 1900-1930, and The World of Modern Jazz, which will each be packaged with three LP's featuring veteran jazzmen performing historic selections but using today's modern recording techniques. The jazz jackages will be released by a Mills subsid, American Academy of Music, and should be available in the next few months.

Mills said the price for the complete package has not yet been determined, but figures from \$19 up to \$24 were being discussed.

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No. 40

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Vol. 75

GENE CHANDLER

- Pop -

DEBBIE WOODS

BRIAN HYLAND LET US MAKE OUR OWN MISTAKES (Geld-Udell, ASCAP) (2:39)—Here's one that should be of much interest to teen audiences. It has to do with youngsters in love and pleading to be left alone, emotionally. The flip is "Nothing Matters But You" (Geld-Udel, ASCAP) (2:36). ABC-Paramount 10494

LATE SINGLE SPOTLIGHTS

YOUR REPORT CARD (Screen Gems-Columbia, BMI) (2:25)—A

mighty cute ballad sung in soft, reverb-filled style by the lass. Song

has seasonal back-to-school interest and is inventive. Flip is "Dream

IT'S NO GOOD FOR ME (Valley, BMI) (2:24)—Big dramatic

ballad is emoted by Gene Chandler here on the new label. Tympani,

strings and musical climax are the keys and side has quite a chance.

The flip is "From Day to Day" (Screen Gems-Columbia) (2:20).

#### **ASCAP Gross Goes Over** \$25 Million for 8 Months first eight months of the fiscal

BEVERLY HILLS, Calif. -ASCAP Treasurer George Hofman, at the Society's meeting last week, revealed that during the

#### Dot's Jim Dailey On European Trip

HOLLYWOOD-Jim Dailey, international director of Dot Records, has gone to Europe for a month to meet the firm's foreign licensees in the Common Market nations. Dailey will discuss exploitation of new releases. Dot's major licensee is British Decca except for Scandinavia and Denmark.

Bailey will also seek to appoint a European representative. one who can speak at least seven languages. "Unless you can talk to people in their own language, you're lost" he said.

#### MFRS. DECLINE WITH REGRET

WASHINGTON — "Thanks, but no, thanks," notes came from 10 record companies in answer to the Roosevelt Small Business Sub-Committee invitations to appear at last week's hearings on the problems of independent record distributors and retailers.

Polite regrets and various excuses ranging from "out-oftown" to "we couldn't add anything to the testimony at this time" were received from Columbia, RCA Victor, Dot, United Artists, Liberty, Cameo-Parkway, Vanguard, Todd, ABC-Paramount and SAR (an ARMADA member).

100 will be distributed next month to 1,236 special writers selected by a panel of non-member music men for outstanding work in the "standard" and "popular production" field.

# Warner Holds 1-Price Policy

BURBANK, Calif. - Warner Bros. is following the trend toward stabilizing distributor prices, with a one-price policy effective October 1 and running through December 1963.

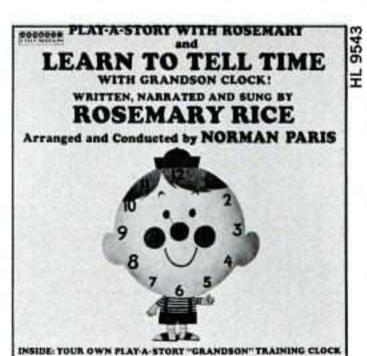
Bob Summers, Warners' national sales manager, says a straight 10 per cent discount will be available on all new and catalog LP releases. "In December we'll see how things look and then possibly re-evaluate our program," Summers said.

The new program will replace the company's previous policy of offering different percentages each month.

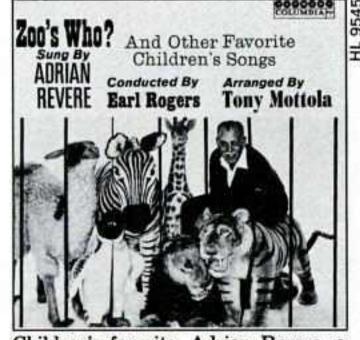


Child's Play Pays!

# Watch Grandson Clock, Diver Dan and 31 Animals Featured on These 4 Harmony Children's Albums Perform Sales Wonders in Your Store:



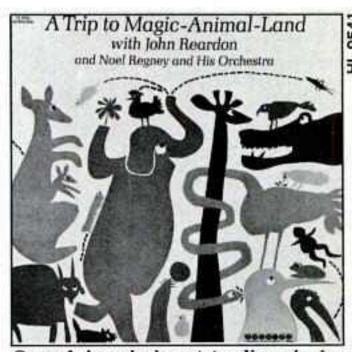
A fabulous idea—first of its kind! Learning to tell time is fun with Grandson, as kids take part in the tuneful lessons. An actual die-cut training clock is included in every album.



Children's favorite, Adrian Revere, a star of Mitch Miller's TV Sing Along show, sings a dozen best-loved songs about animals.



TV favorite Diver Dan and his seagoing pals bring a fantastic adventure to life in story and song. Here's an album every youngster will want to own!



One of America's outstanding singing stars, John Reardon, takes the kiddies on a musical excursion through "Magic-Animal-Land."

The Newest Concepts in Children's Records Carry The Name



® "COLUMBIA" "HARK



# Roosevelt Group Hears Abuses Laid to Mfrs.

Continued from page 1

restrictions to the anti-discriminatory and fair practice laws already on the books-it serves to educate members of an industry in the ways they may be violating laws they scarcely knew exist. As ARMADA counsel and former FTC Chairman Earl Kintner had previously pointed out, it gives the whole industry a chance to set up voluntary standards. This can save multiple FTC actions against violators, and/or additional tightening legislation.

(The FTC announcement said its Bureau of Industry Guidance was making preliminary preparations, and time and place for the actual conference would be announced at a later date. Customarily, conferences are held in Washington, after preliminary talks with all in the industry who want to talk over problems before guidelines mutually satisfactory to all are decided on.)

#### **Urges Co-Operation**

Chairman Roosevelt strongly urged that every association and segment of the industry get with the trade conference, present their case fully, and provide the FTC with as much information as possible.

The urging was partly triggered by the absence of a spokesman or statement from the newly named National Association of Record Retailers (formerly Society of Record Dealers), and non-appearance by anyone from the rack segment, National Association of Record Merchants (NARM).

The Retailers' Association President Louis Shapiro, in ill health, had to cancel at the last moment, and hoped that independent Cleveland retailer Frank W. Carle of John Wade, Inc., could be considered representative of the association when he gave his statement. Carle's report of struggle with price squeeze and discriminatory practices were recognized as nationally representative by the subcommittee-but a statement

by NARR is expected later for

the record.

NARM's Washington attorney Earle M. Foreman said problems in the rack industry did not lend themselves to legislation, but NARM may submit a statement after reading transcript of the hearings. Chairman Roosevelt mildly remarked that if the record indicated a need, the NARM spokesman might be subpoenaed for appearance before the subcommittee—but this is not in sight at the present

#### **Historic Cast**

The cast of characters at the history - making first congressional hearing on record industry practices was small, but effective: Each of the three witnesses was warmly praised by the subcommittee for clear and complete statements. ARMADA President Amos Heilicher spoke for his group; Irving Perlman for Record One-Stop Association (ROSA), and Frank Carle for the typical independent retailer. A dozen record manufacturers, including majors, previously invited, had sent regrets (see separate story).

Getting down to cases, ARMADA spokesman Heilicher backed by association counsel Earl Kintner, and ARMADA officials James Schwartz and Ralph S. Cunningham, took off after the record club competition, and manufacturer favors to giant chain buyers like Korvette. Charts of the crisscross operations of melding segments of the industry, made with the aid of the Billboard, were presented.

ARMADA spokesmen laid most abuses to manufacturers' own discrimination, or manufacturers indifference to discrimination on the part of his own integrated distributors and subdistributors. The eight categories where discrimination flourishes in favor of big buyers were listed as: Promotion; return privileges; free records; quotas and minimums (distribu-

tors maintain quotas by unloading massive shipments in other areas at loss prices to keep manufacturer quota, killing hit sale records for regular retailers in transshipped areas); cut-outs; tie-in sales; pricing, and favorities. Sub-categories outlined about 50 varieties of unfair practice such as fictitious pricing, notices of cut-out and cutoff dates to some and not to others, etc., etc.

#### Room Providers

An industry of 3,000 record manufacturers, 200 of them releasing fairly regularly, but where 27 provide 96 per cent of the business, with a retail sales total for 1962 of about \$650 million, should provide room for all forms of retailing, distribution and sub-distribution, whether by rack, one-stop, or what have you, said Heilicher. But free enterprise has become "free wheeling" in the record business, with everyone scrambling for deals at everyone else's expense, until the industry is price-cutting itself into the ground, ARMADA told the subcommittee.

In trouncing the record club competition at lower prices than retailers could give their customers, Heilicher said resolution of the Columbia Club case now coming to the initial decision stage at the FTC, would probably be a long way off. Chairman Roosevelt wanted to know why FTC was so long in concluding the case.

ARMADA counsel Kintner said the FTC has a hard-fought case on its hands in the club action. Delay will probably stem from lengthy court action. FTC staff has worked hard and dug deep on this one, said ARMADA counsel, with no delays in their schedule.

#### Laws Described

Rep. Arch A. Moore (R., W. Va.), who took a keen interest in the record industry testimony, asked what kind of legislation might be helpful in dual distribution problems here. Kintner said laws to make manufacturers observe functional discounts might be one path. In this way, wholesale price differentials would apply to distributors' buys for true distribution; he would not get the extra price allowance on records destined for an owned retail, rack or onestop operation as he can now.

Functional discounts vary greatly among industries, and are purely voluntary by the manufacturer, subcommittee counsel Potvin has pointed out. (Bills to compel functional discounts have been brought up in many congresses, but so far have never

passed.) In related testimony, ROSA President Perlman and counsel Benjamin Ruby pointed out that distributors who went into their own one-stop business, in competition with area one-stoppers, had a big price differential advantage. The distributor-onestop combination could buy from manufacturers at wholesale rates, while one-stopper can only get regular 10 per cent discount. Even if distributor-one-stopper gets lower price on only a few labels, he can use the difference to drop prices on all merchandise below the area's normal one-stop prices.

Perlman said one-stop sales account for about 50 per cent

# Rackers Also Give **Backing to Conference**

Continued from page 1

with respect to the conference idea is believed to be a reflection on the gathering price squeeze now being felt by this element of the business, in view of recent price policies established by Columbia Records, and in view of a trend toward more conservatism in manufacturers discount programs.

Racker's Role Amplifying the stand being taken by NARM, Malamud said: "It is my belief that when the FTC, which is not bound by the very narrow limits within which the record industry has chosen to operate, but is guided by a superior knowledge of business and industry throughout the United States today, finishes its investigation into our industry, it will recognize the record rack merchandiser as a valuable wholesaler, a wholesale, multi-label distributor, who has stimulated healthy compe-

of all single sales to juke box operators (who buy about \$45 million singles per year) and to small local retailers.

#### **Lines Being Lost**

Increasing confusion in the record business is the result of the disappearing lines between functions, it was brought out. Everyone tries everything, and the result is what counsel Potvin termed a "bucket of worms"one can't tell the heads from the tails, with manufacturers and distributors integrating down to retail and customersales level, while retailers integrate up into one-stopping, racking or distributing, to go after big-sale deals from manufacturers.

Frank W. Carle, the Cleveland independent retailer of John Wade, Inc., told the subcommittee what happens when big distributors sell at owned discount stores, like Seawaywhich sells disks at \$1.99 in their downtown Cleveland discount stores, while Wade's has to pay \$2.47 wholesale.

Carle said worst of all was Handleman Drug chain-racker buy of four Detroit label distributorships. Carle said power play by Handleman, who went from drug and cosmetic racks to record racking, nationwide, enables it to dictate to local distributors or bypass them entirely by shopping anywhere in the country for its big buys. Out of its own distributorship, Handleman can now sell records on owned racks in its outlets for prices well below any local retailer. "Handleman in effect becomes his own best customer."

Carle said the operation could withhold disks from local retailers, and sell current hits on its distributorship labels only through the Handleman racks. He had no evidence of this, but said invoices marked "out" had come to him for several weeks' running on distributor labels indicating that the withholding was possible. Retailers has no way of knowing whether a giant firm is really "out" of certain records or not, Carle pointed

Chairman Roosevelt listened grimly to the story and asked why manufacturers didn't refuse to sell to Handleman. When he was told manufacturers never look beyond the original distributor buy, Roosevelt said the time might very well come when such giant chain operations may dictate to the manufacturers themselves.

tition within the industry, and who has served the past 10 years to make records, at the right price, readily available to the consumer in every part of the country."

On the whole question of pricing to rack jobbers, Malamud noted an ad appearing in the September 24 edition of The Philadelphia Inquirer. The ad, for Gimbels stores, Malamud said, quoted \$3.98 albums

at \$2.57.

"We are told by Columbia that we are selling our services too cheaply, that we have to raise our prices. But how can a rack raise his prices when he may be in direct competition with a Gimbels or a Korvette's?" Malamud wanted to know. "It's a very difficult situation."

Malamud also took the occasion to discuss NARM's failure to be represented at hearings held last week by the Roosevelt Small Business Subcommittee on the question of dual distribution. "After reviewing the testimony in the hearings given by representatives of other industries such as paint, tobacco, candy, glass, tires, steel, shoes and beer, to name a few, we felt our testimony was not necessary.

#### Consumer Welfare

"In previous testimony, it was brought out that the consumer welfare is served best by lowest prices with the greatest availability of product and that an industry is healthy when competition is maintained. We feel both these considerations obtain in the record industry. Both Amos Heilicher and Irv Perlman, speaking for ARMADA and ROSA respectively, noted the idea of distributors, racks and one-stops competing with each other as bad. "We feel competition in itself is good. The problem lies in the pricing area and that is covered by the Robinson-Patman Act.

"We also understand that the small business committee is more interested in problems posed by vertical integration in an industry. The other record industry witnesses stated concern, for example, over distributors in the one-stop business or in racking. This, however, since it concerns itself only with the distribution level, is a question of horizontal integration, which is not in the province of this committee. The proposed Roosevelt legislation (HR 3562) holds that any manufacturer with more than \$2,000,000 in annual net sales be prohibited from having its own retail outlets. The only conceivable application of this in the record business might be that of the record clubs.'

#### DECCA ISSUES S.P.E.B.S.Q.S.A.

NEW YORK—Decca Records carries on the grand old tonsorial tradition this week with the eighth annual release spotlighting current winner of the 25th international barbershop singing competitions sponsored by the Society for the Preservation and Encouragement of Barbershop Quartet Singing in America (SPEBSQSA.) This year's releases includes a two-LP set of the winners of the meet which was held in Toronto.

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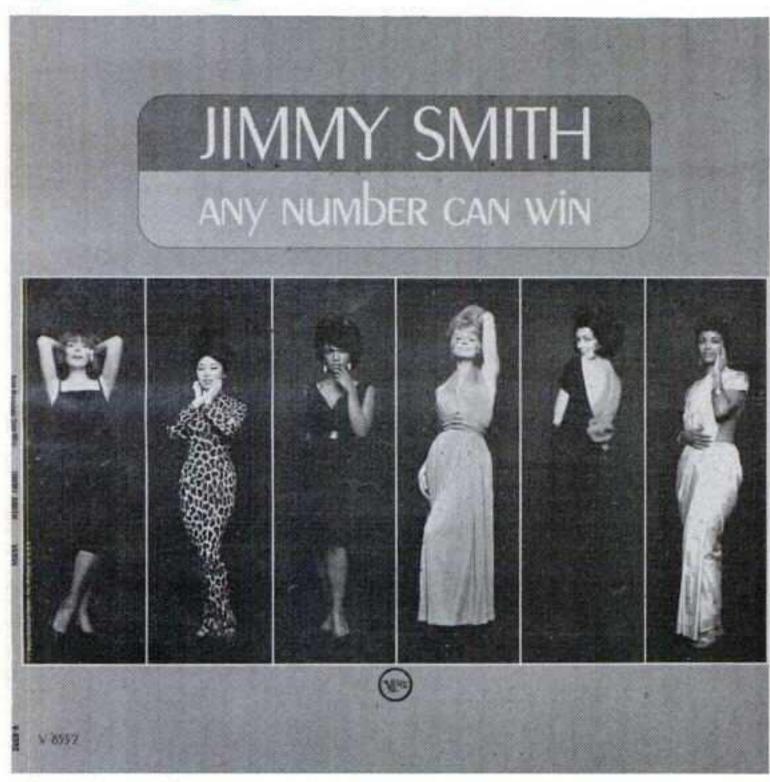
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#### COAST JAZZ

# Band, Dixie Happen in Monterey

· Continued from page 3

his tight trio kept the audience's attention while acts were changing.

Fine performances were racked up Friday and Saturday, but Sunday afternoon things really started to cook. The Wilson band was appearing for its final time and had just completed a blazing Latin number, "Viva Tirado," when, during the play-ing of "Perdido," Dizzy Gillespie, made an unexpected appearance and the audience rose to its feet. Diz soared through his solo and from the wings came John Lewis, the Festival's musical director and pianist with the Modern Jazz Quartet. Both artists stayed on stage with the band, improvising happy, bouncing lines. When blues singer Jimmy Witherspoon stepped forward to sing "Darn Good Woman," excitement built to a crescendo.

Witherspoon and Jon Hendricks, who appeared in a solo role Saturday evening, were the only male blues vocalists on the program. Carmen McRae was the lone thrush of any note appearing during the three days.

In uniting artists for the first time, Brazilian guitarist Laurindo Almeida and the Modern Jazz Quartet proved a happy marriage. Their program Sunday afternoon was the lone Latin feature of the Festival. Laurindo's facile fingering blended beautifully with John Lewis' piano and Milt Jackson's vibes. Gerry Mulligan turned up playing Dixieland with Jack Teagarden, Pee Wee Russell, Charles Teagarden and Joe Sullivan on

The "Incomparable" Hilde-

garde opens a three-week en-

gagement at the Sultan's Table

at Gene Autry's Sahara Inn, and

contrary to the local columns,

Gene Autry is not going to sell

the Sahara. Jackie Jocko's Duo

opens in the club's Celebrity

Room, adding a second act to

the Johnny Lewis Trio. ... It's

Peggy Kaye, Dick Lynn and

the Stylers at Playboy's Play-

room and Iris Paul, Roy Petty

and Sammy Shore at the Pent-

house. . . . Socialite Martha

Henner and Lenny Brenna,

original manager of the Gaslight

Club's Last Chance Saloon,

team to open the Crazy Horse

CHICAGO



MONTEREY JAZZ FESTIVAL music director and Modern Jazz Quartet fixture, John Lewis (left), views concert scene on location with jazz authority and disk producer, John Hammond.

Friday night. Mulligan and Russel improvised on an unnamed blues, delicate and quite modern in conception.

There was a great amount of Dixieland played at the Festival, but the introduction of "oldtimer" Elmer Snowden on banjo was the highlight of the Dixie

Saloon, surprisingly authentic

Wild West-type bistro on North

Ogden, just out of Old Town.

. . . Don't sell short a new al-

bum by "The Brave New Work-

shop" from Minneapolis. It's an

on-location recording of a Sec-

ond City-type review. Writers

are Irv Letofsky, a Minneapolis

Tribune reporter; Dan Sullivan,

music-drama critic of the same

paper, and Faith Lengas, former

seller of men's underwear (if

you can imagine that). It may

be too local, but it's very funny

-and professional. The boys

claim they've sold over 500 in

six weeks. They're dickering

with World Pacific and Prestige

for future dates and getting a

lot of national publicity to boot.

Bobby Wood, Joy Records

singing artist, in the Army for

six months at Fort Knox, Ky.,

was flown to Memphis for an

appearance on WHBQ-TV's

teen "Dance Party." . . . Peter

Duchin and his ork played for

a society ball here last week. . . .

Chuck Foster and his ork draw-

ing big crowds at Hotel Pea-

body's Skyway. . . . Guy Lom-

bardo and his ork due in for

appearances October 22 and 26.

for a fall engagement at the

posh Chez Paree in Chicago.

Lewis and his manager, Frank

Casone, are currently negotiat-

ing with several record com-

panies, hadn't signed with any

at this writing. . . . Hi Records'

Bill Black and his combo are

working on an album of West-

Jerry Lee Lewis has signed

MEMPHIS

NICK BIRO

TALENT TOPICS

presentation. Snowden, who had acompanied blues singer Bessie Smith on her early recordings, was assisted by veterans Darnell Howard on clarinet and Pops Foster on bass. Tony Williams, the 17-year-old drummer with Miles Davis, kept the rhythm traditional.

Modern jazz had its moments when Mulligan and his quartet played a string of humorous ditties, Miles Davis played like Miles and Thelonious Monk and tenor saxophonist Charlie Rouse heated up a chilled Saturday night crowd.

# Real Bunny, Just Stand Up

ATLANTA—You can't be a playboy unless the boss says so —Playboy boss Hugh Hefner, that is. Hefner's Playboy Clubs International won an injunction against a Georgia corporation here doing business as "Atlanta's Playboy Club." No can do, said the court in so many words.

A U. S. District Court order restricted the Atlanta club from "performing any acts having the effect of, directly or indirectly, representing that any business operated or owned by the defendants is connected with the plaintiff . . . or is sponsored, approved, recommended or licensed to the plaintiff."

Hefner claims the decision clears the way for the eventual opening of an authorized Playboy Club in Atlanta. Playboy clubs now operate in New York, Chicago, Miami, St. Louis, New Orleans and Phoenix, Ariz., with others scheduled to open soon in Detroit, Cincinnati, Baltimore, San Francisco, Los Angeles and Manila. The clubs have become one of the top talent circuits in the country. Acts booked into one club, generally go into the other five and will stay with the chain several months.

### Cliffie Stone Forms Label

HOLLYWOOD — Cliffie Stone has formed a new label, Insignia Records, headed by Joe Allison, with exclusive worldwide distribution handled through Monument Records.

Insignia will retain its own label identity. First release, scheduled within two weeks, is a single featuring Tommy Brooks. This will be followed with a single by Lorrie Collins.

Allison, who also serves as general manager of Stone's Central Songs Publishing firm, said the purpose of the label is to build talent. Label will operate as a separate subsidiary of the publishing firm, and will record material belonging to any publishers that best suit the talent on hand. Allison is in charge of the record company's operations, including a.&r.

ern songs. . . . Elvis Presley arrived in Memphis with his sidekicks after filming "Viva Las Vegas."

ELTON WHISENHUNT

# TV GUEST APPEARANCES BY RECORD TALENT

SEPTEMBER 30-OCTOBER 6
(All Times Eastern Daylight Saving)

MONDAY 30—ROSE MARIE

Comedienne, who is about to release her first album on Kapp Records, will be on the Johnny Carson Tonight show (NBC-TV, 11-15-1 a.m.).

WEDNESDAY 2-RED NORVO

Jazzman Norvo and sidemen will be quests on the Danny Kaye show (CBS-TV, 10-11 p.m.).

WEDNESDAY 2—JOHN GARY
Victor's singing discovery returns to the Tonight show for the third time in two weeks (NBC-TV, 11-15-1 a.m.).

WEDNESDAY 2-ROSE MARIE
She'll join the gang on the Steve Allen show.

THURSDAY 3—ALLAN SHERMAN

Comic will be featured on the premiere telecast of Perry Como show tonight (NBC-TV, 10-11 p.m.).

THURSDAY 3—PAUL HORN

Jazz artist will be among the guests of Steve Allen.

THURSDAY 3-VICTOR BORGE

Keyboard comic is one of the performers on the Tonight show (NBC-TV, 11:15-1 a.m.)

FRIDAY 4—NAT KING COLE, BILL COSBY

Popular vocalist and new Warner Bros. acquisition, Bill Cosby, will be guests on the Jack Paar program (NBC-TV, 10-11 p.m.).

FRIDAY 4—NANCY WILSON

Jazz vocalist is among the guest performers on the Steve Allen show.

SUNDAY 6—GEORGE MAHARIS

Epic recording artist will make his singing debut on television on the Judy
Garland show (CBS-TV, 9-10 p.m.).

SUNDAY 6—PAGE CAVANAUGH, THE ANGELS

Page's newly formed scrite; the Page 7, will be on the Ed Sullivan show (CBS-TV, 8-9 p.m.), along with the popular Angels.

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

#### **ARTISTS' BIOGRAPHIES**

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



#### NANCY WILSON (Capitol)

MANAGER: John Levy. HOME TOWN: Chillicothe, Ohio. BIRTHDAY: February 20, 1937. BACKGROUND: In retrospect, Nancy Wilson's career seems to be one of inevitability. The beautiful jazz stylist has been encouraged and assisted by some of the biggest names in the music business. While still in high school, Nancy had her own twice-weekly TV show

over WTVN, Columbus, Ohio. After a year of college, she decided that singing was her primary concern and joined the Rusty Bryant band, touring with them over two years. Cannon-ball Adderley was playing Columbus in 1958 when Nancy stepped out of the audience and displayed a jazz savvy which left a lasting impression on him. When Nancy went to New York she went looking for Cannonball and he took her to his manager, John Levy. It was no effort for Capitol to make up its mind about signing her, and her first album, "Like Love," was released soon thereafter. Capitol borrowed the services of Cannonball for one of the most talked about jazz albums of 1962: "Nancy Wilson/Cannonball Adderley." Nancy is now a permanent fixture in the field of jazz. She lives in Los Angeles with her husband, drummer Kenny Dennis, and their son.

LATEST ALBUM: "Hollywood—My Way," follow-up to the very successful "Broadway—My Way" is a strong contender for the top of the chart.

#### **TALENT ON TOUR**

(Top record talent in top record towns this week)

EAST

Tony Martin opens tonight (30) at the Latin Casino in Cherry Hill, N. J., through October 9... Lena Horne and Frank Sinatra give two concerts at Carnegie Hall this weekend (5 and 6) for the benefit of the Gandhi Society and the Student Non-Violent League, as well as the Foundation for International Child Health... The Dillards open at the Shadows in Washington tonight (30) through October 20.

MIDWEST Peter, Paul and Mary, just back from the Continent, will be campusing it up this week at Xaxier University (2), Western Michigan U (3), Purdue U (4-5), and Illinois State Normal U (6).

WEST

Harry Belafonte and company opened last week (23) at the Las Vegas Riviera Hotel, where he will remain through October 20.... Also in Las Vegas, Bob Newhart and Sergio Franchi begin a two-week date at the Sahara on October 1... The Dave Brubeck Quartet will appear at the Hollywood Bowl on Saturday (5).

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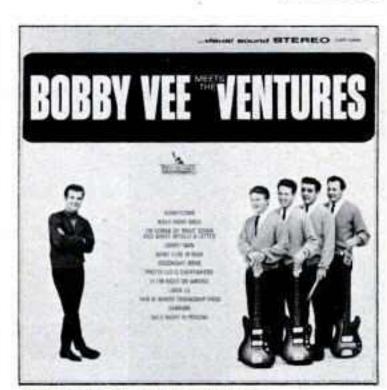
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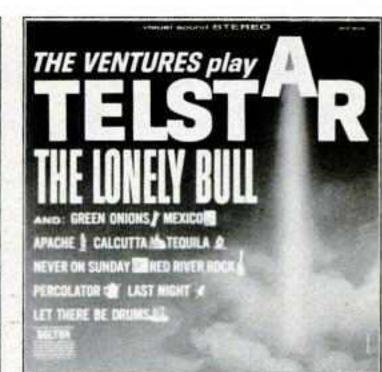
BOBBY VEE MEETS THE VENTURES LRP-3289/LST-7289



THE VENTURES SURFING BLP-3022/BST-7022



THE VENTURES PLAY THE COUNTRY CLASSICS BLP-2023/BST-8023



THE VENTURES PLAY TELSTAR BLP-2019/BST-8019



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# Mercury Classical Plan Doubles Sales Figures

By BARRY KITTLESON

NEW YORK—In the past 12 months, Mercury Records has put into effect a four-part program in merchandising classical product which has paid off in a healthy increase in sales activity and prestige. According to Bernard B. Braddon, administrative director of the classical division of Mercury, "classical unit sales for the first seven months of 1963 have doubled over the same period the previous year."

Under the banner of "Master Artists of Our Time," in September 1962 Mercury launched Part One of its reorganization program with the simultaneous signing of pianist Gina Bachauer, harpsichordist Rafael Puyana, violinist Henryk Szeryng and cellist Janos Starker to exclusive contracts. This broadened its roster of talent which, at that time, included pianist Byron Janis and violinist Joseph Szigeti, as well as conductors Antal Dorati, Frederick Fennell and Paul Paray.

Of these newly signed artists, Starker, Puyana, and Bachauer have each recorded three albums to date, and Szeryng has recorded two.

Another addition to the classical roster was the Romero Family. The Romeros are Spanish guitarists and their repertoire includes both classical and flamenco music. They perform as a unit and individually. Father, Caledonio, and one of the boys, Pepe, each have recorded solo albums for Mercury.

The addition of these leading instrumentalists, and the categories they represent, means that Mercury is now "in a position to exploit successfully the competitive but lucrative concerto and solo recital markets. The appeal here is for both the mass market and the con-

noisseur," said Braddon.
Part Two of the Mercury
program was the initiation of
the "Curtain Up" series. This
"pops" series packages traditional favorites ("Gershwin Favorites," "Ballet Favorites," "Viennese Waltz Favorites") with



VANCOUVER GETS A FIRST: On October 17 the Vancouver Opera Association will present a new production of Bellini's "Norma," which will star Joan Sutherland in the title role. Above, Sutherland goes over production detail with her husband, Richard Bonynge (seated), who will conduct, and stage director Irving Guttman. This will be the first "Norma" she has performed on any stage.

an eye to "reaching the thousands of customers now patronizing non-traditional outlets." This series now includes 16 albums, specially packaged with eye appeal for browsers, and the average sales per album have generally exceeded conventional releases of this type.

In May of this year, Mercury's "Great Music Series" (Part Three) went into effect. This program is novel in its method of re-releasing catalog items. It was originated to restore "the vital standard catalog activity, whose industry-wide decline has been lamented by manufacturers and dealers alike." Rather than simply rerelease its finer catalog performances as a budget line, Mercury expanded the number of listening minutes per album, which offers the consumer "more for your money" in a different way. The first release in this series was entitled "Great Music of the Romantic Age." The six albums in this series each averaged over an hour of listening, allowing for a complete symphony to be on one side of a record. Other features of this planned program, or basic library, was co-ordinated packaging, and special program notes by critic Edward Downes.

The second release in this series was issued this month, under the banner "Great Music by Russian Composers." Included in this release are six albums, featuring compositions by Rimsky-Korsakov, Moussorgsky, Prokofiev, Tchaikovsky, Rachmaninoff, Arensky, Gliere, Shostakovich, Liadov and Khachaturian. Contributing artists (as in the Romantic series) include Dorati, Paray, Fennell and Howard Hanson. Each album is adorned with colorful artwork and comprehensive liner

Subsequent releases in this series are planned for the future, and will concentrate on great music from the classical period, music by French composers, 20th century music and other periods.

Part Four of Mercury's program was the expansion of the Mercury-Wing Classic series. Featuring four-color artwork and skin-tight plastic wrapping, the catalog now includes 38 records, and offers 67 works ranging through ballet, symphonies and tone poems, from Mozart to Stravinsky.

Most important to Mercury's plan was that for the first time in the label's history its existing catalog was drastically pared down. Over 40 per cent of its repertoire has been deleted in this short period of time. "Doubling sales while reducing over-all quantity of product, of course, has dramatically increased inventory turnover and won favor with distributors and dealers. Our plans for the future include intensified and continuing efforts in this four-pronged drive," said Braddon.

# Chatter

NEW YORK—For those who feel that Maria Callas has been absent from these shores too long, take notice that the situation will be remedied next spring. Columbia Artists Management has booked a series of eight concerts in this country, starting with a benefit concert for the American Heart Association in New York next April 25he will be assisted

Young artists might well take a lesson in discipline from Artur Rubinstein. Late this summer, Rubinstein was scheduled to record at RCA Victor's new Rome studios. He was at first disgruntled by the piano they had, and requested that they arrange for his private tuner to be flown in from Paris.

The tuner couldn't be reached, and it was diplomatically suggested that perhaps a local tuner of high repute be used. He agreed to "try him." Next morning, at 8 o'clock sharp, he entered the studio in particular good humor and within six hours had recorded the complete Chopin Waltzes (14). Something of a record.

As part of a national cam-

As part of a national campaign to promote its recent release of the Nine Symphonies of Beethoven with Herbert von Karajan and the Berlin Philharmonic, Deutsche Grammophon purchased almost four hours of prime radio time over New York's WQXR on two consecutive Sunday nights (15 and 22). Uninterrupted performances of symphonies 3, 5, 7 and 9 were played.

Until recently, soprano Leonie Rysanek was relunctant to perform for television. However, she was coaxed into taping her famous "sleep-walking scene" from Verdi's Macbeth for Eurovision, and will make her American television debut next March over NBC ("Bell Telephone Hour.") At that time she will be winding up her current season at the Metropolitan Opera.

For the fifth consecutive year, Chicago's WBBM (CBS) will broadcast live the opening of the Lyric Opera, October 4. The opening night will honor the 150th birthday of Verdi with a performance of "Nabucco." Cast includes Tito Gobbi, Boris Christoff and, making their American debuts, Yugoslavian soprano Danila Mastilovic and Spanish tenor Alfonso La Morena. Bruno Bartoletti will conduct.

Erich Leinsdorf and the Boston Symphony Orchestra will give the New York premiere of Benjamin Britten's "War Requiem" at Philharmonic Hall on October 23. As in the radio and television broadcast of the work this summer from Tanglewood, soloists will be Phyllis Curtin, Nicholas DeVirgilio and Tom Krause. Incidentally, London's recording of the "War Requiem" is No. 68 on this week's Billboard Top LP chart in its fifth week. BARRY KITTLESON

# Philadelphia Musicians Get 52-Week Year

PHILADELPHIA—The Philadelphia Orchestra, under the terms of a new three-year contract, provides that in the 1964-1966 season, the 106 musicians making up the village band will become the only symphony orchestra in the nation assured of a 52-week work year. Moreover, they will have a guaranteed annual wage of \$12,400.

C. Wanton Balis Jr., president of the orchestra association, said that under the new contract approved this week, the musicians will earn a minimum of \$200 weekly, or \$10,400 a year. In addition, they will be guaranteed \$2,000 annually from recording sessions. The revolutionary pact provides for an immediate \$10 hike in the basic \$190 weekly pay. And the one-week paid vacation will be increased to four weeks in the 1965-1966 season. They are guaranteed 37 weeks' work during the coming season, 41 weeks in 1964-1965, and a full 52 weeks in 1965-1966. This will include the seven weeks of summer play at the city-sponsored Robin Hood

Since the burden is on the orchestra association to find 52 weeks of work for the symphony group, which is led by Eugene Ormandy, Balis said that a transcontinental tour is planned, with a summer festival in the up-State Pocono Mountains also in the talking stage.

### Int'l Artists in Full Swing At Budapest Music Festival

BUDAPEST — Preparations for the fifth Budapest Musical Weeks (September 28-October 31) are in full swing. During the festival, three competitions in classical music will be held: the Leo Weiner chamber music test, the Pablo Casals cello event, and a violin-piano sonata competition.

Young artists from all over the world have applied, and 54 competitors will take part in the cello event. Six are from the U. S., four from the Soviet Union, three from Austria, two each from France and Japan, and many other countries. Finland, Switzerland, Israel, Mexico and Spain will send competitors for the first time.

In the violin-piano competition, 21 teams will take part. Besides the three Hungarian teams, three each from the Federal German and Democratic German Republic have entered.

Italian, British, Canadian and U. S. artists are expected.

In the string quartet competition, 12 in all will be present. Three are from the Soviet Union, two each from the U. S., Bulgaria, Poland and Hungary, and one from the Democratic German Republic.

Honorary president of the international jury is the worldfamous Hungarian-born violin virtuoso Joseph Szigeti, who is visiting Hungary for the first time since he was a guest of the Hungarian government.

In addition to the competitions, many concerts will take place during the five-week festival, starring many foreign guest conductors and soloists. Composers represented will be Bartok, Kodaly, Weiner, Honegger, Hindemith, Stravinsky, Webers, and many more.

PAUL GYONGY

## Bernstein Draws a Record House in Pitt Civic Arena

PITTSBURGH — Leonard Bernstein made musical history in Pittsburgh last month (15) when he and the New York Philharmonic Orchestra lured more than 7,500 customers to the Civic Arena for a Sunday afternoon concert. This figure is the largest attendance at any symphony concert in the city's history and won him Page 1 billing in the city's two daily newspapers.

It also marked the first use of the huge auditorium as a concert hall for serious music. The concert was a half hour late in getting started due to the gargantuan traffic mess caused by the large attendance.

Music critic Donald Steinfirst of The Post-Gazette raved about the maestro and the orchestra but blasted the arena for its poor acoustics. He declared: "I found the sound incredibly bad. The music was so thin and badly distributed one heard sections only with scarcely any unifying ensemble. Moreover, when the solo instruments were heard they were almost pitiful."

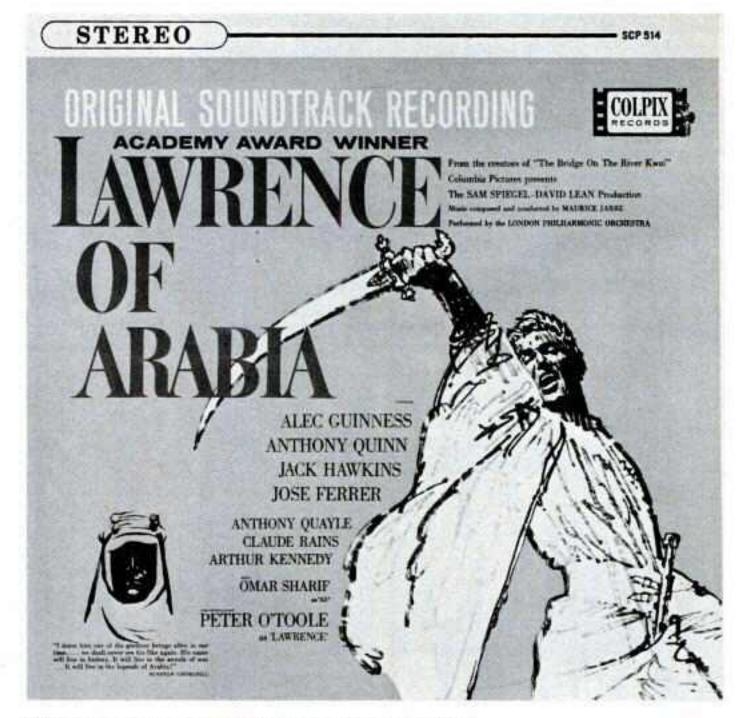
Carl Apone, Press music critic, said that the 7,503 persons "came to see conductor Leonard Bernstein and hear the New York Philharmonic, but just about everybody, including Bernstein and the orchestra members, went away talking about the sound at the Civic Arena."

Apone also quoted Bernstein as saying: "It is impossible to play here without a shell on the stage. The music is wasted. There is no projection. Under present conditions this is my first and last concert in the arena."

# GOLPIX SALES GIANTS!



Liz Taylor's debut as a recording artist...from the original TV soundtrack of the October 6th C.B.S. special. This Sunday at 10 p.m. EST 85 million viewers will watch this unprecedented entertainment event! Consumer ads, trade ads, a huge promotion campaign and spectacular publicity make this the exciting album of the year!



The most honored picture of all moves into 1000 theatres across the nation in a sensational road show engagement! Millions more will hear the score that won the Academy Award. Album sales are hot (31 weeks in the top 10)...and getting hotter!



Terrific Air Play...

Nationwide Breakout...Big Sales

# FRANK CHACKSFIELD

Theme from

# ANEW KINDOF LOVE

**LONDON - 9617** 

An absolute smash...

GIAN FRANCO INTRA

CGD - 10904

LONDON

#### BREAKOUT SINGLES

\* NATIONAL BREAKOUTS

**WORKOUT STEVIE, WORKOUT** 

Little Stevie Wonder, Tamla 54086

MONKEY-SHINE

Bill Black & His Combo, Hi 2069

MISTY

Lloyd Price, Double L 722

\* REGIONAL BREAKOUTS

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

PLEASE DON'T KISS ME AGAIN . . .

Charmettes, Kapp 547 (Rongee-Highwood, BMI) (New York)

LOUIE LOUIE . . .

Paul Revere & the Raiders, Columbia 42814 (Limax, BMI) (San Francisco)

TOYS IN THE ATTIC . . .

Denis Regor, Contempo 904 (United Artists, ASCAP) (Seattle)

SEE THE BIG MAN CRY . . .

Ed Bruce, Wand 140 (Tunesville-Lyn Lou, BMI) (Detroit)

UNDERTOW . . .

Fabulous Continentals, CB 5003 (Little Bunker, BMI) (New York)

SINGLES

# REVIEWS



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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



POP SPOTLIGHT

CONNIE FRANCIS

YOUR OTHER LOVE

(Hollis Music, BMI) (2:05)

WHATEVER HAPPENED TO ROSEMARIE

(Merna Music, BMI) (2:05)-MGM 13176

Two big ones for Connie here. The first side has a startling arrangement by Claus Oggerman that includes a bit of the "More" sound and big ork backing. The flip is equally powerful with strong beat and inventive lyric.



POP SPOTLIGHT

MARVIN GAYE

CAN I GET A
WITNESS

(Jobete, BMI) (2:39)—Tamia 54087

This swinger is a hit in the blues tradition and should mark Gaye's return to the chart ranks. Chorus of chicks and strong Detroit sound add to the effect. Flip is "I'm Crazy Bout My Baby" (Jobete, BMI) (2:39).



POP SPOTLIGHT

JOHNNY TILLOTSON

A VERY GOOD YEAR FOR GIRLS

(January, BMI) (2:34)

FUNNY HOW TIME SLIPS AWAY

(Pamper, BMI) (2:34)-Cadence 1441

Two great ones for Tillotson. First is a cute novelty that has fine beat and a clever lyric. The second is the former Jimmy Elledge hit, sung with fine symphathetic reading from the lad. Either way here.



POP SPOTLIGHT

DARLENE LOVE

A FINE FINE BOY

(Mother Bertha-Trio, BMI) (2:29)-

Philles 117

Darlene Love has a strong item here made by Phil Spector. It's a wildie with the big Philadelphia Orchestra sound and high-toned choral work. It's a shouter that goes all the way. Flip is "Nino and Sonny (Big Trouble)" (Mother Bertha, BMI) (2:00).



POP SPOTLIGHT

JOHNNY CASH

THE MATADOR

(Cash, BMI) (2:45)—Columbia 42880

Strong follow-up to "Ring of Fire" has a similar theme and sound. This one, though, has to do with lost love and the bull ring. Flip is "Still in Town" (Pamper, BMI) (2:35).



POP SPOTLIGHT

TONY BENNETT

DON'T WAIT TOO LONG

(Panther, ASCAP) (2:34)—Columbia 42886

Tony's follow-up to his recent hits is in that same, slow lyric ballad style. Big band arrangement with strings by Dick Hyman is most appropriate. The second side is "Limehouse Blues" (Harms, ASCAP) (3:23).



POP SPOTLIGHT

OMEONE'S AUEA

SOMEONE'S AHEAD OF YOU

(T. M., ) (2:25)—Capitol 5058

Big, beautiful rockaballad sound by Newton as a follow-up to "Danke Schoen." Multi-tracked voice, strings and chorus support the lad in wide style. Flip is "Shirl Girl" (T. M., BMI) (2:30).



POP SPOTLIGHT

HURDY GURDY
MAN

(Associated, BMI) (2:32)—Kapp 556

Swinging side from Johnny that has cute lyrics and a strong sound. The side should score well on the chart, following Johnny's former successes. Flip is "Marshmallow" (Davilene, BMI) (2:05).

3

POP SPOTLIGHT

TIMI YURO

**GOTTA TRAVEL ON** 

(Sanga, BMI) (2:41)—Liberty 55634

Timi could have a smash in this follow-up to her latest "Make the World Go Away." It's a most unusual treatment of the Billy Grammer hit of some time ago, sung or rather preached in an emotion-packed gospel style. Chorus and ork build make the side strong. Flip is "Down in the Valley" (Metric, BMI) (3:08).



POP SPOTLIGHT

RUBY AND THE ROMANTICS

DAY DREAMING

(Rosewood, ASCAP) (2:20)-Kapp 557

Here's another side reminiscent of "Our Day Will Come." It's a soft, lyric effort that features singing by the lass against background. Flip is "Young Wings Can Fly (Higher Than You Know)" (Day-Hilliard, ASCAP) (2:49).



POP SPOTLIGHT

THE SHIRELLES

31 FLAVORS

(United Artists, ASCAP) (2:00)—Sceptor 1260

This is a strong item from the new "It's a Mad, Mad, Mad, Mad World" flick. Side has swing and cute novelty appeal. Flip is "It's a Mad, Mad, Mad, Mad World." (United Artists, ASCAP) (3:33).





POP SPOTLIGHT

#### JOHNNY THUNDER

#### HEY CHILD

(Picturetone-Van-Kal, BMI) (2:42)— Diamond 148

Change of pace for Thunder here. He sings up a storm on a slow, strong gospel type ballad that has build and powerful effect. Flip is "Darling Je Yous Aime Beaucoup" (Chappell, ASCAP) (2:52).



POP SPOTLIGHT

THE DEMENSIONS

# DON'T WORRY

(Hill & Range, BMI) (2:35)-Coral 62382

Strong teen ballad side here from the group showcases first-class singing by the lead with solid backing. The flip is "Just a Shoulder to Cry On" (Jason, BMI) (2:37).



POP SPOTLIGHT

LITTLE EDDIE

# THE TEARS THAT NEVER FELL

(Pamper, BMI) (2:12)

#### COZY INN

(Pamper, BMI) (2:41)-Monument 827

Two mighty strong sides from this newcomer. The first is a solid country-rhythm tune done with multi-tracking, big sound, with chorus backing, and a firm beat. The second side has an intriguing lyric and fine backing. Two good ones with the edge going to performance on the first.



COUNTRY SPOTLIGHT

# TOMMY AND WANDA COLLINS

#### I CAN DO THAT

(Central Songs, BMI) (2:50)—Capitol 5051

A bright bit of banter between the guy and his gal just prior to their marriage about what kind of husband he's willing to be. Cute material, well delivered by the pair. Could step out. Flip is "You'd Better Be Nice" (Central Songs, BMI) (2:20).



COUNTRY SPOTLIGHT

THE OSBORN BROTHERS

#### DON'T EVEN LOOK AT ME

(Sure-Fire, BMI) (2:05)-Decca 31546

Strong wax for the boys. It's a smart, medium-beat tune with effective use made of chorus spots and it has a slick arrangement. A sound that could move. Flip is "Take This Hammer" (Sure-Fire, BMI) (2:22).



SACRED SPOTLIGHT

WILMA LEE AND STONEY COOPER

# THERE'S A HIGHER POWER

(Acuff-Rose, BMI) (2:12)-Hickory 1225

One of the best sacred sides in quite a spell, with the pair singing in powerful fashion. Tune is done to a great beat and with lots of spirit and it could grab off a healthy sale. Flip is "This World Can't Stand Long" (Acuff-Rose, BMI) (2:22).

#### \*\*\*

#### **FOUR-STAR SINGLES**

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

#### POPULAR

THE FOUR PENNIES

\*\*\* Hockaday (Part I) (Lionel, ASCAP) (2:05) — \*\*\* When the Boy's Happy (The Girl's Happy Too) (Trio, BMI) (2:11). RUST 5070

EVERLY BROTHERS

\*\*\* The Girl Sang the Blues (Screen Gems-Columbia, BMI) (2:03) \*\* Love Her (Screen Gems-Columbia, BMI) (2:19). WARNER Bros. 5389

LESTER LANIN

\*\*\* Theme From "Seven Capital Sins" (Wood, ASCAP) (2:30) —

\*\*\* The Tamoure Shake (Te Matete) (2:12). EPIC 9624

JULIUS LaROSA

\*\*\* David and Lisa's Love Song (Saunders, ASCAP) (2:51)—\*\*\*
Suddenly There's a Valley (Warman, BMI) (2:42). CADENCE 1440

THE BIG THREE

\*\*\* Winkin' Blinkin' and Nod (Ryerson, BMI) (2:55)—\*\* The Banjo Song (Manger, BMI) (1:55).
FM 3003

BROTHERS FOUR

\*\*\* Four Strong Winds (Witmark, ASCAP) (2:40)—\*\* The John B. Sails (Frigate, BMI) (3:42). COLUMBIA 42888

THE AMBASSADORS

★★★ Big Greaker (Gil, BMI) (2:40)—★★★★ Surfin' John Brown (Gil, BMI) (2:04). DOT 16528

ELLA FITZGERALD WITH THE COUNT BASIE ORK

\*\*\* Shiny Stockings (Jatap, BMI) (3:30)—\*\* Into Each Life Some Rain Must Fall (Pickwick, ASCAP) (3:20), VERVE 10305

BILL JUSTIS

\*\*\* Sunday in Madrid (Roosevelt, BMI) (2:15)—\*\* Satin and Vel (Omni, BMI) (2:27). SMASH 1851

THE DEUCE COUPES

\*\*\* Hayburner (Bobby Tunes, ASCAP) (1:59)—\*\* Little Deuce Coupe (Sea of Tunes, BMI) (2:01).

THE FOUR-EVERS

\*\*\* Lover Come Back to Me (Harms, ASCAP) (2:28)—\*\* It's Love (Seventh Ave., BMI) (2:02).

SMASH 1853

ROY HAMILTON

\*\*\* Theme From "The V.I.P's."

(The Willow) (Robbins, ASCAP)

(2:04) — \*\* The Sinner (Mills, ASCAP) (2:07). MGM 13175

LOU RAWLS

\*\*\* Tobacco Road (Cedarwood, BMI) (4:00)—\*\* Blues for a Four String Guitar (United Artists, ASCAP) (3:27). CAPITOL 5049

JOE AND EDDIE

\*\*\* Children Go (2:25)—\*\*
I Laid Around (Sanga, BMI) (2:53).
CRESCENDO 305

THE PLATTERS

\*\*\* Cuando Calienta El Sol (Peer Int'l, BMI) (2:07)—\*\* Viva Ju Juy (Gleam, ASCAP) (2:31). MER-CURY 72194

CURY 72194

SAMMY DAVIS JR.

\*\*\* This Was My Love (St. Lawrence, BMI) (3:50).—\*\* The Shelter of Your Arms (Pride, ASCAP) (2:48). REPRISE 20216

WINK MARTINDALE

\*\*\* I Heard the Bluebird Sing (Peer Int'l, BMI) (2:30) — \*\*\* Nevertheless (I'm in Love With You) (DeSylva, Brown & Henderson, ASCAP) (2:25). DOT 16531

SHIRLEY SCOTT TRIO

\*\*\* Toys in the Attic (United Artists, ASCAP) (2:50) — \*\*\* Marchin' to Riverside (Clarama, BMI) (3:15). IMPULSE 219

SANDY

★★★★ Flutterbug (Mojo, BMI) (1:46) — ★★★ Sandstorm (Bamboo, BMI) (1:47), ERA 3112

BILLIE AND LILLIE

\*\*\* Carry Me 'Cross the Threshhold (Melomusic-Prentice, ASCAP) (2:35)—\*\* Why I Love Billy (Why I Love Lillie) (Southern, ASCAP) (2:35). ABC-PARAMOUNT 10489

HO-DADS

\*\*\* Honky (Jackson-Little Darlin', BMI) (2:08) — \*\* Legends (Metric, BMI) (1:55). IMPERIAL 66001

BABY WASHINGTON

\*\*\* Hey Lonely One (Saturn, BMI) (2:40) — \*\* Doodlin (Silhouette, ASCAP) (2:35). SUE 794

(Continued on page 20)



The best of luck on your current in-person concert tour of the U.S.A.

(Sept. 28 - Dec. 1)

...and here is a brand new LP by MANTOVANI that could be his biggest ever...



Slaughter on Tenth Avenue.

West Side Story (Maria/Somewher

Autumn in New Yor Take the "A" Train:

Give My Regards To Broadway:

Manhattan Serenade Belle of New York:

Manhattan Lullaby,

The Bowery: Tenement Symphony.

Steres PS328

Por Off

LONDON FFT P

# Vic Lewis Country Spec Racks Fat 30G in Cincy

CINCINNATI — This city witnessed its greatest country music show last Sunday (22) when some 14,000 stub-holders invaded Cincinnati Gardens in two performances to register a box-office gross of slightly in excess of \$30,000.

Presented by Toledo promoter Vic Lewis and sponsored by the Western Hamilton County Police Officers' Association, the show presented the longest list of country talent ever presented here in one sitting, all set through W. E. (Lucky) Moeller, of the Jim Denny Talent Agency, Nashville. As of Saturday (21), promoter Lewis reported advance ticket sales in excess of \$10,000. Ducats were scaled from \$1.50 to \$2.50.

Some 8,000 patrons witnessed the afternoon performance, which ran an hour over the planned two-and-a-half-hour running, with another 6,000 catching the night performance, which went down around mid-



#### "TEENAGE LETTER"

"SEASONS OF MY HEART"

Jerry Lee Lewis

Linda Gail Lewis
Sun Records

639 Madison Memphis, Tenn,

night. Both in attendance and gross, the show was one of the most successful music-type attractions ever to play the house. Lawrence Welk set the gross mark at Cincinnati Gardens several years ago when his group played to around 12,000 people in a single performance for a gross of around \$40,000. Tickets for the Welk opus, however, were scaled at a \$5 top.

Billed as "Stars of the Grand Ole Opry," the talent array for Sunday comprised Red Foley, Roy Drusky, George Morgan, Webb Pierce, Jean Shepard, Don Gibson, Jimmy Skinner, Porter Wagoner, the Wagon Masters, Whitey Ford (Duke of Paducah), Ray Price and His Cherokee Cowboys, Carl Perkins, Jimmy Dickens, Shirley Ray, Jimmy Hibbard, Carl and Pearl Butler, Archie Campbell, Stonewall Jackson and Dave Dudley. Emsee chores were handled by Raph Emery, deejay of WSM, Nashville, and Jimmy Logdson, of WCKY here.

Columist Dale Stevens of The Cincinnati Post & Times-Star lauded the show for its excellence and the patrons for their loyalty. Said Stevens: "There are no audiences better than a country audience. They come to have fun. It's a family affair, with hundreds of children. They're all rapt, but apt to shout encourage-

#### KRAK Gospel Concert Pulls Record Throng

SACRAMENTO — Station KRAK's first gospel concert, featuring the Statesmen Quartet, the Blackwood Brothers and the Speer Family, attracted the largest audience for this type of entertainment in Sacramento history at Memorial Auditorium, September 11, when over 2,000 listeners turned out for the show.

A half-hour portion of the show was taped and edited by William C. Jones, production manager of KRAK, for playback on the ABC Radio Network Saturday, September 14. The 50,000-watt KRAK has been broadcasting country & western music since October 1, 1962, and has held five shows at Memorial Auditorium since that date.

The next country music spectacular is scheduled for October 8 and will feature Marty Robbins, Sheb Wooley, Bobby Bare, Mac Wiseman, Marion Worth and the Collins Kids.

ment, and the atmosphere is one of happy reverence."

Promoter Lewis, who will be associated with the veteran Oscar Davis in presenting a mammoth country music spec at New York's Madison Square Gardens for two days next May, left here Monday for the Big Town to kick off advance promotional activity. Davis, who suffered a stroke several months ago, is now reported on the mend at his home, 2108 Hayes Street, Nashville.

#### COUNTRY MUSIC CORNER

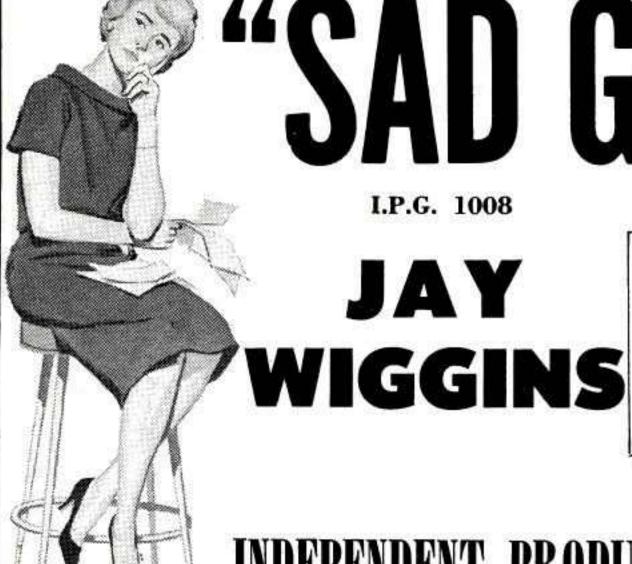
W. E. (Lucky) Moeller, executive veep of the Jim Denny Artist Bureau, has just returned to Nashville from a combination business and pleasure trip to Minneapolis. While there, he was the guest of Raye Perkins, owner of the Flame Theater Cafe, for which Lucky is the exclusive booker. The club uses top c.&w. artists six days each week. Martha Carson is playing there this week to be followed by Carl Smith October 7-12...

Carl and Pearl Butler have just completed the purchase of a

farm near Franklin, Tenn., where they will be moving soon. Carl and Goldie (Hill) Smith also own a large farm near there.

Stonewall Jackson, now fulfilling several personal appearances in Texas, will continue on to the West Coast, where he will play 17 dates in California, Oregon and Washington, returning to Nashville about October 20. . . . Two large c.&w. packages are set for Minneapolis, October 5, and Des Moines, (Continued on page 16)

BREAKING CLEAR ACROSS THE NATION!



BREAKOUT SINGLE

Billboard, Aug. 24

JAY WIGGINS, IPG 1008 (IPG, BMI)

(Washington)

NDEPENDENT PRODUCERS GROUP

47 W. 57 St., New York, N. Y.

#### HOT COUNTRY SINGLES

#### **Billboard** SPECIAL SURVEY

FOR WEEK ENDING OCTOBER 5, 1963

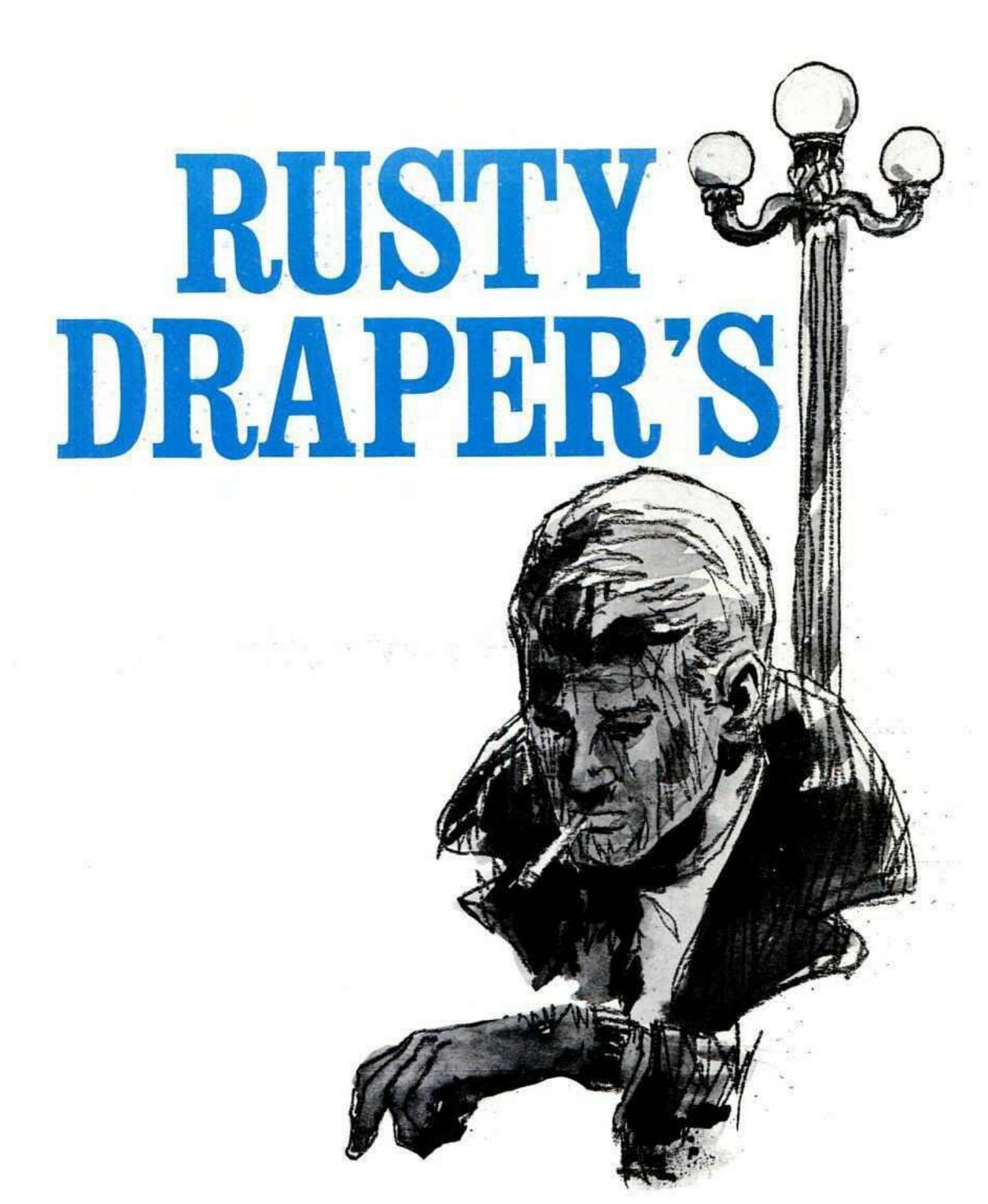
This Week	Last Weck	Title, Artist, Label & No.	Weeks on Chart
1	1	ABILENE	17
2	3	George Hamilton IV, RCA Victor 8181  TALK BACK TREMBLIN' LIPS  Ernest Ashworth, Hickory 1214	25/11/17/17
3	4	GUILTY	13
4	7	8 x 10	7
5	5	YOU COMB HER HAIR	13
6	6	MAKE THE WORLD GO AWAY Ray Price, Columbia 42827	9
7	2	RING OF FIRE	18
8	10	LOVE'S GONNA LIVE HERE Buck Owens, Capitol 5025	3
9	9	DETROIT CITY	14
10	11	FADED LOVE	4
11	8	SIX DAYS ON THE ROAD Dave Dudley, Golden Wing 3020	19
12	12	WE MUST HAVE BEEN OUT OF OUR MINDS	
13	13	THE MINUTE YOU'RE GONE Sonny James, Capitol 4969	
14	15	TIPS OF MY FINGERS	14
15	24	NOT SO LONG AGO	5
16	27	CALL ME MR. BROWN	2
17	17	HAPPY TO BE UNHAPPY	8
18	20	UNKIND WORDS	3
19	19	ACT NATURALLY	26
20	21	LOVING ARMS	12
21	22	IN THE BACK ROOM TONIGHT	7
22	29	TOO IN LOVE	2
23	30	THANKS A LOT	2
24	-	TELL HER SO	3
25	-	A GOOD COUNTRY SONG	1
26	14	A MILLION YEARS OR SO	9
27	-	COWBOY BOOTS	1
28	16	LITTLE OLE' YOU	12
29	-	NIGHT LIFE	1
30	-	HEY LUCILLE!	4

#### WITH THE COUNTRY JOCKEYS

Station WTID, Newport News, Va., has embarked on an all-country-folk-gospel format, and initial reaction from the public has been great, according to John Eustace, station's music and promotion director. WTID has a new staff headed by George Dail, who recently moved over from WCMS, Norfolk, to do the morning show and act as general manager of the station. Eustace comes from WNOR, Norfolk, where he served as host of the all-night show under the name Johnny Hart for the past year and a half. Bob Koolage, program director, returns to his native area after three years with WCAO and WITH, Baltimore. Gus Thomas, former manager of WCOY, Columbia, Pa., joined the WTID staff as operations manager. Rounding out the air personnel is John Tate, "the

Country Deacon," who oldtimers will remember as Jack Lloyd, featured singer with Bob Wills and the Texas Playboys some years ago. "Our air is always open to good new releases," says Eustace.

Writes Byron Stokes, country deejay at KLLA-Radio, Leesville, La.: "We have had lots of response to the write up in your column, and the records are starting to come in. We are in the process of extending our c.&w. time on the weekends." . . . Chris Collins, who spins the c.&w. wax daily, along with Bill Wilbourne, on WDAL, Meridian, Miss., has a new release on the Sleeper label, "I Cheated" b.w. "I Cry on My Pillow." . . . Ron Kitson has made the move to CFGM, Toronto's only allcountry music station to take up duties alongside the other Country Gentlemen there.



# "Night Life" Nonument #823

(For Day People, Too!)

#### COUNTRY MUSIC CORNER

Continued from page 14

October 6, according to W. E. (Lucky) Moeller of the Jim Denny Artist Bureau, Nashville. The Minneapolis show will comprise Hank Snow, Ernest Tubb, Carl Smith, Buck Owens, Skeeter Davis and Martha Carson. The same package will play Des Moines, with the exception of Snow, who will be finalizing plans for a 10-day tour in Canada.

Bob Neal Agency, Inc., moves into larger quarters at 812 16th Avenue, South, Nashville, October 1. . . . Marion Worth kicks off a tour for the Bob Neal office October 2 at Albuquerque, N. M., with other dates following at Phoenix, Ariz., 3; El Cajon, Calif., 4; Santa Rosa, Calif., 5; Oakland, Calif., 6; Sacramento, 7; Fresno, Calif., 9; San Bernardino, Calif., 11; Bakersfield, Calif., 12; Long Beach, Calif., 13, and North Hollywood, Calif., 14. . . . The George Jones show is reported to have encounted hefty business on its swing through Iowa and Illinois, which wound up at Davenport, Ia., Sunday (29).

Tony Senn, formerly of the Briar International label, is slated to record for a major diskery in Nashville next week. Tony is the writer of "Tears of a Clown," which Bill Barlow cut in a session in Chicago last week. Both deals were arranged by Harry McDowell, of Mc-Dowell Enterprises, Montgomery, Ala. . . . Sophia Conti, promotioneer with Acme Sales, San Francisco, infos that Ike and Tina Turner's new release on the Sonja label, "If I Can't Be the First," has kicked off in solid fashion along the West Coast. . . . Ralph Roby, promotion man with Sparton Enterprises, Hollywood, is on a swing through Northern California, Washington and Oregon to promote the newly formed Ralray Recording Company and a new Ralray release by Buddy Mize titled "When I'm Right You Don't Remember" b.w. "Loneliest Guy in Town." He will also promote Liberty and Monument product in the area.

West Coast country singer Freddie Hart is in Nashville for a series of waxing sessions. . . . Esquire Records of London has purchased Al Hawks, owner of Event Records, Portland, Me., four master tapes by Danny Harrison. The songs-"Mary Ann, I'm Lonesome," "Have You Ever Been Lonely," "Rock-a-Billy Boogie" and "Let 'Em Talk"-have all been released in this country. Esquire will release the material on its Starlite country label. . . . Ray Ford, deejay and leader of the Echo Valley Boys, bluegrass combo, escaped serious injuries in a recent auto crash in which his wife was critically injured. Friends may write to her at 555 East Roosevelt, Battle Creek, Mich.

Naomi Barfield, of Seneca, S. C., has put in a busy summer on television in the South Carolina sector and recently completed a TV series for the Arthur Smith network. She is presently readying material for a new album to be waxed soon. . . . As the first in a series of live country music shows, WTID-Radio, Newport News, Va., will present an all-day Harvest Jamboree October 19 as part of the city's annual



"HAMMER & A NEEDLE," new single with r.&b. beat by Daye O'Dell, is moving in Wisconsin, Indiana, Pennsylvania and California. It's "Top 40" sound on SAND Lobel #362. The country & western record, "going pop," is backed with "Little Scraps of Paper." Promo copies to disk jockeys on request. (Advertisement)

Harvest Days Celebration. Cosponsoring the venture is the Downtown Newport News Merchants' Association. According to John Eustace, WTID music director, the show will spotlight the Carter Family and more than 100 Tidewater area singers and bands.

Glenn Minton has just cut his first wax for Nugget Records, coupling a pair of his own tunes, "Lonely, Lonely" and "Dear, It Hurts Me So." Another waxing paired "No Thanks (But Thank You Just the Same)," and "Picture, Picture on the Wall." . . . Johnny Foster, whose newest release on the Capa label is "Grown Ups Cry, Too," b.w. "There's No End," is currently on personals in the South for the Barbara Martin and Bob Neal offices. . . . Kenny Roberts infos that his country music show. "Michigan Jubilee," which is video-taped for showing each Saturday night at 7 o'clock over WNEM-TV, Bay City, Mich., is now the top-rated show in Eastern Michigan, according to recent surveys. Kenny has just rounded out his first year on the station. King Records recently released a new cutting of Kenny's old hit on Coral 12 years ago, "Chocolate Ice Cream Cone," backed with one of his originals, "Twenty-Four Hours With the Blues."

The country music show produced by Penn Ann Enterprises and sponsored by the Dallas Junior Chamber of Commerce attracted more than 7,000 persons in a recent two-day engagement at the Dallas Memorial Auditorium, according to Mrs. Peggie Bullock, of the Peg Ann firm. It was the first show of its type ever presented in Memorial Auditorium, Mrs. Bullock says, and plans are to present others from time to time. Featured in the recent show were Ray Price and His Cherokee Cowboys, Sonny James, Dave Dudley, George Hamilton IV, Leroy Van Dyke, Roger Miller, Red Foley, Uncle Cyp Brasfield, Bob Wills and the Texas Playboys, Willie Nelson, Shirley Collie, and newcomer Carl Stevens.

Although he has been making music in the country field for the last 10 years, Ray King has just had his initial release on any label. Sides are "I'm an Old Pipe Liner" and "Who Put the Blues in Your Heart," done for Nashville Records. Deejays who may have been missed in the mailing may obtain a copy by writing on their station letterhead to King at 1515 Augusta Street, Pekin, Ill. . . . Recent visitors to "Western Express" on Station XEG, Monterrey, Mexico, included Tillman Franks, Country Johnny Mathis, Claude King and Tommy Tomlinson.

#### HOT R&B SINGLES

#### **BiHboard SPECIAL SURVEY**

FOR WEEK ENDING OCTOBER 5, 1963

		TOR WEEK ENDING OCTOBER 3, 1763	
This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	HEAT WAVE	9
2	4	CRY BABY	
3	3	PART TIME LOVE	The second secon
4	5	MICKEY'S MONKEY	6
5	9	SALLY, GO 'ROUND THE ROSES Jaynetts, Tuff 369	4
6	2	MY BOYFRIEND'S BACK Angels, Smash 1834	<b>7</b>
7	25	BUSTED	2
8	16	THEN HE KISSED ME	6
9	10	IT'S TOO LATE	
10	8	MOCKINGBIRD	16
11	6	THE MONKEY TIME	10
12	7	FRANKIE AND JOHNNY Sam Cooke, RCA Victor 8215	9
13	17	BE MY BABY	3
14	12	IF I HAD A HAMMER	5
15	13	FINGERTIPS (Part II)	15
16	20	CRY TO ME	62000 EN
17	14	SUGAR SHACK	3
18	21	A WALKIN' MIRACLE Essex, Roulette 4515	2000Hi 3
19	11	HEY GIRL	
20	24	SURFER GIRL	
21		TWO TICKETS TO PARADISE Brook Benton, Mercury 72177	
22	23	Sunny & the Sunglows, Tear Drop 3014	
23		WONDERFUL! WONDERFUL! Tymes, Parkway 884	
24		THAT SUNDAY, THAT SUMMER Not King Cole, Capital 5027	2 3
25	26	IT WON'T BE THIS WAY (Always). King Pins, Federal 12484	3
26	15	Patty LaBelle & the Blue Belles, Newtown 5777	
27	-	THAT'S WHAT MY HEART NEEDS Otis Redding, Volt 109	
28	-	I'LL TAKE YOU HOME Drifters, Atlantic 2201	146
29	C-ATA	IT'S ALL RIGHT	W 45
30	1000	DEEP PURPLE	1

Nino Tempo & April Stevens, Atco 6273

# **RUFUS THOMAS**

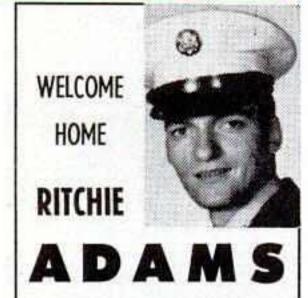
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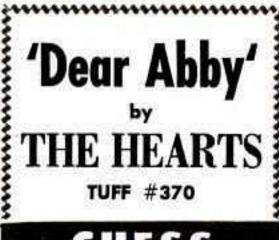
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CHESS

PRODUCING CORP. 2120 5. Michigan

Chicago 16, III

# **OLDIES '45'** BRIGHTEN YOUR **PROFIT PICTURE**

1	MAXINE BROWN
	ALL IN MY MIND

3 ONCE IN A WHILE

4 HIGH BLOOD PRESSURE F ROCKING PNEUMONIA - BOOGIE

O WOOGIE FLU / HUEY SMITH 6 JUST A DREAM 7 VENUS IN BLUE JEANS

/ JIMMY CLANTON 8 GO JIMMY GO JIMMY CLANTON

9 GEE BABY

10 SEA CRUISE FRANKIE FORD KANSAS CITY WILBERT HARRISON

12 A MILLION TO ONE

13 OH WHAT A NIGHT

14 HE WILL BREAK YOUR HEART JERRY BUTLER

15 EXODUS TO JAZZ 16 RAINDROPS DEE CLARK

EVERY BEAT OF MY HEART **GLADYS KNIGHT & PIRS** 

18 SHERRY FOUR SEASONS 19 BABY WHAT YOU WANT ME TO DO

JIMMY REED 20 FOR YOUR PRECIOUS LOVE

DUKE OF EARL GENE CHANDLER (Duke of Earl)

22 AT MY FRONT DOOR LA THE ELDORADOS 23 GOOD NIGHT SWEETHEART

24 ANGEL BABY ROSIE & THE ORIGINALS

25 DOWN THE AISLE OF LOVE QUINTONES

26 ROCKIN' LITTLE ANGEL ROBBIN' THE CRADLE

TONY BELLIS MOUNTAIN OF LOVE

28 MOUNTAIN OF LAND 29 YA YA

BYE BYE BABY THE CHANNELS MOON RIVER

JERRY BUTLER 32 | REMEMBER YOU

FRANK IFIELD 33 HONEST I DO JIMMY REED

34 ROSCOE GORDON

35 GOLDEN TEAR DROPS
THE FLAMINGOS 36 SECRET LOVE

**NUT ROCKER** 

**B. BUMBLE & THE STINGERS** ROCKIN' ROBIN 38 ROCKIN KUB

39 RAINBOW GENE CHANDLER

FANNIE MAE BUSTER BROWN

SHOUT JOEY DEE

42 PEPPERMINT TWIST

43 THE FLAMINGOS

44 GEE WHIZ THE INNOCENTS

45 GEE CROWS

46 A THOUSAND STARS

BIG GIRLS DON'T CRY THE FOUR SEASONS

48 COULD THIS BE MAGIC

49 STRANDED IN THE JUNGLE

50 PRICILLA

**CONTACT YOUR VEE-JAY** DISTRIBUTOR NOW

# OLDIES '45' BRIGHTEN YOUR PROFIT PICTURE

HERE IT IS... **VEE-JAY RECORDS** ANNOUNCES THE MOST SENSATIONAL NEW IDEA TO HIT THE RECORD BUSINESS

# oldies 45

All of us know how huge the oldies single market has become over the past months—AND IT GROWS BIGGER AND MORE PROFITABLE DAILY. Even in the face of a depressed market of late, the one thing that has held up, and yes, even increased has been the oldies single business.

NOW VEE-JAY HAS CORNERED THE MARKET ON OLDIES SINGLES and announced records that have appeared on many labels such as Ace, Roulette, End, Gone etc. are now available on one label—OLDIES '45'.

# Oldies '45' is a profit maker for all segments of the business

#### **FOR THE DEALER**

The impact is obvious — you buy all your needs (and they are increasing fast) on one solid label — OLDIES '45'. EVEN THE DEALER WHO HAS SHYED AWAY FROM HIT SINGLES WILL FIND HIMSELF PROFITABLY IN THE OLDIES BUSINESS. THERE IS NO FOOTBALLING OF PRICE. OLDIES SINGLES LIVE FOREVER.

#### **FOR THE ONE STOP**

The historical record of your service to the operator takes an additional step—you now can conveniently buy and service the oldies that you need—NO ONE NEED TELL YOU ABOUT THE GROWTH OF DEMAND FOR OLDIES '45' YOU HAVE BEEN LIVING WITHOUT.

#### **FOR THE RACK JOBBER**

Up to this point you have stayed away from oldies '45'. You can no longer afford not to service oldies singles. CONSIDER THIS—oldies singles are more stable in sales longevity than albums—they can be controlled easily under the basic stock pattern—they create new interest for your outlets—and most important a new solid increase in location income. Move into the Oldies '45' business now.

#### **'OLDIES'45'THE FASTEST GROWING MARKET IN THE INDUSTRY**

Here it is ...

# THE BEST DOLLAR VOLUME PER SQUARE INCH IN THE RECORD RUSINESS

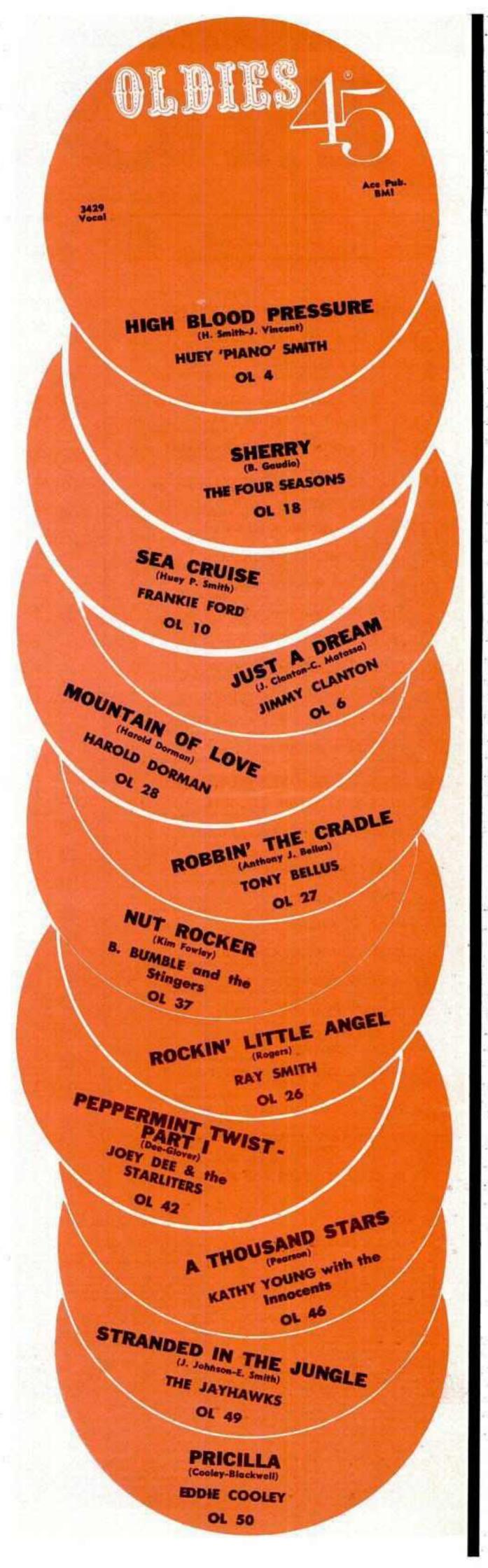
IN THE RECORD BUSINESS

GUARANTEED SALES – SELF SERVICE SALES

**VEE-JAY RECORDS** 

SELLING AGENT FOR OLDIES '45' WATCH FOR NEW OLDIES '45'





# Billboard

# HOHE 1000

\* STAR performer-Sides registering greatest proportionate upward progress this week.

MFFF	Wt. Apo	-Wks. Ago	Wks. Ago	TITLE Artist, Label & Humber	West On Chart
(1)	1	1	. 2	BLUE VELVET	9
(2)	2	5	9	SALLY, GO 'ROUND THE ROSES	6
(3)	3	12	20	BE MY BABY	6
•	19	65	_	SUGAR SHACK	3
1	9	10	13	CRY BABY United Artists 429	8
(6)	5	2	1	MY BOYFRIEND'S BACK	10
ŏ	7	11	16	WONDERFUL! WONDERFUL!	8
$\widecheck{\mathbf{o}}$	4	4	5	HEAT WAVE	10
1	13	23	38	BUSTED Ray Charles, ABC-Paramount 10481	5
(10)	6	6	6	THEN HE KISSED ME	8
(II)	8	8	15	MICKEY'S MONKEY	8
(12)	12	14	29	A WALKIN' MIRACLE	7
1	20	27	58	HONOLULU LULU	5
(14)	11	7	7	SURFER GIRL	10
(15)	10	3	3	IF I HAD A HAMMER	11
10	32	50	71	MEAN WOMAN BLUES Boy Orbison, Manument 824	5
1	33	52	75	DONNA THE PRIMA DONNA Dien Di Muci, Columbia 42852	
(18)	16	40.00		MARTIAN HOP	10
1	24	26	35	PART TIME LOVE Galaxy 722	
20				LITTLE DEUCE COUPE Seach Boys, Capital 5009	8
會	34	51	67	DON'T THINK TWICE IT'S ALL RIGHT Peter, Paul & Mary, Warner Bros. 5385	4
22	14	13	8	THE MONKEY TIME Okeh 7173	. 13
由	29	40	52	I CAN'T STAY MAD AT YOU.	5
24)	26	32	44	WHAM Lonnie Mack, Fraternity 912	7
25)	25	35	42	ONLY IN AMERICA	8
1				TALK TO ME Sunglows, Year Drop 3014	
27)	30	41	65	BUST OUT Besters, Arien 733	5
•				THAT SUNDAY, THAT SUMMER	6
29	17	21	22	THE KIND OF BOY YOU CAN'T FORGET	9

tward

111111111111111111111111111111111111111		Dall Pus	-		0.0
愈	58	74	94	DEEP PURPLE	4
1	46	64	87	FOOLS RUSH IN Decca 31533	4
35)	22	16	11	HEY GIRL	11
1	47	56	83	TWO TICKETS TO PARADISE	5
37)	23	18	19	YOU CAN NEVER STOP ME LOVING YOU Johnny Tillotson, Codence 1437	9
1387	69	100	_	WASHINGTON SQUARE Spic 9617	3
39	28	17	10	MOCKINGBIRD Symbol 919	16
40	43	44	55	BIRTHDAY PARTY 72130	8
(1)	45	70	86	BLUE BAYOU Roy Orbison, Monument 824	4
(12)	42	45	49	MORE Vic Dane, Delton 81	9
43	44	46	54	TREAT MY BABY GOOD	7
4	18	9	4	HELLO MUDDUH, HELLO FADDUH	10
(45)	27	29	32	HEY THERE LONELY BOY	9
•	74	-	-	THE GRASS IS GREENER	2
(47)	40	20	14	FRANKIE AND JOHNNY Sam Cooke, RCA Victor 8215	11
•	59	75	DELETES.		5
(49)	36	28	21	BLOWIN' IN THE WIND Peter, Paul & Mary, Warner Bres. 5368	15
1	70	_	_	YOU LOST THE SWEETEST BOY	2
(51)	53	60	74	BETTY IN BERMUDAS	6
(52)	39	37	40	WHY DON'T YOU BELIEVE ME	7
(53)	55	59	76	WHAT DOES A GIRL DO	5
4	66	99	-	MARIA ELENA RCA Victor 8216	3
(55)	200	20325			17
1	82	-	_	CROSSFIRE! Orions, Cameo 273	2
(57)	48	34	26	71 AT 10 GBS A 2057	13
1	86	-	_	IT'S ALL RIGHT 10487	2
69	81	_	-	SHE'S A FOOL	2
(60)	67	78	89	I'M CONFESSIN'	5
•	80	92	<u>-</u>	CRY TO ME	3
(62)	71	79	88	SEPTEMBER SONG	5
•	-	_	-	WORKOUT STEVIE, WORKOUT	1
(64)	62	67	69	SURFER JOE	6
65)	73			Surfaris, Det 16479	3
	15 45 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	35 47 23 69 28 43 45 44 48 49 49 49 59 36 55 66 37 82 48 68 68 68 68 68 68 68 68 68 68 68 68 68	46 64 35 22 16 47 56 37 23 18 69 100 39 43 44 45 70 42 45 43 44 46 9 45 74 — 40 20 47 59 75 48 70 48 34 48 66 48 70 49 67 78 49 60 77 40 79 40 7	46 64 87  35 22 16 11  47 56 83  23 18 19  69 100 —  38 28 17 10  40 43 44 55  41 42 45 49  43 44 46 54  41 18 9 4  45 27 29 32  46 74 — —  47 40 20 14  48 59 75 90  49 36 28 21  50 70 — —  51 53 60 74  52 39 37 40  53 55 59 76  64 99 —  55 37 25 18  66 99 —  55 37 25 18  66 99 —  56 82 — —  57 48 34 26  68 64 — —  68 64 65 67 69  68 67 78 89  69 67 78 89  60 71 79 88  60 71 79 88  60 71 79 88  60 71 79 88  60 71 79 88  60 71 79 88  60 71 79 88  60 71 79 88	35   22   16   11   HEY GIRL

s this w	eek				
<b></b>	-	e. -	=	MONKEY-SHINE	1
67)	72	77	80	HE'S MINE Alice Wonder Land, Bardell 374	4
. 68	75	76	91	ELEPHANT WALK	4
1	-	-	-	MISTY Lloyd Price, Double L 722	1
(70)	76	81	84	ENAMORADO	4
n	63	72	60	500.04	9
(12)	84	88	91	CINDY'S GONNA CRY	5
(13)	87	90		BABY GET IT (And Don't Quit It) Jackie Wilson, Brunswick 55250	3
1	_	_	-	TWO SIDES (To Every Story)	1
75)	77	80	82	TEENAGE CLEOPATRA	4
76	78	87	79	MY BABE Brothers, Moonglow 223	5
n	68	63	41	WIPE OUT	16
(18)	83	91	95	DOWN THE AISLE	4
1	_		_	FIRST DAY BACK AT SCHOOL	1
80	_	_	-	WALKING THE DOG	1
(81)	91	_	_	BLUE GUITAR	2
(82)	90	_	_	(Down at) PAPA JOE'S Dixiebelles, Sound Stage 7 2507	2
1	97		-	LITTLE EEEFIN ANNIE	2
(84)	89	_	_	STRANGE FEELING	2
(85)	93	_	_	NIGHT LIFE	2
(86)	94	_	12.0	JENNY BROWN 72182	2
(87)	99	-	_	POINT PANIC	2
(88)	98	-	-	EVERYBODY GO HOME Eydie Gorme, Columbia 42834	2
19	-	-	_	I'M LEAVING IT UP TO YOU Dale & Grace, Montel-Michele 921	1
90	-	-	-	WILD! Dee Dee Sharp, Cameo 274	1
(91)	96	-	1	SWEET IMPOSSIBLE YOU	2
(92)	_	-	_	TOYS IN THE ATTIC	. 1
(93)	_	-	_	WHERE DID THE GOOD	1
0			3	NEW MEXICAN ROSE	1
94)				TOYS IN THE ATTIC	1
95)				Joe Sherman, World Artists 1088	
96)	-	_		500 MILES AWAY FROM HOME Bobby Bare, RCA Victor 8238	1
97)	88	20	_	THAT'S HOW IT GOES	3
98	10	0 —		LET'S MAKE LOVE TONIGHT Bobby Rydell, Cameo 272	2
99	-	-	-	THAT'S THE WAY IT GOES	1
100	_	-	-	MICHAEL	1

#### HOT 100-A TO Z-(Publisher-Licensee)

Raindrops, Jubilee 5455

21 15 17 PAINTED, TAINTED ROSE . . . . 11
Al Martino, Capital 5000

41 55 72 I'LL TAKE YOU HOME ...... Drifters, Atlantic 2201

Baby Get It (And Don't Quit It) (Merrimac, BMI)	73
Be My Baby (Mother Bertha-Trio, BMI)	3
Betty in Bermudas (Cameo-Parkway, BMI)	51
Birthday Party (Dandellon-Merjoda, BMI)	
Blowin' in the Wind (Witmark, ASCAP)	49
Blue Bayou (Acuff-Rose, BMI)	41
Blue Gelter (U. S. Senes, ASCAP)	81
Blue Velvet (Vogue, BMI)	_1
Bust Out (Leony, BMI)	27
Bustod (Pamper, BMI)	,
Cindy's Gonna Cry (Screen Gems-Columbia, BMI)	72
Crossfire! (Kalmann, ASCAP)	56
Cry Baby (Rittenhouse-Mellin, BMI)	.5
Cry to Me (Mellin-Progressive, BMI)	61
Deep Purple (Robbins, ASCAP)	33 55
Denise (Bright Tunes, BMI)  Donns the Prima Donns (Disal, ASCAP)	17
Don't Think Twice It's All Right (Witmark,	17
ASCAP)	21
(Down at) Papa Joe's (Tuneville, BMI)	82
Down the Alsle (Sixty-Six, BMI)	78
Fleehant Walk (Coles RMI)	68
Elephant Walk (Colcs, BMI) Enamorado (Lenmar-Kenwater, BMI)	70
Everybody Go Home (Screen Gems-Columbia, BMI)	88
500 Miles Away From Home (Central Songs, BMI)	96
First Day Back at School (LeBill, BMI)	79
Fools Rush In (Bregman, Vocco & Conn, ASCAP)	34
Frankie and Johnny (Kags, BMI)	47
Grass Is Greener, The (Screen Gems-Columbia,	
BMI)	46
Heat Wave (Jobete, RMI)	8
Hello Heartache, Goodbye Love (Atrium, ASCAP)	31
Hello Mudduh, Hello Fadduh (Curtain Call, ASCAP).	44
	67
Hey Girl (Screen Gems-Columbia, BMI)	35

٠	TO A TO A TODAISHOT LICE	
	Hey There Lonely Boy (Famous, ASCAP) 45 Honolulu Lulu (Screen Gems-Columbia, BMI) 13	
	I Can't Stay Mad at You (Screen Gems-Columbia,	
	I'm Confessin' (Bourne, ASCAP)	
	I'm Leaving It Up to You (Venice, BMI) 89	
,	I'll Take You Home (Screen Gems-Columbia, BMI) . 32	
	If I Had a Hammer (Ludlow, BMI)	
	It's All Right (Curtom, BMI)	
	Jenny Brown (Wolf-Mills, ASCAP)	
	Let's Make Love Tonight (Cameo-Parkway) 98	
	Little Deuce Coupe (Sea of Tunes, BMI) 20	
	Little Eeefin Annie (Mimora, BM1)	
	Love So Fine, A (Jobets, BMI)	
	Maria Elena (Peer Int'i, BMI)	
	Martian Hop (Screen Goms-Columbia, BMI) 18 Mean Woman Blues (Gladys, BMI)	
	Michael (Sheriyn, BMI)	
	Mickey's Mankey (Jobete, BMI)	
	Misty (Vernon, BMI)	
	Mockingbird (Saturn, BMI)	
	Monkey Time (Curtain-Palier, BMI)	
	More-Dana (Marks, BMI)	
1	More-Winding (Marks, BMI)	
	My Babe (Maxwell, BMI)	
	New Mexican Rose (Claridge, ASCAP) 94	
	Might Life (Pamper, BMI)	
	Only in America (Screen Gems-Columbia, BMI) 25	
	Painted. Tainted Rose (Damian, ASCAP) 30	
	Part Time Love (Cireco-Escert, BMI) 19	
	Point Panic (Champion, BMI)	

	Red Sails in the Sunset (Shapire-Bernstein,	11
	ASCAP) Sally, Ge 'Round the Roses (Winlyn, BMI)	65
	September Song (Henderson, ASCAP)	62
	She's a Fool (Helies-MRC, BMI)	59
	Strange Feeling (Arc, BMI)	84
	Sugar Shack (Dundee, BMI)	4
	Surfer Girl (Guild, BMI)	14
	Surfer Joe (Miraleste-Robin Hood, BMI)	64 91
	Talk to Me (Jay & Cee, BMI)	26
	Teenage Cloopatra (Saturday, ASCAP)	75
1	That Sunday, That Summer (Comet, ASCAP)	28
	That's How It Goes (Wanessa, BMI)	97
	That's the Way It Goes (Claridge, ASCAP)	99
1	Then He Kissed Me (Mother Bertha-Trio, BMI) This is My Prayer (Sylvia, BMI)	10
	Toys in the Attic-Jones (United Artists, ASCAP)	92
	Toys in the Attic-Sherman (United Artists	1
	ASCAP)	95
	Treat My Baby Good (T. M., BMI)	43
	Two Sides (To Every Story) (Chevis-Salaam, BMI) Two Tickets to Paradise (Benday, BMI)	74 36
	Walkin' Miracle, A (Planetary, ASCAP)	12
	Walking the Dog (East, BMI)	80
	Walking the Dog (East, BMI)	28
	Wham (Carlson-Edwood, BMI)	24
	What Does a Girl Do (Damic, BMI)	53 93
	Why Don't You Believe Me (Brandom, ASCAP)	52
	Wild! (Kalmann, ASCAP)	90
	Wipe Out (Miraleste-Robin Hood, BMI)	77
	Wonderfull Wonderfull (Marks, BMI)	7
	Workout Stevie, Workout (Jobete, BMI)	63
	You Can Never Step Me Leving You (Ridge, BMI) You Lost the Sweetest Boy (Jobete, BMI)	37 50
	the rest the suscessit and theoriet sunt artists	

#### BUBBLING UNDER THE HOT 100

		DODDLING	OHDEN	THE HOL	100	
	101.	SIGNED, SEALED AND	DELIVERED	own & the Famous	Flames, King 5083	Ving.
	102.	TALK BACK TREMBLING				
4		MR. WISHING WELL				
		LONELY DRIFTER				
		DOWN ON BENDING K				
		NICK TEEN AND AL K.				
		DETROIT CITY NO. 2 .				
		SPEED BALL				
		FADED LOVE				
1	110.	COWBOY BOOTS		Dave Duckey,	Walk Det 14504	12
		FIESTA				
		EEFANANNY				
		COME BACK				
		BLUE VELVET				
	115.	YOUR TEENAGE DREAM	S	Johnny Math	s, Mercury 72184	Oleo Oleo
		A PERFECT PAIR				
		BETTER TO GIVE THAN				
		LITTLE YELLOW ROSES				
	119.	NOT SO LONG AGO		Marty Robbin	s, Columbia 42831	
	120.	I WONDER WHAT SHE'S				
	26000	411414111111111111111111				
		BROWN-EYED HANDSOM				
		HYMN TO FREEDOM				
	200000	EVERYBODY				
	124.	NINETY MILES AN HOU	R (Down a Dead	End Street)		-



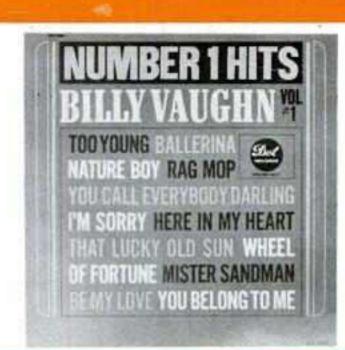
# CUANDO CALIENTA EL SOL

In LOS ANGELES CHICAGO ATLANTA SAN FRANCISCO CLEVELAND MIAMI 16507

#16487	SUGAR SHACK											Ji	mı	ny	Gil	lme	er 8	The Fireballs
#16507	<b>CUANDO CALIENTA EL SOI</b>			•		•	•	•			•							<ul> <li>Steve Allen</li> </ul>
#16526	FIESTA/BLUE VELVET .			•	•	•					•				=		L	awrence Welk
#16527	TWO-TEN, SIX-EIGHTEEN	•	<b>.</b>					3 <b>(1)</b>	( <b>=</b> )	3=8				· ·			Jii	nmie Rodgers
#16525	MR. MOON/LOVE ME					•												. Pat Boone
#16479	SURFER JOE/WIPE OUT.		•															<b>The Surfaris</b>
#16530	WONDERFUL SUMMER .					•		•			•	•						. Robin Ward
	THAT'S WHAT LOVE WILL																	

# BILLY VAUGHN NUMBER 1 HITS

**DLP 3540** 



## **BEST SELLING LP'S**



WIPE OUT - The Surfaris

**DLP 3535** 

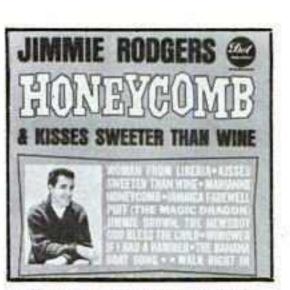


SCARLETT O'HARA - Lawrence Welk **DLP 3528** 

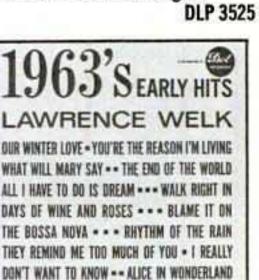


MORE - Steve Allen

**DLP 3538** 



HONEYCOMB & KISSES SWEETER THAN WINE - Jimmie Rodgers



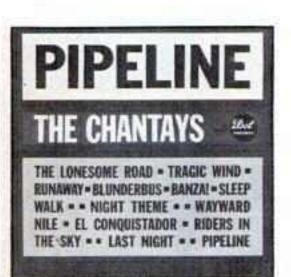
1963's EARLY HITS - Lawrence Welk DLP 3510



SUKIYAKI - Billy Vaughn **DLP 3523** 

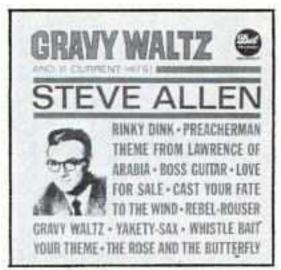


PAT BOONE SINGS GUESS WHO **DLP 3501** Pat Boone



PIPELINE - The Chantays

**DLP 3516** 



**GRAVY WALTZ** - Steve Allen **DLP 3515** 



1962's GREATEST HITS **Billy Vaughn** 

DLP 3497

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#### SINGLES REVIEWS

#### • Continued from page 13

#### **POPULAR**

#### RIZ ORTOLANI

\*\*\* La Donna Del Mondo (Marks, BMI) (2:25)—\*\* Theme From Women of the World (Marks, BMI) (1:53). DECCA 31549

#### THE BROWNS

★★★★ Oh No! (Shapiro-Bernstein, ASCAP) (2:12)—★★★ Dear Theresa (Four Star, BMI) (2:33), RCA VIC-TOR 8242

#### FREDDIE FENDER

\*\*\* Love's Light Is an Ember (Tek, BMI) (1:40) \*\* The New Stroll (Tek, BMI) (2:12). NORCO 100

#### THE CARAVELLES

\*\*\* You Don't Have to Be a Baby to Cry (Frank, ASCAP) (1:53)

\*\* The Last One to Know (Near North, BMI) (2:18). SMASH 1852

#### DOROTHY PRINCE

\*★★★ Hey Mister (Va-Pac, BMI) (2:48)—★★★ I Lost a Love (Va-Pac, BMI) (2:35). M-PAC 7208

#### BOBBY CURTOLA

\*\*\* Three Rows Over (Poker)
(2:00)—\*\* How'm I Gonna Tell
You (Kemo, BMI) (1:42). DEL-FI 4223

#### CHICO VANCE

\*\*\* Why Wait for Winter (Dolan, ASCAP) (2:36)—\* Ghost of Your Love (New Phoenix, ASCAP) (2:03). STACY 967

#### COUNTRY

#### WILLIE BROTHERS

\*\*\* Who's Next on Your List (Starday, BMI) (2:22)—\*\*\* Truck Driver's Queen (Lois, BMI) (2:07). STARDAY 645

#### JOHNNY BOND

\*\*\* Three Sheets in the Wind (Starday-Red River, BMI) (2:27— \*\*\* Let the Tears Begin (Starday-Vidor, BMI) (2:30). STARDAY 649

#### MICKEY GILLEY

\*\*\* Three's a Crowd (Marks, BMI) (2:35)—\*\* What Have 1 Done (Rogallen, BMI) (2:10). DARYL 101

#### MUSIC AS WRITTEN

#### **CINCINNATI**

Ike Klayman, head of A.&I. Distributing Company, Inc., here, is gung-ho these days over heavy sales being registered by the Ohio State Marching Band's Album, Vol. 3, released two weeks ago. Early sales, says Ike, are running ahead of those chalked by the album's two predecessors, and with the Big 10's Ohio State just moving into its football season, sales are expected to get an added impetus. The two previous Ohio State albums chalked especially heavy sales in the Ohio sector in recent years. . . . Hugh Dallas, promotion manager of Columbia Records' Region 3, out of Detroit, in town last week to sound the clarion on his firm's newest country music releases, Jimmy Dean's "The Funniest Thing I've Ever Heard" b.w. "Thumb-Pick' Pete" and Johnny Cash's "The Matador." Both, says Hugh, have kicked off like a house afire in the Midwestern sector. Also clicking handily, according to Dallas, are Steve Lawrence's new one, "Walking Proud," and "Four Strong Winds" by the Brothers Four. . . . Also in last week for one of his fortnightly visits was Rog Karshner, Capitol district manager out of Pittsburgh. He wowed the local tradesters with his story regarding the sauerkraut tie-up he has with his firm's clicker, "Danke Schoen."

FT. WAYNE, Ind.—WOWO will remote broadcast the 19th annual mass evacuation of schools in a radio-controlled fire drill scheduled for October 9. The broadcast will emanate from the Concordia Lutheran High School as a part of Fire Prevention Week.

#### GLENN BARBER

#### ★★★ How Can I Forget You (Hotpoint-Norris, BMI) (1:57)—★★★

(Hotpoint-Norris, BMI) (1:57)—★★★
Rain Check (Hotpoint-Norris, BMI)
(2:27). SIMS 148

#### FAY DARLING

★★★ Funny Bunny (Olite, BMI) (2:10) — ★★★ I Remember (White Cliff, BMI) (2:35), KOOL 1023

#### JIMMIE SKINNER

\*\*\* Try to Be Good (Starday, BMI) (2:00) — Yesterday's Wrongs (Starday, BMI) (2:59). STARDAY

#### LORETTA LYNN

\*\*\* Before I'm Over You (Sure-Fire, BMI) (2:30) — \*\* Where Were You (Sure-Fire, BMI) (2:29). DECCA 31541 JIM AND JOE ★★★★ Fireball Mail (Milene, ASCAP) (2:15)—★★★ Bimbo (Fairway, BMI) (2:17), FABOR 124

#### VANCIE FLOWERS

\*\*\* Thick and Thin (Flowers, BMI) (2:07)—\*\* Six Days a Waiting (Newkeys, BMI) (2:07). PIKE 5921

#### JUNE CARTER

\*\*\* I Pitched My Tent (On the Old Camp Ground) (Pamper, BMI) (2:29)—\*\* Sweeter Than the Flowers (Lois, BMI) (2:52). COLUMBIA 42864

#### SPIRITUAL

#### LOS ANGELES COMMUNITY YOUTH CHOIR

\*\*\* My Possessions Over There (Parts I & II) (Martin, BMI) (4:00, 400). AMAZON 717

#### FIVE NOTES OF HARMONY

★★★ Everytime I Feel the Spirit (Raltip, BMI) (2:55)—★★★ Traveling on the Right Road Now (Raltip, BMI) (2:19). BELLWOOD 10693

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#### JOE HINTON'S

BETTER TO GIVE THAN RECEIVE

BACKBEAT 539

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PEACOCK'S NEW FIND

FULL TIME LOVER

PEACOCK 1929

YOU'RE WORTH IT ALL

STILL GOING STRONG

JUNIOR PARKER'S
YONDERS WALL
DUKE 367

JAMES DAVIS'
BLUE MONDAY
DUKE 368

#### POP -NEW RELEASES- SPIRITUAL

I GOT A GOOD THING b/w HAVE IT YOUR WAY SANDRA KAY TUCKER PEACOCK 1926

EVERYBODY'S TALKING
b/w I'M GONNA LOVE MY WAY

BOB & PEGGY
PEACOCK 1927
TWO FOR ME TO LOVE

b/w STOP, LOOK AND LISTEN

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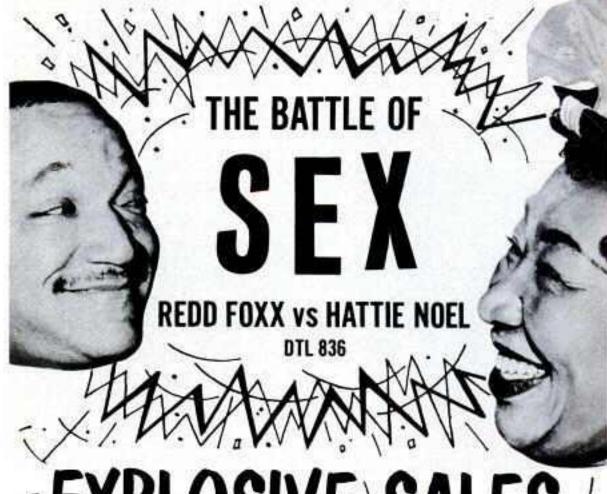
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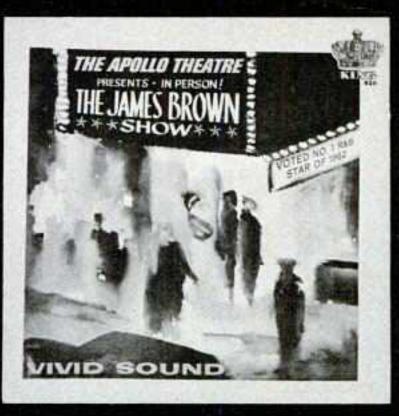
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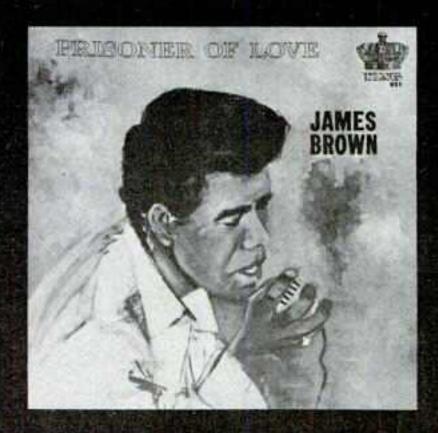
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# Billboard FILTUS OF THEFTE WORLD

#### **AUSTRALIA**

(Courtesy Music Maker, Sydney) \*Denotes local origin This Last

Week Week 1 — MARIA ELENA—Los Indios

Tabajaras (RCA)-Allans HELLO MUDDUH, HELLO FADDUH - Allan Sherman (Warner Bros.)-No publisher BOMBORA-The Atlantics

(CBS)-Southern 2 WIPE OUT-The Surfaris (London)-Pincus Gil. 5 10 NO TRESPASSING-Helen

Shapiro (Columbia)-No publisher LONELY SURFER-Jack Nitzsche (Roulette)-No

publisher SWEETS FOR MY SWEET-The Searchers (Astor)-Belinda

SANDY SANDY-Town & Country Boys (London)-No publisher - BLOWIN' IN THE WIND-

Peter, Paul and Mary (Warner Bros.)—Allans 10 - SURF CITY-Jan and Dean

(Liberty)—Tu-Con 8 PAINTED, TAINTED ROSE— 11 Al Martino (Capitol)-Leeds

6 SURFIN' HOOTENANNY-Al Casey (W&G)-No publisher

5 55 DAYS AT PEKING-\*Rob E. G. (Festival)-Essex 9 JUDY JUDY JUDY-

Johnny Tillotson (London)-Belinda 11 DANKE SCHOEN-Wayne Newton (Capitol)-Belinda

#### BRITAIN

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

This Last Week Week

1 SHE LOVES YOU-Beatles (Parlophone)-Northern Songs, Ltd.
3 IT'S ALL IN THE GAME—

\*Cliff Richard (Columbia)-Blossom Music 2 BAD TO ME-Billy J.

Kramer (Parlophone)-Northern Songs, Ltd. 5 I WANT TO STAY HERE-Steve Lawrence-Eydie Gorme

(CBS)-Aldon Music 6 I'LL NEVER GET OVER YOU-Johnny Kidd (HMV) -Leeds Music

4 I'M TELLIN' YOU NOW-\*Freddie and the Dreamers (Columbia)—Feldman Music YOU DON'T HAVE TO BE

A BABY TO CRY-\*Caravelles (Decca-Ritz)-Frank Music 8 JUST LIKE EDDIE-\*Heinz (Decca)-Meridian Music

22 DO YOU LOVE ME-\*Brian Poole and the Tremeloes (Decca)-Dominion Music

10 APPLEJACK-\*Jet Harris-Tony Meehan (Decca)-Essex Music 11 - THEN HE KISSED ME-

Crystals (London)-17 Savile Row Music 15 STILL—\*Karl Denver (Coral) 12

-Peter Maurice 11 THE LEGION'S LAST 13 PATROL-\*Ken Thorne (HMV)-Filmusic

WIPE OUT-Surfaris (London)-Ambassador-Pincus

13 DANCE ON-Kathy Kirby (Decca)-Sydney Bron 25 IF I HAD A HAMMER-Trini Lopez (Reprise)-

Essex Music 17 WISHING-Buddy Holly 17 (Coral)-Nor Va Jak Music 13 TWIST AND SHOUT (EP)-18

\*Beatles (Parlophone)-Sherwin/Ambassador-Pincus/ Northern Songs, Ltd.

SHINDIG-\*Shadows (Columbia)-Shadows-Belinda Music

16 I WANT TO STAY HERE-\*Miki and Griff (Pye)-Aldon Music 21 STILL-\*Ken Dodd

(Columbia)-Peter Maurice 12 SWEETS FOR MY SWEET 22 -\*Searchers (Pye)-Hill &

Range IN SUMMER-Billy Fury 23 18 (Decca)-Skidmore Music

20 I'M CONFESSIN'-Frank 24 Ifield (Columbia)-Francis, Day & Hunter HELLO MUDDUH HELLO 25

FADDUH-Allan Sherman (Warner Bros.) WHISPERING-\*Bachelors (Decca)-Herman Darewski

Music SEARCHIN'-\*Hollies (Parlophon)-Progressive Music

FRANKIE AND JOHNNY-Sam Cooke (RCA)-Kags Music

27 THE CRUEL SEA-Dakotas (Parlophone)-Jaep Music - HELLO LITTLE GIRL-\*Fourmost (Parlophone)-Northern Songs, Ltd.

#### EIRE

This Last Week Week 1 KISS ME QUICK-Brendan Bowyer (HMV)-West One 3 IT'S ALL IN THE GAME-

Cliff Richard (Columbia)-

Blossom 6 THE LEGION'S LAST PATROL-Ken Thorne (HMV)-Filmusic

I WANT TO STAY HERE-Steve & Eydie (CBS)-Aldon BAD TO ME-Billy J. Kramer (Parlophone)-Northern

Songs, Ltd. SHE LOVES YOU-The Beatles (Parlophone)-Northern Songs, Ltd.

KISS ME OUICK-Elvis Presley (RCA Victor)-West One 2 TWIST AND SHOUT-Brian

Poole & the Tremeloes (Decca)-Sherwin 4 DA DOO RON RON-Crystals (London)-Aberbach

8 IN SUMMER-Billy Fury (Decca)-Skidmore Music

#### FRANCE

This Last Week Week

2 PENDANT LES VACANCES

Sheila (Philips) WATCHING YOU-Sylvie 2 Vartan (RCA) SI TU VEUX ETRE

HEUREUX-Claude Françoise (Fontana) DA DOU RON RON-

Johnny Hallyday (Philips) C'EST MA FETE-Richard Anthony (Columbia)

6 ELLE ETAIT SI JOLIE-Alain Barriere (RCA) QUI AIME-T-IL VRAIMENT

-Françoise Hardy (Vogue) SI TU PENSES-Eddy Mitchell (Barclay) FILE FILE FILE-Frank

Alamo (Barclay) T'ES PAS SEUL AU MONDE -Sophie (Decca)

#### FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine, Mechelen) \*Denotes local origin

Two This Weeks

Week Ago 1 N'EST-CE PAS MERVEIL-LEUX/CRIER TON NOM-\*Adamo (Pathe)-Ardmore & Beechwood

2 2 DA DOU RON RON-Johnny Hallyday (Philips) Belinda Music

3 PENDANT LES VACANCES -Sheila (Philips)-Acuff-Rose 5 C'EST MA FETE-Richard

Anthony (Columbia)-Brauer 6 SI TU VEUX ETRE HEUREUX-Claude

Francois (Fontana)-Ardmore & Beechwood 4 I'M MOVIN' ON-Matt Lucas (Philips)-Belinda Music DEMAIN TU TE MARIES-

Patricia Carli (Bel Air)-P. Plum Publisher.

SANS TOI MAMIE-\*Adamo (Pathe)-Rudo JOHNNY GUITAR-The 10

Spotnicks (Discostar) LES BEAUX JOURS-10 Richard Anthony (Columbia) -Belinda Music

#### HOLLAND

(Courtesy Platennieuws, Amersfoort) This Last Week Week

DEVIL IN DISGUISE-Elvis Presley (RCA) CIMERONI-Anneke Gronloh

(Philips)-Altona 2 IK HEB EERBIED VOOR JOUW GRIJZE HAREN-Gert Timmerman (Telefunken)-World Music

& Int. Music Co. TES TENDRES ANNEES-Johnny Hallyday (Philips)-Altona

3 LUCKY LIPS-Cliff Richard (Columbia)-Belinda THERE GOES MY HEART

AGAIN-Fats Domino (ABC-Paramount) BARCAROLE IN DER NACHT-Connie Francis (MGM)

STIL VERDRIET-Rob de Nijs (Decca)-Chappell 7 OH DONNA CLARA-Die Regento Stars (Tivoli)-Basart

6 ATLANTIS-The Shadows (Columbia)

#### HONG KONG

This Last

Week Week 3 SUNSHINE—The Fabulous Echoes (Diamond)

SUKIYAKI-Kyu Sakamoto 2 (Capitol)

8 HELLO HEARTACHES, 3 GOODBYE LOVE-Little Peggy March (RCA Victor) JAMAICAN MASH—The

Satellites (Diamond) 1 DEVIL IN DISGUISE-Elvis Presley (RCA Victor) 4 IT'S ALL IN THE GAME-

Cliff Richard (Columbia) 7 YOU CAN NEVER STOP ME LOVING YOU-Johnny Tillotson (Cadence)

10 I WANT TO STAY HERE-Steve & Eydie (CBS) DROWNING MY SORROWS -Connie Francis (MGM)

ATLANTIS-The Shadows (Columbia)

#### HUNGARY

(All recordings on the Qualiton label) \*Denotes local origin

Two This Weeks

Week Ago NON ESITE LAMORE—

Gyorgy Korda NEM VAGYOK IDEGES-\*Gyorgy Korda-Editio Musica

3 MEG IDE ODA HUZ A SZIV-\*Laszlo Araczky-Editio Musica

5 MIKOR JOSSZ MAR ENFELEM (Quando, Quando, Quando)-Katalin Sarosi-Ritmi e Canzoni. Milano

1 POPOCATEPETL TWIS'1marta Zarai and Janos Vamosi-Caravelle, Paris

2 TWIST AGAIN-Janos Koos-Kalman Music, New York FOGJ EGY SETAPALCAT-\*Lehel Nemeth-Editio

Musica 6 KIT ERDEKEL-\*Janos Koos —Editio Musica

VAN E REMEKEBB—\*Eva Mikes-Editio Musica FEKETE KIS GIMNAZISTA

#### ISRAEL

-Eva Mikes-Editio Musica

(Courtesy Kol Israel Broadcasting) \*Denotes local origin

This Last

Week Week 2 BLUE ON BLUE-Bobby Vinton (Epic)-Famous Music

3 GYPSY WOMAN-Rick Nelson (Decca)-Hilliard-Doral

1 DEVIL IN DISGUISE-Elvis Presley (RCA Victor) -Presley Music, BMI) 5 I WISH I WERE A PRINCESS-Peggy March

(RCA Victor)-Atrium, ASCAP 4 IL BALLO DEL MATONE -Rita Pavone (RCA Italy)

HOPELESS-Andy Williams (Columbia)-Brenner, BMI DROWIN' MY SORROWS-Connie Francis (Hed

Arzi)-Merna Music 8 10 RING OF FIRE-Johnny Cash (Columbia)-Painted Desert, BMI 9 — I CAN'T BELIEVE YOU

DON'T LOVE ME-Dion (Columbia)-Roosevelt Music CANDY GIRL-The 4 Seasons (Vee Jay)-Claridge

#### ITALY

Music

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

This Last Week Week 2 SE MI VUOI LASCIARE-\*Michele (RCA) HEY PAULA-Paul & Paula

(Philips) QUELLI DELLA MIA ETA' -Francoise Hardy (Vogue); \*Catherine Spaak (Ricordi) SAPORE DI SALE - \*Gino

Paoli (RCA) CUORE-\*Rita Pavone (RCA) I WATUSSI-\*Edoardo Vianello & i Flippers (RCA)

STESSA SPIGGIA STESSO MARE-\*Piero Focaccia (CGD); \*Mina (Italdisc) T'HANNO VISTA DOMEN-

ICA SERA-\*Peppino Di Capri (Carisch) GRAZIE PREGO SCUSI-\*Adriano Celentano (Clan)

TAMBURO-\*Remo

Germani (Jolly) SE MI PERDERAI-\*Nico Fidenco (RCA)

12 NON ANDARE COL

11 PRIMA DI TE DOPO DI TE

-\*Catherine Spaak (Ricordi) 13 ERI UN'ABITUDINE-Andy 13 Williams (CBS)

- WINI WINI-Betty Curtis (CGD)

BIKINI E TAMURE'-Tony Renis (VdP)

#### **JAPAN**

(Courtesy Utamatic, Tokyo) \*Denotes local origin

This Last

Week Week 1 KOHKOU 3-NEN SEI-\*Funaki Kazuo (Columbia)-

JASRAC 2 TWIST NO. 9-Jimmy Fontana (Victor)-BIEM 3 SHIMA NO BLUES-\*Misawa Akemi & Mahina

Stars (Victor)—JASRAC 4 AKAI HANDKERCHIEF— \*Ishihara Yujiro (Teichiku)-JASRAC

5 HEY PAULA-Paul & Paula (Philips)-Shinko MR. BASS MAN-Johnny Cymbal (Kapp)-No Sub-publisher

VACANCE DE L'AMOUR-Caterina Valente (London)-JASRAC RHYTHM OF THE RAIN-

The Cascades (Warner Bros.) Folster 10 THE GREAT ESCAPE MARCH-Mitch Miller

(Columbia)-Taiyo SHUSSE KAIDO-\*Hatakeyama Midori (Columbia)—JASRAC

#### MEXICO

(Courtesy Audiomusica) \*Denotes local origin

This Last Week Week

3 DESPEINDA—\*Los Hooligans (Orfeon); Manolo Munoz (Musart)-Reimsa

1 LET'S GET TOGETHER-Hayley Mills (Gamma)-Brambila 2 ENEMIGOS-\*Sonia Lopez

(CBS)-Pham MEDIA VUELTA-\*J. A. Jimenez (RCA); \*Javier Solis (CBS)-Pending THE GUNS FROM

NAVARONE-Al Caiola (Gamma)-Grever - EL LECHERO-Las guerrilleras (Peerless)-Pending

PERA MADURA-\*Manolo Munoz (Musart)-Brambila POPEYE-\*Los Apson Boys (Peerless)-Pending

DE MIL MANERAS-\*Sonora Santanera (CBS)-Emmi 10 LLEGO BORRACHO-\*J. A. Jimenez (RCA)-

Emmi

#### **NEW ZEALAND**

Week Week This Last 1 THE WILD (ER) NEW

ZEALAND BOY-\*Howard Morrison Qt. (La Gloria) 2 ATLANTIS—The Shadows (Columbia)-Alberts

BLOWING IN THE WIND-Peter, Paul & Mary (WB)-WIPE OUT-The Sufaris

DETROIT CITY-Bobby Bare (RCA)—Southern SURF CITY-Jan & Dean

(London)-Princess

(Liberty) Cop Control SUKIYAKI—Kyu Sakamoto (HMV)—Castle LUCKY LIPS—Cliff Richard (Columbia)—Essex

(W&G)-Jewel SWEETS FOR MY SWEET -Searchers (Pye)-Belinda

MEMPHIS-Lonnie Mack

#### NORWAY

(Courtesy Verdens Gang) \*Denotes local origin This Last

Week Week 1 SUKIYAKI-Kyu Sakamoto (HMV)-Carl M. Iversen IT'S ALL IN THE GAME-Cliff Richard (Columbia)

Elvis Presley (RCA)-Belinda SINGEL OG SAND-\*Olkabilamo (Philips)-Edition Lyche

DEVIL IN DISGUISE-

7 EI SNERTEN SNELLE-\*Wenche Myhre (Triola)-Egil Monn Iversen 3 WELCOME TO MY WORLD -Jim Reeves (RCA)-No

publisher DE TUSEN SJOARS LAND-\*Ray Adams (Manu)-Musikk-Huset

BLI MED UT OG FISK- Wenche Myhre (Triola)— Imudico

9 SER DU JAN SA HILS FRA MEG-\*Ase Thoresen (Triola)-Sweden Music

10 SWEETS FOR MY SWEET-Searchers (Pye)-Robert Mellin

#### PERU

(Courtesy La Prensa, Lima) This Last

Week Week 3 MAGIA BLANCA (Mujer Endiablada)-Shuco

Avellanct (Odeon)

2 LO SEGUIRE (I Will Follow Him)-Little Peggy March (RCA)

1 LA TERZA LUNA-Neil

Sedaka (RCA) 5 TEMA DEL DR. NO-Al Caiola (United Artists) EL TWIST DE LA GORDA

-Los Caporales (Virrey) 7 TODO LO QUE HAGO ES SONAR (All I Have to Do Is Dream)-Richard Cham-

berlain (MGM) 6 LA PERA MADURA-Pepe Miranda (Virrey)

EL LADRON-Sonia Lopez (Columbia)

(Capitol)

CAROLINA CARO-Daniel Santos (RCA SUKIYAKI-Kyu Sakamoto

#### **PHILIPPINES**

This Last

Week Week 1 A MILLION THANKS TO YOU-Pilita Corrales (Villar)-Mareco

3 MORE-Steve Lawrence (Columbia)—Mareco ON TOP OF SPAGHETTI— Tom Glazer (Kapp)-

Mareco 2 THE END OF THE WORLD -Skeeter Davis (RCA)-Filipinas ONE MORE BLESSING-

Jerry Vale (Columbia)-Mareco NO MAN CAN STAND

ALONE-Johnny Mathis (Columbia)-Mareco SUKIYAKI-Kai Winding (Verve)-Mareco

GET HIM-The Exciters (United Artists)-Mareco - I'LL BE LOVING YOU-James Daren (Colpix)-

#### (London)-Mercury

Federal Manufacturer

TILL THEN—Valentines

SOUTH AFRICA (Courtesy Southern African Record Manufacturers & Distributors' Assn.)

\*Denotes local origin This Last Week Week 3 FORTY DAYS-Cliff Richard

(Columbia)—Arc Music 2 LUCKY LIPS-Cliff Richard (Columbia)—Cromwell Music

1 DEVIL IN DISGUISE-

Elvis Presley (RCA)-Elvis Presley Music DETROIT CITY—Bobby Bare (RCA)-Southern

Music ATLANTIS-The Shadows (Columbia)-Francis, Day

BLUE TRAIN-John D. Loudermilk (RCA)-Acuff-Rose SUKIYAKI-Kyu Sakamoto

(SAB)—Ardmore-Beechwood 7 HAPPY BIRTHDAY MY DARLING-Bob Gallion (Continental)—Acuff-Rose SO LONELY WITHOUT

(Columbia)-Ardmore-Beechwood 10 LITTLE BOY CRYING-\*Johnny Kongos (RCA)-

YOU-Zona Visser

Southern Music

URUGUAY (Discometro Mundial of Montevideo) This Last

2 LA TIERRA (I Will Follow Him)-Little Peggy March (RCA)-Plante-Tempo 3 RIO MANSO-Ramona

Week Week

EL CAMALEON-Chico Novarro (RCA)-Korn 2 GUARDE COME DONDOLO -Edoardo Vianello (RCA);

Galarza (Odeon)-Lagos

Tony Vilar (CBS); Jolly Land (RCA)-Alfa-Fermata NO ES NADA-Palito

Ortega (RCA)-Fermata LA TERCERA LUNA-Neil Sedaka (RCA)-Fermata DESPEINADA-Palito

Ortega (RCA)-Korn LA POLLERA COLORA-Perico Gomez, Los Corraleros de Majagual (Fuentes-

LA PACHANGA DEL COLEGIO-Pedrito Rico (Odeon) ENSENANDO BOSSA NOVA

Clave)-Korn

—Eydie Gorme (CBS)— Fermata

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A PAIR OF BIG SINGLES!

# A STORY UNTOLD

THE EMOTIONS

Fox 433

# FREEDOM! SWEET SEPTEMBER ARTIE BUTLER

Fox 430

The Original Soundtrack
Recording of the Freedom March
on Washington

- All Exclusively on

# International

**NEWS REPORTS** 



10 PINS: Frank Folsom (center), former president of RCA Victor, assists Count Enrico Galeazzi (left), president of RCA Italiana with a special pin both received commemorating the 10th anniversary of the Italian RCA firm. Both were present at the 1953 founding of the company. Assisting both is Giuseppe Ornato, managing director of the disk firm. George Marek, current U. S. Victor president, spoke at the event.

# Pye Sets Wand, Scepter, Dimension Distribution

By CHRIS HUTCHINS News Editor New Musical Express

Pye has acquired release rights here for three U. S. labels—Dimension, Scepter and Wand. This was announced by the company's managing director Louis Benjamin when he returned from New York. Future Dimension releases in Britain—

ARGENTINA

### Mexico Prime Talent Target

By RUBEN MACHADO LaValle 1783, Buenos Aires

Mexico has been converted into one of the top potential markets for new musical titles by Argentine authors. "Despeinada," even before issued in Argentina, had several versions by Aztec artists: Hoodigans, Pablo Beltran Ruiz, Manolo Munoz and another title, "Media Novia," followed the same route. Palito Ortega, composer of these two songs, is a favorite among the modern youths, who was completely unknown a year and a half ago. Besides performing (he sings and plays the guitar), he is the author of several other successes such as "Camelia," "Dejala," "Dejala," and "No Es Nada." "Despeinada," with recordings by Los Pick Ups (Music Hall), Tony Vilar (CBS) and the singer himself.

Dino Ramos, after visiting Rome, Milan and Genova, will settle in Spain. . . . Fermata issued an album by Robertino, Trio Cristal and Clan Celentano.

Several local titles are moving up rapidly in popularity. "Celia," by Leo Dan (CBS); "El Camaleon," recorded by Chico Navarro, Tito Alberti (Philips), Pocky Evans (Odeon), Rita Pavone (Victor) and Neil Sedaka (Victor). Microfon, motived by

formerly issued by Decca on the London label-will be on Colpix. Scepter and Wand releases will be on Pye International. During his U. S. visit, Benjamin also had talks with Cameo-Parkway prexy Bernie Lowe and reached agreement whereby all the label's artists visiting Britain in future will follow Bobby Rydell's highly successful example by recording at the Pye studios during their stay. First to do this under the arrangement was Chubby Checker who came in unexpectedly from Germany and waxed four British compositions under the direction of Tony Hatch. Two of the songs were by hit tunesmith Johnny Worth; Ian Samwell and Sandy Strickland penned the others.

the coming Mother's Day (October 20), has issued records by Cholo Aquirre (the author of the hit "Rio Manso") and by Los Jazz Singers. Dedicated to the mother as well are titles made by Rodolfo Zapata (Music Hall) and Ramona Galarza (Odeon). . . . Sir Joseph Lockwood (EMI) visiting Argentina in a few days. Odeon, local branch of the organization, has prepared a big reception for the distinguished visitor.

#### **AUSTRALIA**

#### EMI Issues Tamla-Motown

By GEORGE HILDER 19 Todman Avenue Kensington, Sydney, N.S.W.

EMI acquired the Australian rights of Tamla-Mowtown and Gordy Records to be released on the His Masters Voice label. The first release included the singles "Heat Wave," by Martha and the Vandellas, and "Mickey's Monkey," by the Miracles. The Little Stevie

#### WAITING FOR THE BIG 'FOOL'

SYDNEY-The controversial album "Fool Britannia" written and devised by Anthony Newley-and Leslie Bricusse and starring Peter Sellers and Joan Collins is to be released in Australia through Festival Records on the British Ember Records' logo. A specially edited sampler has been produced and issued to all radio stations. The material contained on the sampler has been carefully screened and is deemed suitable for broadcast. The album has already received extensive press comment in this country by virtue of its English

# British Indie Breaks Ground

LONDON — A small independent British record company has broken the distribution barrier that keeps independent companies small. The company is Delyse and as the climax to a year of achievements its managing director, Isabella Wallich, has clinched a deal with EMI for British distribution of her label's product.

Delyse now has a distribution service that combines the resources of Britain's two biggest disk firms—for in addition to EMI the company's material will also continue to be put out by Decca's subsidiary distribution set-up, Selecta.

During October Delyse will issue eight of Alison Uttley's famous children's stories on as many singles. The stories are read by well known broadcasters David Davis and Marjorie Westbury.

Wonder album will be issued early in October.

To coincide with Alma Cogan's visit English Columbia is releasing a single titled "Just Once More." Columbia also released the latest Cliff Richard disk, the oldie, "It's All in the Game." . . . London Records made another single deal with Philles Records for the release of the Crystal's latest waxing, "Then He Kissed Me." Liberty Records ready to issue a single "Surfers Stomp by the Marketts. . . . Don Pierce's Starday label is represented this week with the release of the first Starday single, "Tie Me Hunting Dog Down, Jed," by Arthur Smith, and the album "Prisoners Songs." . . . ARC released the album series "Tale Spinners for Children" from United Artists label. This 15 LP series is reasonably priced to retail at 30 shillings.

The Inez Foxx disking of "Mockingbird," from Symbol on Sue Records, is creating a lot of interest among disk jockeys and could break out, as could "Danke," the instrumental version by Roger Williams on Kapp. . . . Jimmy Durante's "September Song" has been received well. . . . Guitarist Jose Luis Gonzales has had a busy month concertizing in Victoria and N.S.W. His first album for CBS, "Classical Guitar," has proved popular and arrangements are now under way for another CBS studio session when he returns to Sydney. . . . Lonnie Lee, Festival artist who made his night club debut at Sydney's Playboy Club, was held over for two weeks.

RCA compiled an EP which they rush-released to coincide with Eartha Kitt's four-week appearance in Sydney. On the local SINGING MINORS

# TV Ban on Singing Brings Teen Wail

By SAM'L STEINMAN

ROME — Decision by RAI-TV to bar singing minors from TV except under exceptional circumstances on recommendation of the High Advisory Commission for TV-radio has brought an outcry from press, public and disk companies since many top selling voices of the day fall into this category.

Commission's recommendation was based on point of view that use of vocalists was another form of "child labor." One magazine headed its issue, "Rita Pavone Barred by TV." At least half of the top selling artists in Italy today would be barred until they clear the age barrier. A possible antidote may be the "Greffa" (Sardinian dialect for a sort of clan) which has been spreading like wildfire as an unofficial union among the young

RCA scene Johnny Devlin has produced a new single by the instrumental group, the Denvermen, featuring Delvin's own compositions titled "Sun Seeker" and "Stomp Fever." This will be the Denvermen's first waxing for RCA. They previously recorded for EMI's HMV label.

W&G has a locally produced

single, "Talk Back Trembling Lips," by Western Australian vocalist Adrian Ussher. . . . Johnny O'Keefe, singing compere of the national television show, "Sing Sing Sing," whose record single "Move, Baby, Move" for Leedon, hit the top of the charts right across the nation, has released his followup single "Shake, Baby, Shake." . . . Young aboriginal singer Jimmy Little cut two sides for Festival, "Royal Telephone" c/w "Hornets." The "Royal Telephone" number created extreme interest in all States some time ago when the Burl Ives version from his Decca album, "The Best of Burl Ives," was singled out by radio stations and created an enormous sale for the album. Festival is issuing the 20th Century-Fox single by Jim Lowe,

"Hootenanny Granny." Sydney Arbitration award given September 6 in the Commonwealth Industrial Court rules that Australian commercial television stations are to pay 11/2 per cent gross revenue from advertising or other matter to Australian Performing the Rights Association for use of copyright music. The Sydney and Melbourne TV stations will pay the new fee rate retroactively from January 1, 1960. Country stations pay the new fees from their respective dates of operation. APRA estimates that the award will be worth £120,000 to £130,000 a year.

#### BELGIUM

### Anka Fools 'Em All

By JAN TORFS Stuivenbergvaart, 37 Mechelen

One of the biggest surprises of the last few weeks is the sudden success of Paul Anka's latest recording, "Hello, Jim." Although no one gave this record a chance, teen-agers here thought otherwise.

Another record, quickly

singers. The RAI action may jell it into a new union to combat the monopoly which reported that as of July 31, it had passed the 4-million mark in subscribers.

# Controversial Is Hit Route

By FRED GEBBIE

AUCKLAND, N. Z.—Top local vocal group, the Howard Morrison Quartet, has scored here with a very controversial single that as yet has received no air-play and is the country's top selling record "The Wild (er) New Zealand Boy," a skit taken from the oldie "The Wild Colonial Boy." Song's lyrics revamped by group's Jerry Merito tells of the doings of New Zealand's greatest prison escaper George Wilder who recently escaped from Auckland's Mount Eden prison and set an all-time record for days at liberty.

The Morrison group has recent success with a version of "My Old Man's an All Black" (All Black is the name given to our internationally known Rugby team) which they released just as the New Zealand football team left for South Africa, without Maoris, much against the wishes of all New Zealanders. Naturally the record became an all-time best seller here outselling the original record of Lonnie Donegan which was "My Old Man's a Dustman."

The boys followed this one up with a parody on Johnny Horton's "The Battle of New Orleans," the version came out as "The Battle of Waikato," in which the British fought the Maoris. This was another big hit for the boys and set them up as the top entertainers in the country.

The group has created an all-time record for appearances and tours in New Zealand and has toured with just about every American artist to visit the country and it wouldn't surprise anyone here if they didn't head Stateside soon, their act and stage personality would rate alongside the greatest.

Another local boy with what would be a chart maker if stocks were available is guitarist Peter Posa. His original "White Rabbit" is in demand but stocks are sold out. Peter will head Stateside next year with his record man Ron Dalton. Since its international release Peter has had requests to visit overseas countries and will take the plunge early in the new year.

Posa stated that he feels his style is different than most in the U. S. and, as he has broadened his repertoire, he could well be an influence on the American pop scene.

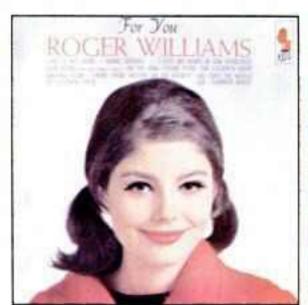
He will head for Nashville on his arrival in the States.

breaking through, is Trini
Lopez' "If I Had a Hammer"
on Reprise. This is the first real
success for the label in Belgium.
The success of this record has
forced Socodisc (the distributors
of the Reprise label) to release
the LP "Trini Lopez at PJ's"
although this was not planned.
... Rocco Granata and French
singer Jacqueline Boyer tour

(Continued on page 32)

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# Never before in the record industry! Nine "picks" out of eleven albums!



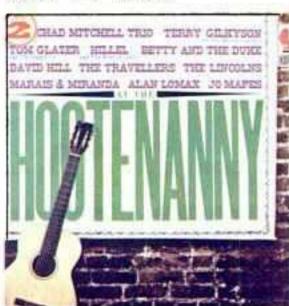
FOR YOU
Roger Williams
KI-1336 — KS-3336



JOSE JIMENEZ IN JOLLYWOOD \*\*
Starring Bill Dana
KL-1332 — KS-3332



THE BEST OF
CHAD MITCHELL TRIO
KL-1334 — KS-3334



HOOTENANNY NO. 2

Various Artists

KL-1343 — KS-3343



SHE LOVES ME Jack Jones KL-1337 — KS-3337



TILL THEN

Ruby & The Romantics

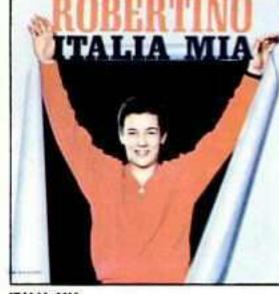
KL-1341 — KS-3341



JOE HARNELL and His Orchestra Play KL-1339 — KS-3339



THE BIG ONES/KENNY BALL STYLE
Kenny Ball and his Jazzmen
KL-1340 — KS-3340



ITALIA MIA Robertino KL-1338 — KS-3338

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already on the charts



# Billboard

		STAK performer—LP's on chart 9 weeks	r less re	gister	ing greatest proportionate upward progress this week.	(	Record Industry Association of America seal of certification as million dollar LP's.
This Week	Last	Title, Artist, Label Wis. on Chart	This Week	Last Week	Title, Artist, Label Wes Onert Wes	Last Week	k Title, Artist, Label Chart
0	1	MY SON, THE NUT 8 Allan Sherman, Warner Bros. W 1501 (M); WS 1501 (S)	(31)	96	THE NEW CHRISTY MINSTRELS TELL TALL TALES!	148	PRISONER OF LOVE
2	3	Sound Track, RCA Victor LOC 1001 (M); LSO 1001 (S)	(52)	43	THOSE LAZY-HAZY-CRAZY DAYS	117	Sound Track, United Artists UAL 4109 (M); UAS 5109 (S)
-	6	INCREDIENTS IN A RECIPE	•		OF SUMMER	107	TEEN SCENE
		Ray Charles, ABC-Paramount ABC 465 (M); ABCS 465 (S) PETER, PAUL & MARY	(53)	39	Original Cost, Columbia KOL 5420 (M); KOS 2031 (S)	92	KNOCKERS UP
0	7	Werner Bres. W 1449 (M); WS 1449 (S)	童	63	Rey Orbison, Monument MLP 8003 (M); SLP 18003 (S)	109	HONEY IN THE HORN
(5)	2	TRINI LOPEZ AT PJ's	(55)	74	I'LL CRY IF I WANT TO	85	JUST KIDDIN' AROUND
(6)	5	MOVING		62	Jerry Vale, Columbia CL 2043 (M); CS 8843 (S)	78	
0	9	THE JAMES BROWN SHOW 15	(5)	51	THE CONCERT SINATRA	120	Count Basis, Reprise R 4070 (M); R9-4070 (S)
0	8	WEST SIDE STORY	(58)	53	UNIQUELY MANCINI		SINATRA'S SINATRA 1
(1)	7	SUNNY SIDE!	<u>59</u>	56	Original Cast, Columbia OL 5230 (M); OS 2001 (S)  THE SMOTHERS REOTHERS AT	1115	Frank Sinatra, Reprise R 1010 (M); R9-1010 (S)
(10)	10	DAYS OF WINE AND ROSES 25	60	47	THE PURPLE ONION	(A) 5000	Allan Sherman, Warner Bres. W. 1475 (M); WS 1475 (5)
(II)	12	SHUT DOWN	(61)	46	MODERN SOUNDS IN COUNTRY &		Fate Fountain & His Mardi Gras Strutters, Coral CRL 37440 (M); CRL 757440 (S)
ŵ	17	ELVIS' GOLDEN RECORDS, VOL. 3. 4 Etvis Presley, RCA Victor LPM 2745 (M), LSP 2745 (5)	0	1000	Ray Charles, ABC-Parameunt ABC 410 (M); ABCS 410 (S)	126	George Hamilton IV, ECA Victor LPM 2778 (M), LSP 2778 (5)
(13)	11	HOLLYWOOD-MY WAY 9	(82)	64	SEVEN STEPS TO HEAVEN 4  Miles Davis, Columbia CL 2051 (M); CS 8851 (5)		RCA Victor LPM 2760 (M); LSP 2760 (S)
<b>W</b>	22	THE SECOND BARBRA STREISAND	(8)	64	CALL ON ME		Limeliters, RCA Victor LPM 2671 (M); LSP 2671 (S) HAIL THE CONQUERING NERO 28
	12	Columbia CL 2054 (M); CS 8854 (S)	(84)	66	BROTHERS	76	Peter Here, RCA Victor LPM 2638 (M); LSP 2638 (5)
(15)	20	JOAN BAEZ IN CONCERT 50 Vanguard VRS 9112 (M); VSD 2122 (S)	(65)	72	SINATRA—BASIE	137	JOHNNY'S NEWEST HITS 25
	20	BLUE VELVET	<b>66</b> )	60	GENE PITNEY SINGS WORLD-WIDE	131	Johnny Mathis, Columbia CL 2016 (M); CS 8816 (S) ALL ALONE AM I
(E)	18	New Christy Minstrels, Columbia CL 2035 (M); CS 8655 (5)	•		WINNERS	80	Brenda Lee, Decca DL 4370 (M); DL 74370 (S)
(11)	14	THE 12 YEAR OLD GENIUS 13	<b>67</b>	69	MORE (Soul Surfin') 9	) 00	GET OFF
(19)	19	THE BARBRA STREISAND ALBUM 26	68	71	BRITTEN: WAR REQUIEM 5	104	
(a)	15	WIPE OUT	1	81	SEPTEMBER SONG	-	TWANGIN' UP A STORM
1	27	JOHNNY	70	73	NIGHT BEAT	129	SURFING 23
22	23	THE FREEWHEELIN' BOB DYLAN 5	1	67	I WANNA BE AROUND	119	
(23)	24	HOW THE WEST WAS WON 25	W	95	MY BOYFRIEND'S BACK	132	
(24)	16	SURFIN' U.S.A	13	68	STREETS I HAVE WALKED 16	128	- T T T T T T T T.
(25)	25	JOAN BAEZ, VOL. 1	4	75	SHE LOVES ME	_	Codence CLP 3061 (M); CLP 25061 (5) THE MONKEY TIME
26)	26	I LEFT MY HEART IN	75	38	THE SOUND OF MUSIC 198 (I) Original Cast, Columbia KOL 5450 (M); KOS 2020 (5)	9 133	THE LETTERMEN IN CONCERT 6
_	22	SAN FRANCISCO	76	58	PETER NERO IN PERSON 5	<u> </u>	Capital T 1934 (M); ST 1934 (S)
(21)	33	JOHNNY CASH	1	84	WHERE CAN YOU GO FOR A BROKEN HEART 4		Sound Track, United Artists UAL 4107 (M); UAS 5107 (S)
128	42	COLDEN HITS OF THE 4 SEASONS . 5	(3)	86	George Maharis, Epic LN 24064 (M); BN 26064 (5) THE IMPRESSIONS	145	MOM E 4008 (M); SE 4008 (S)
(29)	30	SO MUCH IN LOVE	(10)	97	SHIRELLES GREATEST HITS 37	124	I GOT SOMETHING TO TELL YOU. 15
30	29	MOON RIVER & OTHER GREAT MOVIE THEMES	(9)	79	PUCCINI: TOSCA	143	Moms Makley, Chess LP 1479 (M); (no Storee)
_	21	Andy Williams, Columbia CL 1809 (M); CS 8609 (S) LAWRENCE OF ARABIA	(0)	90	Various Artists, RCA Victor LD 7022 (M); LDS 7022 (5) TIME OUT	136	Lawrence Welk, Bet DLP 3510 (M); DLP 25510 (S)
(31)	50	Sound Track, Colpix CF 514 (M); SCF 514 (S)  CHUCK BERRY ON STAGE	(8)	77	Dave Brubeck, Columbia CL 1297 (M); CS 8192 (S) HOBO FLATS	·	Frenk Sinetra, Capitol T 1919 (M); DT 1919 (S) 12 STRING GUITAR!
	37	Chess LP 1408 (M); (no Storee)	(E)	88	SAY WONDERFUL THINGS 3		
33)	40	Smethers Brothers, Mercury MG 20777 (M); SR 40777 (S)  SCARLETT O'HARA	(83)	54	MY SON, THE CELEBRITY 38	1555	
	31	THIS IS ALL I ASK	(85)	111	PAUL ANKA'S 21 GOLDEN HITS 14		
9	28	OLIVER	(6)	113	SURFIN' SAFARI	-	GREAT SCENES FROM GERSHWIN'S
3	34	Original Cast, RCA Victor LOCD 2004 (M); LSOD 2004 (S) OLDIES BUT GOODIES, VOL. 5 19	(a)	82	SONGS I SING ON THE JACKIE		PORGY & BESS
(a)	32	Various Artists, Original Sound 5007 (M); 8855 (S) SURF CITY & OTHER SWINGIN'	•	LIDEOUS	Frank Fontaine, ABC-Paramount ABC 442 (M); ABCS 442 (S)	99	3) - "H.H.() H.() 가입니다 (H.H.) H.() H.() H.() H.() H.() H.() H.
•	ii kenen	CITIES	88	93	BYE BYE BIRDIE	150	Delten BLP 2019 (M); EST 8019 (S)
39	52	MONDO CANE	(89)	61	LITTLE TOWN FLIRT	, 150	Ian & Sylvia, Vanguard VRS 9133 (M); VSD 2149 GREATEST AMERICAN WALTZES 1
40	45	I LOVE YOU BECAUSE 17 Al Martine, Capitel T 1914 (M); ST 1914 (S)	90	101	HOOTENANNY WITH THE		Connie Francis, MGM E 4145 (M); SE 4145 (S) THE MIRACLES ON STAGE
4	35	JOHNNY'S GREATEST HITS	(91)	105	HEAVENLY	142	Tamia 241 (M); (ne Steree)
(42)	55	THE BEST OF THE KINGSTON TRIO 70 Capital T 1705 (M); ST 1705 (S)	(92)	122	Jehnny Marhis, Columbia CL 1341 (M); CS 8152 (S) WONDERFUL WORLD OF LOVE 24	9	HALL
<b>43</b>	57	BROADWAY—MY WAY 27 Nancy Wilson, Capitol T 1828 (M); ST 1828 (S)	93)	70	MODERN SOUNDS IN COUNTRY	3 147	SUKIYAKI & OTHER JAPANESE HITS 17 Kyu Sakamete, Capitel T 10349 (M); DT 10349 (S)
(4)	44	CLEOPATRA	•	- Trible	& WESTERN MUSIC, VOL. II 49 Ray Charles, ABC-Perameunt ABC 435 (M); ABCS 435 (5)	100	B
45	49	FRANK FONTAINE SINGS LIKE CRAZY	94)	120	GLORIA, MARTY & STRINGS 3 Gloria Lynne, Everest BR 5220 (M); SDBR 1220 (S)	112	THE PATSY CLINE STORY 6
	48	LET'S GO	957	106	THE BEST OF THE CHAD MITCHELL TRIO	110	Chad Mitchell Trie, Kapp KL 1313 (M); KS 3313 (5)
<b>(1)</b>	36	JOAN BAEZ, VOL. II 97	96)	103	BUDDY HOLLY STORY	) –	HERE COMES FATS DOMINO 1 ABC-Parameunt ABC 455 (M); ABCS 455 (5)
(48)	59	ROY ORBISON'S GREATEST HITS 58	97	98	TOVARICH	135	FOR YOUR SWEET LOVE 18 Rick Helson, Decce DL 4419 (M); DL 74419 (5)
(49)	41	THEMES FOR YOUNG LOVERS 16	98		THE NEW CHRISTY MINSTRELS 45	144	FAIR 25
(6)	65	Percy Faith & Ork, Columbia CL 2023 (M); CS 8823 (S) RAMBLIN' ROSE	(99)	108	THE SONGS I LOVE	123	LI'L OL' GROOVEMAKER BASIE 5
S. C.	n twest/	Net King Cole, Capital T 1793 (M); ST 1793 (S)	9	No.	Perry Come, RCA Victor LPM 2708 (M); LSP 2708 (S)		Count Basie, Verre V 8549 (M); V6-8549 (E)



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# AUBUIN REVIS



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



#### POP SPOTLIGHT PAINTED, TAINTED ROSE

Al Martino. Capitol T 1975 (M); ST 1975 (S)

Al Martino has enjoyed two in a row on the singles charts, the latest being the title tune of this new album. There are a flock of old-timer goodies here, like "Harbor Lights," "There Must Be a Way," "I Love You Truly," "You Always Hurt the One You Love" and "Till Then." The fans will like this fine selection, done in Al's winning style.





#### GLORY, GLORY, HALLELUJAH

Eric Rogers Chorale & Ork London SP 44028 (S)

The Eric Rogers Chorale and Orchestra perform 12 of this nation's most popular inspirational tunes with a soul-stirring brillance and splendor. London's "Phase 4 stereo" technique is unmatched and does much to enhance the hearing of "God Bless America," "Onward Christian Soldiers," "Ave Maria," and "Deep River," to mention a few. The LP should find wide appearance.

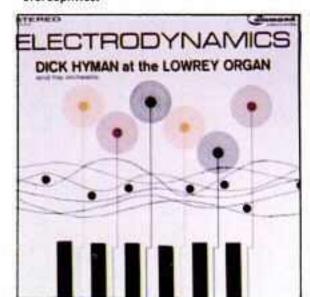




#### POP SPOTLIGHT ELECTRODYNAMICS

Dick Hyman. Command RS 856 (M); RS 856 SD (S)

Dick Hyman has turned to the Lowery Organ on this exciting disk for another adventure in sound. He has exploited the instrument's unique versatility wherever it was musically appropriate. A first-rate experience in near-jazz organ renditions of a fine group of standards such as "Mack the Knife," "Fly Me to the Moon," and "Stompin' at the Savoy." Brisk sales to stereophiles.





#### POP SPOTLIGHT

THE MAGNIFICENT PIANOS OF RONNIE ALDRICH

London SP 44029 (5)

Ronnie Aldrich provides another first-rate album of standards, in the tradition of his two previous albums. Engineering is of exceptional quality and the arrangements are truly superb. Favorites to be found here are "Love Letters," "Stella by Starlight," and "Ebb Tide." Strong appeal for stereophiles.







### POP SPOTLIGHT CATCH A RISING STAR

John Gary. RCA Victor LPM 2745 (M); LSP 2745 (S)

An apt title here. Gary has an immense talent and excellent musical taste. He has a range of almost three octaves and the tone is consistent all the way up. Marty Gold's ork provides lush background to a flock of standards. "Once Upon a Time," "More," and "Somewhere Along the Way," are standards. Fine up-tempo tracks are "My Kind of Girl," and "Half as Much."





#### POP SPOTLIGHT

Inez Foxx Symbol SYM 4400

Miss Foxx sings her recent hit along with a string of other fine tracks, many of them done in a style similar to the big one. There is enough variety in the LP, however, to please the artist's many new friends. Besides the hit, "Sitting Here," "Confusion," "Tom and Jim," "Jaybirds," and "Searching for My C. C." are some of the better tracks.





# POP SPOTLIGHT BEST BALLADS OF BROADWAY

Brook Benton, Mercury MG 20830 (M); SR 60830 (S)

This album has dynamite for its basis. The LP teams Benton and recent Broadway hits plus standards. The album features Brook singing in front of ork, strings and chorus. Some of the titles represented are "Once Upon a Time," "Long Before I Knew You," "As Long as She Needs Me," "I'll Know" and "If Ever I Would Leave You."



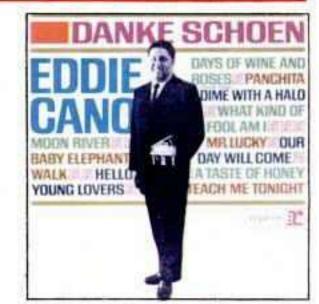


#### POP SPOTLIGHT

DINAH '63

Dinah Washington. Roulette R 25220 (M); SR 25220 (S)

Dinah Washington is in the best of form in this collection of standards, old and new. Her familiar way with a lyric is as captivating as ever, as in her phrasing. "Take Me in Your Arms," "I Wanna Be Around," and "What Kind of Fool Am I," are just her cup of tea, Wax can grab off lots of play.





#### POP SPOTLIGHT

DANKE SCHOEN

Eddie Cano. Reprise R 6105 (M); R9-6105 (S)

Cano is back with one of his winningest LP's. This one is a beautifully paced program that includes the title track, an instrumental version of the hit, a bit of bossa nova, a good many standards, old and new, and a strong rhythm tune that has hit single written on it, "Panchita."



# POP SPOTLIGHT SATIN, STRINGS & BOUNCING BRASS Ted Heath & His Ork

London SP 44023 (S)
Bouncing brass is nothing new for England's brassiest big band master, Ted Heath. Here, however, he has laced his brass with satin strings. The effect, while extremely listenable, is also highly commercial. On the receiving end of broader-scope Heath are such great tunes as "You Stepped Out of a Dream," "Moonlight Serenade," "At Last," and "Theme From Cleopatra."





# POP SPOTLIGHT THE WONDERFUL WORLD OF: GENE McDANIELS

Liberty LRP 3311 (M); LST 7311 (S)

Some fine change-of-pace singing here that once more points up the continued maturity of the artist. Marty Paich adds a jazz-pop orientation to the backgrounds that fits the singer nicely. "The Old Country," "The Good Life," "Blue Velvet," "Route 66" and "I Believe in You" and the most unusual vocal version of Thelonious Monk's "Straight No Chaser."





# POP SPOTLIGHT MORE ITALIAN FUN SONGS FROM LOU MONTE & THE GANG

Reprise R 6099 (M); R9-6099

Lou Monte carries on with the standard of "Peppino the Italian Mouse" with which he made such a solid impression on the music market some months back. Monte is joined in song here by a cat and a parrot along with a variety of other material which ranges from bossa nova to limbo. All done Italian style.



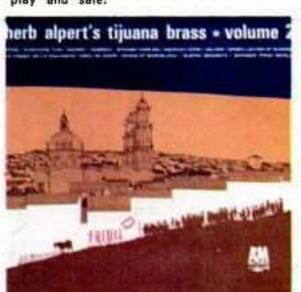


#### POP SPOTLIGHT

HERB ALPERT'S TIJUANA BRASS, VOLUME 2

A&M LP 103

A fine new album by the Mexican-based combo with a strong, mariachi trumpet sound. The group hasn't broken out too recently with a single but many tracks here have the potential to step out. Tracks include their distinctive treatments of "Spanish Harlem," "Green Leaves of Summer," and "Milord." Can get a lot of play and sale.

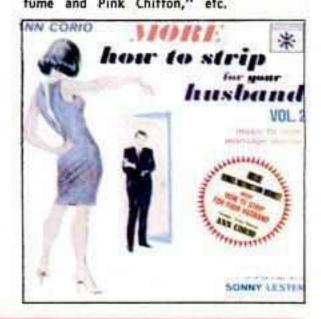


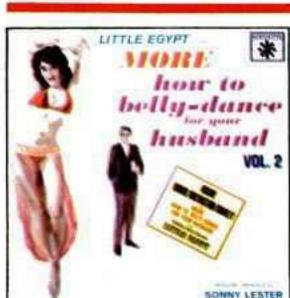


# POP SPOTLIGHT ANN CORIO PRESENTS MORE HOW TO STRIP FOR YOUR HUSBAND, VOL. 2

Sonny Lester. Roulette R 25224 (M); SR 25224 (5)

Ann Corio, a veteran in her special art, maintains the novel pace here of volume I of the series, which did well on the album charts. A booklet by the "strip" authority offers more enticing "how-to-do-it' secrets. Sonny Lester and band pound it out with "Big Millie From Philly," "Perfume and Pink Chiffon," etc.







# POP SPOTLIGHT LITTLE EGYPT PRESENTS MORE HOW TO BELLY DANCE FOR YOUR HUSBAND, VOL. 2 Sonny Lester. Roulette R 25225

(M); SR 25225 (S)
Roulette's first excursion into this interesting new hobby for wives proved quite successful and this second edition stands a good chance to hit pay dirt too. Sonny Lester batons the ork through a flock of good belly dance accompaniments, while a booklet enclosed, by Little Egypt, details "how to do it."





#### CLASSICAL SPOTLIGHT BYRON JANIS

Mercury MG 50329 (M); SR 90329 (S)

Byron Janis, to many followers of the performers of classical works, is the successor to Horowitz. This is a richly deserved kudo for he is an outstanding planist. The Moscow Philharmonic Orchestra batoned by Kyril Kondrashin is equally notable and highly respected by album buyers. The album, recorded in Moscow, will prove exciting for lovers of Liszt, Janis, superb orchestration, and stereo techniques.





#### CLASSICAL SPOTLIGHT

BEETHOVEN: MOONLIGHT, APPASSIONATA, PATHETIQUE SONATAS

Rudolf Serkin. Columbia ML 5881 (M); MS 6481 (S)

There is no such thing as a war horse when it is in the hands of an artist of Serkin's caliber. These three favorite sonatas are given vital, authoritative performances with plenty of romantic flair. A prestige catalog item.

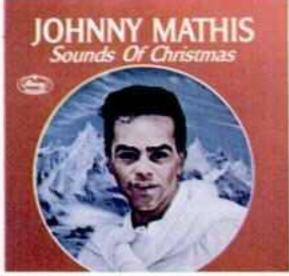




#### CLASSICAL SPOTLIGHT NONE BUT THE LONELY

HEART Isaac Stern, Columbia ML 5896 (M); MS 6496 (S)

Melodies, primarily simple in nature but dominating in stature (some of the great melodies of all time) are played by Isaac Stern. The selections, ideally suited for the violin, were picked by Stern. Among them are "None But the Lonely Heart," "Greensleeves," "Hungarian Dance No. 5" "Clair De Lune" and "Hoe-Down."





### CHRISTMAS SPOTLIGHT SOUNDS OF CHRISTMAS

Johnny Mathis. Mercury MG 20837 (M); SR 60827 (S)

Johnny's first outing on Mercury is loaded with holiday favorites, like "Little Drummer Boy," ad "God Rest Ye Merry, Gentlemen," as well as some fine newer tunes. Arrangements by Don Costa are tasteful. The set is bound to be a big seller during the coming holiday buying season.

# IAN AND SYLVIA

The original!

"FOUR
STRONG
WINDS"

45 RPM VRS-35021

From their smash album



VRS-9133 (mono) VSD-2149 (stereo)







DETROIT JUNE 23,1963



SPOKEN WORD SPOTLIGHT

THE GREAT MARCH, TO FREEDOM

Rev. Martin Luther King Gordy 906

Martin Luther King's words are gold to many these days and this album, which refells the story of his eventful appear-ance in Detroit, June 23, 1963, should be of much value to many listeners. The album is cut into short segments spotted with narration and contains his now famous "I Have a Dream" speech.





CHILDREN'S &POTLIGHT

THE BEST OF BURL'S FOR-BOYS AND GIRLS

Burl Ives. Decca DL 4390 (M); DL 74390 (S)

Here's a fine album for gift giving to kids. The set contains some of the kids' favorite songs and they are done in simple fashion with chorus that makes them ideal for singing along. Just a few-of the titles will give some idea of the juvenile level:
"Blue Tail Fly," "Big Rock Candy Mountain," "Polly Woddle Doodle," "Davy Crockett," and "I Know an Old Lady."



# SPECIAL MERIT PICKS

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



POP SPECIAL MERIT

MEXICO!

Roland Shaw & His Ork London SP 44030 (S)

A number of London's Phase 4 sound series have done quite well among the audiominded and this exciting new musical excursion into Mexicana could create some excitement. Many types of orchestral effects-native to various Mexican settings, are used, including the familiar "street player" complement of violins, mariachitype of trumpets, and guitars. Vocal soloists are also occasionally employed to good effect. Detailed discussion of instrumental placement will appeal to sound fans.



CLASSICAL SPECIAL MERIT

BRUCKNER: SYMPHONIE NO. 9

Berliner Philharmoniker (Furtwangler) Deutsche Grammophon LPM 18 854

This is an emotionally charged reading of Bruckner's last symphony, by the late Wilhelm Furtwangler, who was once the president of the German Bruckner Society, Performed in its original version, the recording is moving and mystical. A treasure of the late Romantic period.



FOLK SPECIAL MERIT

ENCORE

Leon Bibb Liberty LRP 3327 (M); LST 7327 (S)

Leon Bibb is a familiar voice in the hootenanny-college concert circuit and this album shows him in fine form, aided by the excitement of a live audience. Traditional folk material is his milieu, with a penchant for an occasional "cute" tune, like "The Lady Bug and the Centipede." Best on ballads, as in "Baba" and "500 Miles."

#### ALBUM REVIEW POLICY

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



INTERNATIONAL SPECIAL

MUSICAL MEMORIES OF GREECE

Various Artists London Intl. TW 91301

London has gone out of its way to produce this musical portrait of Greece. Care in selection of material and performers is particularly commendable. Provincial as well as urban ensembles are engaged in an attempt to capture the complete flavor of the country, with all its subtle varia-tions. A wonderful feeling of authenticity.



INTERNATIONAL SPECIAL MERIT

MUSICAL MEMORIES OF FRANCE

Various Artists London Intl. TW 91302

This is part of a new "Musical Memories" series being put out by London International. This set in particular merits a second look not only as a reminder of a tourist's trip but by students, for sheer ethnic and folklorist values. For once, an album shows that French music is more than the can can or the musette ensemble in a Montmartre bistro. Here's a generous sampling of the numerous provincial styles from the Alps in the South to Brittany and Normandie. A cultural experience of value.



JAZZ SPECIAL MERIT

**POL-Y-TONES** 

**Buddy DeFranco & Tommy Gumina** Mercury MG 20833 (M); SR 60833 (S)

Buddy DeFranco and Tommy Gumina team clarinet and accordion for a polytonal romp through "Gravy Waltz," "Spring Will Be a Little Late This Year," and "When I Fall in Love," among others. "Polytonality: the simultaneious use of two or more keys or tonalities; also, the effect so produced, does much to lend excitement to DeFranco's and Gumina's top-drawer performance. The use of this approach to jazz playing should prove fascinating to jazz buffs everywhere who have not as yet tasted of the De-Franco-Gumina original entitled "Polly Wants a Tonic."



LOW PRICE CHILDREN'S SPECIAL MERIT

WILLIAM TELL

Mason Adams and John Allen Golden LP 94

A novel way of introducing classics to the very young, which comes off effectively. In addition to "William Tell," there are also "Till Eulenspiegel," and "1812 Overture." The music composed by Rossini, Richard Strauss and Tchaikovsky is played by the Pan-Harmonic Symphony behind the narrations of the stories associated with these works by Mason Adams and John Allen. Storytelling is highly effective and there are numerous spots where theme recognition of the music can be generated.

### BREAKOUT ALBUMS

#### \* NATIONAL BREAKOUTS

SINATRA'S SINATRA

Frank Sinatra, Reprise R 1010 (M); R 9-1010 (S)

ABILENE

George Hamilton IV, RCA Victor LPM 2778 (M); LSP 2778 (S)

TWANGIN' UP A STORM!

Duane Eddy, RCA Victor LPM 2700 (M); LSP 2700 (S)

THE MONKEY TIME

Major Lance, Okeh OKM 12105 (M); OKS 14105 (S)

NEW ACTION LP's

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

FOR YOU

Roger Williams, Kapp KL 1336 (M); KS 3336 (S)

CONCERT IN THE PARK

Boston Pops/ArtMur Fiedler, RCA Victor LM 2677 (M); LSC 2677 (S)

MORE . . .

Steve Allen, Dot DLP 3538 (M); DLP 25538 (S)

BIG FOLK HITS

Brothers Four, Columbia CL 2033 (M); CS 8833 (S)

MALA FEMMENA & CONNIE'S BIG HITS FROM ITALY

Connie Francis, MGM E 4161 (M); SE 4161 (S)

DANKE SCHOEN . . .

FOUR-STAR ALBUMS

The four-star rating is awarded new

albums with sufficient commercial po-

tential in their respective categories to

merit being stocked by most dealers, one-stops and rack jobbers handling

POPULAR

Liberty LRP 3324 (M); LST 7324 (S)

Various Artists, Mercury MG 20811

Werner Muller & His Ork. London

Joe Williams, Roulette R. 52102 (M);

Les Baxter & His Ork. Reprise R 6100

Tony Bennett & Count Basie. Roulette

Sound Track. 20th Century-Fox FXG

The Three Sounds, Mercury MG 20839

THE WORLD OF SIGHTS AND

VERY GLAD TO BE UNHAPPY

TOMORROW'S GOLDEN GOODIES

Various Artists. 20th Century-Fox

Stanley Wilson Ork., Benny Carter.

ONE IS A LONELY NUMBER

THE SOUL OF THE DRUMS

BENNETT & BASIE STRIKE

R 25231 (M); SR 24231 (S)

5016 (M); SXG 5016 (S)

SOME LIKE IT MODERN

SOUNDS STOP ONE: PARIS

Bill Shelburne. Sir LP L421

(M); SR 60839 (S)

Charter CLM 105

FXG 5018

THE WONDERFUL WORLD OF:

BROADWAY'S BIG HITS

(M); SR 60811 (S)

that category.

JULIE LONDON

ON THE MOVE

SP 44026 (S)

SR 52102 (S)

(M); R9-6100 (S)

LIGHT FANTASTIC

UP THE BAND

Wayne Newton, Capitol T 1973 (M); ST 1973 (S)

HYMN SING ALONG WITH MITCH...

Mitch Miller & the Gang, Columbia CL 2063 (M); CS 8863 (S)

DETROIT CITY AND OTHER HITS OF BOBBY BARE . . .

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

ANNETTE'S BEACH PARTY . . .

Vista BV 3316 (M); STER 3316 (S)

SHANGRI-LA

Percy Faith & His Ork, Columbia CL 2024 (M); CS

IN PERSON

Chubby Checker, Parkway 7025 (M); (No Stereo)

ELLA & BASIE

Ella Fitzgerald/Count Basie & His Ork, Verve V 4061 (M); V6-4061 (S)

GOLDEN FOLK SONG HITS, VOLUME 2

Johnny Mann Singers, Liberty LRP 3296 (M); LST 7296 (S)

I WROTE A SONG

Don Gibson, RCA Victor LPM 2702 (M); LSP 2702 (5)

HOLIDAY FOR PIANOS

Ferrante & Teicher, United Artists UAL 3298 (M); UAS 6298 (S)

GREAT MARCH TO FREEDOM . . .

Rev. Martin Luther King, Gordy 906 (M); (No Stereo)

JUMP FOR JOY . . .

Joe Williams, RCA Victor LPM 2713 (M); LSP 2713 (S)

JOSE JIMENEZ IN JOLLYWOOD ...

Bill Dana, Kapp KL 1332 (M); KS 3332 (S)

THE ROBERT DeCORMIER FOLK SINGERS . . .

Command RS 853 (M); RS 853 SD (S)

OUR LOVE LETTER

Judy Garland, Capitol T 1941 (M); ST 1941 (S)

#### JAZZ

JOHNNY BEECHER (OF SAX 5TH AVE.) ON THE SCENE Charter CLM 104

CLASSICAL

DEBUSSY: PRELUDES VOL. 1 Monique Haas, Piano. Deutsche Grammophon SLPM 138 831 (S)

VIVALDI-CASELLA: GLORIA UND CREDO Various Artists. Deutsche Grammo-

phon SLPM 138778 (S)

JANOS STARKER Mercury MG 50347 (M); SR 90347 (S)

INTERNATIONAL

MUSICAL MEMORIES OF ITALY Various Artists. London Int'l TW 91309

KOUTEV Bulgarian National Ensemble. Monitor MF 402

MUSICAL MEMORIES OF TURKEY Various Artists. London Int'l TW 91299

MUSICAL MEMORIES OF SCAN-DINAVIA Various Artists. London Int'l TW 91300

MUSICAL MEMORIES OF BALI Various Artists, London Int'l TW

MUSICAL MEMORIES OF AUSTRIA Various Artists. London Int'l TW 91303

SONGS OF THE SWISS Various Artists, Cuca K 2100

COMEDY

TWO FUNNY FOR WORDS Marty Allen & Steve Rossi Reprise R 6104 (M); R9-6104 (S)

#### SACRED

I'M GONNA GO BACK Jack Holcomb. Word WLP 3250

LOW PRICE CHILDREN'S

A CHILD'S INTRODUCTION TO RHYTHM

Marilyn Gelber and Mayer Kupfer-

NEW SONGS WE SING IN SCHOOL Jerry Block, Golden LP 97

man. Golden LP 99



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

POPULAR

MODERN SQUARE DANCING Frannie Heintz. Reprise R 6102 (M); R9-6102 (S)

SONGS OF THE SEA Tim Buck and Two. Request RLP 8052

CLASSICAL

RAFAEL PUYANA Mercury MG 50322 (M); SR 90322 (S)

INTERNATIONAL

MUSICAL MEMORIES OF INDIA Various Artists. London Intl. TW 91306 SONGS OF A RUSSIAN GYPSY Alya. Monitor MF 404 (M); MFS 404 (S)

OTHER ALBUMS REVIEWED The albums listed below are rated as having relatively limited sales or pro-gramming potential.

EXTENDED PLAYS

Copyrighted material

GIORGIO TOZZI

Leslie LSL 300

# LETS FACE IF-THESE ARE HITS!

# **BEST SELLING SINGLES**

# CRY TO ME BETTY HARRIS

Jubilee 5456

#75 \* CASH BOX SURE SHOT

#80 BILLBOARD

# DAWN DAVID ROCKINGHAM TRIO

Josie 913

HOTTEST INSTRUMENTAL IN MIDWEST

# YOU'RE NO GOOD DEE DEE WARWICK

Jubilee 5459

ORIGINAL HIT VERSION

# THE KIND OF BOY YOU CAN'T FORGET

THE RAINDROPS

Jubilee 5455

STILL TOP 20 ALL TRADES

WATCH FOR THIS ONE!

WHO'S GOING TO PICK UP THE PIECES?

LITTLE D AND THE HARLEMS

Josie 914

HOT E. P.'s

RUSTY WARREN EP 2039-2049-2059

RUTH WALLIS EP 2050

## THE NATION'S #1 COMEDY ALBUMS

JGM 2049 RUSTY WARREN
"BANNED IN BOSTON?"

JGM 2044 RUSTY WARREN IN ORBIT

JGM 2039 RUSTY WARREN BOUNCES BACK

JGM 2034 SINSATIONAL RUSTY WARREN

JGM 2029 KNOCKERS UP! RUSTY WARREN

JGM 2024 SONGS FOR SINNERS RUSTY WARREN

"BLOOPER" SERIES:
BY KERMIT SCHAFER

JGM 2001 COMEDY OF ERRORS VOL. 1

JGM 2002 SLIPPED DISKS VOL. 2

JGM 2003 PRIZE BLOOPERS VOL. 3 JGM 2004 SUPER BLOOPERS VOL. 4

JGM 2005 OFF THE RECORD VOL. 5

JGM 2006 STATION BREAKS VOL. 6

JGM 2007 FUNNY BONERS VOL. 7

JGM 2008 FOOT 'N' MOUTH CLUB VOL. 8

SPBM 9 SPORTS BLOOPERS

QPBM 10 QUIZ BLOOPERS

WPBM 11 WASHINGTON BLOOPERS

JGM 2050 THE SPICE IS RIGHT RUTH WALLIS SINGS

JGM 2037 BOTTOMS UP RICHIE BROTHERS

## NOW BREAKING ALL MARKETS

JGM 5023

THE RAINDROPS

JGM 5022

ENZO STUARTI THE PLAZA

MALIBU 100

KATHY KEEGAN
"THE GOOD LIFE"

# JUBILEE RECORDS

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### International News

Continued from page 24

Germany from September 27 till October 6.

Elvis Presley's latest album: "Elvis' Golden Records, Vol. 3," made its entrance on the market this week. . . . Grammophone released a new series of 16 LP's, most of them in the popular field. Label is new, called Gloria. All 12 inch records are of German origin and sold at the price of 168 fr. (\$3.40). . . .

# Heading for the Top

NINO TEMPO and

APRIL STEVENS

#6273

**ATCO Records** 



Brenda Lee's latest single is "Only You" and "Crazy Talk."

"My Boyfriend's Back," by The Angels, on Philips, and "Sweets for My Sweet," by The Searchers on Pye, have been issued. The Sunlights started their career this summer at the Belgian coast. Fonior cotracted them for the Decca label and their first three recordings immediately became best sellers. "Day Train," "Geraldine" and "Cavalier du ciel" (Riders in the Sky) can be found on many juke boxes. They are becoming most popular. . . . Following success of "Waar en wanneer," Polydor had Bob Benny record six more songs in the same style. Benny himself does not know which of these songs will be released first.

Newcomers this week are: "This Is All I Ask," by Tony Bennett, and "Make the World Go Away," by Ray Price, both on the CBS label; "Pride and Joy," by Marvin Gaye, on Cameo-Parkway; "Frankie and Johnny," by Sam Cooke, on RCA, and "Douces filles de 16 ans," another new recording by Johnny Hallyday on Philips. This record is the French translation of "Sweet Little Sixteen." . . . Emile Garin, of E.M.I. Belgium, was in London for the Annual Sales Conference of E.M.I. . . . At this moment, everyody is still wondering if the Paul Anka appearances in this country will be made or not. Discussions about several clauses in the contract could prevent Paul's visit to Antwerp, Brussels and Liege.

Everybody is hully-gullying here, consequently hully gully records on Philips by Sheila "Premiere Surprise Party," Claude Francois' "Si tu veux etre heureux" and the same song recorded instrumentally by Claude Bolling. . . Robert Cogoi has a new Philips record out: Je serais mieux chez toi" (Detroit melody) b/w "Tu mens" (a Belgian composition).

#### BRAZIL

### Schic LP Spots **Local Composers**

By MAURICIO QUADRIO Rua Visconde da Gavea 125, 4° Rio de Janeiro

The CBS 10th anniversary celebration ended with a cocktail party on August 30. On this oc-casion an LP, "Cilco Brasileiro," was released. The LP contains a selection of Brazilian composers, including Villa-Lobos, performed by the Brazilian pianist Anna Stella Schic. She has already recorded in Paris for

An international

showcase

for the companies

and talent which

achieved outstanding

commercial or

artistic success

in 1963 . . . and

for the publishers,

impresarios,

promotion men,

talent buyers, critics

and reviewers

who have attained

top stature

Chant du Monde, and this is her first record in Brazil.

To promote Plaza productions, Henrique Gandelman left September 14 for Argentina and Uruguary. . . . "Cleopatra" opened on August 28, and Odeon, representing 20th Century-Fox, will release the original sound track in October. Already on the market are LP's recorded by Nilo Sergio orchestra (Musidisc) on Nilser label. . . . Musidisc released five jazz LP's from United Artists. . . . Jorge Ben, new Philips artist, waxed his first LP "Samba Esquema Nova." . . . With excellent Portinho's arrangements, vocalists Titulares Do Ritmo (Philips) waxed an LP, "Ary de Todas as Bossas," a selection of Ary Barroso's tunes

#### BRITAIN

### Orbison Cuts Xmas Singles

By CHRIS HUTCHINS News Editor New Musical Express

Under the supervision of Monument's prexy Fred Foster, Roy Orbison recorded his Christmas single at the Decca studios for release on both sides of the Atlantic around mid-November. Decca provided musical director Ivor Raymonde. Incidentally, Roy did recover his voice in time for the start of his British tour and has been playing to capacity houses.

After a fantastic leap into the British chart (at No. 11) with their latest single, "Then He Kissed Me," the Crystals have been inked by promoter Larry Parnes for his 42-night tour which starts February 16. . . . Fans of Cliff Richard's group, the Shadows, had a big shock in the news that co-leader and rhythm guitarist Bruce Welch is leaving on doctor's advice. Bruce was one of the founders five years ago and for almost half a decade the Shadows have remained Britain's top-selling instrumental group.

His last apearance with them here was on ATV's "Sunday Night at the London Palladium" September 22, although Bruce left with Cliff and the Shadows for their short tour of Israel and will accompany the group on its French itinerary which ends October 25. He will then take control of Shadrich-the record company they formed last year but has been lying dormant ever since-and the music publishing companies Joaneline Music (Cliff's) and Shadows Music, as well as continuing to write songs for the Columbia team. . . . Decca hosted a reception to announce the October releases by RCA Victor on Dynagroovefirst news of which was revealed in Billboard August 31.

#### Visitors

Capitol a.&r. man Dave Cavanaugh arrived with MD Bob Bain and began sessions with George Chakiris—who is filming here-for an album of standards. Parlophone's George Martin is assisting Cavanaugh. . . . The managing director of EMI's Italian associate company, V-C-M. Francois Minchin, was in for talks with Frank Chalmers. He is particularly anxious for Cliff Richard to make some Italian language recordings. . . . Peter, Paul and Mary took part in two major television shows during their brief stay—ATV's "Sunday Night at the London Palladium" and a telerecording of ABC-TV's "Hullabaloo."

The Everly Brothers returned from Germany for the start of

their tour with Bo Diddley on Sunday. Yesterday Warner Bros. issued their new single "Love Her" c-w "The Girl Sang the Blues." Another American now on tour here is Johnny Thunder. . . . Matt Monro has now been set to follow Frank Ifield into Sydney's Chevron Hilton Hotel. Matt opens there January 13 and on his way out will make U. S. promotional appearances in conection with the new James Bond film, "From Russia With Love," in which he sings the title song.

#### Record Business

There's a disk company battle going on here for the Searchers' next hit following the No. 1 score with their debut disk, "Sweets for My Sweet." The group is signed to Pye which will issue their follow-up single, "Sugar and Spice," October 15. But Philips has already got in with a disk the Seachers waxed for them in Germany which couples the Brenda Lee hit, "Sweet Nuthins" with Ray Charles' "What'd I Say." Both companies are also issuing albums by the group.

Neither Jaep nor Nothern Songs-the two publishing companies which have been reaping a fortune from the Liverpool pop boom-have the next Gerri and the Pacemakers' single. Instead, Chappells finds itself with a revival of "You'll Never Walk Alone" from "Carousel" by the group which has had two chart toppers with its first two rec-

#### **Publishing Business**

Nat Shapiro of CBS is in London to set up CBS Musicand then he's off to Paris, Frankfurt, Hamburg and Berlin setting up a string of publishing offices which Columbia has decided are necessary to handle its song material in Europe (though there may not be offices in all the cities mentioned). He had talks with Philips general manager Leslie Gould about the current CBS repertoire and went on to EMI for particular discussions concerning future U. S. releases on Epic. He told Billboard that the next Cliff Richard disk would almost certainly couple "Bachelor Boy" (from "Summer Holiday") with his current British hit which is a revival of Tommy Edwards' "It's All in the Game."

#### EIRE

### First Local Act Makes No. 1 Slot

By KEN STEWART Irish Times, Ltd., Dublin

Because of considerable national interest in "Kiss Me Quick," by Brendan Bowyer and the Royal Showband, Irish Record Factors, Ltd., rush-released the original Elvis Presley version. This, and the coupling, "Something Blue," are from the album "Pot Luck," which has been available here for over a year. Already No. 1, the Bowyer disk received extensive radio and television exposure. It is the first record by an Irish group to top the nation's hit parade.

Malcolm Vaughan's HMV version of "The Wedding (La Novia)," is suddently in brisk demand, largely because of consistent popularity of the song with numerous Irish show bands, who play it regularly. . . . The Springfields, Craig Douglas and the Lorne Gibson Trio arrived for tours and radio-TV appearances.

# coming ...

Billboard's Third Annual Edition of International Achievement in the Music-Record Industry . . .

# who's who in the world of music

DATE OF ISSUE: DECEMBER 28

ADVERTISING DEADLINE: NOVEMBER 17

# Billboard

New York Chicago Hong Kong

Hollywood

Mexico City

Manila

**Buenos Aires** Santurce Madrid

North Sydney Auckland

in their field.

#### FRANCE

### **Teens Take Over** Whole Disk Scene

By EDDIE ADAMIS 92 Quai du Marechal Joffre Courbevoie, Seine

The whole record industry here is a 100 per cent teenminded. Songs, singers and orks must appeal to the teen-agers to score with manufacturers.

This is a major point of Pathe Marconi's new policy, according to Lionel Boullen.

After months of auditions of teen talent, which resulted in discovering singers such as Alice Dona and Bob Asklof, Pathe Marconi will soon market the first recordings of Michel Berger, Peggy, Steff and Les Missiles.

On Mercury's French roster, Les Gam's are followed by Nicole Gendre and Vic Laurens. Les Mitoufle have come out on Bel Air with their first record. Vonny Berger (Festival) will record her second EP in German, and Chris Argelies just made her first recording for RCA.

The Shadows will play the Olympia October 21, 22 and 23, and then will tour the provinces. . . . Gene Vincent will be in some time in October. . . . The Shirelles and Dionne Warwick are coming in December. . . . Pathe Marconi issued a batch of original sound tracks among which those heard at the 1963 Cannes Festival such as "Le Guepard," "81/2," "Les Abysses," "La Tragedie Optimiste," "Codine." . . . Polydor issued the "VIP's" original sound track while Barclay has the one from "The Great Escape." . . . Raymond Devos has quit Philips for Pathe Marconi.

#### GERMANY

### Saba Brings Out Own Disk Label

By CHRISTIAN TOERSLEFF 48 Uhlenhorster Weg, Hamburg 22

Saba, one of the largest manufacturers of radio and TV sets, will bring out records under its own label, produced by Horst H. Henning in Frankfurt.

Theodore Seeger, president of Peer Musikverlag, has named Michael Kudritzki publicity and advertising department chief. . . . The MGM motion picture "Follow the Boys," starring Connie Francis, debuted in the West German movies. . . . Ingfried Hoffman, member of the Klaus-Doldinger Quartet, got an exclusive contract with Mercury. . . . The ice skating star, Marika Kilius, received a special deal with CBS Schallplatten. On her first record she sings "Zwei In-dianer aus Winnipeg" and "Wenn Cowboys traeumen."

The Bavaria-Tonverlag was taken over by Ufa-Musikverlag. In the first half year since the start, the Eurodisc label, the classic production of Ariola, brought out 110 LP's (81 in stereo). . . . The Everly Brothers will have a recording session with German titles in Hamburg. . . . Jimmy Makulis changed labels, going from Ariola to Vogue.

#### By JIMMY JUNGERMANN 102 Ismaninger St., Munich 27

The Teldec gives RCA's Dynagroove a big start in Germany: Seven albums have been released by Peter Nero, Marty Gold, Duane Eddy, Floyd Cram-

er, Skitch Henderson, Arthur Fiedler, Al Hirt, Henry Mancini and Perez Prado.

Electrola's export manager August Batzem has just returned from an extensive trip through the Scandinavian countries which led him up to Finland in order to have talks with associate companies of EMI.

The Philip label issued an album featuring the original Berlin cast of Sven Aage Larsen's production of Irving Berlin's "Annie Get Your Gun." The German lyrics by Robert Gilbert are sung by Heidi Bruehl, U. S. singer Robert Trehy, Walter Suessenguth, Edgar Walther, Colette Warren, Helmut Wallner, Ilja Richter and Oscar Sabo Jr. The orchestra is conducted by Franz Allers. Miss Bruhl's numbers will also be issued as singles.

The German Chappell firms in Munich moved. The new address for Chappell & Company, Five Continents Music International, Ltd., and for Music Planetary will be: 10, Sendlinger Tor Platz, 8 Munich 2, West Germany. . . . One year ago Ivo Robic recorded "Danke Schoen" for the Polydor label. Now he has re-recorded the same tune for the same label with a new arrangement based on the U. S. Capitol hit version.

. . . Roger Maruani, Directeur Artistique, and J. L. Dasque, Directeur Commerciale, both of French Festival label, visited Munich to sign a contract with Italia-International-Busse for an exchange of their labels in France and Germany. Festival's singing star Vonny Berger recorded her first two German songs for the International label, "Lulu Cherie" b.w. "Die Seine Darf Allens Wissen." . . . The New Christy Minstrels recorded a German version of their current hit, "Green, Green," for the German CBS label. Marlene Dietrich recorded an album for Barclay/Ariola, featuring German songs.

#### **VENEZUELA**

## Palacio Is 20th Century-Fox Rep

By ALVARO PENALVER Apartado 3066, Caracas

Chucho Sanoja and his orchestra have completed recording a LP for Rondo label. . . . 20th Century-Fox is now represented in Venezuela by Palacio de la Musica. . . Eduardo Esparragoza and Billo Frometa, key executives of the Fonogram label, are traveling to Brazil and United States. . . . The song "Lunita demi Tierra," of Nester Zavarce, won the first Venezuelan Pop Music Festival organized by Radio and Televisora Nacional of Caracas. . . . Hector Cabrera, Venezuelan singer, will live in Miami and star at the Toledo Club. Clemente Vargas Jr. has resumed his Radio Caracas and Ondas Populares program, "Desfile de Exitos," every Sunday. . . . Hugo Blanco is recording a new LP for the Palacio label. . . . El Palcio de la Musica and the Rapsodia label of Portugal will exchange productions. . . Trio Venezuela recorded new LP for Velvet label.

Miltinho is the artist of moment in Venezuela. The Sonus label made an LP with Miltinho singing in Spanish. Two top songs are "Recuerdos" and "El Malquerido." There are other versions by Felipe Pirela (Billo), Aida Li (Fonograma) and Los Melodicos orchestra (Discomoda).



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# NEW RELEASES from CHESS

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"Two Sides"

b/w

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### Etta James

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# **Billy Stewart**

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### 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 Billhoard's wookly nationwide surveys

Billboard's weekly nationwide surveys.
FOR WEEK ENDING OCTOBER 5  This Last Week Week Tune  Composer-Publisher  Chart
1 BLUE VELVET
2 3 SALLY, GO 'ROUND THE ROSES
5 BE MY BABY
2 MY BOYFRIEND'S BACK
5 11 CRY BABY
6 4 HEAT WAVE
7 22 SUGAR SHACK
8 6 THEN HE KISSED ME
9 WONDERFUL! WONDERFUL!
10 10 MICKEY'S MONKEY
11 15 BUSTED
8 SURFER GIRL
13 A WALKIN' MIRACLE
7 IF I HAD A HAMMER
23 HONOLULU LULU
16 - MEAN WOMAN BLUES
17 12 MORE
18 MARTIAN HOP
19 16 LITTLE DEUCE COUPE
20 — DONNA THE PRIMA DONNA
21 14 THE MONKEY TIME
22) 26 PART TIME LOVE
23 28 I CAN'T STAY MAD AT YOU
24 - TALK TO ME
25 27 ONLY IN AMERICA
— DON'T THINK TWICE IT'S ALL RIGHT
27) 29 WHAM
28 — THAT SUNDAY, THAT SUMMER
(aa) 30 Billy Ally

By Benjamin-Published by Lanny (BMI)

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made without Billboard's consent. Requests for such consent should be submitted in writing to

By Greenwich-Barry-Published by Trio (BMI)

the publishers of Billboard at 1564 Broadway, New York, N. Y., 10036.

(30) 17 THE KIND OF BOY YOU CAN'T FORGET .....

RECORDINGS AVAILABLE (Best Selling Record Listed in Bold Face)

- 1. BLUE VELVET-Bobby Vinton, Epic 9614; Lawrence Welk, Dot
- 2. SALLY, GO 'ROUND THE ROSES-Jaynetts, Tuff 369.
- 3. BE MY BABY-Ronettes, Philles
- 4. MY BOYFRIEND'S BACK -Angels, Smash 1834.
- 5. CRY BABY-Garnet Mimms & the Enchanters, United Artists
- 6. HEAT WAVE-Martha & Vandellas, Gordy 7022; Rene Paulo Group, Hi-Fi 5075.
- 7. SUGAR SHACK—Jimmy Gilmer & the Fireballs, Dot 16487.
- 8. THEN HE KISSED ME-Crystals, Philles 115.
- 9. WONDERFUL! WONDERFUL! -Johnny Mathis, Columbia 33048; Tymes, Parkway 884.
- 10. MICKEY'S MONKEY Miracles, Tamla 54083.
- 11. BUSTED-Ray Charles, ABC-Paramount 10481.
- 12. SURFER GIRL Beach Boys, Capitol 5009.
- 13. A WALKIN' MIRACLE-Essex, Roulette 4515.
- 14. IF I HAD A HAMMER-Trin! Lopez, Reprise 20198; Peter, Paul & Mary, Warner Bros. 5296; Janie Ross, Operators 202; Ernie Adano, Assault 1842.
- 15. HONOLULU LULU Jan & Dean, Liberty 55613.
- 16. MEAN WOMAN BLUES-Roy Orbison, Monument 824.
- 17. MORE-Vic Dana, Dolton 81; Martin Denny, Liberty 55571; Clebanoff Strings, Mercury 72151; Earl Grant, Decca 25607; Steve Lawrence, Columbia 42795; Riz Ortolani & His Ork, United Artists 598; Robin Randal, Dery 10018; Katyna Ranieri, London 10027; Della Reese, RCA Victor 8187; Clark Terry & Ben Webster, Cameo 262; Danny Williams, United Artists 601; Kal Winding, Verve 10295.
- MARTIAN HOP Ran-Dells, Chairman 4403.
- 19. LITTLE DEUCE COUPE -Beach Boys, Capitol 5009.
- 20. DONNA THE PRIMA DONNA —Dion DiMuci, Columbia 42852.
- 21. THE MONKEY TIME-Major Lance, Okeh 7175.
- 22. PART TIME LOVE Little Johnny Taylor, Galaxy 722.
- 23. I CAN'T STAY MAD AT YOU
- -Skeeter Davis, RCA Victor
- 24. TALK TO ME-Sunny and the Sunglows, Tear Drop 3014.
- 25. ONLY IN AMERICA Jay & the Americans, United Artists
- 26. DON'T THINK TWICE IT'S ALL RIGHT-Bob Dylan, Columbia 42856; New World Singers, Atlantic 2190; Peter, Paul & Mary, Warner Bros. 5385.
- 27. WHAM-Lonnie Mack, Fraternity 912.
- 28. THAT SUNDAY, THAT SUM-MER-Nat King Cole, Capitol
- 29. BUST OUT-Busters, Arlen 735.
- 30. THE KIND OF BOY YOU CAN'T FORGET - Raindrops, Jubilee 5455.

Recorded by: ARTIE BUTLER—20th Century-Fox CARL EDMONDSON—Fraternity

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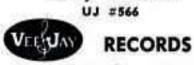
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# Weigh Words of Soft-Spoken Henry With Big-Stick Hints

NEW YORK-Radio and television stations are measuring carefully the words of Federal Communications Commissioner E. William Henry on commercial limitation and how it may affect current programming practices.

The soft-spoken FCC chairman in his maiden address to

boadcasters at the International Radio and Television Society luncheon last week (24) at the Waldorf-Astoria left little doubt in anyone's mind that he will pursue with vigah the thorny problem of program interruptions and time devoted to commercial messages.

Chairman Henry cited the programming practice of "teaser" openings such as: "Good evening ladies and gentlemen. The President has just asked Congress to declare war. We'll be back with that story after a word from our sponsor." Or, as the announcer in the more sophisticated cartoon said: "And so, ladies and gentlemen, it looks like the end of civilization as we know it. And now here's David Krank for the Ajax Oil Company."

The Late Show

In raking the showers of the late, late movies over the coals, Henry cited the subtle "bait, hook, switch and stuff" whereby the viewer is baited with

solid programming the first 20 minutes, switched to double and triple spotting once he's hooked, and stuffed with commercials every five minutes thereafter.

"It must sometimes seem to the public that the film editing for which Hollywood pays such fancy salaries is redone for television by the gardener with a pair of rusty shears," Henry said.

Delving into radio programming, Chairman Henry charged that some stations have solved the problem of commercial breaks by "limiting their programming entirely to records and short segments of talk that are no longer than records."

"On such radio stations, it may be impossible to tell the programming from the interruptions without a score card," Henry charged.

The chairman used as an example some program logs submitted to the FCC which (Continued on page 36)

#### **Nominations Open** For Stations Best Serving Youth

NEW YORK — The Thomas Alva Edison Foundation has announced that nominations can now be made for the ninth annual "National Station Awards for Serving Youth."

... The local radio and television stations that best served youth in their communities during 1963 will receive an Edison National Station Award. Each award carries a scroll and an Edison Scholarship of \$1,000 to be used for college education which the winning stations present to a high school senior selected by an appropriate committee of local educators.

Nominations are made by the 76 national civic organizations co-operating with the Edison Foundation. Local groups of these organizations have been requested to submit a statement of 1,000 words describing the achievements of the radio and television station best serving youth in their community. Among the organizations cooperating are: The American Legion, AAAS, B'nai B'rith, Youth Organization, Boy's Club of America, Catholic Daughters of America, General Federation of Women's Clubs, U. S. Junior Chamber of Commerce, Zonta International.

The deadline for submitting nominations is December 15,

Winners of the Edison Foun-(Continued on page 36)

# Radio-TV

#### PROGRAMMING

 READY-TO-GO PROGRAMMING VOX JOX PROGRAMMING NEWSLETTER

### **VOX JOX**

By GIL FAGGEN

"STAMPORAMA"—WGR morning personality Fred Gage (picture below) shares in open-mouthed astonishment the joy of two listeners who split 39,000 S & H Green Stamps during a two million stamp giveaway at the Buffalo outlet. Listeners were requested to list the name, address and phone number of five persons as well as their own. Ten entries were picked daily and called by the station. The jackpot was divided between the person called and the entry sender.



PAUL COMPTON, running a mail contest on his KHJ (Hollywood) "Sinatra, Compton & Strings" program, reports he has so many winners he had to double the prizes! Compton issued Sinatra record LP's as gifts.

KYW-Radio (Cleveland) has ushered in the fall season with a "KYW Fall Festival" featuring a theater party at the Hippodrome for the premiere showing of "Wives and Lovers," door prizes, a fashion show, a three-piece wardrobe, portable TV, and transistor clock radios. KYW personalities Martin & Howard, Jim Runyon, Jim Stagg Carl Reese and Tom Griffiths were on stage to present the prizes. So who was watching the store, Ken?

Nashe Barrancotto is staging a benefit show in Lockport, N. Y. (outside of Buffalo) for the Lions Club children's swimming pool fund. Nashe is looking for record acts for the twohour variety show and may be reached at 6955 Lincoln Ext.

Bill Wyler has been tapped to host the "Hootenanny" program which began on WIOD (Miami) last Monday. . . . Jerry White, WJRZ (Newark, N. J.) air personality, has been appointed to the faculty of the New York Institute of Technology and Announcer's Training Studios in New York. . . . Ted Tillotson has started a show on WEEE (Glenmont, N. Y.) entitled "This Land of Folk Music." . . . On November 9 WHOT (Youngstown, Pa.) will present an all-star show, proceeds to go to the family of the late WHOT production supervisor, Tony Sebastion. Dick Thompson is seeking record talent for this very worthy benefit show. . . . I hear Capitol Records' Al Martino is packin' 'em in at Hollywood's Cocoanut Grove. ... Arch Yancey, KNUZ (Houston) deejay, has signed up as an extra point kicker for the Houston Flyers semi-pro football

KBAT's (San Antonio) new line-up spotlights Jim Ridgeway (5-9 a.m.); Paul Morgan (9-2

team.

p.m.); Bob Bracken (2-4 p.m.); Bob Pearson (4-9 p.m.) and John Walke (9 to 1 a.m.).



CHUMingbirds Mike Darow, Bob McAdorey, Gary Ferrier and John Spragge, assisted by Chum Chick and Chatter the Chum Chimp with his trainer, Murray Hill, clowned their way through one of the hourly hootenannies at the recent Canadian National Exhibition in Toronto.

#### SEGUE

Exciting new promotions are on the way for WIL (St. Louis) listeners hear from program director Dave Diamond, former WKGN (Knoxville) p.d. and his air force. WIL men are Ed Wilson (6-10 a.m.); Diamond (10-1 p.m.); Dan King (ex-WKGN-er) (1-4 p.m.); Ron Lundy (4-8 p.m.); Gary Stevens (8 to midnight); and Bob Osborne (midnight to 6 a.m.).

Rick James will head the program department of Sullivan, Ind.'s newest station, WKQV. James, who recently exited WJPS (Evansville, Ill.), is in dire need of records for his "top 40" format.

Seguing from bachelorhood to marriage is WMCA's information director, Franz Allina, who will be devoting more time to Time. Allina's bride-to-be, Marcia Frank, is with Time, Inc. An October wedding is planned.

Steve Brooks appointed program director of WPET (Greensboro, N. C.) Brooks joins the station from WNOR (Norfolk).

#### PROGRAMMING NEWSLETTER

# What to Do After Buying a Station

By BILL GAVIN Contributing Editor

SAN FRANCISCO—From time to time I receive questions from radio managers. This week's Newsletter is devoted to some of these

questions. The answers given here are in some cases what I should have replied, rather than what I actually said. Names and call letters have been omitted to protect the innocent.

Q.: I run a good operation in a prosperous medium-sized town. We're top 40, and our ratings are well ahead of the

three other stations in town. Trouble is, a top 40 station from a big city not far away feeds in here like a local station, and they're hurting us. They get the new records ahead of us, and their jocks are better than we can afford. How can I beat that kind of competition? Or do you think I should switch to good music?

A.: No, I don't think that you should switch your music policy. You have one advantage in your town over your big city rival. You're there. He isn't. You can capitalize on your physical presence in the community in ways that he can't. Concentrate on community contacts. Feature local news and local names. Make a big thing of local weather in your primary coverage area. Call attention to the fact that your local commercials deal with businesses in your community. Above all, get the best sales manager you can find. He is the key to the profits that come from community identification.

Q.: My partners and I have just bought a radio station in this town of 80,000 in the Western intermountain area. Where can we get some good guidance on programming? Is there a book or a pamphlet that we can consult? I'm panning a trip through the Middle West to listen to some of the leading stations and find out

what they're doing.

A.: If you need a book to tell you about radio programming, you've invested your money in the wrong business. I know your station. It's top rated, well run, produces good revenues. Somebody then must know what he's doing. Why change it? Your best course would be to consult with the program director (I hope you haven't fired him) and ask him what his policies are, tell him to keep it up, and raise his salary. Then take your account books into your office, figure out how you can get some more national business, and stay out of the program department.

Q.: Last year I bought a radio station in a

small California town. It was making a good profit when I took it over, and we had a good staff of DJ's and an efficient sales manager. I hired a new program director. Now things are turning sour. My sales manager quit and went to work for our competition, taking some of our best accounts with him. Our new program director couldn't get along with the DJ's. Most of them quit, and now he's leaving too. I'm losing money. What should I do?

A.: Sell! Put your station on the market and take what you can get. You'll lose money on the sale of your station, but that's better then bankruptcy and losing everything. What you have described is an incurable sickness: a new management takes over a winning team and it falls apart. If you're honest with yourself, you'll admit your own shortcomings, and you'll stay out of the radio business. (As a matter of fact, he did go bankrupt.)

Q.: We've taken over a station in a small town where there hasn't been any pop music radio for several years. We're going top 40. Should we come on strong with lots of noise about our new sound and spend money for a

big promotion campaign? A.: No. In your market you'll find that most local advertisers are highly suspicious of high pressure promotion. Make your transition gradually, without a lot of fanfare. It will take you longer to establish a commanding rating position, but you'll avoid creating a bad image with the local businesses, whose advertising will be your bread and butter. The big promotion noise is better suited to big city markets and other communities where top 40 radio is established and accepted.

Q.: How important are contests and big prizes

for building up ratings?

A.: The theory of the big prize contests is that they quickly attract a large number of new listeners to your station, who become so pleased with what they hear that they remain permanently your loyal audience. The plan is effective against mediocre competition, or with a new station in a market. However, buying listeners through contests and prizes has not proven very effective against aggressive and able competition. This fringe of prize seeking-listeners is notoriously the most unloyal segment of your audience. They are usually eager to tune in the newest contests on another station.

This is not to put down intelligent station promotions involving audience participation in contests. But don't let your promo announcements take away too much time from your msuic. In the long run, it isn't what you pay-it's

what you play that counts.

#### LOU DONALDSON'S

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4 more New Hits From Mercury "COME BACK"

JOHNNY MATHIS #72184

"SHE'S A FOOL"

LESLIE GORE **#72180** 

"SPEED BALL"

**RAY STEVENS** #72189

"TWO TICKETS TO PARADISE"

**BROOK BENTON** #72177 Morcury

#### WABC'S BONUS FOR KIDS WHO STICK IT OUT

NEW YORK-As a part of a campaign to influence youngsters to stay in school, WABC is using produced contest spots aimed at spurring students back to school by showing students how much more money graduates make every week than dropouts.

The promotion is building a registration file of names and schools of students who have pledged to return to school this fall. Later during the semester cards will be picked from this file with students selected each winning \$20 school bonus money if they have remained in school.

#### WINS Backs **Rival in Editorial**

NEW YORK — WINS is editorially supporting WMCA's fight to give New York City dwellers greater representation in the State Legislature.

WINS broadcast an editorial by General Manager Mark Olds five times on Wednesday (25) on the reapportionment position -backing WMCA.

This is the second time that WINS has supported WMCA on this issue.

A Sure-Fire Winner!



DEE DEE SHARP

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# READY-TO-GO PROGRAMMING

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

#### **BEST TRACKS**

#### FROM THE NEW SPOTLIGHT LP'S

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

BEST BALLADS OF BROADWAY-Brook Benton (Mercury MG 20830, SR 6083) "As Long As She Needs Me" (Hollis, BMI) (3:18)

CATCH A RISING STAR-John Gary (RCA Victor LPM 2745, LSP 2745) "Unchained Melody" (ASCAP) (3.27)

MOCKINGBIRD-Inex Foxx (Symbol SYM 4400) "Jaybirds" (Saturn, BMI)

DANKE SCHOEN-Eddie Cano (Reprise R6105, R9-6105) "Panchita" "J.V.P. Publishing, ASCAP) (1:41)

#### MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100 TITLE, ARTIST, LABEL	Weeks on Hot 100
1	1	BLUE VELVET, Bobby Vinton, Epic 9614	9
2	2	WONDERFUL! WONDERFUL!, Tymes, Parkway 884	8
3	7	DON'T THINK TWICE, IT'S ALL RIGHT, Peter, Paul & Mary, Wa	rner Bros. 5385 4
2 3 4 5 6 7 8 9	6	I CAN'T STAY MAD AT YOU, Skeeter Davis, RCA Victor	5
5	_	TALK TO ME, Sunny & Sunglows, Tear Drop 3014	5
6	8	THAT SUNDAY, THAT SUMMER, Nat King Cole, Capitol 5027	6
7	3	PAINTED, TAINTED ROSE, Al Martino, Capitol 5000	11
8	14	TWO TICKETS TO PARADISE, Brook Benton, Mercury 72177	5
9	4	YOU CAN NEVER STOP ME LOVING YOU, Johnny Tillotson, C	adence 1437. 9
10	12	MORE, Vic Dana, Dolton 81	9
11	13	TREAT MY BABY GOOD, Bobby Darin, Capitol 5019	1
10 11 12 13 14 15 16	5	HEY THERE LONELY BOY, Ruby & Romantics, Kapp 544	9
13	-	THE GRASS IS GREENER, Brenda Lee, Decca 31539	
14	11	FRANKIE AND JOHNNY, Sam Cooke, RCA Victor 8215	
15	9	BLOWIN' IN THE WIND, Peter, Paul & Mary, Warner Bros.	5368 15
16	10	WHY DON'T YOU BELIEVE ME, Duprees, Coed 584	7
17	_	MARIA ELENA, Los Indios Tabajaras, RCA Victor 8216	3
18	15	MORE. Kai Winding. Verve 10295	14
18	220	I'M CONFESSIN', Frank Ifield, Capitol 5032	5
20	_	SEPTEMBER SONG, Jimmy Durante, Warner Bros. 5382	5

#### YESTERYEAR'S HITS

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

#### POP-5 YEARS AGO October 6, 1958

- 1. It's All in the Game, T. Edwards, MGM
- 2. Volare (Nel Blu Dipinto Di Blu).
- D. Modugno, Decca
- 3. Bird Dog, Everly Brothers, Cadence
  4. Rockin' Robin, B. Day, Class
  5. Little Star, Elegants, Apt
  6. Susie Darlin', R. Luke, Dot
- 7. Tears on My Pillow, Little Anthony &
- the Imperials, End 8. Patricia, P. Prado, RCA Victor
- 9. Tea for Two Cha Cha, T. Dorsey Ork,
- 10. Just a Dream, J. Clanton, Ace

#### POP-10 YEARS AGO October 3, 1953

- 1. Vaya Con Dios, L. Paul-M. Ford, Capitol
- 2. You, You, You, Ames Brothers,
- RCA Victor
- 3. Dragnet, R. Anthony, Capitol 4. Oh, P. W. Hunt, Capitol
- 5. Ebb Tide, F. Chacksfield, London
- 6. Eh Cumpari, J. La Rosa, Cadence
- 7. No Other Love, P. Como, RCA Victor 8. St. George and the Fragonet,
- S. Freberg, Capitol 9. Crying in the Chapel, J. Valli,
- RCA Victor
- 10. P. S.: I Love You, Hilltoppers, Dot
- RHYTHM & BLUES-5 Years Ago-October 6, 1958

It's All in the Game, T. Edwards, MGM Rockin' Robin, B. Day, Class Bird Dog, Everly Brothers, Cadence Tears on My Pillow, Little Anthony & the Imperials, End

Volare (Nel Blu Dipinto Di Biu), D. Modugno, Decca Susie Darlin', R. Luke, Dot Just a Dream, J. Clanton, Ace Chantilly Lace, Big Bopper, Mercury Win Your Love for Me, S. Cooke, Keen

#### **Dates Listed for** Prog. Analysis

Little Star, Elegants, Apt

WASHINGTON — Dates selected for program analysis by the FCC for broadcasters whose licenses come up for renewal in 1964 were announced last week by the commission.

The composite week will consist of Sunday, April 28, 1963; Monday, March 25, 1963; Tuesday, May 21, 1963; Wednesday, October 30, 1962; Thursday June 20, 1963; Friday, November 23, 1962, and Saturday, January 26, 1963.

Licensees were reminded by the FCC that if they think the programming represented in the composite week is an inadequate

### **Nominations Open**

• Continued from page 35

dation National Awards last year were: WLOF-TV, Orlando, Fla., and WSB Radio, Atlanta.

The winning stations in 1963 will be announced at a dinner at the Waldorf-Astoria on January 15, 1964. On this occasion, the Edison Foundation will also present its annual awards to outstanding network radio and TV programs.

Additional information concerning the awards may be obtained by writing to the Thomas Alva Edison Foundation, 8 West 40th St., New York 2.

reflection of their format they may submit additional program information.

#### **Big-Stick Hints**

Continued from page 35

contained a note to disk jockeys: "Play a record between each commercial."

Henry questioned whether the rule in radio which allows a maximum of 18 and an average of 14 minutes of commercial time in one hour would prevent stations from giving reasonable service to advertisers.

30 Per Cent Commercial

"Must radio stations really devote to commercials more than 30 per cent of their peak listening hours in order to live healthily, if not handsomely?" he asked. "And more importantly, does it necessarily follow that an FCC rule in this area would automatically reduce profits? Isn't it just as probable that fewer commercials would become more attractive and command higher prices?" Henry asked.

"For 36 years the Commission has relied upon vague policy pronouncements condemming 'overcommercialization'" Henry said. "It is time, and past time, to get specific-to bring this policy down out of the clouds and into the homes of viewers and listeners. Whether by rule or policy statement we need to establish criteria which will tell the public and the industry what we mean by 'overcommericalization."

Co-incidental with the FCC's request from the industry for hard, concrete information on which the Commission may make judgment, several thousand radio stations, particularly the smaller outlets, are rooting for a recently introduced bill to bar the Federal agency from putting any limits on broadcast commercial time.

The bill carries extra weight because it is authored by Rep Walter Rogers (D., Tex.), chairman of the House Commerce Subcommittee on Communications - and he will probably call for hearings at the earliest possible date.

#### Blair Appointed

NEW YORK - John Blair Companies has been appointed as exclusive national sales representatives for the Crown stations, KREM AM-TV, Spokane.

Heading Up the Charts "I'm Leaving It Up to You" DALE & GRACE



JAMIE/GUYDEN DIST. CORP. PHILA. 21, PA.

HITSVILLE HAS HITS ie: "WORKOUT STEVIE,

WORKOUT" Little Stevie Wonder

Tamla 54086 "YOU LOST THE SWEETEST BOY"

Mary Wells Motown 1048

TAMLA/MOTOWN RECORDS Detroit, Mich.

RELIABILITY-QUALITY RECORD PRESSING Originators of the Patented rim drive; thick-thin type record RESEARCH CRAFT CO. 1011 NORTH FULLER

HOLLYWOOD 46, CALIF.

Copyrighted material

# Capitol Widens Aims In 3 Major Pushes



CAPITOL IS MAKING this special goal-post display piece, one of five, available to dealers in line with its fourth annual college promotion. Campaign is designed to push new and catalog product of artists popular on the nation's campuses.

HOLLYWOOD — Capitol Records, in a move to further strengthen its ties with the retail element of the business, has launched three major promotion drives covering various artists in

### Coast Firm **Enters Tape** Machine Field

HOLLYWOOD — Finebilt Manufacturing, which produces record pressing equipment for international clients, has entered the magnetic tape recording machinery field.

The 15-year-old company, which has been experimenting with recording tape machinery for two years, has sold its first complete factory set-up to Flex Records and Magnetic Tape Manufacturing, S.A.L., in Beirut, Lebanon.

Alwin P. Schmid, Finebilt vice-president, told Billboard the complete tape producing package sells for \$59,500. Prior to offering it for sale, the company tested the components locally, the executive explained.

"In addition to selling a customer a complete tape factory," Schmid said, "we also provide the oxide compound and the tape base material upon request."

The complete tape factory includes a coating machine which produces 500 reels or 1,200 feet of tape, on a four-inch web width in eight hours; a slitting machine to cut into one-quarter or one-half-inch width; a static or noise eliminator and a visible inspection machine.

The Lebanon company is already installing a complete disk pressing plant which it bought from Finebilt earlier this year, Schmid added.

To fulfill its expanding export business, Finebilt plans moving from its present quarters at 2846 W. Pico Boulevard to expanded facilities at 931 N. Citrus Avenue, Hollywood, in November.

The company was a recent exhibitor at a U. S. exposition in Rio de Janeiro, where it pressed disks from masters supplied by Capitol and Dot Records. It was the second time the Hollywood firm had been selected by the Department of Commerce to exhibit its record pressing machinery at a U. S. exposition.

various areas of repertoire. Announced last week were promotions of a group of the label's talent roster to the college market, a Jackie Gleason sales and promotion campaign, and continuing plugging of Dick Dale

Dale's upcoming appearance on the Ed Sullivan CBS-TV show Sunday (6), marks the climax of a seven-month push on Dale as a personality and record artist. The label has backed dealer sales efforts on Dale with a barrage of publicity in Newsweek, Life, and through AP and UP. Capitol expects the Sullivan appearance, during which the chanter will perform his newest single, "Scavenger," to be reflected in a step-up of sales.

Meanwhile, the label has kicked off its fourth annual college market promotion, with exploitation planned at numerous levels on such college-slanted acts as the Four Freshmen, the Journeymen, June Christy, Fred Waring, Jonah Jones and Wayne Newton.

The current college push is tied around football and the fraternity scene and carries the tag line, "Kappa Kappa Capitol, Men Are Better Than People." The label is going direct to the student element through college newspapers and through dealers and deejays close to the college scene.

On the retail side, Capitol will send quantities of display matter to dealers, including a theme-setter display piece with a football motif. Textbook covers, a feature of the promotion for the past four years, will again be sent to dealers in college areas. Covers carry fullcolor reproductions of albums by artists popular with students.

On another front, a two-month sales and promotion campaign has been set on 25 Jackie Gleason albums. Basis of the plan is a one-free-for-every-three-albums-purchased deal, with deferred billing.

Extensive promotion is to be conducted through retail stores, racks, one-stops and stations. Dealers will get Gleason window streamers, divider cards, brochures and die-cut display jackets of eight Gleason albums.

The move comes simultaneously with Capitol's endorsement of a new platform and program kicked off by the National Association of Record Retailers (NARR). (See separate story this issue.)

# 6 Components In Hi-Fi Audio By Pilot Radio

NEW YORK — Pilot Radio announced last week a new line of high fidelity audio components, featuring solid state circuitry. Six new components comprise the line which ranges in price from \$199.50 to \$499.50.

At the high end is a solid state AM-FM-FM stereo receiver, Model R1000. The set offers 100 watts of power and a center tuning meter. An automatic FM stereo indicator is also included. A full complement of inputs and outputs is incorporated in the \$499.50 unit.

A 70-watt unit, similar in most respects to Model R1000, known as Model 707, lists at \$349.50, while the R303, a 30watt AM-FM-FM stereo receiver, carries a tag of \$289.50.

Model T88, an FM-FM stereo tuner, is tabbed at \$199.50, while the same unit with AM radio, known as T89, sells for \$249.50. An 80-watt integrated stereo amplifier, Model A288, with rumble and scratch filters, tape monitor and other new features, carries a list price of \$289.50.

Model 602MA, an FM-FM stereo receiver, has undergone technical improvements, including private listening jack on the front panel. It was also announced that Pilot's basic FM tuner, the Mark IV, has been restyled and re-engineered.

# Phono-Tape

MERCHANDISING

. BEST SELLING PHONOS EQUIPMENT NEWSLETTER

# Sight & Sound Combine First Time in Philly Show

PHILADELPHIA—The first combination "Sight and Sound Show" in the history of the Delaware Valley will open at the Benjamin Franklin Hotel on Friday (4) and continue through Sunday, October 6, according to Harry Bortnick, show director.

The Greater Delaware Valley High Fidelity and Camera Show will be sponsored by the Delaware Valley Photo Dealers Association and a group of leading dealers in the high fidelity industry. It will provide a vast variety of new products in the photo field and in the area of sound and music reproducing items.

A highlight of the entire show will be a series of live vs. recorded concerts featuring the Fine Arts Quartet. This group (which appeared at the recent New York show) will play a series of concerts in the foyer of the ballroom. At intervals the quartet will stop playing and allow the stereo high fidelity installed in the room to take over, using prerecorded sections of the music, without miss-

ing a beat.

The sound or high fidelity displays are concentrated on the fourth floor of the hotel. In this area will be shown the newest developments in stereo, FM stereo and custom designed cabinetry. For the first time, there will be an intermixture of packaged high fidelity sets developed by such firms as Philco, Motorola, GE, Zenith and Admiral, with such component manufacturers as Fisher, Scott, Pilot, Jerrol, Garrard, Dynaco, Sherwood, Bell, Bogen and University. Each exhibition in the high fidelity area will be housed in a separateroom, thus providing the required sound insulation which enables the various phases of sound features to be demonstrated.

**Extensive Promotion** 

The leading local disk jockeys and TV personalities, including Rex Morgan, Phil Sheridan, Bob Menefee, Joe McCauley, Jim Tate and Joe Naigra, will make personal appearances at the

(Continued on page 38)

# EQUIPMENT NEWSLETTER

# On the Console & Its Potential

By DAVID LACHENBRUCH Contributing Editor **Editorial Director, Television Digest** 

NEW YORK-A NEW LOOK AT CON-SOLES. Nobody knows exactly what percentage of record dealers offer their customers portable



and table model phonographs, but don't sell consoles. Whatever the reason, if you fall into this group, it may soon be time to re-evaluate this policy.

Obviously, there are many pro-and-con arguments about handling consoles, which are slower moving and consume more loor space, but generally

return greater profits per sale. Consoles, too, are far more seasonal than portables, which now seem to be approaching a relative pable year-round sales pattern. For exa. Samere's a big season drop in console sales when warm weather begins - distributor-to-dealer sales of consoles dropped almost 50 per cent from March to April this year, while portable sales fell only 20 per cent.

BUT SALES CHA.. TS THIS year show something new being added—the first hint that consoles are beginning to take an increasing share of the packaged phonograph market.

For every month of this year from January through July (the latest available statistics), total package phono sales have been higher than the corresponding month of 1962. Therefore, console as well as portable sales have been better than last year. But close examination of the breakdown of the console-portable mix-comparing this year with last - seems to show the public becoming more console-conscious.

Comparing distributor-to-dealer sales for 1963 with 1962, a pattern emerges. For the first part of this year, almost the entire 1963-over-1962 gain was in portables. In January 1963, consoles accounted for only 36 per cent of phono sales, compared with 48 per cent in January, '62. In February, it was 42 per cent, compared with 47 per cent a year earlier; in March it was 39 per cent vs. 42 per cent in March '62. The gap closed still further in April, when the percentage

of consoles was 35 per cent in April 1963 vs. 36 per cent in April '62.

The tide finally was reversed in May '63, when 37 per cent of phonos sold were consoles, compared with only 30 per cent in May '62. In June '63, the percentage was 32 per cent in contrast to only 25 per cent in June 1962. For July, consoles were 20 per cent of the market, up from 27 per cent a year earlier.

THE REALLY GOOD BUSINESS in phonographs began in late spring 1963 with the portable boom. This portable boom continued undiminished into spring 1963. But at this time it appeared to be joined by an incipient boom in consoles.

Cold, hard statistics thus show that for the last three months on record (May through July), the share-of-market held by consoles has increased -even while the size of the whole market was also increasing. Looking at the industry's product may help provide some of the reasons.

On an industry-wide basis, this is the first year virtually every package manufacturer has offered "functional furniture" stereo (English translation: stereo coffee tables.) Like them or not, they seem to have given consoles a boost. And it's certainly true that more ingenuity has gone into the design of stereo consoles this year than ever before.

The spread of FM stereo may well be another reason for the apparent trend toward an increase in consoles' percentage of the market. This second stereo program source can provide a powerful sales-clinching argument for the purchase of a console combination. If it is true that FM stereo has helped sell more consoles-and we think it is-this augurs well for future increases in console sales as more FM stations add stereo and as the public becomes more conscious of this new medium.

It may be time for everyone who only serves a portion of the stereo phono market-including those who sell audio components-to take a hard, new look at the console and its potential. Package phono manufacturers are concentrating an increasing amount of their design ingenuity and promotion on this part of the market. On the basis of early returns, it appears that this effort is beginning to pay off. Copyrighted material

#### **REST SELLING**

#### PHONOGRAPHS, RADIOS & TAPE RECORDERS.

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

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

#### BEST SELLING-TRANSISTOR RADIOS

	POSITION		
This Issue	7/6/63 Issue	4/6/63 Issue	BRAND % OF TOTAL POINTS
27	1	1	Magnavox 15.5
2	3	4	RCA Victor
3	2	5	Zenith
4	6	6	Channel Master 8.3
5	7	7	Sony 5.7
6	4	3	Motorola 5.2
7	5	2	General Electric 4.5
8	8	-	Panasonic 3.1
			Others30.3

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

7/6/63 Issue: All brands represented in current chart.

4/6/63 Issue: Lloyds (8).

#### BEST SELLING CLOCK RADIOS

	POSITION		
This Issue	7/6/63 Issue	4/6/63 Issue	BRAND % OF TOTAL POINTS
24	1	1 1	RCA Victor 26.8
2	1	5	Zenith 19.2
3	5	4	Motorola 12.6
4	3	2	General Electric 11.5
5	4	3	Magnavox 9.1
6	6	2	Emerson 5.5
7	7	6	Admiral 3.0
			Others 12.3

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

7/6/63 Issue. Olympic (7); Panasonic (9).

4/6/63 Issue: Panasonic (7); Arvin (8); Granco (9).

### Sight & Sound Combine in Philly

• Continued from page 37

show. They will autograph record albums and tapes and give away gifts. They will also pose for photographs and make brief taped interviews with their followers. More than 1,000 record albums and tapes will be given away during the three days of the show.

A most extensive advertising campaign supports the show. More than 1,500 posters have been distributed to camera and high fidelity dealers. More than one million courtesy admission tickets have been given away through local dealers, camera clubs, direct mail and other means. Courtesy tickets have also been issued through bus and

HOTEL FORREST

trolley pull-off posters. Ads have run all season long in the Phillies' baseball program. More than 1,000 radio spots and 50 TV spots have been scheduled, as have ads in theater programs. Interviews have been arranged on radio and TV for leading officials

The three daily newspapers will run special sections promoting the show. The two evening dailies will print their special issues on the day before the show opens and the morning paper will have a multi-color page opening the special section for the Delaware Valley High Fidelity and Camera Show.

#### Name Davidson

NEW YORK-Bruce David-. son, promotion manager of Capitol's Philadelphia branch, has been named to the post of single record merchandising manager. Davidson, who was named to the post by Vito Samela, CRDC national singles sales and promotion manager, will headquarter in the Capitol tower, Hollywood, Davidson replaces Gene Brewer, who resigned\_

#### **Billboard Buyers & Sellers**

# CLASSIFIED MA

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, cain machines and many other related products throughout the entire world.

#### DISTRIBUTING SERVICES

#### RECORD DISTRIBUTORS

#### HAYDN SOCIETY RECORDS

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

Send for current catalog

ESOTERIC, INCORPORATED P. O. BOX 1799 HARTFORD, CONN.

National Distributors for HAYDN SOCIETY RECORDS

FACTORY NEW 45's, 100 ASSORTED, \$8. Factory new \$3.98 and \$4.98 list major brand LP albums \$1.25 each asst. mono or stereo. Good selection now available. Hal Faktor, 4143 W. Armitage Ave., Chicago 39, Ill. CA 7-3722. oc12

#### NEW RECORD LABEL

We distribute in PENNSYLVANIA NEW JERSEY DELAWARE

We run, hustle and work for you. PROMOTION IS OUR GAME.

#### WORLD WIDE RECORD DISTRIBUTING CO.

1528 North Broad St. Philadelphia 21, Pa.

#### RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

#### PRESSING, PLATING

NO JOB TOO SMALL — QUALITY pressing. Low cost. Special bonus with this ad only. No charge for shipping anywhere in the U. S. or Canada. The House of Wax, 1733 Broadway, N. Y. C. CI 7-2159.

#### RECORDING FACILITIES & SUPPLIES

#### PROFESSIONAL DEMO RECORDS

Finest Quality-Low Prices-Top Notch Talent. 8 Singers (male-female), 10 Instruments—Vocal Groups. Best, Modern Tape and Disc Equip. (Ampex, Altec. RCA) Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$13.00; two Songs, \$23.00 (45 or 78); add. Guitar, Bass. Drums, Sax, Clarinet, Steel Guitar. Violin for \$5.00 each per song.

WRITE FOR FREE BROCHURE. DEMONSTRATION RECORD

(Our 10th Year) Box 3404, Sta. C Lincoln, Nebraska

COMPANY

when answering ads . . .

Say You Saw It in Billboard

#### BUSINESS OPPORTUNITIES

#### "HOW TO GET YOUR SONG RECORDED"

Whether you're a "pro" or a beginner, this book is must reading. Contains information on:

- · 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
- . Starting Your Own Record Label.

Plus: List of Active Record Companies, Leading U. S. Music Publishing Firms, Recording Studios and Wholesale Record Distributors of the U. S.

Written by Bob Rolontz, former music editor of Billboard and executive with record companies.

Single copy \$2.50. Cash with order. Send check or money order to Watson-Guptill Publications, Inc., 1564 Broadway, New York 10036, N. Y., with this advertisement and your name and address. Copy will be sent postpaid, N. Y. C. residents add 4% sales tax.

PAINTING GAME OPERATORS: 5X7 frames, \$43.25/1000 (5000 lot); cards, \$4/1000. Free sample. In stock. Other sizes. Penn Photomounts, Box 87, Glenolden, Pa. oc5

THE COMPANY THAT REALLY GOES after more business can get more busi-ness. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed below for

#### MISCELLANEOUS

#### TIMES SQUARE OFFICE SPACE

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Renting office on premises.

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

#### OFFICE SPACE FOR RENT Prime Midtown Location

8700 square feet will divide

Centrally air-conditioned Acoustical ceiling in parts Asphalt tile flooring Accessible to all modes of transportation :

Unusually Low Rental

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KENNETH D. LAUB Collins Tuttle & Co. 261 Madison Avenue N. Y. City 16, N. Y. Tel.: MU 2-4020

SECOND EDITION, "JOCKEY JOKER" now ready. A complete file of one-line gags for deejays. Nos. 1 and 2 each \$2.50. Show-Biz Comedy Service (Dept. JJ-2), 65 Parkway Court, Brooklyn, New York 11235.

30,000 PROFESSIONAL COMEDY LINES!
Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

#### EMPLOYMENT SECTION .

#### HELP WANTED

FLORIN (LARRY) VAN VLECK, please contact attorney Bernard Eveloff at once in Kansas City, Mo., at 608

#### SITUATIONS WANTED

EXPERIENCED, HARD-WORKING REC-ord Sales Executive available. Prefer ord Sales Executive available. Prefer regional or district sales and/or promotion position, or would like to locate with an aggressive rack merchandiser. References and proven track record available on request. Will relocate. Box 513, e/o Billboard, 1564 Broadway, New York 36, N. Y. oc12

RECORD MAN: YOUNG, WITH STRONG background all phases; administrative, a.&r., merchandising, publishing and copyright. Worked with top names. Trained under the oldtimers who know business best. Will take position at any level in order to stay in business and prove capabilities and potential. Have detailed knowledge of the business at your command, plus confidence and loyalty. Replies confidential. Box 514, c o Billboard, 1564 Broadway, New York 36, New York.

#### CLASSIFIED RATES

Per Insertion

	V2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	59	\$15	\$25	. 59
Distributors & Employment Advertisers	\$5	59	\$15	\$5.

- Minimum size sold is ½", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for_ Classification:		
Set regular classified style. Amount enclosed.	ACT NO CHIEF	boxed classified style.
Сору:		
Company Name —		
City — Please enclose your payment. Y		_ZoneState

1564 Broadway

New York, N. Y., 10036

DILLDUAKU BUTEKS AND SELLEKS CLASSIFIED MAKI

188 W. Randolph St. 1520 N. Gower St. Hollywood, Calif., 90028 Chicago, Ill., 60601

How York City. Circle 6.5252
In the Heart of Times Square
In the Crossroads of the World's NEW SENSATIONAL PLAN! Single Juan \$ 750 Souble form

# Tells How Syndicate Was Foiled In Grab for N. Y. Juke Boxes

NEW YORK—The courage of one union official and of a handful of operators prevented a nationwide crime syndicate from controlling the juke box industry in the New York area,

That's the gist of Victor Riesel's column in the Wednesday (25) edition of the New York Mirror.

Riesel said that Joe Valachi, currently the government's star witness in its move against Cosa Nostra (the Mafia) had at one time been given the green light to take over union activities in juke box operations from New York to Syracuse. The syndicate figured that the take would eventually hit \$500,000 a year, the article said.

Polite Request

In 1958, said Riesel, Charles Lichtman, who then headed Local 254 of the Laundry Employes Union (later known as the United Coin Machine Workers Union) was asked by a group of muscle men to give up his charter to them.

Here's Riesel's account of what happened then:

"Once Lichtman was called to a 'conference," he found the meeting room jammed with muscle men—and all the windows wide open. He got out fast. Later he learned that the 'hosts' were not fresh air fiends. Someone was scheduled to be thrown out the open window. Lichtman made sure it was not he.

"Then a group of legitimate Westchester juke box owners and mechanics came to Lichtman. Their lawyer asked the labor official to unionize members in Westchester County so the hoods would not take over.

EDITORIAL

# Courage the Answer

Operating conditions in New York may not be the greatest in the world, but local coinmen can go about their business without paying tribute to hoodlums and without fear for the safety of their families.

Music machine and game operators can ply their trade in a free and competitive economy because a few brave men refused to knuckle down to a show of force.

In the current issue, Victor Riesel, labor columnist for the New York Mirror, tells how one of gangland's peers tried to move into Westchester County, and how the attempt failed because a group of operators and one union official refused to let it succeed.

The coin machine industry welcomes the belated recognition from the public press that it is the intended victim, not the agent, of organized crime.

However, Riesel's account is not unique, about the same time, a group of hoodlums tried to move into New York City by taking over the union and the local trade association. They didn't get very far either. In New York, Al Denver, head of the music machine operators association, and the late Eli Kasper, business manager for the game association, worked closely with law enforcement officials to prevent the take-over. Both men later testified before the McClellan Committee.

Despite all the implied threats, nothing happened to either of these two men. Al Denver is still president of the Music Operators of New York, Eli Kasper died a natural death about a year ago.

But why dredge all this up now? It was covered adequately in Billboard when it happened, and not too much on the racketeering front has taken place in the juke box industry since then.

The point is this: To the hoodlum, the coin machine industry still seems like a ripe plum. As long as operators have the courage to place "No trespassing" signs, the plum will not be picked. When they lack the courage—well, the danger is still there.

# May Better Club Win— But Please Drag It Out

NEW YORK — Local music machine and game operators here are rooting for the New York Yankees to take the World Series from the Los Angeles Dodgers, but they hope the

#### Amco Opens Old Quarters Again

LOS ANGELES—Amco Music & Vending has reopened its old quarters at 2251 West Pico Boulevard as a branch office to be headed by Marshall Ames.

Ames said that the West Pico branch will handle all types of games, Seeburg phonographs and vending which Amco distributes in this area. Used machines will also be carried. Parts, service and records will be available from the main office only at 6403 East Slauson.

The location is that occupied for years by Badger Sales Company before it was purchased by Amco. series goes a full seven games.
World Series time is usually
a lush period for music and
game collections, with downtown and suburban bars packed
with baseball fans watching the
games on television.

True, the juke is silent while the game is televised, but as (Continued on page 49)

## COIN OPS SET ALBANY MEET

ALBANY, N. Y.—The New York State Coin Machine Association holds its annual meeting and election of officers at the DeWitt Clinton Hotel here at 2 p.m. Monday (14). On the agenda is the attitude of the State Liquor Authority toward coin operated pool tables. Operators from all parts of the State are expected to attend.

Lichtman tried. But there was much pushing and shoving. Finally, Lichtman was told by a goon to get out or 'he would get himself hurt.'

Meeting Held

"It was at this time that Joe Valachi appeared. He said to Lichtman that everything could be straightened out. All that was needed was a conference with the boys. The meeting was held, Lichtman later told Federal investigators.

"According to government records, Lichtman went to a bar at 180 Street and Southern Boulevard in the Bronx. Some of the Cosa Nostra men were there. They gathered in a back room. They had the power to decide which union would have jurisdiction over juke box unionism in Westchester—considered by many to be the wealthiest county in the U. S.

"Valachi then told Lichtman, in effect, that if he behaves himself and put four of the hoods on the union payroll, he could run a juke box, coin machine union in that part of the State. Lichtman did what few would do. He walked out.

"Valachi and his combination never quite made it. The man who is now spilling everything was arrested on a narcotics charge and sentenced to five years."

# Rock-Ola Taps Empire Coin In Wisconsin

CHICAGO — The Empire Coin Machine Exchange, headed by Gil Kitt here, has been named Wisconsin distributor for the Rock-Ola line of automatic phonographs and cigaret machines, according to an announcement by President David C. Rockola,

Until a Milwaukee office is set up, Northern Wisconsin sales will be handled by Bob Rondeau from Menominee, Mich., while Southern Wisconsin sales will be handled by Jack Burns from Empire's Chicago office.

Empire's Wisconsin territory takes in the entire State, except for the northwest corner.

# Coin Machine

#### **OPERATING**

MUSIC MACHINE PROGRAMMING
 RECENT STEREO RELEASES

DOUBLE PLAY DIS
 BULK VENDING

EDITORIAL

# Trade Paper Need Not Be Puff Sheet

Billboard reporters, in the course of their daily chores, spend a good deal of time with our advertisers. The role of these reporters is to develop news stories of interest to Billboard readers—which include operators, distributors, manufacturers and trade association representatives.

Frequently, advertisers wax extremely enthusiastic about the products they're selling. We think this is fine. It's difficult to sell

a product without enthusiasm.

But sometimes this enthusiasm reaches the point where the advertiser feels he should determine the type of editorial coverage, space and placement of stories concerning his company and product. When this happens, we try to explain that our primary duty is to our readers, and that unless the reader has faith in the accuracy and impartiality of the news stories, these stories will have little value.

We are often reminded by advertisers that they spend a given amount each year with Billboard, and that because they do spend this amount, they deserve a special break.

We are also told that "you're a trade paper, not a newspaper."

By this statement, they mean that the functions of Billboard's editorial staff is to reprint press releases as received, or to confine

we plead guilty both to being a trade paper and to being a newspaper—and we don't see any conflict between the two.

Billboard is a weekly newspaper covering a specialized business community. Its primary duty is to report, as accurately as we are capable and as thoroughly as space permits, what is happening in this specialized business community.

This policy is not only ethical—it's profitable. Billboard has more than twice the paid circulation of its nearest competitor. It has maintained this circulation lead because its readers know that the editorial columns are prepared by a trained staff of trade reporters,

Advertisers occasionally remind us that if it were not for the money they spend with us, there wouldn't be a Billboard. That's

But if it weren't for Billboard's policy of thorough and impartial news reporting, there wouldn't be any readers. And without readers there would be no point in advertising.

When Billboard runs a story of a new piece of equipment, it runs a picture of the equipment, not of the sales manager or president of the company making the equipment. We feel the readers are more interested in the equipment than in what an officer of the company looks like.

We also confine our product story coverage to a description of the equipment, omitting predictions that it's "the greatest ever." Our readers, we feel, are too sophisticated to be taken in with sweeping claims. They do want to know what the equipment looks like and how it operates.

Also, it makes no difference in editorial coverage how much a manufacturer spends with us, or if he spends anything at all. Editorial coverage and advertising solicitation are two different things.

This policy helps our readers, our advertisers, and it helps us.

And we intend to keep it that way.

# Celler Bill Passage Would Cost Europeans Strong Talking Point

By OMER ANDERSON

COLOGNE—The impending passage of the Celler Bill is the biggest news just now with the European trade as well as with the U. S. trade.

The European trade, and particularly West German operators, have mixed feelings about the prospective lifting of the exemption from performance royalties which U. S. operators have enjoyed under terms of the Copyright Act of 1909.

As a matter of international trade solidarity and, more especially, a matter of direct German trade interest, operators in this country are disquieted by the headway the Celler Bill is making in Congress.

Once the Celler Bill becomes law and the performing rights

exemption is removed for U. S. juke boxes, the European trade will have lost its strongest talking point against the principle of royalties payment.

U. S. Example

At present the Continental trade is able to point to the U. S. operator exemption from royalties as proof that their levy on phonographs is still controversial. The fact that U. S. operators enjoyed exemption has tended to serve as a brake on Continental performing rights societies in pressing their demands on phonograph operators.

A West German operator veteran of the performing rights legal wars in this country explained, "U. S. operator freedom from the performing rights royalty has always represented a gap in international legal precedents covering the application of royalties to juke boxes.

"It has always been possible for us to argue that there is precedent—in the U. S.—for the non-payment of royalties by phonograph operators. Now, assuming passage of the Celler Bill, this precedent will be eliminated, and the principle of royalty payments will be solidly established everywhere.

"Obviously, this can only encourage performing rights societies everywhere to press their demands."

#### Perverse Satisfaction

On the other hand, the European trade, however strongly reason dictates the contrary, takes a certain perverse satisfac-(Continued on page 50)

# look to MULINULA for product versatility...

# NEW RHAPSODY II 160 play de luxe Stereo Monaural Phonograph NOW WITH 7" LP FEATURE!

Now, with the new Rhapsody II, you can meet the demands of any location going . . . whether it be "hoe-down," "jazz" . . . or the latest broadway hits! The New 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 sizes. You can feature all LP, 331/3, 45 RPM . . . or, mix them in any sequence, any bank of records with the exclusive Rock-Ola Mech-O-Matic changer that has no wires, no switches . . . it's all mechanical!

Indeed, here is product versatility . . . progress where it really counts! And here is magnificent sound that has never been equalled by any other coin-operated phonograph. Only Rock-Ola's full dimensional sound system can be easily adapted to a small cafe or a concert hall . . . can make even monaural records seem so near to stereo even an "educated" ear can't tell the difference, for sure.

Crowning them all is the stunning Rhapsody II cabinet design. Sleek and superbly crafted, compact in line and contour . . . a remarkably eye-arresting relationship between line, form and brilliant illumination . . . remarkably durable, too, now with a new "Conolite" plastic laminate finish which resists mars and stains, keeps an enduring glossy shine.

Rock-Ola also offers the distinctive new 100 play Capri II de luxe stereo monaural phonograph. Equally remarkable as the Rhapsody II, in both beauty and dependability, the Capri is the perfect high profit phonograph for smaller locations. It offers full dimensional stereo sound as an optional feature.



# progress where it counts!



# NEW ROCK-OLA Advanced Design CARAVELLE Cigarette Vendor

Now, Rock-Ola brings to the operator and to the vending industry an entirely new and advanced design in cigarette vending . . . a multitude of new and improved features that assure lower operating costs . . . faster, easier servicing . . . higher profits!

Here is new servicing ease that tops anything you've ever seen before! Every single component is entirely unitized . . . which means every single component can be quickly and easily slipped out, in a matter of only seconds, completely without use of tools! Even the control center is a self-contained, all-in-one unit that needs only to be unplugged if it should ever need service or repair.

Loading is faster and easier, too. In fact, throughout the entire unit, Rock-Ola's world famous tradition of engineering excellence prevails . . . assuring operators of highest versatility, years longer dependability!

See your Rock-Ola distributor today!

ROCK to

for advanced products for profit

ROCK-OLA Manufacturing Corporation 800 North Kedzie Avenue, Chicago 51, Illinois



MARTY KLEIN



LOU CHOATE



BRYON WAGGONER



VIVIAN SWEET



JOHN TRUCANO



FRED SIPIORA

NEW YORK — The six-man panel selected to determine Music Operator Stereo Services releases this week swung into action. The panel is making selections for the next MOSS five-pack, to be distributed to music machine operators through juke box distributors and one-stops.

Selections are chosen from top-selling stereo LP's, with two sides from each LP released as

NEW YORK — Local music

machine operators have traded

in more than 500 Little LP's

during the first month of Atlan-

tic-New York's trade-in allowance program, according to

Murray Kaye, sales manager for

An operator buying a Little LP

listing for \$1.50 gets a credit of 50 cents if he turns in a used

Little LP. Atlantic-New York

sells the trade-ins to operators

for 60 cents, the 10-cent margin

Kaye said that about 350 of the trade-ins have been sold for

He explained that as the 33

stereo material released by See-

SILVER SPOTLIGHT

\*\*\SERIES\\*

Designed Explosively for

**JUKE I BOX** 

covering the handling costs.

60 cents each.

The program works like this:

the Seeburg distributorshop.

Gotham Ops Using

Trade-In Program

a 33 stereo single. Each fivepack comes with five title strips and a four-color album reproduction for each record.

Operators on the panel are Vivian Sweet, Modern Specialty Company, Madison, Wis., and John Trucano, Black Hills Novelty Company, Deadwood, S.D. One-stop representatives are Lou Choate, Seattle One-Stop, and Fred Sipiora, Seattle, Chicago. Singer One - Stop,

Byron R. Waggoner, United Distributors, represents the distributors. Marty Klein, MOSS merchandising manager, represents Billboard.

The first MOSS five-pack selected by the panel is due for release shortly.

# Bob Sagliani Named Special Wurlitzer Rep



BOB SAGLIANI

burg is virtually all standard product, many operators are reluctant to part with the records even after they have pulled from a location. Local operators feel that the

records can be put on a new location, and with the proper display material, pull as well as they did on the original location.

Kaye added that several operators have built up Little LP libraries and have begun a record rotation system.

Hards to Head B'kground Music Seeburg Program

CHICAGO—Joseph F. Hards this week was named to head the Seeburg background music program. He will be vice-president of the Seeburg Music

Hards has a wide background in functional music program-ming, serving with Muzak as program director for six years. During World War II, he was with the Armed Forces Radio Service.

When London Records was in the background music rental library business, Hards served with that firm. Before joining Seeburg, he had been program director for Magne-Tronics.

Hards introduced the first recorded magnetic tape library and was one of the founders of the Magnetic Recording Industry Association.

NORTH TONAWANDA, N. Y .- Bob Sagliani, veteran distributor sales representative, has been named special representative by the Wurlitzer Company.

According to Bob Bear, Wurlitzer sales manager, Sagliani will work closely with operators and location owners in an attempt to increase collections.

For the last 10 years, he has covered New York State for two automatic phonograph distributors.

Sagliani will work out of the factory, visiting locations with operators and checking the installations and programming.

As a youngster, Sagliani fought under the name of Bob Higgins and is still referred to by that name occasionally. During World War II, he served with the U. S. Marines.

#### DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

#### SURFER GIRL

BEACH BOYS, CAPITOL 5009

LITTLE DEUCE COUPE

#### MEAN WOMAN BLUES

ROY ORBISON, MONUMENT 824

**BLUE BAYOU** 

#### THAT SUNDAY, THAT SUMMER

NAT KING COLE, CAPITOL 5027

MR. WISHING WELL

#### THE GRASS IS GREENER

BRENDA LEE, DECCA 31539

SWEET IMPOSSIBLE YOU

#### SURFER JOE

SURFARIS, DOT 16479

WIPE OUT

#### FIRST DAY BACK AT SCHOOL

PAUL & PAULA, PHILIPS 40142

A PERFECT PAIR

#### NEW MEXICAN ROSE

4 SEASONS, VEE JAY 562

#### THAT'S THE WAY IT GOES

#### FIESTA

LAWRENCE WELK, DOT 16526

BLUE VELVET -

#### COME BACK

JOHNNY MATHIS, MERCURY 72184

YOUR TEEN-AGE DREAMS

#### Recent

#### STEREO RELEASES

for Music Operators

#### SEEBURG LITTLE LP's

#### Pop Vocal

LOUIS ARMSTRONG—Satchmo's Golden Favorites 

ENOCH LIGHT-The Roaring 20's....Grand Award

#### Pop Instrumental

BOB HAGGART-Big Noise From Winnetka BILL BLACK'S COMBO-Bill Black's Greatest Hits 

#### Jazz/Rhythm & Blues

LOU RAWLS—Black and Blue......Capitol MONGO SANTAMARIA-Go, Mongo.... Riverside

All titles listed are custom 331/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York, N. Y. 10036.

PROGRAMMING NITED

# ROYAL Becomes WURLITZER Distributor in CINCINNATI and COLUMBUS

Operators Invited to Cincinnati Open House SAT. and SUN., OCT. 5 and 6



Cincinnati at 1210 Glendale-Milford Road.

Royal's Cincinnati Sales Manager Clint Shockey, and Manager Harold Hoffman (seated) discuss the features of a Wurlitzer 2700.





The complete Wurlitzer line is on display in their showrooms. Royal's exceptionally efficient service departments handle a full stock of Wurlitzer parts. Manager Harold Hoffman continues the "Royal" policy of fair and equitable prices with top value paid on all trade-ins.

All music operators in the area are invited to visit the Cincinnati office for the Open House and to stop in at the Columbus office, 1112 North High Street and talk with Paul Hott and Dick Gilger concerning their automatic music requirements.

URLITZER 2700

Offers the most in money-making features



# ROWE AC SERVICES 18 South Michigan Avenue, Chicago.3, Illinois

#### **EUROPEAN NEWS BRIEFS**

#### Seek Lower Royalties

ZURICH — The Swiss trade association, l'Association de la Brache des Automatics (ASA), will negotiate with the Swiss performing rights society, La Suissa, for a further reduction in the performing rights royalty paid by phonograph operators.

ASA obtained a 10 per cent reduction, effective last January 1, but operators claim rising costs justify a further reduction. Over-all rates vary from canton to canton, but total tax, including the La Suissa royalty, amounts to \$87.50 per machine in a typical canton. In addition, income tax must be paid.

ASA is warning the Swiss performing rights society that unless it co-operates with operators in preserving trade solvency, it runs the risk of killing the goose laying the golden royalty eggs.

#### Belgian P-R Effort

BRUSSELS — Belgian operators are counterattacking claims that coin machines, primarily games, are "unwholesome" recreation for youth.

Anti-coin machine propaganda accuses the trade of fostering "loafing" and "instilling the gambling instinct" in Belgian youth. The trade, after conducting a survey on how such propaganda is answered in other countries,

# Williams Unit Features New Playfield Lock



BIG DADDY

CHICAGO — Williams' new Big Daddy pinball game features a new "easy-servicing" latchlock playfield and a foolproof coin switch.

Drop targets score 100 points or extra games when lanes one to 10 are made. All 10 roll-over lanes score 50 points when lit. A pair of eject pockets raise the drop targets and score 50 points. Two top bumpers score 10 points and 100 points when lit.

A roll-over button raises the drop target and scores 50 points. Additional action is provided by four jet bumpers, two rebound kickers and the usual pair of flippers. Another roll-over button lights two jet bumpers for 10 point scores.

Other Big Daddy features include Plastikote finish on playfield, locked coin box, sub rejectors, and twin chutes are optional. Shipments on the game began last week. has decided that attack and counterattack is the best defense.

Accordingly, Belgian operators are pressing for information and publicity contrasting the wholesome aspects of coin gamesmanship with the so-called "adult movies" featuring horror and violence and street-corner loitering.

Moreover, some operators are installing games in youth clubs as a public service, the games being placed without cost.

#### Traffic Safety Boon

BINGEN, W. Germany — Loewen - Automaten's "reaction tester," a coin-operated device testing sight and hearing reflexes, is being acclaimed as a valuable contribution to traffic safety.

The testing device flashes a traffic signal and rings a bell. The subject reacts to light and bell by pressing a lever simulating a car brake. An electronic measuring device registers the speed of reaction.

The reaction tester permits every driver to measure accurately his reaction time and thereby to regulate better his driving habits. The test game is especially designed for driving schools, roadside refreshment stands, gasoline stations, and driver license testing stations.

#### Juke Box Advertising

ROME—Italian operators are scheduling tests for juke box advertising.

Several systems are to be tested. The tests here parallel similar preparations in the United Kingdom, where J. B. Marketing, Ltd., introduced an advertising injection device to British juke box operators and advertising agents.

The British system, which has attracted wide attention in Italy, is called "Injectomatic," and is a magnetic tape playback machine. The Injectomatic automatically feeds seven - second commercials into the nine-second gap between juke box plays.

#### French Op Survey

PARIS—A French trade survey shows that the average French operator's age is between 40 and 50, has three children, and has been married—to the same wife—for 15 years or longer.

There are 1,200 operators, and the survey summary concludes, on the basis of the sampling, that they constitute "perhaps the happiest single trade group in our country."

The survey suggests, according to the summary, that coin machine operating promotes togetherness, at least in the case of French families. "This is because the entire family usually is actively concerned in operating the business," the survey says.

"Father manages the business. Mama does the bookkeeping and answers the telephone, and the children, as they grow up, handle service calls or, in the case of girls, help with office work and music programming."

#### **Danube Listening Post**

VIENNA—This is the city of the Blue Danube and Strauss waltzes. It is also a mecca at the moment for managers of resorts of Communist countries catering to Western tourists.

The Red hoteliers and tourist entrepreneurs are not coming here, however, to hear Strauss waltzes — but to hear phonographs. A dozen Communist block tourist officials were in town recently to line up phono-

(Continued on page 50)

Copyrighted materia





NEWEST ADDITION to Valley's pool table line is the deluxe sixpocket Model 975, to be shown to operators at the Music Operators of America convention September 4-6 in Chicago's Morrison Hotel. The table measures 53 by 93 inches, has wider rails covered with plastic laminate, deeper apron, tapered sides, heavier leg adjuster with a six-inch base and several internal changes. Shipments will begin the week of the showing.

#### COINMEN IN THE NEWS

#### **New York News Briefs**

Jack Shawcross, Rex-Bilotta, who attended the combined New York Operators' associations outing at the Neve Country Club in the Catskill Mountains, visited the neighboring Concord Hotel to catch part of the New York State Association of Tobacco Distributors show. . . . Herb Weber and Tom Buzze were on hand representing Rex-Bilotta, which donated a Du Grenier cigaret machine as one of the door prizes. Sheldon Sales' John Cooper was also in attendance at the tobacco show, and, along with Rowe-AMI, sponsored a drawing for a new Riviera cigaret vender.

Arnold Kaye, Irving Kaye Company, back from two weeks' active reserve duty with the Army, returns to mufti and his duties as production manager for his dad's firm.

Irving Holzman, United East Coast Corporation, and his wife Ruth celebrated their 25th wedding anniversary this month.

Mike Mulqueen of M&M Amusement Company, in addition to his duties on the New York Operators' Outing Committee, spent a busy weekend getting sons Rickey and Brian back to school. Rick is attending Fordham University and Brian is at Manhattan College.

Nick Melone, American Shuffleboard, is back at his desk following his gall bladder operation. He advises that American is currently preparing four foot by eight foot pool tables for shipment within the next few weeks. Sol Lipkin, just off the road for the firm, is heading back out this week.

Larry Galanoe, International Mutoscope, is preparing a new line of equipment to be shown at the Parts Show in Chicago next month... Larry Meyers is new advertising sales manager for National Sound Studios in Long Island City, background music manufacturer.

DENIS HYLAND

#### Pennsylvania Patter

Morris Jacobs, veteran coin machine parts man has joined Active Amusement Machines as head of the firm's parts department. Jacobs, who has 17 years' experience in the coin machine parts field, formerly headed his own organization.

Max Rosen, David Rosen, Inc., was honored on his 67th birthday last week with a party at the Rosen offices... David Rosen hosted a cocktail party for Jimmy Durante on October 1 at the CR Club in Philadelphia for members of the press, disk jockeys and other dignitaries. Dave, incidentally,

is placing the German Dial-A-Food vender on location, and has one already out.

Bill Witsen, Scott Crosse, will soon leave for a business tour of England, Italy and Germany. Pop, Abe Witsen, will also head across the seas on a business tour of France, Belgium, Holland and Greece. They will meet in London.

Mickey Anderson, Erie, Pa., is now distributing the Tape-Athon background music line in Western Pennsylvania.

#### Florida News

Sol Tabb, president of Mar-Tab Vending, has formed his own export division aimed at covering markets in Central and South America and the Caribbean area. Sol is also making plans to purchase several new routes throughout Florida.

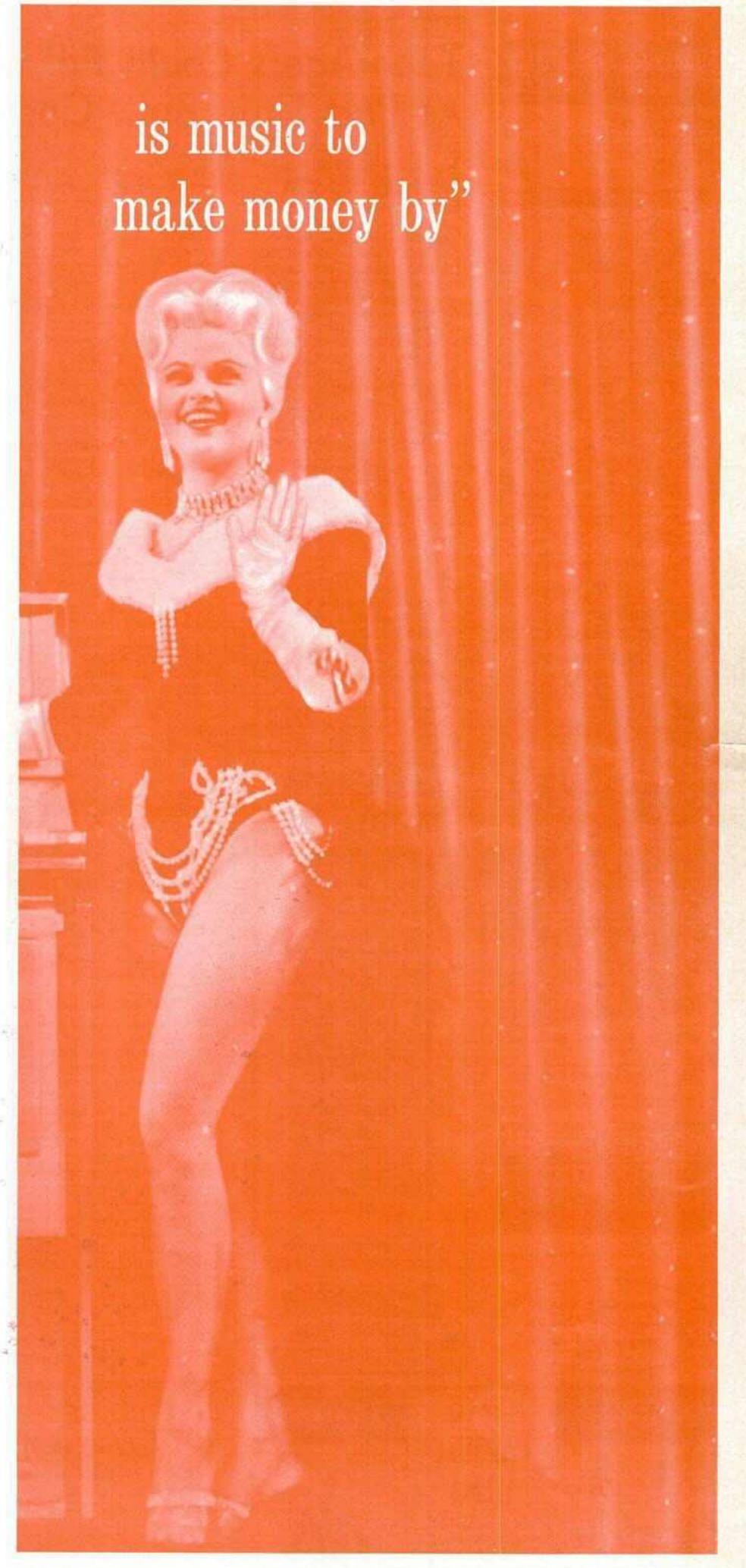
Veteran operators, Robert Schwartz, B&B Vending, Hollywood, and Al Cassorla, Al's Music, Inc., have joined forces in a new export venture. The new firm will be known as A & B Exporters and will be headquartered in Miami.

#### Los Angeles Notes

Chuck Klein and Ed Wilkes of R. F. Jones Company, Los Angeles branch, will attend the Rowe-AMI general sales meeting in Chicago. Wilkes will spend a few days in his native Galesburg, Ill., prior to the sessions. While they are away, Don Edwards and Jack Leonard will keep store.... Bill Gray of R. F. Jones vending sales department is back in town from a business trip to Arizona and Nevada.... Sal Campagna of Fontana (Calif.) Music Company was in town for supplies.

Bert Baughman, music and games operator from Covina, made Coin Row for equipment, parts and supplies for the expansion of his route.... Al and Mary Lou Pogatchnik of Cardinal Music, were in city from Delano.... Dorothy Leonard, wife of R. F. Jones' Jack Leonard, is home from the hospital following minor surgery. . . . Ralph Cragan, head of the Seattle R. F. Jones Company, recently snagged a large vending order.... Jack Simon, head of Simon Distributing Company and a vice-president of Associated Coin Amusements, is back from a business trip to the Bay Area. Simon Distributing is expanding and reorganizing its parts department under the direction of George Muraoka.... Larry Leinert of Leinert Music and Hugh Mc-Illheny visited the Amco Music and Vending branch on Pico.

SAM ABBOTT





#### **BULK VENDING**

#### MANDELL GUARANTEED USED MACHINES

N.W. Model N.W. Delux	, le or	5¢ Cor	mb	12.00
N.W. 10-Col.	1¢ Tab	Gum	Mach.	18.00
N.W. Model				
verted for				6.50
ABT Guns .				30.00
Mills 16 Tab				12.00
Acorn 8 lb.	Globe			10.50

#### MERCHANDISE & SUPPLIES

istachio Nuts, Jumbo Queen,	
Red\$	.77
'istachio Nuts, Jumbo Queen,	
White	.70
istachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Sheik, Red	.58
Cashew, Whole	.66
Cashew, Butts	.63
Peanuts, Jumbo	.45
Paralet	.32
Spanish	
lixed Nuts	.57
Baby Chicks	.35
Painbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Linewice Come	.32
Licorice Gems	100
M & M, 500 ct	.47
Hershey-ets	.47
Rain-Blo Gum, 72 ct\$	.32
Walt-ette, 100 ct., per 100	.35

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

#### IMMEDIATE DELIVERY

VICTOR SCRIPTO PEN **VENDORAMA** 





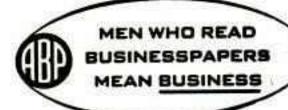
Write for Beautiful Illustrated Circular and Prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING

#### NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL 446 W 36th St. New York 18 N Y 10 number 4 5467



# Teen-Agers Could Fill the Bill As Part-Time Bulk Operators

Ray Greiner, Northwestern Corporation sales manager and a veteran of the bulk industry, thinks we may be missing a good bet by not attracting teen-agers into the business. Greiner thinks the teen-agers could start by being good part-time operators, and eventually become good full-time businessmen. Here's a thought-provoking discussion of the subject, which first appeared in Greiner's own The Northwesterner, a company publication-Ed.

#### By RAY GREINER The Northwestern Corporation

Why wouldn't teen-agers make excellent bulk vending machine operators? Could a part-time job like this be the answer for that restless youngster who wants to get started on his own but is still in school?

Bulk vending on a part-time basis is possible and it can be very profitable to the teen-ager in many ways. Not only will he be making money, but he will also gain a sense of responsbility, learn to meet and work with new people, and learn to budget both his time and his money.

This is also a very good way to give a boy practical business

Northwestern

Try one! You'll quickly agree. It's

Model 60 dispenses all small products from Spanish peanuts to capsules

WIRE, WRITE OR PHONE

FOR COMPLETE DETAILS

CORPORATION

21031 Armstrong St. Morris, III. Phone: WHiting 2-1300

APE

the outstanding Bulk Vender.

and Jumbo ball gum.

experience early in life. (We have been speaking of boys, but there is no reason why girls could not do equally well.)

#### Night Work

The operation of a small route of venders will fit well into a teen-ager's schedule. At many locations such as drugstores, service stations, bowling alleys, and skating rinks, servicing work could be done at night. Other locations could be serviced after school or on Saturday.

If he starts out with Northwestern machines, such as the Model 60's and 49's and the Tab and Package Gum venders, his servicing time will be cut to a minimum. Quick-Change drums for the Tab and Package Gum venders and CarriCapps for the 60's and the 49's will help to make his job faster and easier.

As his operating methods become more efficient he will be able to expand his route. The Northwestern distributor in his area will be more than willing to help him establish his route and give him good, sound advice about its management.

#### Finding Locations

His first problem in beginning his route will be finding locations for his machines. Many adult operators have found it practical in establishing new locations, to leave a machine wherever an owner is willing, instead of first studying the potential of the area in advance.

This way he can study the location while he is also getting some return on his investment.

If the location does not prove profitable, the operator will have to experiment with different locations and types of merchandise until he finds the combination which will bring him the greatest profit. Teen-agers are natural experimenters and this will help them greatly while they are trying to establish locations.

#### Machine Placement

The young operator will need to train himself to spot the best and most convenient location in a store quickly. Then, when he discusses placing a machine with the store owner, he will be ready with a suggestion of where to place it.

The operator may save himself many difficulties if he does the placing of the machine himself, rather than allowing the store owner to do it.

Most teen-agers are notoriously long-winded and very good salesmen. This will be a great asset to them as bulk vending operators. The operator must develop a sales talk flexible enough to apply to all potential location owners.

He must stress profits, satisfaction, and service to the cus-

#### DISTRIBS GET ROWE PREVIEW

CHICAGO-Rowe AC Services distributors from around the country will meet here Thursday (3) for a preview of the firm's new line to be unveiled to operators later this month. Full details of the machines will be available in next week's Billboard. Individual distributors will unveil the machines to operators between October 5-14.

tomers, but, above all, he must convince the store owner that placing the machine in the store will benefit the owner in some way.

#### Commissions

Instead of just telling the store owner that his commission will be a certain percentage of the machine's profits, it is much better to show him, by an actual example what this commission can do for him. It might possibly be an amount that would pay his telephone bill. A comparatively small commission might not sound like much in dollars and cents, but when stated as part or full payment of one of the store owner's bills, it sounds much larger.

A good operator must also learn to meet his customers pleasantly and with a businesslike manner. His machines must be spotless and filled with fresh, high quality merchandise. He must learn to keep good records of his business and apply himself earnestly to his work.

When all the qualifications of a vending machine operator are considered, it would seem that teen-agers could adapt well to this kind of work. Stop buying that 3-cent-a-glass lemonade!!! Sell the neighborhood kids some Northwestern machines and start them on a profitable and rewarding part-time job.



PResident 2-7900 PHONE or WRITE FOR PRICES







#### Vacuumatic **CARD VENDOR**

Vend's Postcard Size Trading Cards Like New . . . Excellant Working Condition While They Last!

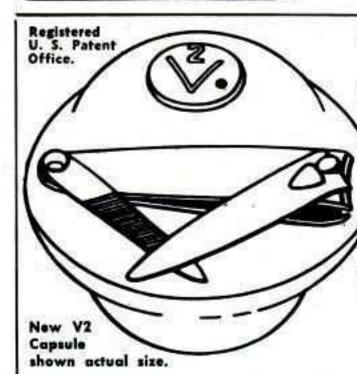
F.O.B. CHICAGO SPECIAL LARGE QUANTITY DISCOUNTS FOR DISTRIBUTORS.

10" Wide Cash with order. Open account to 231/2" High rated firms.

FREE Twinstand shipped free with every order of 2 vendors. STORE VENDING ENTERPRISES. INC.

5517 N. Lincoln Avenue Chicago 25, III. Phone: LOngbeach 1-1847

Say You Saw It in Billboard



OPERATORS REPORT FABULOUS EARNINGS FOR

Capsule Vendor

HOLDS 200 V2 CAPSULES Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 capsule.® VICTOR VENDING CORP.

5711 W. Grand Ave. Chicago 39, III.

THE OAK TREE-6

## **Buy OAK for your PROFIT LINE!**

ACORN HOT NUT VENDOR



\$20.95 F.O.B. Factory

Fail Safe Mechanism Coin Control

Interchangeable 1c, 5c, 10c, & 25c Or Foreign Coins

One Year Unconditional

Easy Portion Adjustment All Materials Approved



Stand Takes Up Only 13/4 Square Feet of Cast Iron Base Weighs Base Measures 13x16 Inches Overall Height of Stand Including Machines is-Wheels Mounted on Rear of Base for Easy Moving Stand Can Be Assembled and Ready for Use Within 5 Minutes

Will Take All Size

No Need to Disassemble

Packed in Each Carton Shipping Weight

Gopyrighted maler

Assembly Instructions

Time payments available on OAK machines to all distributors

MANUFACTURING CO., INC., 11411 Knightsbridge Ave., Culver City, Calif.

Write for the name of your nearest OAK distributor

# & MONKS

CHIMPS

Capsuled Loose 35-M

NEW CAPSULE ITEMS

OAK SALES CO. 2033 Fifth Ave. Pittsburgh 19, Pa. Tel.: AT 1-6478

OAK SALES OF FLORIDA 1121 71st St. \* Miami Beach 41, Fla.

Tel.: UN 5-9545

Phone . Wire . Write

Capsuled

Loose 38-M 29-M



SCRIPTO PEN VENDORAMA Write for Beautiful Illustrated Circular and Prices.

Member National Vending Machine Distributors, Inc. H. B. HUTCHINSON, JR. 1784 N. Decatur Rd., N.E., Atlanta 7, Ga. Phone: DRake 7-4300



Here's value that pleases all mothers . . . will please you, too. Widest variety - over 60 different

rings. All stoned. Unlimited com-

ONLY \$38.00 per M Capsuled Labels available.

PAUL A.PRICE CO., INC.

5 Skillman Street \* Roslyn, N. Y. Phone: 516 MA 1-5500

### SPECIAL! FOR \$22.50

We Will Give You



ONE NEW 5c or 10c **ACORN** CAPSULE

MACHINE WITH 300 CAPSULES

Rush 1/3 With Order, Bal. C.O.D.

MEMBER MATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

#### J. SCHOENBACH

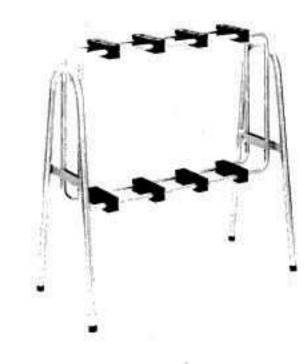
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines. Sanitary Vendors and Sanitary Merchandise, EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. PResident 2-2900

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

# Harby Ships Stands For Bulk Machines





VAN NUYS, Calif. — An eight-machine stand for toplocking bulk vendors is now being shipped by Harby Industries, Harold Probasco, head of the manufacturing firm, said here.

The stand, Probasco, a veteran designer, said, occupies floor space only 15 inches by 34 inches. The lower shelf can be easily released to swing forward for service without disturbing the top one.

The stand ends are made of inch steel tubing with the hoops 3/4-inch steel tubing. Each weighs 20 pounds and is cadmium-plated clear iridite. They are shipped two to a box. Price is available upon request to the factory at 14753 Arminta

The firm also manufactures the King Koin bulk vendors.

# Preston Coombs Is Head of Coast Ops

LOS ANGELES — Preston Coombs, head of one of the largest bulk operations in the area, was unanimously elected president of Western Vending Machine Operators Association at the regular monthly dinnermeeting at the Blarney Castle here Tuesday night (24). He succeeds Phil Sreden.

The meeting was conducted by the association's counsel and executive secretary, Eugene

Acorn Headquarters

MARK DISTRIBUTING CORP.

350 Mulberry Street Newark, N. J. 201 MA 2-6878

Featuring

OAK TREE"

TRADE-INS

New and Used

1c—5c—10c

Full Line of Bulk Merchandise. New Machines for Bet-

Zola. Reports of increase in licenses were heard with Zola announcing that he would check on the one that Seal Beach has set the figure of \$2 for penny machines and \$10 for nickel units. It was also reported that Culver City has set its nickel license at \$4. Zola will check on these and report at the next meeting on October 29.

Registration cards for the National Automatic Merchandising Association Western Conference and Exhibit to be held at the Ambassador Hotel October 18, 19 and 20 were distributed. Several of the cards were completed and mailed to the conference office in Pasadena.

Joe Arguelles, who under-went surgery in Santa Barbara some months ago, was welcomed to the meeting.

The association voted to hold its future meetings at the Blarney Castle on Western Avenue near Wilshire. Meetings are held the last Tuesday of each month except in August and December.

#### ATTENTION, BULK VENDING OPERATORS IN MARYLAND . DISTRICT OF COLUMBIA . VIRGINIA See us now for the fabulous new acorn trade-in deal. New Acorns mean new business. Complete line of parts—services— CALVIN SALES CO. Exclusive distributors for the finest in bulk vending 625 West North Ave.



#### **HEADQUARTERS**

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

BIRMINGHAM VENDING CO. Birmingham, Alabama 520 Second Avenue, North Phone: FAirfax 4-7526

#### Guggenheim's **Big Series Out**

JAMAICA, N. Y .- A new series of charms called the Big Series is being introduced by Karl Guggenheim, Inc., this week. Consisting of 24 items, including miniature of cigaret lighters, arrow heads, bulbs, purses, boxing gloves, etc., the Big Series comes packed 1,000

Items are available in either a plastic or plated finish. According to Bob Guggenheim, each charm may be used as a feature item in a machine, or may be vended with a ball of

#### Nat'l Rejectors Names Lewars

CHICAGO—Thomas B. Lewars Jr. has been named sales and service manager for National Rejectors, Inc., New York headquarters. He'll cover an area including Maine, Vermont, New Hampshire, Massachusetts, Rhode Island, Connecticut, New York, New Jersey and Pennsyvania.

He has been an NRI representative in the area for the past seven years. NRI is considered the largest producer of money validating and handling equipment for the vending industry.

#### Mrs. Ludi Returns

DENVER - Back at Mountain Distributors, Rock-Ola distributorship here, is Mrs. Vivian Ludi, after an absence of more than five years. She presides over Pete Geritz's one-stop record department.

### ARIZ. WOMAN

ON HER OWN YUMA, Ariz. — Mrs. Don Hammer has continued to operate her husband's extensive juke box and amusement machine routes since his death in an automobile accident some months ago. Mrs. Hammer, whose participation in the past had been limited to bookkeeping and office work, is doing the entire job of servicing, collecting, programming and even moving heavy equipment in the mideastern Colorado area. Among other things, she has boned up on electronics sufficiently to handle much of the repair load herself. Difficult problems are met by shipping the equipment into Denver, where it is serv-

iced by distributors.



#### New ACORN 200 (apsule Vendor 5c, 10c or 25c Vend-11-Lb. Globe



This new Capsule vendor has the industry talking. Will pay for itself on one loading. Will accurately vend capsules filled with lighters and other select jewelry items.

We have largest variety of 5¢, 10¢ and 25¢ capsule items in stock. New items are always coming in. Send for list #609 of these fast-moving items.

Write for complete catalog of new and reconditioned machines.

609-A Spring Garden Street WAInut 5-2676

Philadelphia 23, Pa.



**Exclusive Vending Headquarters** for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

#### VENDORAMA The New VICTOR VENDORAMA vends large and small capsules

. . . large and small ball gum at 1¢, 5¢, 10¢ and 25¢ play.

Large Stock of Vendors—Parts and Merchandise.

Write for Prices.

Member National Vending Machine Distributors, Inc. PARKWAY MACHINE CORP.

715 Ensor St.

Baltimore 2, Md. 

#### REVOLUTIONARY **NEW DISPLAY FRONTS** FOR PENNY MACHINES

Complete bag of features, plated bulk charms and display front.

Ask your Distributor or write for information



FREE illustrated

The

PENNY KING

Company

ATLAS MASTER VENDOR

2534 Mission St., Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms

AND IOWA . . . **GOTTLIEB'S NEW** Single Player CARD GAME

N. ILLINOIS, INDIANA

**SWEET HEARTS** 

ORDER TODAY!

#### WANT TO BUY-

OLYMPIC - PREVIEW - FASHION SHOW — SUNSET—ALOHA—LANCERS -FOTO FINISH - FLYING CIRCUS - LIBERTY BELLE - BIG CASINO - OKLAHOMA - SHOW BOAT -TROPIC ISLE - COVER GIRL -GAUCHO-RACK-A-BALL

Highest Prices Paid!

WEEKLY SPECIAL! Completely Reconditioned LUCKY, SA...... \$165

NATIONAL COIN MACHINE EXCHANGE 1411-13 Diversey, Chicago 14, III.

BUckingham 1-8211

WANT TO BUY

20 Seeburg VL 200, 10 KD-200, 10 220

20 AMI G-200, H-200 & 25 200 Wallboxes

Gottlieb Flipper, Cowboy, Sunset, Gaucho, Lib-erty Bell, Rack-a-Ball, as well as all others from 1960 up

Bally Toonerville Trolley Kiddie Ride

Kindly advise quantity

M. S. GISSER Sales Manager

5 Wurlitzer 2104 10 United Music 100B and 100C Buy Nashville Seeburg Distrib a small part of Kentucky and MEMPHIS — George Sam-

mons and D. V. Pennington, Alabama. partners in Sammons-Penning-Sammons said the six emton Company, Seeburg distribployes of Tenn-Tucky at Nashutor, last week bought the ville will be retained. Seeburg distributorship at Nash-Move to Memphis Of the three former owners, ville, making them one of the

Fred Smith joins Sammons-

Pennington as sales manager of

the vending division for the

entire territory. He will move

to Memphis and headquarter

Sammons-Pennington as branch

manager of the Nashville office.

Haley has purchased a vending

business as an office boy for

the S. H. Lynch Company at

Memphis in 1936, then the

Seeburg distributor, has at 42

become a major figure in the

Sammons, who started in the

route at Elkton, Ky.

industry.

Thomas will remain with

there, traveling the territory.

Sammons-Pennington bought out Tenn-Tucky Services, Inc. The owners were Fred Smith, Ron Thomas and R. L. Haley.

largest, if not the largest, dis-

tributors in the South.

George Sammons, who handled negotiations for Sammons-Pennington as president of his company, remains president of the combined operation. Pennington, his partner, is head of the service department.

Sale price was not disclosed. The company will remain at the Nashville location where Tenn-Tucky operated, 313 Seventh Avenue S.

#### Territory

The sale involved equipment, parts, fixed assets and accounts receivable. The territory involved includes middle and east Tennessee, five counties in Kentucky and five in Alabama.

Sammons-Pennington will now cover all of Tennessee, all of Arkansas, north Mississippi and

Road Racer .....\$275

Muto. Sky Fiter ..... 125 Pop Gun Circus ..... 225

Squoit ......... 250 State Fair ....... 175

Seeburg Coon Gun 165 Un. Pirate Gun .... 225 Jr. Deputy Sheriff .. 125

Gun Smoke .....

ARCADE EQUIPMENT

LEVELAND COIN

nternational

Bally Fun-Phone ....\$195 Bally Golf Champ ... 175 Basketball Champ ... 125

Crane 125
Chester Pollard Golf 125
Chester Pollard Football 125
Evans Bat-a-Score 135
Ex. Hi-Ball 95
Cross Country 250
Criss Cross Hockey 195
Goalee 110

Hi-Fly Baseball 125
Horoscope Vendors 125
Ingo Floor Grip 50
Jet Pilot 195

License Bureau .... 95

Love Meters, Fl. Model ...... 110

Vibrafor ..... 150

Lord's Prayer ..... 175

Motorama ...... 175

Mills Scales ..... 75

Pro Basket Ball ..... 295

MacLevy Foot

Sammons did the office boy chores after school. In '40 he got a full time job as a route man. In 1946 he became branch manager and in 1951 he and Pennington bought out the Lynch company and became

Sammons-Pennington.

Sammons was the key man in the industry move 10 years ago which resulted in bringing dime play to Memphis and Arkansas. It took a few years to completely cover Arkansas, but he had the lead role in it.

Sammons said he would commute a good bit between Memphis and Nashville, 225 miles. He said until he gets the Nashville operation going smoothly he will spend about one third of his time there. After that he expects to spend about a fourth of his time there, he said.

THE BEAUTIFUL PROM HOUSE MOTEL, Omaha, was the scene for H.Z. Vending & Sales Company's gala preview showing of the new Rock-Ola line. Enjoying their dinner are Mr. and Mrs. Frank Holys, Mr. and Mrs. Doc Stroh and Mr. and Mrs. Ed Hatfield.



AMONG THE HUNDRED OR SO operators and guests at H.Z. Vending's gala Rock-Ola preview in Omaha last week were Hymie Zorinsky, H.Z. president; Chris Guggas, public safety director of Omaha; Jim Dworak, Omaha's mayor, and Les Rieck, Rock-Ola executive. Oh, yes, the young ladies flanking the gentlemen are a pair of pretty models who helped demonstrate the phonographs.

# Juke Box Tax Spurs Forming Of III. Op Group

CHICAGO-The initial meeting of the new Illinois juke box operator association has been moved up to Friday (4) at the Morrison Hotel here. The group was originally slated to hold its organizational meeting later in the month.

A recently passed \$10 State juke box tax has served as an impetus for what will be the State's first active operator association. A handful of operators met during the recent Music Operators of American convention here to plan the session.

Joe Klein, First Coin Machine Exchange, is conducting a mailing to some 500 juke box operators in the State. Organization plans are being directed by Larry Cooper, Western Automatic Music here.

### OPERATE UNITED Shuffle Alleys **Bowling Alleys** WELCOME EVERYWHERE

UNITED MANUFACTURING CO. 3401 N. California Ave. Chicago 18, III.

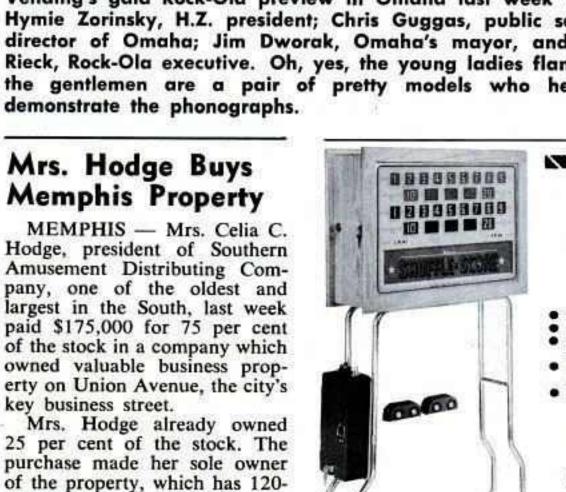


1140-50 N. Kostner Avenue Chicago, Illinois 60651



2901-13 N. Pulaski Rd., Chicago 41, III.





### electric scoreboard

FOR SHUFFLEBOARDS **Natural Finish Hardwood Cabinet** 

Twe-faced

- Fits any shuffleboard Scores 15-21 and/or 50 points
- e Large metal ABT coin
- Aluminum button scar-ing blocks o Chromo tube supports

e 10c 1 player or 10c 2

IMMEDIATE DELIVERY . . .

MARVEL MANUFACTURING CO. W. Fullerton Ave., Chicago 47,

Terms: 1/3 dep., Bal. COD or S.D.

feet fronting on Union and is

Mrs. Hodge Buys

**Memphis Property** 

key business street.

one block deep.

### BLUNDRED, JACK BESS KEYNOTERS AT MEET

COLUMBIA, S. C.—Bob Blundred, managing director of the Music Operators of America, and Jack Bess, president of Roanoke Vending Exchange, Richmond, Va., will be keynote speakers at the annual convention of the South Carolina Coin Operators Association, to be held at the Wade Hampton Hotel here, October 12-13.

All major music machine and game manufacturers are expected to send representatives to the convention, and several record company distributors will attend.

The organization was formed less than a year ago with 15 members. Today, some 43 operating firms and four associate members (employees of members) belong to the State group.

#### BARGAINS FOR THE WEEK GAMES A BIG SELECTION Received a Lot of Drink and Coffee Vending Machines in Trade. WHAT DO YOU NEED! All above equipment is reconditioned. finish and reconditioned .. 200 We have many large ball Bowlers for sale, as is. What price do you Write or Call Us Collect. MAin 1-3511 Write for Our Price List on Full Line of Coin-Operated Machines. 2315 Olive St., St. Louis 3, Mo.

Phone: MAin 1-3511; Cable: Cendist

FOR SALE

Keeney Sportsmen.....\$ 95.00

Bally Spinner ...... 145.00 United Chief Shuffle ..... 85.00

Bally Official Jumbo ..... 195.00

Bally Congress Shuffle .... 75.00 C.C. Championship Shuffle .. 65.00 Gottlieb Miss Annabelle .. 185.00

CC Player's Choice . . . . 195.00 Gottlieb Rocket Ship . . . 95.00

United Jumbo ....... 195.00

CC King Bowler ..... 215.00

CC Queen Bowler ..... 295.00 CC Red Pen Shuffle ..... 295.00

Phonos—Wall Boxes

AMI G 120 ..... 225.00

Seeburg B ..... 95.00

Call, Write or Cable. Cable: LEWJO Distr. for Smokeshops & Gottlieb.

Exclusive - Wurlitzer Distributor

1301 N. Capitol Ave.

Indianapolis, Ind.

Tel.: MElrose 5-1593

NORTH AVE.

J. FRANTZ' new U. S. Marshal gun, a restyled version of the popular A.B.T. pellet gun, may be mounted with four to six bulk venders on either side. The unit sells for \$225.

#### AWARD BALLY CITATION FOR MAIL HANDLING

CHICAGO-Bally Manufacturing Corporation was recently awarded a Distinguished Service Citation by Postmaster Semrow of Chicago for "efficient han-dling of all classes of mail." Herb Jones, Bally advertising manager, commented, "we work hard to keep our lists up to date and properly zoned to avoid returns which cost the government as well as the mailer money." Jones noted Bally conducts correspondence with all parts of the world from "Finland to South Africa-from Puerto Rico to Okinawa."

Simon to Handle Helicopter Ride

LOS ANGELES-Simon Distributing Company here has been appointed national distributor for the Helicopter Trainer kiddie ride made by Wichman Industries, Inc., Minneapolis, Jack Simon, head of the local firm, said.

Models of the coin-operated device are now on display at the Simon showrooms, Frank Mencuri, manager, announced.

EXCHANGE, INC.

Joe Kline Cable: "FIRSTCOIN"-Chicago

CHICAGO 22, ILLINOIS . Dickens 2-0500

Say You Saw It in Billboard **Exclusive Chicago Area IMPORTERS** Distributor for SEND FOR WURLITZER FREE **PHONOGRAPH** LATEST CATALOG and PARTS 64 Pages—Fully Illustrated. COIN MACHINE

### H. Z. Preview Guests Note: See If Name's on This List

OMAHA-If we don't have your name, we'll send you a three-month Billboard subscription free.

The following guests were seen by Billboard's representative at last week's gala Rock-Ola preview thrown by H. Z. Vending Sales. If you were there and we missed you, have H. Z. send us a note listing your name and address, and you'll receive Billboard free for three months. If you already receive Billboard the three-month sub will be added to your present subscription. Here's the list.

Les Rieck, Chicago; Ted Dutton, Lincoln, Neb.; Mr. and Mrs. John McCarthy, Waterloo, la.; Mr. and Mrs. Bill Garrett, Oskaloosa, la.; George Eckhardt, Alma, Neb.;

#### Drag It Out

Continued from page 39

soon as the last out is made, the music machine swings into action. And the shuffle alleys begin to get play.

#### Slack Period

The televised series bring patrons into bars during the slack time, when collections are normally at a minimum. Normally, juke box play steps up at the post-work cocktail hour and continues strong until about I a.m.

But during the series, Manhattan executives often discover that they have outside calls to make during the day, particularly in the afternoon, about the same time that the series is being

And salesmen, finding it difficult to meet prospective customers in their offices, will repair to a convenient bistro and root for their favorites.

#### Tourist Trade

Also, tens of thousands of tourists descend on New York for the series, and many of them wind up in gin mills after the game, dropping dimes and quarters in the juke boxes.

As far as the New York operators are concerned, the only thing worse than the Dodgers taking the series in four straight is having the locals do the same.

#### FOR SALE

All types of used Cigarette Machines, 30¢ or 35¢. Also 70 Capsule Machines, like new, at \$10.00 each.

**GUERRINI'S** 1211 W. 4th St. Lewistown, Pa.

Dan Van Dyck, Holdrege, Neb.; Cliff Brown, Rapid City, S. D.; Lloyd Morgan Rapid City, S. D.; Mr. and Mrs. Ted Nixon, Tarkio, Mo.; Norman Gefke, Sioux Falls, S. D.; Mr. and Mrs. Jack Nixon, Tarkio, Mo.; Mr. and Mrs. Frank Holys, Columbus, Neb.; Barney Barnhill, Fort Dodge, Ia.; Harry Abramson, Omaha, Neb.; Mr. and Mrs. Doc Stroh, Columbus, Neb.; Mr. and Mrs. Doug Johnson, Sioux City, Ia.; Mr. and Mrs. Mrs. Roy Foster, Sioux Falls, S. D.; Mr. and Mrs. Harold Christensen, Grand Island, Neb.; Ed Kort, North Bend, Neb.; Harold Klein, Omaha, Neb.; Vince Jorgenson, Mason City, la.; Mr. and Mrs. Noel Anderson, North Platte, Neb.; Mr. and Mrs. Walt Schab, Omaha; Mr. and Mrs. Bill Stroud, Omaha; Mr. and Mrs. Mac Hasvold Brookings, S. D.; Mr. and Mrs. Elmer Cummings, Brookings, S. D.; Mr. and Mrs. Lee Williams, Superior, Neb.; Mr. and Mrs. Frank Marasco, Omaha; Mr. and Mrs. Jack Churchill, Omaha; Mr. and Mrs. Warren Tunis, Omaha; Mr. and Mrs. Ted Nichols, Fremont, Neb.; Mr. and Mrs. Ted Welch, Exline, la.; Mr. and Mrs. Ted Lenczowski, Omaha; Mr. and Mrs. Joseph Roth, Omaha; Mr. and Mrs. Jerry Witt, Omaha; Mr. and Mrs. James Van Sant, Omaha; Mr. and Mrs. Ed Hatfield, Omaha; Mr. and Mrs. Bill Seacrest, Lincoln, Neb.; Mr. and Mrs. Cliff Johnson, Omaha; Mr. and Mrs. Don Ries, Denison, la.; Ed Ries, Denison, la.; Mr. and Mrs. Ken Ries, Ames, Ia.; Mr. and Mrs. Al Allen, Omaha; Mr. and Mrs. Joe Manzo, Omaha; Mr. and Mrs. Howard Ball, Omaha; Howard Ellis, Omaha; Mr. and Mrs. Sonny

#### SEND FOR COMPLETE LISTS

Vending Machines	Shuffle Alleys
Music	Pool Tables
Amusements	Rides
Pin Games	Bowlers
Assorted A	rcade Equip.
Penny Wei	ghing Scales
Records o	f All Types
Parts an	d Supplies

FROM THE WORLD'S LARGEST INVENTORY

#### DAVID ROSEN

Exclusive A M I Dist. Ea. Pa. 855 N. BROAD STREET, PHILA. 23, PA. PHONE: CENTER 2-2903



# ACTIVE'S THE CHOICE FOR

Pennsylvania, South Jersey and Delaware. Reconditioned Equipment for Export.



You can ALWAYS depend

on ACTIVE ALL WAYS

AMUSEMENT MACHINES CO. 666 N. Broad St., Phila. 30, Pa. POplar 9-4495

Write or wire for prices

For Dependable Performance.

**SCHMELKE BILLIARD CUES** 

YOUR BEST BUY FOR ORIGINAL **EQUIPMENT, ADDITIONS AND** REPLACEMENTS. IN STANDARD SIZES.

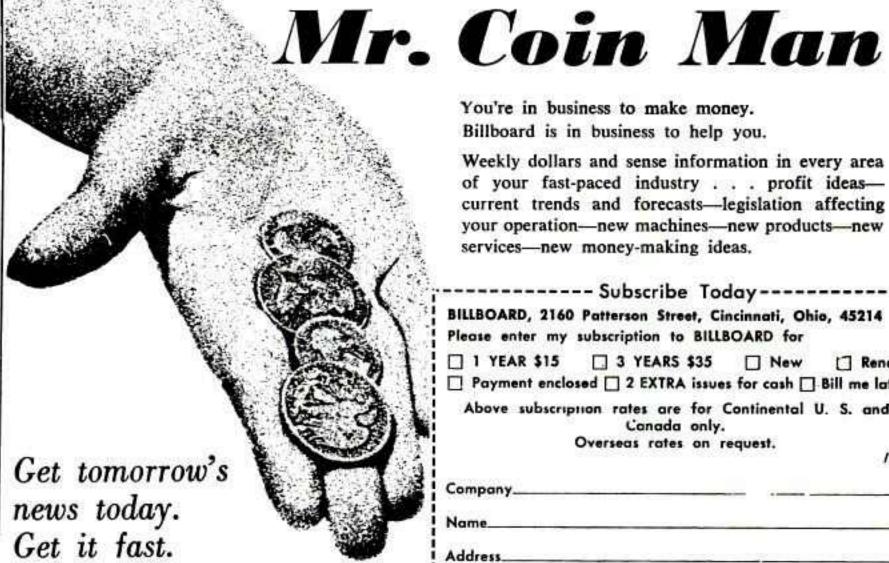
DESIGNS IMPORTED SOUTH AMERICAN HARDWOOD BUTTS, PERMANENTLY BONDED TO AMERICAN HARD WHITE MAPLE.

PROFESSIONAL

Information on request. Write-

alley SALES COMPANY

333 MORTON STREET, BAY CITY, MICHIGAN . TWINDrook 5-8587



Get it often. Get Billboard.

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

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

----- Subscribe Today------BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214

Ple	ase	ente	r my	subscri	otion to	BILLB	OARD for	
	1 '	YEAR	\$15	□ 3	YEARS	\$35	☐ New	☐ Renew
	Pa	yment	t enclo	sed 🔲	2 EXTRA	issues	for cash 🗌	Bill me later

Above subscription rates are for Continental U. S. and Canada only. Overseas rates on request.

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### Rosen Tells Cinebox Story In Philly Consumer Press

PHILADELPHIA - Cinebox, the Italian-made cinema juke box machine, was given a boost this week with the appearance of a quarter-page advertisement in The Philadelphia Daily News. David Rosen, Inc., local distributor of records and the Rowe AMI phonographs, bought the display ad-

vertisement in the Thursday (19) edition of the local daily.

The advertisement, which was carried in the amusement section of the newspaper, listed 20 different Cinebox locations. The Rosen company was the first to test the combination musicmovie machine in this country and it has reported success at

the various locations ranging from restaurants and taverns to bowling alleys, shopping centers, motels and even a Temple University campus coffee shop.

The display advertisement, which invited the reader to "Be the First" to see the new Cinebox machine, is to be the first in a series of consumer display advertisements calling the public's attention to the various Cinebox locations. It is also planned to carry similar advertisements in other newspapers throughout the territory.

"The response to the advertisement was immediate," said David Rosen, president of the distributing company. "The location owners reported that the impact of the advertisement was felt immediately in the increase play that very evening. Many reported that it brought new customers to their places, inquiring about the new amusement device. Moreover, it created a great deal of good will among the location owners enjoying the benefit of the advertising; as well as bringing many inquires from others interested in joining the growing list of Cinebox stations. -

"It indicates to us that it is most important to tell the story of Cinebox to the general public and not merely to location owners. The public is vitally interested in every new design in entertainment, and by using the mass circulation of a daily big city newspaper, we were able to excite the interest of virtually the entire community."

#### Oak Brings Out Monkey Series

PITTSBURGH — Oak Sales Company has released a new series of bulk charm items this week. The monkey series consists of realistic miniatures of assorted monkeys and chimpanzees, with three different monkey styles, and one chimpanzee model.

In addition to the monkey series, a capsule item, King Kong the Ape, is also available. All items are made of soft plastic, come in various colors and are available in capsules.





# music programming to Western

graph purchases and align their

Continued from page 44

All of the junketing Red tourist executives, representing enterprises in Czechoslovakia, Hungary, Romania and Bulgaria, predict increasing Communist purchases of Western phonographs, the preference being for U. S. equipment. But some believe the phonograph demand eventually will be met by domestic Communist production.

Doubling Up

VIENNA — Automatic merchandising is making rapid headway in Austria, and the coin machine trade looks for the vending upsurge to stimulate phonograph and games opera-

Operators unable to make phonograph or games pay alone are now experimenting with tandem operating set-ups, including both phonographs and games and vending.

Austrian operators are finding that vending equipment and phonographs-games are complementary and provide a solid financial base impossible to achieve by phonograph-games operation only.

The biggest operator in Austria has no more than 90 phonographs, all told. The expansion of vending is providing operators with a financial base to buy more phonographs and games.

### Celler Bill Passage Would Cost

**EUROPEAN NEWS BRIEFS** 

Continued from page 39

tion in the performing royalty plight of U. S. operators. From the Continental perspective, the U. S. operator has had it too good, relatively speaking, for too long, and is now faced with adjustment to what the trade here considers "normalcy."

European operators a r e tempted to the view that it will not necessarily be a disaster for the operating trade if operating global ground rules are made uniform. It may be a case-and probably is - of misery loving company, but the incontestable fact is that the European trade has been paying royalties all the era of the U. S. trade's exemption-and has prospered despite the royalty burden.

Trade optimists here, and this includes nearly all the German leaders, believe that passage of the Celler Bill will have this important side effect: it will foster international trade solidarity by driving home the fact that the world trade has common problems.

French trade leaders, familiar with U. S. operating conditions doubt, in the long run, that payment of performing rights will have any seriously depressing effect on the American trade. One of them observed, "My guess is that it will spur American operators to greater efficiency and ingenuity in their route operations and general business organization.

"Out experience here with onerous legislation is that it never turns out to be quite the clap of doom it seems at the outset. We have lots of room for increased operating efficiency among the French trade, and I believe the same is true in the U. S."

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All TEN—10—roll-over lanes SCORE 50 POINTS, when lit.

2 eject pockets raise drop target and score 50 points.

2 top bumpers score 10 points—100 points, when lit.

Roll-over BUTTON raises drop target and scores 50 points.

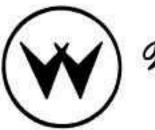
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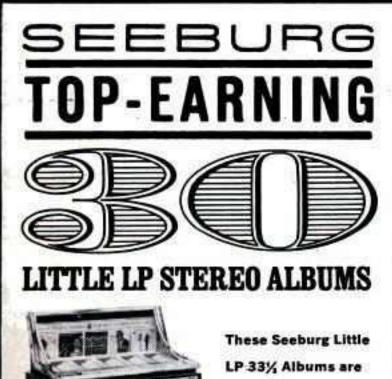


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PETE FOUNTAIN Let the Good Times Roll	CORAL
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CELEBRATION is called for when Greek singer Nana Mouskouri gets together with her successful publisher, Peter Schaeffers. The team is responsible for one hit after another on Continent.



PRESIDENT OF COUNTRY Music Association, Gene Autry, is also president of the Gene Autry Hotel Company, which just purchased San Francisco's Mark Hopkins Hotel. Displaying corporation flag are (left to right) co-owners Robert O. Reynolds, Paul A. O'Bryan and Gene.



CAMPAIGNING IN MILWAUKEE: "If I Were President," on Philips, by comic Timmie Rogers, was cause for turnout in Milwaukee recently. Here (left to right) are Bill O'Brien, Philips promotion manager; John Plimpton, of Bay Music; Timmie, and John O'Brien, distributor.



WHO IS SYLVIE? Sylvie Vartan, 17-year-old French rhythm singer on RCA Victor, arrived in New York recently for her first look around. By her look, she likes.



TONY IN TV DRAMA: Columbia's top-selling Tony Bennett is shown filming his acting debut for ABC-TV series "77 Sunset Strip." Co-star is the beautiful Marisa Pavan. "This is All I ask . . ."

# Billboard PHOTO GALLERY OF Newsmakers



**OUT HOLLYWOOD WAY: London Records' Caterina** Valenti prepares to embark on flight to Hollywood to film Bing Crosby TV spectacular. Show will be aired early in November.



MAC WISEMAN (right), bluegrass and folk artist who last week signed an exclusive booking pact with Artists Productions, Goodlettsville, Tenn., is shown here with Hal Smith, firm's president, and Haze Jones (seated), executive administrator, discussing routing for an extended tour slated to start soon. Formerly on the Dot label, Wiseman now records for Capital



GENE PITNEY MONTH: Andy Miele, general manager of subsidiary labels for United Artists, proclaimed October as Gene Pitney Month. Gene has recorded for Musicar for past two and one-half years.



INTERNATIONAL RELATIONS: At the Secrome Seeburg exhibit at the Fiera del Levante, Bari, Italy, recently, visiting dignitaries included (left to right) George Telliman, member of U. S. Embassy; Luther Hodges, U. S. Secretary of Commerce; Frederich Reinhardt, U. S. Ambassador to Italy, and Giuseppe Pasquini, general manager of Seerome.



ARTIST & MANAGER: David Houstin has signed an exclusive personal management contract with Tillman Franks, of Shreveport, La. Houstin records for Epic Records. All-out promotion is planned.

