FTC Finally OK's Trade Practices Meet Indies Jubilant, See Stride to Guidelines

BY MILDELL HALL

WASHINGTON—A triumph for ARMADA was able to present the case of the independent record dealer as a defense to the FTC prior to a Congressional committee last week—and at the same time report that the Federal Trade Commission had decided that every (23) to date for a trade practices report on the record industry. Both will be major items at the upcoming board meeting of the Association of Record Merchandisers.

Rep. James Roosevelt (D., Calif.), chairman of the House Small Business Subcommittee on Distribution, who had hosted a forum to the independents, indicated that perhaps his subcommittee hearings on Dual Distribution may yet change the FTC's mind in its two-year consideration of ARMADA plea for a trade practice conference to problems in the industry. In more serious vein, he said the FTC had a big undertaking in trying to set up a forum to deal with the multiple factors in the record business, with trade conference to enforce.

Roosevelt is frankly delegating the problem to her to the subcommittee at this time, and the subcommittee will be keenly interested in its results, which may prove useful to other industries.

Also, he said, ARMADA had a solid background from its investigations into the record industry, and Columbia Record Club, its parent company, had made it known that if only the trade conference fails, or if the Commission needs more time, ARMADA will consider using a forum to cover unique aspects of the industry so that the subcommittee can consider any special legislation on the problem.
MOVING UP FAST!
REORDER NOW!

SKEETER DAVIS
“I CAN’T STAY MAD AT YOU”
#8219

RCA VICTOR
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 M. Roll, was $5,000,000 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; Move to Coast Hint?

Chicago—Jay H. Lasker, former president of Registar 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 Mr. Lasker on a long-term 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 Randal Vee Jay have homes on the Coast, and both are known to have strong feelings about economies to be gained from doing business out there.

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 executive following a parting of the ways between then-president Edward Alpert 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 Pilipo replaced Wood on the West Coast, and Steve Clark was named to the executive vice-president, 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 $12,000,000 in record sales, as recently approved by RIAA. The album contract the label signed with Lewis is $5,000,000 in record sales, as recently approved by RIAA.

Lewis and his manager, Frank Casse, 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 Irwin Green and a, Director Shirley Singleton.

Mercury cut two singles for immediate release and is also cutting two albums, one to include two “gold records” Lewis previously made which amassed total sales of more than 11 million, Casse said. Lewis’ contract with Sun

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 300 in the artistic ranks, which is pretty much par for jazz festivals these days. The Three Hatmen (Eddie Heywood, drew 29,600 jamborees and grossed $12,000 in setting attendance records Friday night and Sunday afternoon and evening.

There were name artists on the bill, but because of budget limitations, the Festival could not commission any new works. This was explained by Jim Smathers, general manager.

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

Wilson’s exciting band, composed of top jazz studio-men in the Los Angeles area, played a heart out Friday night, Saturday afternoon and evening and Sunday afternoon. Wilson received a Jampole to their communicative power if Wilson records are on World Pacific albums.

Gilda Mahones, who works with Lambert, Hendricks & Bavvan, was assigned the difficult role of intermission pianist and (Continued on page 10)

Editorial

A Stunning Coup

Authorization of a trade practices conference by the Federal Trade Commission represents a stunning coup for ARMDA. Its key officers—president Amos Hanlicher, executive vice-president Jim Hines, and vice-president Schott and Bob Chatter and others have worked tirelessly in order to interest congressmen in the problems of the recording industry. The late Harry Lewis was not a part of the model of the ethical distributors, devoted many months of his life to this end. A bow to the National Association of Record Dealers, 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 everybody in the industry do their part. The ARMDA record industry make the most of the opportunity and co-operate with ARMDA and the federal agency—to that a blueprint may be drawn for a stable and prosperous industry.

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 ARMDA counsel Earl Kidner has pointed out.

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 ARMDA meeting in Chicago.

Capitol Throws in With NARR

NEW YORK — Capitol Records, has become the first major company to lend tangible support to the NARR (National Association of Record Dealers, formerly SORD) to obtain manufacturer sustaining members.

While declining formal sustaining membership because of “several technical, legal aspects,” Capitol Records president, with C. Robert Gorklov, vice-president of Capitol Records Distribution Corporation, commented 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 industry.”

Gorklov 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 general counsel Louis Shapiro said efforts to enlist the support of other large record companies would be continued. Meanwhile, plans were being advanced to set up regional offices of national and regional trade shows and dealer conventions, as well as a series of dealer educational seminars through a management consulting firm.

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 Helder and Frank O’Call were the recording team.

United will provide tapes to the community after the Festival, explained Columbus, who flew from New York to attend his first Monterey bash.

A closed-circuit television setup was also set up to permit the audience to observe performances on stage. A new panel of tape recorders was mounted on 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. The label has been under the plan and the entire Christmas product, including LPs, EPs and kiddie sets as well.

The two new Christmas sets on the Decca label this year are “Have Yourself a Merry Little Christmas,” by Wayne King and Bert Kaempfert, and “Christmas in June,” by Fred Waring are being made available in the祈望 being available in monaural for some years.

New Brunswick Records LP being introduced with the new Christmas release is “ Merry Chimes Christmas” by Jack Wilson.

This set features Wilson singing 12 verses of Christmas hymns and songs of the season.

Julius La Rosa

NEW YORK — Cadence Records has 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 Want,” he performed as “Italian Giants.”

Initial single, due this week, will be “David and Lisa’s Love Song” from the film “David and Lisa.”

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www.americanradiohistory.com
Mailland Says WB's Past Year Best in History

BURBANK, Calif. — Fiscal year 1962-1963 was the most lucrative in Warner Bros. show-business history, President Mike Mailland revealed last week. The sales were only to domestic distributors and did not include international or Columbia Records Club activities.

The company doubled its net profit from $10,512,000 in the 1961-1962 period when the net volume was up 15 percent, Mailland said. The increased volume was due in part to the success of three Allan Sherman albums, one Peter Lawford, Mary LP and the "Music Man," "Gypsy" and Bing Crosby Christmas packages.

The three Sherman LP's and the Lawford, Mary LP and all of "Puff, the Magic Dragon" all hit the No. 1 spot on Billboard chart.

In addition, the company distributed the hit, "Shoutin' at the Rain," by the Cascades, on Warner domestically and on the WB label internationally.

3 Deals Set By Prestige

BERGENFIELD, N. J. — President of Prestige last week settled upon three different deals for distribution of Prestige recordings. Two of the deals run from October through December 31.

Limeliter in A&R's Post

HOLLYWOOD — Legend Records, a new entry into the folk music field, announced Alex Hassilev, a member of the Limeliters, as its A&R head. This is the arrival of a sabbatical from the vocal circuit, with Hassilev planning upcoming individual assignments.

With Hassilev entering the act, it is a given that he will direct all future Legend projects, the distributors say. There is no need to follow its debut album, "Jack

LATE SINGLE SPOTLIGHTS

-Pop

DEBBIE WOODS

YOUR REPORT CARD (Screen Gems-Columbia, BMG) (2:25) — A mighty bouncy ballad sung in soft, reverberated style by the song. Has an up-tempo beat and is inventive. Flip it. "Friday On the Moon, Little Fools" (Penocco, BMG) (2:10).

GENRE

IT'S NO GOOD FOR ME (Valley, BMD) (2:44) — Big dramatic ballad is emoted by Gene Chandler here on the new label, Tympany, that will direct all acts through the first part of next year. The flip is "From Day to Day" (Screen Gems-Columbia, 2:26).

Constellation 194

BRIAN HYLAND

LET US MAKE OUR OWN MISTAKES (Gold-Label, ASCAP) (2:31) — Hyland has continued his streak of being on a roll. This is a good and inventive one, especially the flip. "Well I'm On the Street, Charlie" (Bark, 2:31).

Reg Connely Dies in London

LONDON—The British publishing business lost one of its standing figures in the death of Reg Connely on Monday (23). He was managing director of the Campbell-Connelly house in London which he founded in 1925 with his onetime staff partner Jimmy Campbell.

The company has associates throughout the world, including the American houses of Campbell-Connelly, Inc. and Reg Connely, Inc. Among the standards he penned were "Show Me the Way to Go Home," "Little Tenderness" and "Underneath the Arches." More recently Campbell-Connelly published some of the biggest selling hits of the decade, "Telstar," "Can't Help Myself," "Save Me," and "Three Car Garage" by his late wife, Betty Connely.

ASCAP Gross Goes Over $25 Million for 8 Months

BEVERLY HILLS, Calif. — ASCAP Treasurer George Hof- man reported that during the first eight months of the fiscal year ending in August, the Society will add $21,694,000 going to members.

The first distribution of monies last April totaled $6,703,000, including foreign distribution of $1,537,- 000. July totaled $7,364,000, with a third issuance due next month. So far this year ASCAP's gross was $2,381,000, while expenses totaled $2,344,000.

A separate amount of $511, 100.00 was distributed in the first month to 1,363 special writers selected in a panel of outstanding member music men for outstanding work in the "standard" and "popular production" field.

Warner Holds 1-Price Policy

Burbank, Calif. — Warner Bros. is making its move toward stabilizing distributor prices, with one-on-one policy effective October 1 and running through the remainder of 1963. Bob Summers, Warner's national sales manager, says a straight 10 per cent discount will be allowed and away with the 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.

Mills Music Widens Scope Of Educational Coverage

HOLLYWOOD—Mills Music is broadening its educational coverage with two new projects: A, series of recordings spotlighting outstanding pop instrumentalists, and in-depth studies of instrumentalists and rhythm sections.

In announcing the new ventures, Irving Mills, president of the world-wide publishing firm, stated, "We're attempting to give the top soloists around the country playtime on our records. It's our benefit of music students to study and play along with.

Six albums have already been recorded here, featuring Murray McLauchlan, Hal Hays, Al Na, saxo, Hank Klee, flute, Clarence Sherock, trumpet, Bobpath and Abe Most, clarinet.

Mills hopes to sell the complete project to a record company for distribution. He stated that it has not at this time taken the record industry.

The company also is making news out going studio men in New York and Chicago to expand the international market.

All the tunes in the LP's will, of course, be from the Mills catalog. The idea is to help the music student playing along by eliminating the need to purchase the sheet music. Mills said he hopes the first tunes of the decade, "Telstar," "Can't Help Myself," "Save Me," and "Three Car Garage" by his late wife, Betty Connely.

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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:

1. **DIVER DAN and the bermuda onion**
   - TV favorite Diver Dan and his sea-going pals bring a fantastic adventure to life in story and song. Here’s an album every youngster will want to own!

2. **A Trip to Magic-Animal-Land**
   - One of America’s outstanding singing stars, John Reardon, takes the kiddies on a musical excursion through "Magic-Animal-Land."

3. **Zoo's Who? and Other Favorite Children's Songs**
   - Children’s favorite, Adrian Revere, a star of Mitch Miller’s TV Sing Along show, sings a dozen best-loved songs about animals.

4. **Ratatat-A-bulOHI With 111.15t,b1ART and LEARN TO TELL TIME WITH GRANDSON CLOCK**
   - A fabulous idea—first of its kind! Learning to tell time is fun with Grandson, as kids take part in the tuneful lesson. An actual die-cut training clock is included in every album.

The Newest Concepts in Children’s Records Carry The Name

HARMONY
COLUMBIA
GUARANTEED HIGH FIDELITY
Roosevelt Group Hears Abuses

• Continued from page 1

restrictions to the anti-discriminatory and fair practice laws already on the books—it serves to educate members of the industry in the ways they may be violating laws that they succinctly know. 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 our additional tightening legislation.

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

Urges Co-Operation

Chairman Roosevelt strongly urged the retail, 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 for the association or segment of the industry which had previously named National Association of Record Retailers (FORMERLY Industry Commission, and now a non-existent association). The FTC's willingness to hear the record industry's side of the story was appreciated by many in the industry.

Getting down to cases, ARMADA spokesman Backed told association counsel Earl Kintner, and ARMADA officials斑斓 and Ralph S. Cotton, Jr., have attended after the record club competition, and manufacturer favorable to giant chain buyers like Korey. Charts of the various operations of merging sales of the industry, made with the aid of the Billboard, were presented.

ARMADA spokesman said that the record club competition and the FTC could not have gone on for so long if there were not a market for it. The FTC said that the group had been requested to attend after a deep on the idea that the FTC would be willing to hear the case. The FTC will be willing to hear the case. The FTC will be willing to hear the case. The FTC will be willing to hear the case. The FTC will be willing to hear the case.

Laws Described

Rep. Arch A. Moore (R., Va.) who took a keen interest in the record industry testimony, was interested in the record industry's case. He noted that the FTC had been requested to attend after a deep on the idea that the FTC would be willing to hear the case. He noted that the FTC had been requested to attend after a deep on the idea that the FTC would be willing to hear the case. He noted that the FTC had been requested to attend after a deep on the idea that the FTC would be willing to hear the case. He noted that the FTC had been requested to attend after a deep on the idea that the FTC would be willing to hear the case. He noted that the FTC had been requested to attend after a deep on the idea that the FTC would be willing to hear the case.
JIMMY SMITH
HIS LATEST & GREATEST SOUNDS ARE ON VERVE!

ANY NUMBER CAN WIN—Big album...Big Sound. Includes such sure-fire favorites as Georgia, You Came A Long Way From St. Louis, What'd I Say, The Sermon, Ruby, G'Won Train, and the new Smith hit, Any Number Can Win, from the M-G-M film, among others. V/V6-8552

BLUE BASH—Kenny Burrell's deep blue guitar and Jimmy's brilliant organ keyboard make new blue sounds out of Travelin', Fever, Easy Living, Soft Winds, Blue Bash, and others. V/V6-8553

BIG SINGLE!
ANY NUMBER CAN WIN (from M-G-M film) VK-10299

ALBUMS SELLING BIG!
HOBO FLATS V/V6-8544 • BASHIN’ V/V6-8474

JIMMY SMITH’S NEW SOUNDS ARE EXCLUSIVELY ON VERVE
his tight trio kept the audience's attention while ads were changing.

Fine performances were rendered on the club's bands, but Sunday afternoon things really heated up. The big hit was the warm up to the Herb Alpert concert, when Patience used his expected appearance on the audience and the romance of his tunes.

The pianist, a graduate of the University of Minnesota, has been playing for several years.

It was a beautiful day on the beach and the audience was enjoying the music and the sun. The club's management was very pleased with the turnout and plans to bring in more top-notch artists in the near future.

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TALENT TOPICS

CHICAGO

The "incomparable" Hillside Gardens opens a three-week engagement at the Sullivan's Café Club, located at 2640 North Clark St., and contrary to the local columns, Gunther is not going to sell his club. The Sopranos have a new act in the club's Celebrity Series. It's a musical act featuring the Johnny Lewis Trio. It's Peggy Kay, Dick Lynn and the Sopranos playing at the Palace and the Pheas-...t. It's Peggy Kay, Dick Lynn and the Sopranos playing at the Palace and the Pheas...

There was a great amount of Dixieland played at the Festival, with a large number of blue music, red music, and the festival was enjoyed by many.

After giving the Hillside Gardens, the big hit of the week was the appearance of the Dixieland band, which was enjoyed by many.

Cliffie Stone

MEMPHIS

Bobby Wood, Joy Records singer, is in the Army for six months at Fort Knox, Ky., where he was flown to Memphis for a week on WHBQ-TV's "Dance Party," with Peter Duchin and his orchestra playing for a ball here last week.

Chuck Foster and his orchestra drew big crowds at Hotel Peabody's Skyway. Guy Lombardo and his orchestra drew an uninvited audience for appearances October 22 and 27.

Jerry Lewis has signed with a new record company, and his recording of "Be Anything But a Loser" is expected to be a hit.

Cliffie Stone

HOLLYWOOD — Cliffie Stone has formed a new label, Insignia Records, headed by Joe Allison, with exclusive worldwide distribution handled through Monument Records. Insignia has signed its own label identity, with the Insignia Records label. Insignia also has a new single featuring Tommy Osmond. This will be followed with a single featuring the Insignia Records label. Insignia Records is owned by Joe Allison, who is managing the Monument Records label.

WHERE

The 30-year-old singer is back on the West Coast, where he plans to make his new label a success.

GLOSSY PHOTOS

Genuine 8 x 10

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$12 per 10

$35 per 50

$175 per 200

(1/2 page) Extra Copy

$5.45

July 2023

TALENT ON TOUR

(Up to ten 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 play the Carnegie Hall this weekend (5) and (6) for the benefit of the George Washington University Non-Violent League, as well as the Friends of the Child Health... The Dillards open at the Shadow's in Washington, D.C., tonight (30) through October 20.

MIDWEST

Peter, Paul and Mary, just back from the Continent, will be appearing it up this week at Xavier University (3), University of Michigan (3), Purdue U. (3-4), and Illinois State Normal U. (6).

WEST

Alley Belafonte and company opened last week (23) at the Las Vegas Riviera Hotel, where he'll remain until October 20. Also in Las Vegas, Bob Newhart and Sergio Franchi began a two-week date at the Sahara. On October 20, the Dave Brubeck Quartet will appear at the Hollywood Bowl on Saturday (5).
AMERICA'S BIGGEST-SELLING GUITAR INSTRUMENTALISTS

The Ventures Let's Go Sales!

The VENTURES Let's Go!  
MORE MEMPHIS WIPE OUT
SUKIYAKI
LET'S GO
HOT PASTRAMI
EL WATUSI
WALK RIGHT IN
SO FINE
NEW ORLEANS
RUNAWAY
OVER THE MOUNTAIN
ACROSS THE SEA

BEST SELLING VENTURES ALBUMS

BOBBY VEE VENTURES
BOBBY VEE MEETS THE VENTURES
THE VENTURES SURFING
THE VENTURES PLAY THE COUNTRY CLASSICS
THE VENTURES PLAY TELSTAR

DOLTON RECORDS
A DIVISION OF LIBERTY RECORDS INC.
Mercury Classical Plan Doubles Sales Figures

By BARRY KITTLERSON

NEW YORK—In the last 12 months, Mercury Records has put itself into a four-part program in merchandising classical product that has paid off in a healthy increase in sales according to Bernard B. Bradlom, administrative director of the classical division of Mercury, "classical unit sales for the first nine months this year have doubled over the same period the previous year."

Under the banner of "Master Artists of Our Time," in September, Mercury will release Part One of its reorganization program with the simultaneous signing of pianist Ginsh Bachauer, harpsichordist Rafael Feuanni, violinist Henryk Szeryng and cellist Elia Starker to exclusive contracts. That issue is a ten record set which, at that time, included pianist Byron Janis and world-class baritone Willard White as conductors Antal Dorati, Frederick Fennell and Paul Paray.

Of these newly signed artists, only Szeryng has not had a Mercury recording to his credit. But the recording has been recorded and Szeryng has recorded two:

Another addition to the classical roster was the Romero family. The Romeros are the Spanish guitar family and their repertoire includes both classical and flamenco music. They performed in London, Boston, Philadelphia and New York and recorded solo albums for Mercury.

Double Appeal

The addition of these leading instrumentalists, and the categories they represent, means that Mercury is now "in a position to offer the competitive but lucrative cross-section of the industry," according to Bradlom. "The appeal here is for both the mass market and the connoisseurs of classical music."

Part Two of the Mercury program starts immediately with the "Curtain Up" series. This "pops" series packages traditional symphonic works ("Goyescas," "Ballet Favorites," "Viennese Waltz Favorites") with an eye to reaching the thousand of customers now contemporary, non-traditional outlets. This series also includes 16 albums other than the curtain up appeal for browsers, and the average sales per album have gone up from the previous 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 designed to re-release "the original standard catalog activity, whose industry-line delineations have been manufactured and dealers like it."

Instead of simply releasing the new catalog item, 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 IS THE "STUDIES OF THE ROMANTIC AGE." This album includes six recordings, four of the "study albums," including the following: Three of the "study albums" are included in this series. The first album, "Great Music by Russian Composers." Included in this series are twelve albums, featuring compositions by Rimsky-Korsakov, Moussorgsky, Prokofiev, Tschaikovsky, Rachmaninoff, Arensky, Glizer, Shostakovich, Liadov and Khachaturian, among others (as in the Romantic series), and eleven CDs (Fennell, Paxton, contracting system). Format: the album is adorned with colored artwork and comprehensive liner notes.

Subsequent releases in this series are planned for the future, and will concentrate on great music from the classical period, music by composers, throughout the classical repertoire. Part Four of Mercury's program will be the expansion of the Mercury-Wing Classic series, a 12-week series of classical music, with a skin-and-silk plastic wrapping that will include 38 records, and offers 66 weeks of listening. Mercury will expand the number of listening minutes per album, which offers the consumer more "for your money" in a different way.

Int'l Artists in Full Swing

At Budapest Music Festival

BUDAPEST—Preparations for the Fifth Budapest Music Week (September 28-October 3) are in full swing. During the festival, three competitions in solo piano, solo song, and a contest, and a violin-piano sonata competition.

Young artists from all over the world have applied, and 74 composers in the classical and music theater. These performances will be recorded during the event, and a violin-piano sonata competition.

The pianist who has created a sensation is Hungarian Joseph Sziergi, 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, starting with many guest performers. Conductors and soloists will participate in the festival, and a number of concerts and recitals will be performed by the orchestra and various ensembles, and many more.
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!
SINGLES REVIEWS

SPOTLIGHT WINNERS OF THE WEEK

| POP SPOTLIGHT | CONNIE FRANCIS | YOUR OTHER LOVE (Mollie Music, BMI) (2:05) |
| POP SPOTLIGHT | DARLENE LOVE | A FINE FINE BOY (Mother Birthway, BMI) (2:30) |
| POP SPOTLIGHT | JOHNNY CASH | THE MATADOR (Goliath, BMI) (2:45) | Columbia 42886 |
| POP SPOTLIGHT | TONY BENNETT | DON'T WAIT TOO LONG (Foster, ASCAP) | Columbia 42886 |
| POP SPOTLIGHT | JOHNNY TILLOTSON | A VERY GOOD YEAR FOR GIRLS (Tillotson, BMI) (2:24) |
| POP SPOTLIGHT | WAYNE NEWTON | SOMEONE'S AHEAD OF YOU (F. M.,) (3:55) | Capitol 2058 |

Three new records, not yet on Billboard's Hit 100, have been reported getting strong sales action by dealers in major markets listed in parentheses.

PLEASE DON'T KISS ME AGAIN . . .

Louie Louie . . .

TOYS IN THE ATTIC . . .

SEE THE BIG MAN CRY . . .

UNDERTOW . . .

Gottatravel On

(Sepia, BMI) (2:29)-Kapp 355

Johnny could have a smash in this follow-up to his hit title "Make This World Go Away" with the Billy Grammer hit of some time ago, sung by Rick Nelson herd style. Chorus and an odd build make the side stronger. Flip is "I'm Gonna Lie In the Valley" (Mercury, BMI) (3:08).

RUBY AND THE ROMANTICS

DAY DREAMING

(Revere, ASCAP) (2:00)-Kapp 357

Here's another side from the same group, with strings by Dick Humma is most appropriate. The sound is "Skidoo Blues" (Mercury, ASCAP) (2:20).

SINGLES REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's Review Panel and pop singles potential is rated within its category of molle. Pop singles are reviewed for Spotlight Picks or Special Picks. Spotlight Picks are awarded singles listed in their respective categories.

POP SPOTLIGHT | TIMI YURO | GOTTA TRAVEL ON (Sepia, BMI) (2:29)-Kapp 355 |

This could have a smash in this follow-up to his hit title "Make This World Go Away" with the Billy Grammer hit of some time ago, sung by Rick Nelson herd style. Chorus and an odd build make the side stronger. Flip is "I'm Gonna Lie In the Valley" (Mercury, BMI) (3:08).

SINGLE REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's Review Panel and pop singles potential is rated within its category of molle. Pop singles are reviewed for Spotlight Picks or Special Picks. Spotlight Picks are awarded singles listed in their respective categories.
The best of luck on your current in-person concert tour of the U.S.A. (Sept. 28-Dec. 1)
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 box-office gross of slightly in excess of $50,000.

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 setting, 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. Discounts were sold 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 midnight.

Night in attendance and gross, the show was one of the most successful musical attractions ever to play the house. Lawrence Welk set the grand 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 sold at a top $5.


Columnist 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 encouragement, and the atmosphere is one of happy reverance.”

Promoter Lewis, who will be associated with the gospel concert, features the Statesmen Quartet, the Blackwood Brothers and the Speers. Lewis directed the largest audience for this type of entertainment in this city’s history at Memorial Auditorium, September 11, when over 22,000 listeners attended the show.

A half-hour portion of the show was taped and edited by William C. Jones, production manager for KRAK, for playback on the ABC Radio Network Saturday, September 14. The 50,000-watt KRAK has been broadcasting country and Western music since October 1, 1962, and has held free 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, Moe Bandy, Worth and the Collins Kids.

COUNTRY MUSIC CORNER

W. E. (Lucky) Moeller, executive of the Cincinnati Artists Bureau, has just returned to Nashville from a combination business and pleasure trip to Minneapolis. While there, he visited the guest of Ray Perkins, owner of the Flame Theater Cafe, for which Lucky is the exclusive booking agent. The club uses top 60 artist six days each week. Moeller will be saying 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 (Bud) Smith also own a large farm near there.

Stonewall Jackson, now full of several personal appearances, will continue on to the West Coast, where he will play 17 dates in California, Oregon and Washington, returning to Nashville about October 25. Two large 6x9 packages are set for Minneapolis, October 5, and Des Moines (Continued on page 16).

BREAKING CLEAR ACROSS THE NATION!

“SAD GIRL”

L.P. 1008 JAY WIGGINS

INDEPENDENT PRODUCERS GROUP

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

Billboard SPECIAL SURVEY

FOR WEEK ENDING OCTOBER 5, 1963

Billboard SPECIAL SURVEY

FOR WEEK ENDING OCTOBER 5, 1963

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Title, Artist, Label &amp; No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ABBEY</td>
</tr>
<tr>
<td>2</td>
<td>TALK BACK TREMBLIN’ LIPS</td>
</tr>
<tr>
<td>3</td>
<td>ERNIE AYRES, RCA Victor 8193</td>
</tr>
<tr>
<td>4</td>
<td>BILL WASSON, RCA Victor 8193</td>
</tr>
<tr>
<td>5</td>
<td>B OF 10</td>
</tr>
<tr>
<td>6</td>
<td>JIM BEAVER, RCA Victor 8193</td>
</tr>
<tr>
<td>7</td>
<td>GEORGE JONES, United Artists 578</td>
</tr>
<tr>
<td>8</td>
<td>JOHN CAMERON, RCA Victor 8193</td>
</tr>
<tr>
<td>9</td>
<td>RING OF FIRE</td>
</tr>
<tr>
<td>10</td>
<td>RAY PRICE, Columbia 43277</td>
</tr>
<tr>
<td>11</td>
<td>DAVE DUDLEY, Golden Wing 3020</td>
</tr>
<tr>
<td>12</td>
<td>WE MUST HAVE BEEN OUT OF OUR MINDS</td>
</tr>
<tr>
<td></td>
<td>GEORGE JONES &amp; Molina Montgomery, United Artists 575</td>
</tr>
<tr>
<td>13</td>
<td>THE MUSIC OF LUCY’S JUKEBOX</td>
</tr>
<tr>
<td></td>
<td>BUCK OWENS, Capitol 2422</td>
</tr>
<tr>
<td>14</td>
<td>FADED LOVE</td>
</tr>
<tr>
<td></td>
<td>PATSY CLINE, Decca 3125</td>
</tr>
<tr>
<td>15</td>
<td>TICKS OF MY FINGERS</td>
</tr>
<tr>
<td></td>
<td>ROY CLARK, Capitol 4595</td>
</tr>
<tr>
<td>16</td>
<td>RYAN SONG DON’T CRY</td>
</tr>
<tr>
<td></td>
<td>MARILYN ROBBINS, Columbia 43281</td>
</tr>
<tr>
<td>17</td>
<td>CALL ME MR. BROWN</td>
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<td></td>
<td>BILL MCDONALD, Capitol 4027</td>
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<tr>
<td>18</td>
<td>HAPPY TO BE UNHAPPY</td>
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<td>GARY BUCK, Petrol 1011</td>
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<td>19</td>
<td>UNKIND WORDS</td>
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<td>JUDD, United Artists 3125</td>
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<td>20</td>
<td>ACT NATURALLY</td>
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<td></td>
<td>BUCK OWENS, Capitol 2422</td>
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<tr>
<td>21</td>
<td>LOVING ARMS</td>
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<tr>
<td></td>
<td>CARL BUTLER &amp; Pearl, Columbia 42777</td>
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<tr>
<td>22</td>
<td>IN THE BACK ROOM TONIGHT</td>
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<tr>
<td></td>
<td>JOHN CAMERON, Columbia 4958</td>
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<tr>
<td>23</td>
<td>TOO IN LOVE</td>
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<td>PATSY CLINE, Capitol 3006</td>
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<td>24</td>
<td>THANKS A LOT</td>
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<tr>
<td>25</td>
<td>TELL HER SO</td>
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<tr>
<td></td>
<td>BILL WASSON, RCA Victor 8193</td>
</tr>
<tr>
<td>26</td>
<td>A GOOD COUNTRY SONG</td>
</tr>
<tr>
<td></td>
<td>HANK COWDEN, Gaylord 4402</td>
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<tr>
<td>27</td>
<td>A MILLION YEARS OR SO</td>
</tr>
<tr>
<td></td>
<td>EDY LINDA, RCA Victor 8207</td>
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<tr>
<td>28</td>
<td>COWBOY BOOTS</td>
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<tr>
<td></td>
<td>BILL WASSON, RCA Victor 8193</td>
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<tr>
<td>29</td>
<td>LITTLE LIE</td>
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<tr>
<td></td>
<td>RAY PRICE, Columbia 43277</td>
</tr>
<tr>
<td>30</td>
<td>HEY LUCILLE</td>
</tr>
<tr>
<td></td>
<td>CLAUDE KING, Columbia 43283</td>
</tr>
</tbody>
</table>

WITH THE COUNTRY JOCKEYS

Station WTD, Newport News, Va., has embarked on an all-country-folk-genre format, and initial reaction from the public has been great, according to John Emmett, station’s music and promotion director. WTD has a permanent staff headed by George Dull, who recently moved over from WCMS, Norfolk, to the Independence of the show and act as general manager of the station. Emmett comes from WNOF, Norfolk, where he served as host of all-night shows with Johnny Hart for the past year and a half. Bob Koons, program di- rector, returns to his native area after three years with WCAO and WTM, Baltimore, Ga. Thomas, former manager of WCOY, Columbia, Pa., joined the WTD staff as operations manager. Rounding out the air personnel is John Tate, the Country Deacon, who odd-timers will remember as Jack Lloyd, former singer with Bob Wills and the Texas Playboys some years ago. “Our air is all open to good new releases,” says Emmett.

Writs Byron Stokes, country director of the Associated Artists, Nashville, Tenn., “We have had lots of interest in our country artists. We have the records starting to come in. We are in the process of extending our c.d. distribution to South Carolina. We have two projects coming in, one from Chris Collins, who spins the c.d. and is on with Bill Wilson, on WDAI, Meridian, Miss., has a new release on the Shopper label, ‘I Cheated’.”

Chris Collins, who spins the c.d. and is on with Bill Wilson, on WDAI, Meridian, Miss., has a new release on the Shopper label, ‘I Cheated.’
RUSTY DRAPER’S

"Night Life"
monument # 823

(For Day People, Too!)
October 6. According to W. E. (Lucky) Moeller of the Jim Dandy disk exchange in Nash-ville, The Minneapolis show will comprise Hank Snow, Ernest Tubb, Carl Smith, Black Owens, Skeeter Davis and Martha Car-son. This package will play Des Moines, Iowa, with 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 Ave., Nashville, Octo-ber 1. . . Marion Worth kicks off a stint for the Bob Neal of-fee October 2 at Albuquerque, N. M., with other dates follow- ing at Phoenix, Ariz., 3rd, El Cajon, Calif., 4th; Santa Rosa, Calif., Oct. 5, 6; Thousand Oaks, Calif., 6; Sacramento, Calif., 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 encountered hefty business on its swing through Iowa and Illinois, which wound up at Davenport, Iowa, and Iowa City (O. D.).

Tony Senn, formerly of the Brier International label, is slated to record for a major disk in Nashville next week. Tony is the writer of "Tea of a Class Act," and has just had a single by the Barlow cut in a session last week. Both deals were handled by Herschel Brown of Mc-Dowell Enterprises, Montgomery, Ala. . . . Pat Cort, promotion manager with Acme Sales, San Francisco, info that Ike and Tina Turner will be on the Sonja label, "If I Can't Be The Fi-nder," a ditty written by the Barbara Martin and Bob Neil offices. . . . Kenny Roberts info that his country music show, "Michigan Jubilee," which is video-taped in Detroit each Saturday night at 7 oclock on WNEM-TV, Bay City, Mich., is now being syndicated and will be offered in solid fashion along the Coast . . . Ralph Roby, promotion manager with an Enterprise, Hollywood, is on a swing through Northern California, Washington and Oregon to pro-mote the newly formed Railray Recording Corp. . . . Bob Jones, long Railray producer by Buddy Miles, titled "When I'm Right You Don't Remember," is a "Lon-ely Guy in Town." He also produced Liberty and Monument product in the area.

West Coast country singer Freddie Hart is in Nashville for a session with Warner Brothers. Enquire Records of London has purchased Al Hawko, 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. Enquire will re-lease the material on its Starlite country label . . . Roy Ford, deejay and leader of the Echo Valley Boys, bluegrass combo, was struck down last week in a re- cent auto crash in which his wife was critically injured. Friends write to me at 555 53rd East, Roulette, Cave Mil., Mich.

Nanita Buford, of Seneca, S. C., has put in a busy summer on television in the South Carolina section. She completed a TV series for the Arthur Smith network. She is presently reading material for a new album to be waxed soon . . . As the first in a series of live country music shows, WTID Radio, Newcom, Va., will present an all-day Harvest Jamboree October 19 as part of the city's annual Harvest Days Celebration. Co-sponsoring the venture is the Montgomery Country Merchants Association. According to WTID music director, the show will spotlight the Carter Family and more than 200 Tidewater area singers and bands.

Glen 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 "Pic-ture Please," from the Sonja label, Johnny Foster, whose newest release on the Capa label is "Grown Ups Cry," a cute Kw. "There's No End," is currently on personal business for the Barbara Martin and Bob Neil offices.

Kenny Roberts info that his country music show, "Michigan Jubilee," which is video-taped in Detroit each Saturday night at 7 oclock on WNEM-TV, Bay City, Mich., is now being syndicated and will be offered in solid fashion along the Coast . . . Ralph Roby, promotion manager with an Enterprise, Hollywood, is on a swing through Northern California, Washington and Oregon to promote the newly formed Railray Recording Corp. . . . Bob Jones, long Railray producer by Buddy Miles, titled "When I'm Right You Don't Remember," is a "Lonely Guy in Town." He also produced Liberty and Monument product in the area.

November

Dear Abby by THE HEARTS

CUFF PRODUCING CORP.

RUFUS THOMAS

WALKING THE DOG

Stax #140

Distributed by ATLANTIC RECORDS

1941 Poncey New York, N.Y. 89

RITCHIE ADAMS

LOOKIN' GOOD...

"FIREBALL MAIL" -Jim & Joe #124

200 RECORD CO.

1467 W. Div. Ave. Chicago, Ill. 60623

Telephone: 333-7355

November

OLDIES '45' BRIGHTEN YOUR PROFIT PICTURE

'TILTHEYFALL

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HOT R&B SINGLES

Billboard Special Survey

This chart lists the top R&B singles for 4 weeks ending October 5, 1963.

1 1 MEAT WAVE 9
2 CRY BABY 5
3 BROAD WAY 7
4 PART TIME LOVE 3
5 MICKY'S MONKEY 10
6 SALLY, GO 'ROUND THE ROSES 8
7 JAYNE, TF 369
8 MY BOYFRIEND'S BACK 6
9 ANGELS, SMRS 12
10 BUSTED 16
11 WHEN HE KISSED ME 16
12 CRYSTALS, PHILLIS 11
13 IT'S TOO LATE 11
14 PENNYWISE 18
15 BETTY GAY 17
16 BE'MY BABY 17
17 SUNNY, JAYNE 14
18 IF I HAD A HAMMER 5
19 TWIN LEPRECHAUNS 20'/9
20 PINK FINGERTIPS (Part II) 15
21 CRY TO ME 14
22 SPIRITUAL DANCE 6
23 SUGAR LICK 14
24 JIMMY GILMOUR & THE FIREBALLS 16447
25 WALKIN' MIRACLE 31
26 HEY GIRL 10
27 FLOYD SCOTT, CALPS 692
28 SURF GIRL 4
29 CLINTON BEACH, CIVIL 3007
30 TWO TICKETS TO PARADISE 16
31 TALK TO ME 3
32 SUNNY & THE SUNBEAMS 2004
33 WONDERFUL WONDERFUL 11
34 TOWNES VAYREY, 884
35 THAT'S MY HEART 11
36 MANY TROUBLES 11
37 I'LL TAKE YOU HOME 5
38 DRIFTERS, ATLANTIC 2201
39 ALL AT ONCE 11
40 IMPRESSIONS, ARC-Record 10467
41 DEEP PURPLE 40
42 NINO TEMPO & APRIL STEVENS, 63773

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THE FLAMINGOS

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44

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6

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4

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2

1

14 BILLBOARD

RHYTHM & BLUES

COUNTRY MUSIC CORNER

Continued from page 14

October 6, according to W. E. (Lucky) Moeller of the Jim Dandy disk exchange in Nash-ville, The Minneapolis show will comprise Hank Snow, Ernest Tubb, Carl Smith, Black Owens, Skeeter Davis and Martha Car-son. This package will play Des Moines, Iowa, with 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 Ave., Nashville, Octo-ber 1. . . Marion Worth kicks off a stint for the Bob Neal of-fee October 2 at Albuquerque, N. M., with other dates follow-1
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 BUSINESS
GUARANTEED SALES — SELF SERVICE SALES

VEE-JAY RECORDS IS THE EXCLUSIVE SELLING AGENT FOR OLDIES ‘45’ WATCH FOR NEW OLDIES ‘45’
## Billboard Hot 100

**For Week Ending October 5, 1963**

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>BLUE VELVET</td>
<td>Bobby Vee</td>
<td>Dot</td>
</tr>
<tr>
<td>2</td>
<td>SALLY, GO 'ROUND THE ROOSTER</td>
<td>Joe Tex</td>
<td>Epic</td>
</tr>
<tr>
<td>3</td>
<td>BE MY BABY</td>
<td>Buddy Knox</td>
<td>Dot</td>
</tr>
<tr>
<td>4</td>
<td>SUGAR SHACK</td>
<td>Dee Dee Sharp</td>
<td>Epic</td>
</tr>
<tr>
<td>5</td>
<td>EASY BABY</td>
<td>Little Richard</td>
<td>Debut</td>
</tr>
<tr>
<td>6</td>
<td>WONDERFUL WONDERFUL!</td>
<td>The Mike &amp; The Miracles</td>
<td>IMP</td>
</tr>
<tr>
<td>7</td>
<td>HEAT WAVE</td>
<td>The Bachelors</td>
<td>Epic</td>
</tr>
<tr>
<td>8</td>
<td>I'VE HAD A HAMMER</td>
<td>The Monkees</td>
<td>Epic</td>
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<tr>
<td>9</td>
<td>MEAN WOMAN BLUES</td>
<td>The Miracles</td>
<td>IMP</td>
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<tr>
<td>10</td>
<td>THE PRIMA DONNA</td>
<td>The Monkees</td>
<td>Epic</td>
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<tr>
<td>11</td>
<td>MY BOYFRIEND'S BACK</td>
<td>Elvis Presley</td>
<td>RCA</td>
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<tr>
<td>12</td>
<td>TENDERLY</td>
<td>Frank Sinatra</td>
<td>Columbia</td>
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<td>A LITTLE DEVIL COUPLE</td>
<td>The Ventures</td>
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<td>14</td>
<td>DON'T THINK TWICE IT'S ALL OVER</td>
<td>Bill Evans</td>
<td>Reprise</td>
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<td>THE MONKEY TIME</td>
<td>The Miracles</td>
<td>IMP</td>
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<td>16</td>
<td>I CAN'T STAY MAD AT YOU</td>
<td>The Drifters</td>
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<td>The Troggs</td>
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<td>The Raiders</td>
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<td>BUSTY</td>
<td>The Big Bopper</td>
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<td>IT'S ALL RIGHT</td>
<td>The Drifters</td>
<td>Imperial</td>
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<tr>
<td>23</td>
<td>SHE'S A ROSE</td>
<td>The Drifters</td>
<td>Imperial</td>
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<td>24</td>
<td>CRY TO ME</td>
<td>The Searchers</td>
<td>ABC-PARAMOUNT</td>
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<td>SEPTEMBER SONG</td>
<td>The Drifters</td>
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<td>26</td>
<td>WORKOUT</td>
<td>The Ventures</td>
<td>Dot</td>
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<tr>
<td>27</td>
<td>RED SAILS IN THE SUNSET</td>
<td>The Ventures</td>
<td>Dot</td>
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<td>MONKEY SHINES</td>
<td>The Ventures</td>
<td>Dot</td>
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<tr>
<td>29</td>
<td>HE'S MINE</td>
<td>The Ventures</td>
<td>Dot</td>
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<tr>
<td>30</td>
<td>ELEPHANT WALK</td>
<td>The Ventures</td>
<td>Dot</td>
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<td>The Ventures</td>
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<td>AMALGAMATED</td>
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### Notes

- **HOT 100—A TO Z** (Publisher-Licensed)
- **BUBBLING UNDER THE HOT 100**
- Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.
CUANDO CALIENTA EL SOL
In LOS ANGELES CHICAGO ATLANTA 16507
SAN FRANCISCO CLEVELAND MIAMI

BEST SELLING SINGLES

#16487 SUGAR SHACK Jimmy Gilmer & The Fireballs
#16507 CUANDO CALIENTA EL SOL Steve Allen
#16526 FIESTA / BLUE VELVET Lawrence Welk
#16527 TWO-TEN, SIX-EIGHTEEN Jimmie Rodgers
#16525 MR. MOON / LOVE ME Pat Boone
#16479 SURFER JOE / WIPE OUT The Surfaris
#16530 WONDERFUL SUMMER Robin Ward
#16508 THAT'S WHAT LOVE WILL DO Joe Brown & The Bruvvers

NEW ALBUM RELEASE

BILLY VAUGHN NUMBER 1 HITS
DLP 3540

BEST SELLING LP'S

WIPE OUT - The Surfaris DLP 3535
SURFER JOE - The Surfaris DLP 3536
LAWRENCE WELK
LABOR DAY SPECIAL
DLP 3527
SCARLETT O'HARA - Lawrence Welk DLP 3528
MORE - Steve Allen DLP 3538
HONEYCOMB & KISSES SWEETER THAN WINE - Jimmie Rodgers DLP 3525
SUKIYAKI - Billy Vaughn DLP 3523

PIPELINE
THE CHANTAYS
DLP 3516
CRANY WALTZ - Steve Allen DLP 3515
1962'S GREATEST HITS BY BILLY VAUGHN
DLP 3497
1963'S EARLY HITS - Lawrence Welk DLP 3510
PAT BOONE SINGS GU ESS WHO Pat Boone DLP 3501

STEVE ALLEN
**SINGLES REVIEWS**

- Continued from page 13

**POPULAR**

**RIE OTSTOLAND** • *Let It Snow* • Del Mar (Scala, B.M.I.) (2:13) • $4.80

**THE MIGHTY HARMONY** • *Baby Talk* • (5:30) • RCA VICTOR 1245

**FRED DIEFENDLER** • *Love's Light* • (Ronnie, B.M.I.) (1:41) • COUNTRY 2468

**BEARS VANCE** • *Why Wait for Winter* • (Tara, B.M.I.) (2:50) • DEL-Fi 2028

**BOBBY CULTOJA** • *Three Hearts Over (Valentine)* • (2:40) • I WANT YOU TO TELL ME (Kane, B.M.I.) (2:30) • COUNTRY 1246

**JOHN BOND** • *Three Sheets in the Wind* • (Starr) • (2:27) • COUNTRY 1246

**MICKIE GILLEY** • *Flower* • (Vee-Pac, B.M.I.) (2:10) • COUNTRY 1246

**GLENN WEBER** • *Can't Have You (I'll Always Remember)* • (4:50) • BERTHA MAE (Decca, B.M.I.) (2:30) • COUNTRY 1246

**JOE HINTON'S** • *Better to Give Than to Receive* • (1:52) • COUNTRY 1246

**JUNIOR PARKER'S** • *You're Worth It All* • (1:57) • COUNTRY 1246

**NEW FIND** • *I'm On Your Side* • (1:57) • COUNTRY 1246

**BLUE BONDS** • *True Story* • (1:57) • COUNTRY 1246

**MUSIC AS WRITTEN**

**CINCINNATI**

The Klayman, head of A.A.L. Distributing Company, Inc., here, is gunning for this year's heavy sales by registering with the Ohio State Marching Band's Album, Vol. 3, released two weeks ago. Early sales, says Klayman, are running ahead of those chalked by the album's two predecessors, and with the Big Ten'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. In Chicago, promotion manager of Columbia Records' Region 8, 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," "Thumb-Pick Pete" and Johnny Cash's "The Matador." Both, says Hargate, have kicked off like a house afire in the Midwest market. 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 fortinightly visits was Rog Kuehner, Capitol district manager out of Pittsburgh. He wowed the local tradepressers with his spiel regarding the marketing of the recently released "Let's Be Friends." BILL RILEY

**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.

**THE BATTLE OF SEX**

**RED FOX vs HATTIE NOEL**

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...and 7 other great albums and 21 great available singles.

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A PAIR OF BIG SINGLES!

A STORY UNTOLD
THE EMOTIONS
Fox 433

FREEDOM!
SWEET SEPTEMBER
ARTIE BUTLER
Fox 430

...AND AN HISTORIC ALBUM
The Original Soundtrack
Recording of the Freedom March on Washington

- All Exclusively on 20th CENTURY-FOX RECORDS
WAITING FOR THE BIG ‘FOOL’

SYDNEY—The controversy surrounding the recent 78s 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’ label. A special printed edition has already been produced and issued to all radio stations. The material contained on the sampler has been carefully screened and is deemed suitable for airplay. Festival has already received extensive press comment in this country via its English release.

British Indie Breaks Ground

London—A small independent record company has broken the distribution barrier at two companies. Both ware present at the 1962 N.Z. conference. Assisting both is Giuseppe Orante, managing director of the disk firm, George Marx, current U.S. Victor president, spoke at the event.

Pye Sets Wand, Scepter, Dimension Distribution

By Chris Hutchins

Pye has acquired release rights 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 considered as one of the top potential markets for new musical titles in Argentina and RCA—Argentina “Despeinada,” even before issued in Argentina, had several versions by Aztec artists: Hocsigen, Pablo Beltran Ruiz, Mandolay Manso and others. “Media Nova,” 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 the signs and plays the guitar, he is the author of several other successes such as “Camelia,” “Detal,” “Escaló,” and “No Es Nada.” “Detal,” with recorings by Los Pick Up (Musical Hall, Tony Viker (CBS) and the singer himself.

Dino Rames, after visiting Rome, Milan and Genova, will settle in Spain. . . . Formsit issued an album by Robertino, Ero Cristal and Claudio Galugnato.

Several local titles are moving up rapidly in popularity. “Caffè,” by Lee Daa (CBS); “El Camaleon,” recorded by Chico Navarro, Tito Alberti (Philips), Pocky Evans (Odeon), Rita Pavone (Victor) and Neil Sedaka (Victor). Microfon, inspired by the coming Mother’s Day (October 21), has issued records by Cholo Aquino (the author of the hit “Ko Mamá”), and Los Jazz Singers. Dedicated to the mother as well are titles made by Rodolfo Zapata (Monic Hall) and Ramona Galana (Odeon).

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 Tooman Avenue

Kensington, Sydney, N.S.W.

EMI acquired the Australian rights of Tamla-Motown and Gordy Records to be released on the H masters Voice label. The first release included the singles “Heat Waves,” by Martha and the Vandellas, and “Mickey’s Monkey,” by the Miracles. The Little Stevie 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 Geibe

Auckland, N.Z.—Top local label Perspective, owned by percussionist Merrison Quartet, has scored here with a very controversial single the week’s No. 1, and is the country’s top selling disc “The Wild (er) New Zealand Boy,” a skit taken from the oldie “The Wild Colonial Man.” The song was revamped by group’s Jerry Merito telling the story of New Zealand’s greatest prison escapee George Walder who recently escaped to New Zealand and fled from the country. The Morris has received a new release with a success of “My Old Man’s A Scotsman” (All Black is the name given to our internationally known Rugby team). Shot out the New Zealand football team left for South Africa, without Maoris, much against the wishes of all New Zealanders. National Maoris have now made an all-time best seller here extolling the virtues of Johnny Donigan which was “My Old Man’s A Scotsman.”

The Morris produced this one up with a parody on Johnny Horton’s “The Battle of New Orleans,” “The Battle of Wai-Kato,” in which he refers to himself on the Morris. This was another big hit for the boys and set them up as the boys on the sampler has been.

The group has created an all-time record for appearances and tours in New Zealand and has played every Maori artist to visit the country and it wouldn’t be surprised anywhere here and the Morris was the Morris. DJ’s and State radio set their act and stage although this was not planned rate and a great success.

Another local boy with what would be a chart maker if stocks were available is guitarist Peter Posa. His original “White Rabbit” in demand but stocks are sold out. Peter will head State side, where he was to be received by Ron Dutton. Since its international release Peter 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 in most cases in the U.S. and, as he has broadened his repertoire, he could well be an influence here on the American pop scene.

Posa will fly from New Zealand on his arrival in the States.

BELGIUM

Anka Fools ‘Em All

By Jan Torfs

Steenvogelstraat, 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, teenagers here thought otherwise.

SINGING MINORS

TV Ban on Singing Brings Teen Weil

By Samt Steinman

Rome—Decision by Rai-TV to bar singing minors from TV except under exceptional circumstances on recommendation of the British Advisory Commission for TV-radio has brought mixed reactions from public and disk companies since many top selling voices of the day fall. Commission’s recommendation was based on point of view that to create a new form of “child labor.” One magazine, “La Piovana 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 “Cristo” (Jesuitic dialect for a sort of cal) which has been sponsored as an official union among the young.

RCA scene Johnny Devilia has produced a new single by the instrumental group, the Denver, featuring his own composition titled “Sun Seeker” and “SEP Fever.” This will be the Denver’s first waxing for RCA. They previously recorded EPs for MGM label.

WAG has a locally produced single, “Blue and Blue Eyes,” with release “Low Lights.”

The 130,000 dollars in advertising of “September Song,” by Bobby Rydell, highly successful example by recording at the Pye studios during their stay. First to do this under the management was Chubbey Checker, who came in unexpectedly from Germany and won four British competitions under the direction of Tony Hatch. Two of the songs were by the late Hal Turner, John Samwell and Sandy Strickland penned the others.

Wonder album will be issued early in October.

To coincide with Alba Cooper’s visit England Columbia is releasing a single titled “Just Once More.” Columbia also released the latest, Cliff Richard, the oldie, “It’s All in the Game.” Columbia will also issue another single deal with Phillips Records through the Crystals latest waxing. Then “Kiss Me.” Liberty Records “Sandy’s Stomp” by the Markkets. 15 LP series is represented this week with the release of the first single in the “I Remember.” The Jazz Foxx dink of “Mockingbird,” from series “On the Road” may be of interest among disk jockeys and could break out, as could the “Kandy Kark” from the same series by Roger Williams on Kenwood. “Holler’s” “September Song” has been released well.

Guitar,” has proved popular and arrangements are heard for another CBS studio session by mandolin virtuoso Lonnie Lee. Festival artist who made his night club debut at Studio 54, London, was held over for two weeks. RCP compiled an LP with which they rush-released to coincide with Eartha Kitt’s four-week appearance in Sydney. On the local
Never before in the record industry!

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<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>LONON: THE NUT</td>
<td>8</td>
</tr>
<tr>
<td>2</td>
<td>BYE BYE BIRDIE</td>
<td>24</td>
</tr>
<tr>
<td>3</td>
<td>INGREDIENTS IN A RECIPE</td>
<td>6</td>
</tr>
<tr>
<td>4</td>
<td>PETE, PAUL &amp; STEF [VINYL]</td>
<td>79</td>
</tr>
<tr>
<td>5</td>
<td>TRINI LOPEZ AT PTJ</td>
<td>12</td>
</tr>
<tr>
<td>6</td>
<td>MOVING</td>
<td>38</td>
</tr>
<tr>
<td>7</td>
<td>THE JAMES BROWN SHOW</td>
<td>15</td>
</tr>
<tr>
<td>8</td>
<td>WEST SIDE STORY</td>
<td>103</td>
</tr>
<tr>
<td>9</td>
<td>SUNNY SIDE</td>
<td>8</td>
</tr>
<tr>
<td>10</td>
<td>DAYS OF WINE AND ROSES</td>
<td>25</td>
</tr>
<tr>
<td>11</td>
<td>SHUT DOWN</td>
<td>13</td>
</tr>
<tr>
<td>12</td>
<td>ELVIS' GOLDEN RECORDS, VOL. 3</td>
<td>4</td>
</tr>
<tr>
<td>13</td>
<td>HOLLYWOOD—MY WAY</td>
<td>4</td>
</tr>
<tr>
<td>14</td>
<td>THE SECOND BARBRA STREISAND ALBUM</td>
<td>4</td>
</tr>
<tr>
<td>15</td>
<td>JOAN BAEZ IN CONCERT</td>
<td>50</td>
</tr>
<tr>
<td>16</td>
<td>BLUE VELVET</td>
<td>9</td>
</tr>
<tr>
<td>17</td>
<td>RAMBLIN'</td>
<td>7</td>
</tr>
<tr>
<td>18</td>
<td>LITTLE STEVIE WONDER</td>
<td>13</td>
</tr>
<tr>
<td>19</td>
<td>THE BARBRA STREISAND ALBUM</td>
<td>26</td>
</tr>
<tr>
<td>20</td>
<td>WIPING OUT</td>
<td>23</td>
</tr>
<tr>
<td>21</td>
<td>JOHNNY HEDDON</td>
<td>7</td>
</tr>
<tr>
<td>22</td>
<td>THE FREEWHEELIN' BOB DYLAN</td>
<td>7</td>
</tr>
<tr>
<td>23</td>
<td>HOW THE WEST WAS WON</td>
<td>25</td>
</tr>
<tr>
<td>24</td>
<td>SURFIN' U.S.A.</td>
<td>23</td>
</tr>
<tr>
<td>25</td>
<td>JOAN BAEZ, VOL. I</td>
<td>84</td>
</tr>
<tr>
<td>26</td>
<td>I LEFT MY HEART IN SAN FRANCISCO</td>
<td>66</td>
</tr>
<tr>
<td>27</td>
<td>RING OF FIRE—THE BEST OF JOHNNY CASH</td>
<td>11</td>
</tr>
<tr>
<td>28</td>
<td>GOLDEN HITS OF THE 4 SEASONS</td>
<td>5</td>
</tr>
<tr>
<td>29</td>
<td>SO MUCH IN LOVE</td>
<td>10</td>
</tr>
<tr>
<td>30</td>
<td>MOON BEHIND THE OTHER SWINGIN' CITIES</td>
<td>9</td>
</tr>
<tr>
<td>31</td>
<td>LAWRENCE OF ARABIA</td>
<td>32</td>
</tr>
<tr>
<td>32</td>
<td>CHUCK BERRY ON STAGE</td>
<td>7</td>
</tr>
<tr>
<td>33</td>
<td>THINK ETHNIC</td>
<td>27</td>
</tr>
<tr>
<td>34</td>
<td>SCARLETT OHARA</td>
<td>7</td>
</tr>
<tr>
<td>35</td>
<td>THIS IS ALL IASK</td>
<td>7</td>
</tr>
<tr>
<td>36</td>
<td>OLIVER</td>
<td>49</td>
</tr>
<tr>
<td>37</td>
<td>OLDIES BUY GOODIES, VOL. 5</td>
<td>49</td>
</tr>
<tr>
<td>38</td>
<td>SURF CITY CHIEFS &amp; OTHER SWINGIN' CITIES</td>
<td>9</td>
</tr>
<tr>
<td>39</td>
<td>MONDO CANE</td>
<td>12</td>
</tr>
<tr>
<td>40</td>
<td>I LOVE YOU BECAUSE</td>
<td>17</td>
</tr>
<tr>
<td>41</td>
<td>JOHNNY'S GREATEST HITS</td>
<td>283</td>
</tr>
<tr>
<td>42</td>
<td>THE BEST OF THE KINGSTON TRIO</td>
<td>70</td>
</tr>
<tr>
<td>43</td>
<td>BROADWAY—MY WAY</td>
<td>27</td>
</tr>
<tr>
<td>44</td>
<td>CLEOPATRA</td>
<td>16</td>
</tr>
<tr>
<td>45</td>
<td>LET'S GO</td>
<td>38</td>
</tr>
<tr>
<td>46</td>
<td>JOAN BAEZ, VOL. II</td>
<td>97</td>
</tr>
<tr>
<td>47</td>
<td>ROY OSBORN'S GREATEST HITS</td>
<td>58</td>
</tr>
<tr>
<td>48</td>
<td>THEMES FOR YOUNG LOVERS</td>
<td>56</td>
</tr>
<tr>
<td>49</td>
<td>RAMBLIN' ROSE</td>
<td>15</td>
</tr>
</tbody>
</table>

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O HOLY NIGHT (Cantique de Noel)
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**ALBUM REVIEWS**

**POP SPOTLIGHT**

**PAINTED, TINTED ROSE**

Al Martino, Capitol T 1975 (M), TF 1975 (S)

Al Martino has arrived twice in a row on the singles charts, the latest being the title tune of this hit album. There are a few other hits, but this is generally a weak collection. The best moments are on the 1975 release, "I Love You Truly" and "There Was Love." The tunes will likely be popular with Alf's winning audience.

-- By Tony Randle

**POP SPOTLIGHT**

**GLORY, GLORY, Hallelujah**

Eric Rogers Chords & Drk London SP 45238 (M)

The Eric Rogers Chords and Orchestra perform 12 of this nation's most popular inspirational tunes with a soulful Braxton brilliance and splendor. London's "Glory" album makes the inspirational style popular among the younger generation. It's a must for those looking for a fine group of standards such as "Black Is the Color of My Hair" and "Stronger Than the Sun." Brisk sales to show."

-- By John Wall

**POP SPOTLIGHT**

**ELECTRODYNAMICS**

Dick Hayman, Command 85.856 (M), RS 856 SD (S)

Dick Hayman has turned to the Lowery Organ on this exciting disk for another superb album. He has exploited the instrument's unique versatility whenever it was musically appropriate, as heard by such authors as "A Golden Age," "Presto," "Paderewski," and "Tango," to mention a few. The LP should find wide appeal.

-- By John Wall

**POP SPOTLIGHT**

**THE MAGNIFICENT PIANOS OF RONNIE ALDERT**

London SP 4507 (M), SP 4507 (S)

Rennie Alderton provides another fine collection of standards, in the tradition of his previous albums, featuring a group of pianists who are truly superb. From programming to recording the LP, "Some Other Time," "Back to Back," and "Tell Me," offers for the serious pianist.

-- By John Wall

---

**CLASSICAL SPOTLIGHT**

**BEETHOVEN: KONIGLICHT, APASSIONATU, PATRIOTIQUE**

Rudolf Serkin, Columbia ML 5081 (M), MS 4681 (S)

There are no such things as a war horse when it is in the hands of an artist like Serkin's. These three favorite symphonies are given vital, authoritative performances with a sense of reverence flax. A prestige catalog item.

-- By John Wall

**CLASSICAL SPOTLIGHT**

**NONE BUT THE LONELY HEART**

Irving Berlin, Columbia ML 5874 (M), MS 4641 (S)

This album, primarily simple in nature but rather sophisticated, is a superb collection of Berlin's best work. The songs, however, are not as well suited for a classical context as they are for a popular one. The sales should be good.

-- By John Wall

**CLASSICAL SPOTLIGHT**

**SOUNDS OF CHRISTMAS**

Johnny Mathis, Mercury MG 20317 (M), RS 46027 (S)

Johnny's first holiday album is treated with judicious care by Lida Upton and her band. The LP has some fine new tunes, as well as some fine new versions. Arrangements by Don Costa are real. The LP is bound to be a big seller during the coming holiday season.

-- By John Wall

---

**POP SPOTLIGHT**

**SATIN, STRINGS & SOUNDED BRASS**

Ted Heath & His Orch London SP 4503 (M), RS 2232 (S)

Sacred classics are new field for England's legendary brass band. Heath, however, has not led his brass with skillful string. The effect, while extremely fine, is not as well suited for a classical context. The ending is strong, however, with "Once Upon a Dream," "Moonlight Serenade," "Till Lulu," and "Theme from Cleopatra."
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CRY TO ME
BETTY HARRIS
Jubilee 5456

YOU'RE NO GOOD
DEE DEE WARWICK
Jubilee 5459

DAWN
DAVID ROCKINGHAM TRIO
Josie 913

THE KIND OF BOY
YOU CAN'T FORGET
THE RAINDROPS
Jubilee 5455

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#75 * CASH BOX SURE SHOT
#80 BILLBOARD

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WHO'S GOING TO PICK UP THE PIECES?
LITTLE D AND THE HARLEMS
Josie 914

HOT E. P.'s
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RUTH WALLIS EP 2050

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JGM 2049 RUSTY WARREN
"BANNED IN BOSTON!"

JGM 2044 RUSTY WARREN
IN ORBIT

JGM 2039 RUSTY WARREN
BOUNCES BACK

JGM 2034 SENSATIONAL
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

JUBILEE RECORDS

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A DIVISION OF THE COSNAT CORPORATION
318 West 48th Street, New York 36, N. Y.
Germany from September 27 until October 6. Elvis Presley’s latest album: “Jail House Rock” made its entrance on the market this week... Gramophone released a new series of 16 LP’s, most of them in the popular field. Label is new, called "Continued". All 12 inch records are of German origin and sold at a price of 16 fr. ($3.40)...

Brenda Lee’s latest single is "Only You"

"My Boyfriend’s Back,” by The Angels, on Philips, and "Sweets for My Sweet" by Ted Neeley on Parlophone have been issued. The Sunlights started their continues series again on the Belgian coast. Fonier contacted them for their new album 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 joke boxes. They are becoming most popular... Following success of "Kansas City," another single by the Redhead had Bob Benny record six more songs in the (Philips). Benny himself does not know of which 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 Son Cooke, on RCA, and "Don’t Miss the Train" by Bob Denver, another new recording by Johnny Hallyday on Philips. This record is the French translation of "Sweet Little Sixteen." ... Emilie Gurth, of EMI’s Bel., was in London for the Annual Sales Conference of EMI’s Bel. At this moment everybody is still wondering if the Paul Anka appearances in this contract will be made or not. Discussions about several clauses in the contract could prevent Paul’s visit to Antwerp, Brussels and Liege.

Everybody is hally-gallying here, consequently hally-gally records on Philips by Stella "Promises Surprise Party," Claude Francois "Si tu veux etre heureux" and the same song recorded instrumentally by Claude Bolling... Robert Cogil has a new Philips record out: Je mets mieux chez toi. (Detroit melody) b/w "Tu mens" (a Belgian composition).

BRAZIL

Schic LP Spots Local Composers

By MAURICIO QUADRIO

Rui Vicente da Gavea 125, 4º Rio de Janeiro

The CBS 10th anniversary celebration ended with a cocktail party on August 30. On this occasion an LP, "Cico Brasileiro," was released. The LP contains a selection of Brazilian composers, including Villa-Lobos and performed by the Brazilian pianist Anna Stella Schic. She has already recorded in Paris for Chant du Monde, and this is her first record in Brazil.

To promote Plaza productions, Hermge Gandolfini left September 15th for Sao Paulo, Brazil, via Uruguay... "I C e o p a r e a n" on, representing 20th Century-Fox, will release the original soundtrack of "The Green October."

SAN FRANCISCO

The latest EMI disk), on Nipper label... Music disc released five jazz LP’s from United Artists... Jorge Ben Guedes and new Philips artist, waxed his first LP, "Samba Eternamente."... With excellent performer arrangements, vocalists Ticulles De Hiltoft and Ticulles De Hiltoft waxed an LP, "Ary de Todas as Bossas," a selection of Ary Barros’s tunes.

NINO TEMPO

and

APRIL STEVENS

#6273

AC/TO Records

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 Hollywood Nashville London Buenos Aires North Sydney Hong Kong Paris Mexico City Manila Saigon Madrid Auckland

OCTOBER 5, 1963

BRITAIN

Orbison Cuts Xmas Singles

By CHRIS HUTCHINS

News Editor

New Musical Express

Under the supervision of Monument’s Ray Conniff, 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, Ivy 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 Farsen for his 42-night tour which stars 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 and best-selling instrumental group.

His last appearance with them was here 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 tour which ends October 20. He will then take control of Shadow—the record company they formed last year but has been lying dormant ever since—and the music publishing companies Joannele Música (Cliff’s) and Shadow Music, as well as continuing to write songs for the Columbia team. Deco hosted a reception to announce the October releases by RCA Victor from Argentina for the first news of which was revealed in Billboard August 31.

Visitors

Captured a.d.r. man Dave Cav-

Cavaghan arrived with MD Bob

Rain and began sessions with George Chakiris—who is filming here—on an album of standards. Parkophone’s George Mar-

tin is assisting Cavaghan. The managing director of EMI’s Italian associate company, V.C.-

M. Francesco has been talking with Frank Chilone. 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—TV’s "Sunday Night" in Genoa, and a terecording of ABC’s "The Wholewhere."

The Everly Brothers returned from Germany for the start of their tour with Bob Newby 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 Thunders, who has now been signed to follow Frank Ifield and Jimmy with the successful Hilton Hotel. Matt opens here January 13 and on his way will make his first appearance here with the new James Bond film, "From Russia With Love," in which he sings the title song.

Record Business

There is a serious 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 Searchers wanted for them in Germany which copies the Brenda Lee hit, "Sweet Nothing" with Ray Charles’ "What I Say." Both companies are also issuing albums by the group.

Publishing Business

Nat Shapiro of CBS is in London to set up CBS Music— and then he’s off to Paris, Frankfurt, Hamburg and Berlin settling up with the CBS publishing offices which CBS has decided are necessary to handle its song material in Europe (though there may not be offices in many of the countries). He had talks with Phillips general manager, Bruce Gould about the current CBS repertoire and went on to EMI for particular discussions concerning future U.S. releases on Epic. He told Bill- Would you have to say "Bachetle Boy" (from "Summer Holiday") was his current CBS hit which is a revival of Tommy Edwards “It’s All in the Game.

IRE

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 Shadow, Associated Record

Factories, Ltd., rushed the original Elvis Presley version. This, and the coupling, "Something Blue," are the highlights of the album "Pot Luck," which has been available here for over a year. Already No. 1, the Bowyer disc received additional support from radio and television exposure. It is the first record issued by the group to top the nation’s hit parade.

Malcolm Vaughan’s "HMV version of "A Hard Rain’s Gonna Fall" (from "Nevio") is suddenly in brisk demand, largely because of consistent popularity of the song with numerous Irish show bands, who play "A Hard Rain’s Gonna Fall" at the Grassfields, Craig Douglas and the Lorne Gibson Trio arrived for tours and radio TV appearances.
Teens Take Over Whole Disk Scene

By EDDIE ADAMS
92 Quai du Marchael Joffre Paris, France

The whole record industry here is a 100 per cent teen-oriented. Songs, singers and orchs may move up and down the charts to score with manufacturers.

This is due to the creation of Pathe Marconi's new policy, according to Lionel Boulen. After months of study of the tastes of teen talent, which resulted in discoveries of Alice Dona and Bob Afdul, Pathe Marconi will soon market the records of Alice Dona, Bob Afdul, Peggy, Stief and Les Miloufle.

On Mercury's French roster, Les Gann's are followed by Nicole Gendre and Vic Laurens. Les Miloufle have come out on Bet and with their first record, Benny Vector's Festival will record her second EP in German, and Chris Apolline just made her first recording for RCA.

The Shadows will play the Olympia Theatre this week. Pathe Marconi issued a batch of Eight records, all among which those heard at the 1965 Cannes Festival as such "Le Guignol," "Le Dernier des Modernes," "La Tragédie Optimiste," "Cooling Off in the Limbo," "La Vie," "Guitare," "Le VIP's," original sound track while Barcarole has the one from "The Great Impostors," Raymond Des has quit Philips for Pathe Marconi.

GERMANY

Saba Brings Out Own Disk Label

By CHRISTIAN TOERSLEFF
48-50 Jakobstrasse, Hamburg 23

Saba, one of the largest manufacturers of radio-sets and TV-sets in Germany, is now releasing under its own label, produced by Horst H. L. Henning in Frankfurt.

Theodore Seeger, president of Peter Musikverlag, has named Michael H. L. Henning as publicity and advertising department chief. The MGM motion picture "Fol low the Boys," starring Connie Francis, opened in West Berlin last week and Joseph Berg, manager of the Klang -Dokumente-Chamber, has exclusive contract with Mercury.

The ice skating star, Marika Kilkus, received a special deal with CBS all -around. jitterbugging on the "Zwei winderi aus Winnipeg" and "Ween Cowboys treuern.

The broadcast was taken over by UBA-Musikverlag. In the first half year since the start, the Eurodisque label, the classic production of Ariola, brought out 110 LPS (81 in stereo). The Everly Brothers will have a recording session in the "Stu dio, in Hamburg. Jimmy Jackson changed labels, going from Ariola to SABA.

By JIMMY JUNGERMANN
102 Imanthegarten, Munich 27

The Teldec gives RCA's Dysangrove a big start in Germany: Seven albums have been released by Peter Nero, Marty Gold, Donnie Eddy, Floyd Cunnnor, Skitch Henderson, Arthur Fields, Al Hirt, Henry Man cini and Perez Prado.

Electra's export manager Ardon Weiss has just returned from an extensive trip through the Scandinavian countries which he visited to seek product to Finland in order to have talks with associate companies of EMI.
TODAY'S TOP TUNES

HONOR ROLL OF HITS

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

FOR WEEK ENDING OCTOBER 5

<table>
<thead>
<tr>
<th>#</th>
<th>Song Title</th>
<th>Week</th>
<th>Last Week</th>
<th>Composers-Publisher</th>
<th>Record Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>BLUE VELVET</td>
<td>6</td>
<td>1</td>
<td>Wayne Morris—Published by Vogue (BMI)</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>SALLY, GO 'ROUND THE ROSES</td>
<td>4</td>
<td>3</td>
<td>Andrews-Sances—Published by Phonogram (BMI)</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>BE MY BABY</td>
<td>4</td>
<td></td>
<td>Specimen-Greensleeves—Published by Warner Bros (BMI)</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>MY BOYFRIEND'S BACK</td>
<td>9</td>
<td></td>
<td>Feldman-Goldstein—Published by MCA (BMI)</td>
<td></td>
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<tr>
<td>5</td>
<td>CRY BABY</td>
<td>4</td>
<td></td>
<td>Russell-McCoo—Published by Rickenhouse-Mills (BMI)</td>
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</tr>
<tr>
<td>6</td>
<td>HEAT WAVE</td>
<td>7</td>
<td></td>
<td>Holland-Dunne-Holland—Published by Jubes (BMI)</td>
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<td>7</td>
<td>SUGAR SHACK</td>
<td>2</td>
<td></td>
<td>Mushnick-Vincent—Published by Dunbar (BMI)</td>
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<td>8</td>
<td>THEN HE KISSED ME</td>
<td>6</td>
<td></td>
<td>民营经济—Published by Decca (BMI)</td>
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<tr>
<td>9</td>
<td>WONDERFUL! WONDERFUL!</td>
<td>4</td>
<td></td>
<td>Hargrove-Edwards—Published by MCA (BMI)</td>
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<tr>
<td>10</td>
<td>MICKEY'S MONKEY</td>
<td>5</td>
<td></td>
<td>Holland-Dunne—Published by Jubes (BMI)</td>
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<tr>
<td>11</td>
<td>BUSTED</td>
<td>3</td>
<td></td>
<td>Hargrove-Edwards—Published by MCA (BMI)</td>
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<td>12</td>
<td>SURFER GIRL</td>
<td>8</td>
<td></td>
<td>Williams—Published by Gold (BMI)</td>
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<tr>
<td>13</td>
<td>A WALKIN' MIRACLE</td>
<td>4</td>
<td></td>
<td>Hicks-Lewis-Love—Published by Plantacy (ASCAP)</td>
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<td>14</td>
<td>IF I HAD A HAMMER</td>
<td>9</td>
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<td>Hargrove-Songer—Published by Ludlow (BMI)</td>
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<tr>
<td>15</td>
<td>HONOLULU LILU</td>
<td>3</td>
<td></td>
<td>Berry-Christians-Spinks—Published by Siren-Greensboro (BMI)</td>
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<td>16</td>
<td>MEAN WOMAN BLUES</td>
<td>1</td>
<td></td>
<td>DeMckenzie—Published by Gladys (BMI)</td>
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<td>17</td>
<td>MORE</td>
<td>11</td>
<td></td>
<td>Orvis/Glenville—Published by MCA (BMI)</td>
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<tr>
<td>18</td>
<td>MARTIAN HOP</td>
<td>5</td>
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<td>Linn-Staples-Brown—Published by Siren-Greensboro (BMI)</td>
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<td>19</td>
<td>LITTLE DEUCE COUPLE</td>
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<td>Wilson—Published by Music of Times (BMI)</td>
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<td>20</td>
<td>DONNA THE PRIMA DONNA</td>
<td>8</td>
<td></td>
<td>DiMaggio-Marcus—Published by Dial (ASCAP)</td>
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<td>21</td>
<td>THE MONKEY TIME</td>
<td>1</td>
<td></td>
<td>Weathers—Published by Central-People (BMI)</td>
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<tr>
<td>22</td>
<td>PART TIME LOVE</td>
<td>3</td>
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<td>Hammond—Published by Cireco-Eisen (BMI)</td>
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<td>23</td>
<td>I CAN'T STAY MAD AT YOU</td>
<td>2</td>
<td></td>
<td>King-Goffin—Published by Screen Gems-Columbia (BMI)</td>
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<tr>
<td>24</td>
<td>TALK TO ME</td>
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<td></td>
<td>Stevens—Published by Jax &amp; Coe (BMI)</td>
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<tr>
<td>25</td>
<td>ONLY IN AMERICA</td>
<td>2</td>
<td></td>
<td>Lubin-Shelley-Welch-Moore—Published by Screen Classics (BMI)</td>
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<tr>
<td>26</td>
<td>DON'T THINK TWICE IT'S ALL RIGHT</td>
<td>1</td>
<td></td>
<td>Dykes—Published by Wimp (ASCAP)</td>
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<tr>
<td>27</td>
<td>WHAM</td>
<td>2</td>
<td></td>
<td>Much—Published by Carlson-Edwards (BMI)</td>
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<tr>
<td>28</td>
<td>THAT SATURDAY, THAT SUMMER</td>
<td>1</td>
<td></td>
<td>Weaver-Weaver—Published by Crest (ASCAP)</td>
<td></td>
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<tr>
<td>29</td>
<td>BUST OUT</td>
<td>2</td>
<td></td>
<td>Greene—Published by Capitol (BMI)</td>
<td></td>
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<tr>
<td>30</td>
<td>THE KIND OF BOY YOU CAN'T FORGET</td>
<td>5</td>
<td></td>
<td>Greene-Clark—Published by Trio (BMI)</td>
<td></td>
</tr>
</tbody>
</table>

RECORDINGS AVAILABLE
(Red Jacket Record Listed in Bold Face)

1. BLUE VELVET—Buddy Vinton, John Wall Lawrence Welk, Don McLean, et al.
2. SALLY, GO 'ROUND THE ROSES—Barry观念, Wonder, Davis, et al.
4. MY BOYFRIEND'S BACK—Felder, Goldstein, et al.
5. CRY BABY—Great Minus & The Minutemen, United Artists 629.
8. THEN HE KISSED ME—McKee, Mills, et al.
9. WONDERFUL! WONDERFUL!—Johnnie Mathilda, Columbia 33049, Ymyn, Fee B.
10. MICKEY'S MONKEY—Miracle, Trim, 13402.
11. BUSTED—Charles, ABC-Paramount 4011.
12. SURFER GIRL—Kirk, Boys, Capitol 3009.
15. HONOLULU LILU—Berg, Sunday, Decca, et al.
16. MEAN WOMAN BLUES—Blues, Orpheus, Monument 924.
17. MORE—Vee-Dunlop, Bollas, Evers, et al.
18. MARTIAN HOP—Bert, Swinging Hoppers, et al.
19. LITTLE DEUCE COUPLE—Beach Boys, Capitol 3009.
21. THE MONKEY TIME—Johnny Carson, CBS.
22. PART TIME LOVE—Johnny Carson, CBS.
24. TALK TO ME—Grady, The Exciters, et al.
25. ONLY IN AMERICA—Joe & the Americans, United Artists 528.
26. DON'T THINK TWICE IT'S ALL RIGHT—Bob Dylan, Columbia 4300.
27. WHAM—Lennie Mack, Frieter, et al.
28. THAT SATURDAY, THAT SUMMER—Pat King Colin, Colpix 0157.
29. BUST OUT—Barretts, Arlen 325.
30. THE KIND OF BOY YOU CAN'T FORGET—Redwings, Jubilee 4055.

WARNING—The titles "HONOR ROLL OF HITS" and "Today's Top Tunes" are trademarked translations and the usage of the film must be used in a manner consistent with Billboards consent. Requests for such consent should be submitted in writing to the publishers of Billboard at 590 Battery, New York, N. Y. 10013.
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. W. Secretan to determine the length of time and how it may affect current programming practices.

The self-styled FCC chairman in his maiden address to the National Association of Broadcasters Radio and Television Society luncheon last week (24) at the Waldorf-Astoria left little in anyone's mind that he will permit a repetition of the marketing problem of program interruptions and time devoted to commercials.

Chairmen Henry cited the program as a poor "television" opening such as "Good evening ladies and gentlemen. The program has just started, and now we know it. And now here's David Krak for the Ajax Oil account."

The Late Show

In raking the showers of last Friday, Mr. Henry cited the subtitle "bat, book, switch and stuff" whereby the viewer is baffled with solid programming the first 20 minutes, switched to double and switched again, and steered and stuffed with commercials every minute.

"It must sometimes seem to the public that the film editing department has no fixed running time or frequency salaries are redone for television by the gardener with a pair of racy shoes on the pay."

Diving into radio program, Chairman Henry charged that some stations have solved their program problems by commercial breaks by "limiting their programming to schedules and short segments of talk that are no longer than records."

"It may be impossible to tell the program from each other without a score card," Henry charged.

He used the example as an

WILLIAM J. BAGGE

Nominations Open For Stations Best Serving Youth

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

-- The local radio and television stations that best served youth in the '63-'64 season will receive an Edison National Station Award. The awards run 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 local educators. (Local groups are made up of the 76 civic organizations co-operating with the Edison Foundation. Local groups are made up of the 76 civic organizations co-operating with the Edison Foundation.

The deadline for submitting nominations is December 15, 1963. Winners of the Edison Foundation can be announced after an intensive study of those who applied.

By GIL FAGGGEN

"STAMPORAMA"—WGR morning personality Fred Gage (picture below) shares in open-mouthed astonishment the joy of two lucky listeners who won $10,000 at Mt. & H Gram Stamps during a two million stamp giveaway at the Buffalo outlet. Listeners were requested to list the name, address and telephone number of five persons as their own. Ten entries were mailed and called by the station. The jackpot was divided between the person called and the entry sender.

Radio-TV Programming

What to Do After Buying a Station

By BILLY GAVIN

Contributing Editor

SAN FRANCISCO—From time to time I receive questions from radio managers. This week I have a number of them. I'll try to answer some of these questions.

The answers given here are not exact. Anyone who has written to me has replies, rather than what I actually said. Names and places have been changed to protect the innocent.

Q. I run a good operation in country music, but I just can't find any good local talent. Is there anything you can do to help me with this problem?

A. Use the radio to make new listeners. Your local music is a good one, and there are some of the best, best stations in the nation. You'll be able to make your station known.

Q. I've bought a radio station in a small town where there has been no pop music radio for several years. We're going tops 40. Should we come up with some new ideas for the music and the community?

A. No. You're in luck if you've found that the local advertisers are happy with the programming you're giving them. Without a lot of fans, it will take longer to establish a commanding role in the community. But you'll be able to build your audience quickly if your music is more suited to the community's tastes.

Q. How important are contests and prizes in building your ratings?

A. The theory of the big prize contests is that they attract a large number of new listeners to your station. Many of these listeners will stay with you only as long as they are interested in the prize. If you have a lot of good music on your station, you can attract them by your programming and keep them interested by your programming.

Q. What is the most important aspect of your station's programming?

A. It is the quality of the music that is the most important aspect of your station's programming. If you have good music, your audience will stay with you. But if you have bad music, your audience will leave. You must keep your audience interested in your music if you want them to stay with your station.

Q. Can you give me some advice on how to start a new station?

A. First, you must have a good location for your station. This will be important in determining the success of your station. Next, you must have a good music library. You must also have good equipment. You must have a good staff. You must have good management. You must have good programming.

Q. Can you give me some advice on how to increase the popularity of your station?

A. First, you must have a good location for your station. This will be important in determining the success of your station. Next, you must have a good music library. You must also have good equipment. You must have a good staff. You must have good management. You must have good programming.

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A. First, you must have a good location for your station. This will be important in determining the success of your station. Next, you must have a good music library. You must also have good equipment. You must have a good staff. You must have good management. You must have good programming.
WABC'S BONUS
FOR KIDS WHO
STICK IT OUT

NEW YORK—As a part of a
campaign to influence young-
sters to stay in school, WABC
is using promoted contest spots
aimed at securing students back
to school by showing students how
much more money gradu-
ates make every week than
drops.

The promotion is building a
registration file of names and
students of schools 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 a $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 broadcasts an editorial by
New York Governor Matthew
eight times on five times on Wednesday (25)
announcing its press position — backing WMCA.

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

A Sure-Fire Winner!

"WILD"

C-724

DEE DEE SHARP

"I NEED SOMEONE"
b/w "TAKE A TRIP"

Cherry 7888

CHERRY RECORDS

THE ONE DISC ARTISTS RHYTHM & BLUES

AN INCREASINGLY USEFUL HANDBOOK
A MASTER 45 RPM SPINDLE GUIDE
Listing All Phonographs, Model Numbers
and Spindles Used.
A MUST FOR EVERY RECORD DEALER, PHONO DEALER
& DISTRIBUTOR.
$1.98 (pre-paid) send check or M.O. to:
S. GRODER
Box 731
Frankfort, L. I., New York
Capitol Widens Aims In 3 Major Pushes

6 Components In Hi-Fi Audio By Pilot Radio

NEW YORK — Pilot Radio announced last week a new line of high-priced record pressing equipment, featuring solid state circuitry. Six new components complete the line and make prices in the $199.50 to $549.50 range.

At the high end is a solid state AM-FM-FM stereo receiver, model T88, which offers 100 watts of power and a gain in signal-to-noise on automatic FM stereo indicator is also included. A full complement of speakers is also incorporated in the $499.50 unit.

A 70-watt unit, similar to most models R100, known as model R303, is priced at $349.50, while the R303, a 30-watt AM-FM stereo receiver, is priced at $299.50, and the R302, an AM-FM radio, at $199.50, while the same unit with AM radio, known as model R79, sells for $249.50. All Pilot models are equipped with a dynamic stereo amplifier, model A288, with a built-in automatic tone control, tape monitor and other new features, carries a list price of $289.50.

Model 602MA, an FM-FM stereo receiver, has undergone a complete redesign and includes private listening on the frequency of the main channel, as well as a new chassis, model 2501, the IV, has been released and re-engined.

Sight & Sound Combine First Time in Philly Show

PHILADELPHIA—The first combination “Sight & Sound” show will be held at the Philadelphia Convention Center on Friday (4) and continue through Sunday, October 6, according to Harold MacNewek, manager of the Convention Center.

The Greater Delaware Valley Film and Camera Show will be sponsored by the Delaware Valley Motion Picture Association and a group of local and regional film and television industries. It will provide a vast variety of new products in the photo field and in the area of music and sound reproduction equipment.

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 World’s Fair, will conduct a series of concerts in the foyer of the Convention Center and not for the first time will play and record new and high fidelity installations in the room to take over.

The show will be open to the public and will be conducted under the sponsorship of the Philadelphia Film and Camera Association.

Coast Firm Enters Tape Machine Field

HOLLYWOOD—Fineline Manufacturing, which produces record pressing equipment for international clients, has entered the magnetic tape recording machine and phonograph field.

The 15-year-old company, which has been working with experimental tape machinery for the past two years, has sold its first complete tape recorder sets to Rex Records and Magnetic Tape Manufacturing, S.A.L., in Beirut, Lebanon.

Alvin P. Schmid, Fineline vice president in charge of production, said the complete tape production package sells for $39,500. Prior to obtaining its new machines, Fineline tested the components locally, the executive explained.

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

"The complete tape factory includes: an oxide kiln which produces 500 reels or 1,200 feet of tape, on a four-inch web width; a wet former to dry out the tape; a machine to cut into one-quarter or one-half-inch width; a static and noise eliminator and a visible inspection machine with a camera.

"On another front, a two-month sales and promotion campaign has been set for 25 Jackie Gleason albums, as well as the February release of Gilda, the Ilene-Duchess of New York the popular musical that has been a hit in the previous sales and promotion campaign. The album has been set for 25 Jackie Gleason albums, as well as the February release of Gilda, the Ilene-Duchess of New York the popular musical that has been a hit in the previous sales and promotion campaign.
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.

A most extensive advertising campaign supports the show. More than 1,500 posters of record albums and tapes will be given away during the three days of the show.

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Tell's How Syndicate Was Foiled In Grab For N.Y. Juke Boxes

NEW YORK — The courage of one union official and a handful of employees of 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 Oct. 25 edition of the New York Mirror.

Riesel said that Joe Valauchi, currently the president of the union which represents the Westchester Distributors, Co., told him that at one time the union had decided to go it alone to control the juke box industry. The union had decided to go it alone, Riesel said, and to take the job seriously.

Riesel then asked the union to take over the job of controlling the juke box industry. The union agreed, and Riesel said that the union was going to take over the job of controlling the juke box industry.

"We're going to take over the job of controlling the juke box industry," Riesel said. "We're going to take over the job of controlling the juke box industry."
look to ROCK-OLA 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, 33 1/2, 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 equaled 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 mers 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 utilized... 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!

Model 3002
MOSS Panel Begins Selecting

A 33 stereo single. Each five-pack comes with five title strips and a four-color album reproduction for each record.

Gotham Ops Using Trade-In Program

Bob Sagliani Named Special Wurlitzer Rep

Hards to Head B'kgound Music Seeburg Program

MOSS Panel Begins Selecting

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 operators.

New York — Local music machine operators have traded in more than 500 Little LPS during the first month of Atlantic-New York's trade-in allowance program, according to Murray Kaye, sales manager for the Seeburg distributorship.

The program works like this: 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 covering the handling costs.

Kaye said that about 350 of the trade-ins have been sold for 60 cents each. He explained that as the 33 stereo material released by Seeburg 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'kgound 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 Library.

Hards has a wide background in functional music programming, 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 the Seeburg organization.

Hards introduced the first recorded magnetic tape library and was one of the founders of the Magnetic Recording Industry Association.

Bob Sagliani

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 served 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

For added action may be expected from the following records. For the Juke box operator limited to from 100 to 500 sides per machine, they represent maximum programming effectiveness. Records listed below have been released either on the Def 100 or have recently been on the Def 100. See Spotlight Reviews for additional information on double-play disks.

Surfer Girl

Beech Boys, Capitol 2609

Little Deuce Coupe

Mean Woman Blues

Roy Orbison, Monument 724

Blue Bayou

That Sunday, That Summer

Nat King Cole, Capitol 13077

Mr. Wishing Well

The Grass Is Greener

Brenda Lee, Decca S-11239

Sweet Impossible You

Surfer Joe

Surfari's, Dot 14409

Wipe Out

First Day Back at School

Paul & Paula, Phillips 40142

A Perfect Pair

New Mexican Rose

4 Seasons, Vee Jay 562

That's the Way It Goes

Fiesta

Lawrence Welk, Dot 16576

Blue Velvet

Come Back

Johnny Mathis, Mercury 72184

Your Teen-Age Dreams

Recent Stereo Releases

For Music Operators

N. Y. —Bob Sagliani, veteran distributor sales representative, has been named special representative by the Wurlitzer Company.

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ROYAL Becomes WURLITZER Distributor
in CINCINNATI and COLUMBUS
Operators Invited to Cincinnati Open House
SAT. and SUN., OCT. 5 and 6

Since 1946 a leading distributor in Ohio for music, games and vending
machines, Royal Distributing of Cincinnati and Columbus now represents
Wurlitzer in the sales and service of phonographs and remote equipment
through both offices.

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 Holt and Dick Giger concerning their automatic
music requirements.

WURLITZER 2700
Offers the most in money-making features

THE WURLITZER COMPANY • 107 Years of Musical Experience • NORTH TONAWANDA, N. Y.
**EUROPEAN NEWS BRIEFS**

**Seek Lower Royalties**

ZURICH — The Swiss trade association, l'Association de la Branche des Automatiques (ASA), will negotiate with the Swiss performing rights society, La Suisse, 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 Suisse 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 egg.

**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, has decided that attack and counterattack is the best defense.

Accordingly, Belgian operators are preparing for information and publicity contrasting the whole-some aspects of coin gaming with the so-called "adult movies" featuring horror and violence and street-corner lotteries.

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 — Loeser - 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 simulta-

**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 "Injextomatic," and is a magnetic tape playback machine. The Injextomatic 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. Mamma 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 reptiles of Communist countries catering to Western tourists.

The Red hoteliers and tourism 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 phonos. (Continued on page 59)
NEW YORK NEWS BRIEFS

Jack Shawcross, Rev-Bilotta, who attended the combined New York Operators' association 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 Buzee were on hand representing Rev-Bilotta, which donated a De Greetings cigarette 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 cigarette vendor.

Arnold Kaye, Irving Kaye Company, back from two-week active reserve duty with the Army, returns to mafi 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 Melqueen 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 Melrose, 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 Lichtig, just off the road for the firm, is head- ing back out this week.

Larry Galvano, 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 manufacturers.

DENIS HYLAND

Pennsylvania Patter

Morris Jacobs, veteran coin machine parts man has joined Active Amusement Machinery 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, Ico, 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 Phila- delphia 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 Wilson, Scott Crosse, will soon leave for a business tour of England, Italy and Germany. Pop, Abe Wilson, will also be back 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-Athenos background music line in Western Pennsylvania.

Florida News

Sol Tubb, 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 Canora, 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 meet- ing 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 Leon- ard will keep store. ... Bill Gray of R. F. Jones vending sales department is back in town from a business trip to Arizona and Nevada. ... Sol 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 ex- pansion of his route. ... Al and Mary Lou Pogosch of Car- dinal Music, were in city from Delano. ... Dorothy Leonard, wife of R. F. Jones' Jack Leonard, is home from the hospital following minor sur- gery. ... Ralph Cravat, 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 in the Bay Area. Simon Distributing is expanding and reor- ganizing its parts department under the direction of George Murakas. ... Larry Leisner of Lainert Music and Hugh Mc- Ilhany visited the Amco Music and Vending branch on Pico.

SAM ABBOTT
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 amusing 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.

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 rebel 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 responsibility, 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 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 operator's small route of venders will fill well into a teen-ager's schedule. At many locations such as drugstores, service stations, bowling alleys, and the like, selling work could be done at night. Other locations could be serviced after school or on weekends.

If he starts out with Northwestern, all the Model 60, 49, and 49A, Quick-Change Drum, and Package Gum Venders, his servicing time will be cut to a minimum. Quick-Change drums for the Tab and Package Gum venders and CarcioCaps for the 49A and the 49 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 that they did best in establishing new locations, to leave a machine wherever an owner is willing, instead of first studying the potential of the area in advance.

As this route can study the location while he is also getting some returns 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 a partner to spot the best and most convenient location in a store. Then, when he acquires a machine or with the store owner, he will be ready to give him a suggestion of where to place it.

The operator may save himself many difficulties if he meets with the placing of the machine himself, rather than allowing the store owner to do it.

Most teen-agers are notably long-winded and very good salesman. This will be a great asset to them as bulk vending operators. The operator must develop a sales talk flexible enough to appeal to all potential location owners.

He must stress profits, satisfaction, and service to the existing customers, 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 business-like manner. His machines must be spotted 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-games lemonade! Sell the neighborhood kids those Northwestern machines and start them on a prosperous and rewarding part-time job.
Harby Ships Stands For Bulk Machines

VAN NUYS, Calif. — A eight-machine stand for top-locking 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 0.25-inch steel tubing. Each weighs 20 pounds and is cadmium-plated clear finish. They are shipped two to a box. Price is available upon request to the factory at 14755 Armita Street.

The firm also manufactures the King Kein bulk vendors.

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 244 items, including miniature of cigarette lighters, screw heads, bulbs, purses, boxing gloves, etc., the Big Series comes packed 1,000 to a bag.

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 gum.

Nat’l Rejectors Names Lewars


He has been an N.R. representative in the area for the past seven years. N.R. is considered the largest manufacturer 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 resides over Pete Geritz’s one-stop record department.

New ACORN 200 Capsule Vendor

5c, 10c or 25c Vending—11-B. Globe

This new ACORN Capsule Vendor will pay for itself in one loading. Will accurately vend Capsules through the上部 and will be in full production soon. Write for full information.

We have largest variety of 5.10c and 25c capsule items in stock. New items are always coming in. Send for list of these fast-moving items.

Write for complete catalog of new and reconditioned machines.

RAKE COIN MACHINE EXCHANGE

609-A Spring Garden St., Philadelphia 23, Pa.
Walter 5-2476

Exclusive Vending Headquarters

for VICTOR

The New VICTOR VENDORA looks large and small capsule items—1c, 5c, 10c and 25c each and other items. Will operate on 120 and 240 volts. Write for Prices.

Member National Vending Machine Distributors, Inc.

PARKWAY MACHINE CORP.

711 Essex 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

The Penny King Company

1c, 5c ATLAS MASTER VENDOR

2534 Mission St., Pittsburgh 3, Pa.

World’s Largest Selection of Miniature Charms
MEMPHIS — George Sammons and D. V. Pennington, partners in Sammons-Pennington Company, Seeburg distributor, last week bought the Seeburg distributorship at Nashville, making them one of the largest, if not the largest, distributors in the South.

Sammons-Pennington bought out Tenn-Tucky Services, Inc. The owners were Fred Smith, Ron Thomas and K. L. Haley. 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.

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 a small part of Kentucky and Alabama.

Sammons said the six employees of Tenn-Tucky at Nashville will be transferred to Memphis.

Move to Memphis

Of the three former owners, Fred Smith joins Sammons-Pennington as sales manager of the vending division for the entire territory. He will move to Memphis and headquarter there, traveling the territory.

Thomas will remain with Sammons-Pennington as branch manager of the Nashville office. Haley has purchased a vending route at Elkin, Ky.

Sammons, who started in the 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 industry.

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 for 10 years 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.

AMONG THE HUNDRED OR SO operators and guests at H.Z. Vending & Sales Company’s gala preview showing of the new Rock-Ola line, enjoying their dinner were Mr. and Mrs. Frank Moly, Mr. and Mrs. Doc Stroh and Mr. and Mrs. Ed Haffield.

Mrs. Hodge Buys Memphis Property

MEMPHIS — Mrs. Celia C. Hodge, president of Southern Amusement Distributing Company, one of the oldest and largest in the State last week paid $175,000 for 75 per cent of the stock in a company which owned valuable business property on Union Avenue, the city’s largest pinball site.

Mrs. Hodge already owned 25 per cent of the stock. The purchase made her sole owner of the property, which has 120-foot fronting on Union and is one block deep.
**BLUNDERD, JACK BESS KEYNOTERS AT MEET**

COLUMBIA, S. C.—Bob Blunderd, managing director of the Music Operators of America, and Jack Bess, president of Roanoke Vending Corporation of Roanoke, Va., will be co-featured with 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 convention 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 South Carolina Coin Operators Association, the convention's parent group. (employees) of members) belonging to the South Carolina Coin Operators Association. The convention 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 South Carolina Coin Operators Association, the convention's parent group.

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**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. If you were there and we missed you, have H. Z. send us a note listing your name and address, and you’ll receive a free subscription for three months. If you subscribe to Billboard, the three-month subscription will be added to your present subscription. Here’s the list.

Los Angeles: Collins, Billie, Forest Ave., Los Angeles, Calif. [Mr. and Mrs. Bill Garrett, Ottawa, Neb.]

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 vendons on either side. The unit sells for $225.

**SEND FOR COMPLETE LIST**

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**SEND FOR COMPLETE LIST**

**AWARD BALLY CITATION FOR MAIL HANDLING**

CHICAGO—Bally Manufacturing Corporation was recently awarded a Distinguished Service Citation by Postmaster General of Chicago for “efficient handling 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 the Orient.”

**Mr. Man Coin**

You’re in business to make money. Billboard is in business to help you. Weekly dollar and some information in every area of your fast-paced Industry... profit ideas—current trends and forecasts—legislation affecting your operation—new machines—new products—new services—new money-making ideas...

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**SEND FOR COMPLETE LIST**

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Rosen Tells Cinebox Story
In Philly Consumer Press

PHILADELPHIA — Cinebox, the Italian-made cinema slot machine, has been given a boost this week with the appearance of a front-page advertisement in the Philadelphia Daily News. David Rosen, Inc., local distributor of records and the Rowe AMI phonographs, bought the display advertisement 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 music—movie machine in this country and it has reported success at the various locations ranging from restaurants and taverns to bowling alleys, shopping centers, hotels 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 new Cinebox machines in 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 in play that 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 inquiries 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 entertaining and playing the mass circulation of a daily big city newspaper, we were able to get which, we feel, will interest the vast majority of 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 mascot.

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.

EUROPEAN NEWS BRIEFS

* Continued from page 44

graph purchases and align their music programming to Western tastes.

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 none 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 graph purchases and games operation.

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 phonograph-games are complementary and provide a financial basis 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.

Coller Bill Passage Would Cost

* Continued from page 29

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 are 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 misfitting 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 Coller Bill will have this important side effect: it may benefit international trade solidarity by driving home the fact that the public trade has common problems.

French trade leaders, familiar with U.S. operating condition 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 numerous legislation is that it never turns out to be quite the clam of doom it turns at the outset. We have seen room for increased operating efficiency among the French trade, and I believe the same is true in the U.S."

MECHANIC WANTED


### Williams' Electronic Manufacturing Corp.
4242 W. Fillmore St. — Chicago 24, Illinois

BUY THE BEST — BUY WILLIAMS
The spindle hole. With Seeburg's exclusive 33 1/3 'Little LP' stereo album records, you can program the LP Console with the very same album music the public is buying for home play...and intermixed with singles. One phonograph, and one only, gives you all the music to sell. The revolutionary LP CONSOLE AND STEREO CONSOLETTES

SEEBURG TOP-EARNING LITTLE LP STEREO ALBUMS

These Seeburg Little LP 33 1/3 Albums are currently earning top grosses in Seeburg locations coast to coast.

POP VOCAL/INSTRUMENTAL

TONY BENNETT
I Wanna Be Around
COLUMBIA

BOBBY DARIN
You're the Reason I'm Living
CAPITOL

CONNIE FRANCIS
Country Music Costa Style
EMI

BRENDA LEE
Lover
DECCA

TONY BENNETT
At Carnegie Hall
COLUMBIA

ANDY WILLIAMS
Moon River
COLUMBIA

PETER DUCHIN
At the St. Regis
DECCA

RUSS MORGAN
Music in the Morgan Manner
EVEREST

BRENDA LEE
Brenda, That's All
DECCA

MILLS BROTHERS
Great Hits, Vol. II
BETHELHEM

JAZZ/RHYTHM & BLUES

RAY CHARLES
Modern Sounds in Country and Western Music, Vol. I
ABC-PARAMOUNT

RAY CHARLES
Modern Sounds in Country and Western Music, Vol. II
ABC-PARAMOUNT

BILL DOGGETT
Gosp
COLUMBIA

AL HIRT
At Don's Pool 600
AUDIO FIDELITY

PETE FOUNTAIN
Let the Good Times Roll
CORAL

JIMMY McGRUFF
I've Got a Woman
SUE

MAYNARD FERGUSON
Maynard 53
ROULETTE

Gloria Lynne
"Blue"
EVEREST

ZOOT SIMS
Grown Home
BETHLEHEM

MEL TORME
My Kind of Music
VERVE

FOLK/COUNTRY & WESTERN

RED RYDE The Red Foley Show
DECCA

WEBB PIERCE
Cross Country
DECCA

KATY WELLS
Kitty's Choice
DECCA

JIM REEVES
A Touch of Velvet
RCA VICTOR

VARIOUS ARTISTS
The Hank Williams Goodness Country Music Hits
RCA VICTOR

RAY PRICE
San Antonio Rose
COLUMBIA

HANK THOMPSON
Cheyenne Frontier Days
CAPITOL

WANDA JACKSON
Wonderful Wanda
CAPITOL

PATSY CLINE
Sentimental Years
DECCA

LESTER FLATT/EARL SCRUGGS
Hard Travelin'
COLUMBIA
CELEBRATION is called for when Greek singer Nana Mouskouri gets together with her successful publisher, Peter Schaufers. The team is responsible for one hit after another on Continent.

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. . . ."

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. Neu (left to right) are Bill O'Brien, Philips promotion manager; John Plumpter, of Bay Music; Timmie, and John O'Brien, distributor.

OUT HOLLYWOOD WAY: London Records' Catherine 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, Crossville, Tenn., is shown here with Hal Smith, firm's president, and Hare Jones (seated), executive administrator, discussing routing for an extended tour slated to start soon. Formerly on the Dot label, Wiseman now records for Capitol Records.

INTERNATIONAL RELATIONS: At the Seerome 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; Frederick Reinhardt, U.S. Ambassador to Italy, and Giuseppe Pasquini, general manager of Seerome.

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ARTIST & MANAGER: David Moxie has signed an exclusive personal management contract with Tillman Franks, of Shreveport, La. Moxie records for Epic Records. All-out promotion is planned.