The same label also has the cast album rights to the new Meredith Willson show, "Here's Love," which opened on Broadway Thursday (3). The show is also scheduled to have a generally favorable reception during its out-of-town tryout tour. New York critics gave it generally warm notices.

RCA Victor, meanwhile, has at least one potentially successful vehicle on its hands in "110 in the Shade," which opened a few years ago in Boston, an adaptation of "The Rainmakers." The cast features, among others, Robert Horton (of "Wagon Train" fame) and Stephen Douglas. Music is by Harvey Schmidt and Tom Jones.

Victor also has the rights to two other current properties, one of which has already hit Broadway, and the other still out of town. "The Student Gypsy," by Rick Bessonian of "Little Mary Sunshine" fame, opened Tuesday (11), starring Allen Swift, Dom de Luise, Eileen Brennan, Don Stewart and Shannon Belin, remained something of a question mark. The other current property, "Jennifer," with Mary Martin, is still on the tryout trail.

The label's current interest lies in " ZENDA," a new Alfred Drake-Anne Rogers vehicle with music by Vernon Duke, and lyrics by Lorenz Hart and Kosti Vincour, which has already had break-in engagements in San Francisco and Los Angeles. The show is scheduled to open in New York on November 26.

Capital is also placing much hope on the new Barbra Streisand show, " Funny Girl," due on Broadway February 13. Another musical for the future is " A Girl to Remember," which will star Carol Burnett. This one.

BENNETT BIDS FOR LIBERTY LABEL

NEW YORK — Liberty Records President Al Bennett is negotiating to reacquire the label from its parent company, Avnet Electronics Corporation, Billboard learned last week. According to reliable sources, an agreement had been reached at week's end, and final details will be ironed out before it is presented to Avnet shareholders.

Avnet's Liberty label was approximately two years ago with 3,900 shares of its stock, and today, according to a stock trading basis of five Avnet firms shares for three shares of Liberty. Deal had been held at the time as the outstanding label purchase in disk history with Avnet paying $1,000,000 for Liberty, which had ever been paid for before for a recording firm.

Negotiations between Bennett and Avnet have been going on for the past three weeks, Billboard learned. First disclosure that Avnet and Liberty were on the verge of breaking up their short-lived marriage came last week when Avnet, in a letter to stockholders, revealed it was negotiating to sell its Liberty Records subsidiary (Billboard, October 5). The prospective buyer was not identified in the Avnet letter.

Bennett, in reacquiring Liberty, will take over ownership of the Imperial label as well. Imperial had been purchased by Liberty on behalf of Avnet during the past two months, according to sources, and is being operated as subsidiary of Liberty.

Bennett entered the Liberty firm six years ago, and became president when the label's founder, Sy Waronker, moved up to chairman. Under Bennett-Waronker guidance the firm became, as it is today, one of the industry's strongest firms.

When reached by Billboard, neither Bennett nor Avnet would comment on the reported deal.
ELVIS

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RCA VICTOR
Project in Works

Sinatra, WB Complete Signing

HOLLYWOOD — Warner Bros. board of directors and Frank Sinatra have signed legal documents formalizing the acquisition of Reprise Records by Warner Bros. on September 23. The signing of seven weeks after the announcement that Warners was purchasing Reprise from Disney disc- erely while its parent was enter- ing into a separate agreement with Reprise.

In a separate move, Sinatra was named to the WP's new executive, Jack L. Warner, president of the film company. The newly cre- ated post of in-house deal with Sinatra employed in capacities other than as an entertainer. Warner said Sinatra's services would be rendered directly to the Warners board and not be called upon to assist in spe- cial assignment at the corporate level.

The time lag between an- nouncement and signing was caused by the need to alter legal aspects of the transaction.

The two disciples will main- tain separate identities through their own artist rosters, sales and a.d. departments, Moe Ostin, who continues to manage the Reprise operation, now reports to Mike Maitland, president of Warner Bros. Rec.

George Lee will serve as director of sales for the label for both Warner and Reprise. Continuing with Ostin are Scott Simpson, who is director of Lee's ASCAP, Bristol Productions artist, Jimmy Brown, a.d., producer; Mike Price, sales manager; Jack McGinnis, coordinator of the cia and Merle Shore, art director.

In selling Reprise, continued on page 8

Atco to Handle Coast Line

NEW YORK—Atco Records has taken over the distribution and its first independently produced album will be under the label's sur- face, "Surfboard" and "The Challengers on the Move," by the Challengers and the various artist set, "Oldies, Goodies and Wonders." The label will also include the Challengers and "Surfing Heart," by the Quads.

The list of outside distributed labels handled by Atlantic and Atco now nine. In ad- dition to the Vol and Volt, and Atco now dis- tributes all single products on the Volt, and Volt .45 labels. In addition, Atco also distributes specific titles on the Minturn and Moonlog logos. Atlantic is national distributor for all Stax and Shirley product, and dis- tributes specific titles on the Lpins and Instant labels.

Camden Sets Yule Plans

NEW YORK—A large and varied merchandising and pro- motion program is set for the RCA Camden label's album catalog best seller product, ac- cording to H. R. Clark, producer of programing.

The label's president reports that all new and catalog Christmas products will be accorded 25 percent discount to a 100 percent return privilege during the campaign.

All Camden tapes, new and catalog, also will have the added 12 percent cash discount and 100 percent return privilege. Advertis- ing, direct response, trade, etc., will back the campaign.

Name Kashia
Indie Man For Mercury

CHICAGO—Al Kashia, one of the city's most successful a.e.r. producers for the past two years, has been named an independent producer and manager of Mercury Records, according to an announcment last week by Irwin Rosen, Mercury exec- utive producer.

Kashia and Steve Law- Continued on page 8

Cast Derby Season in Swing

ZENDA REVIEW

\textit{\textbf{\emph{Zenda,'}} Sadly, Just Won't Do} \textit{By ELROY TIEGEL}

LOS ANGELES — Zenda, the romantic musical based on Anthony Hope's whimsical ca- nterbury tales also directed as a source of the rumour, and one that has been a subject of items in the story re the Bemi decision were not altogether ac- cord, resonating as lack of official source.

Davidson to Meet Staffers

HOLLYWOOD—Bruce Da- vidson, recently named Capitol's single record merchandising man, will meet his team of Western region fieldmen as one of his first assignments.

The former Philadelphia pro- motion manager will be working with Bob Harris, dixie's local branch manager, Bob Stapleton, the assistant field single rep in Hollywood, and Gay Haynes, the San Francisco branch product manager. In addition to the normal promo man's activities, Davidson will develop ideas to pro- mote single sales, prepare infor- mation for field personnel con- cerning new product and vis- it many of the company's top ac- counts.

He has been with Capitol eight years and has been in the industry 15 years.

IN BOSTON

Coward's 'Girl' Alive & Free

By CAMERON DEWAR

BOSTON—Herman Levin of "My Fair Lady" fame has presented another young lady to the stage in his new musical, "The Girl Who Came to Supper" was warmly greeted, enthusiastically applauded, and in general, clutched to the audience bosom.

On the bones of Terence Kat- tigan's "Sleeping Prince" Harry Kurlitz has wisely and2 cleverly pulled the threads of this musical, giving it a new form.

In Boston, Oliver Smith-, and Irene aumont are in top form, as their voices continue to thrill and enchant each other. Their voices combine with the voices of the orchestra to create a wonderful sound that fills the entire auditorium.

The production is well directed by the talented and versatile director and choreographer, Terence Kattigan. His work is outstanding in every aspect of the show, from the costumes to the set design.

Several numbers stand out, including "Yesterday's Forgotten," sung by Drake and Moe Rogers, and "The Promise of a New Love," which is both beautiful and moving.

The setting is modern, with Drake ad-libbing the dual roles of English en- tainer and the suave king of Zenda. Arleen Maches as the Queen Mother works harmoni- ously with Moe Rogers playing

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Conservative Ranks Swelling

UA Announces 10% Discount Program

LAS VEGAS—United Artists ראשי announced a 10% discount program during its national sales meeting held here last week. The move puts UA firmly in line with a growing number of companies which have adopted more conservative discount policies during the recent sales wars.

During the three-day session, the firm unveiled a new product and provided an overview of the over-all tag, "The Mad, Mad, Mad, Mad World." This takes its name from a key album in the fall promotion, the sound track to the current Stanley Kramer film, "It's a Mad, Mad, Mad, Mad World."

On hand were Art Talmaide, president; S. Mad, vice-president and comptroller; Joe Berger, business manager; Lloyd Liesig, director of creative services; and Jay Jacobs, manager of sales merchandising and promotion. From this group, Vice-President Dave Picker and executive vice-president, United Artist Music, Michael Stewart.

A mass of new product on a variety of levels was made available to the distributers who arrived from 300 outlets in the United States and Canada.

Besides product on the UA label, such concepts as the Tall Spinners kid line and UA jazz were introduced. Special emphasis was placed on trade being produced by United Artists on the Park Avenue release. UA is a partner in the Contempo Records line and the Aristo label.

Special presentation was also made of a new label called Peter Pan to be operated by the UA accounts.

This new line will sell at $1.98. There are six albums in the line, all of which are reissues of old titles. There are a series of what the firm designates as super-albums in which, for the first time, four motion picture sound tracks are combined, with a file card especially designed to sell at a suggested list price of $1.98.

Another sound track album being debuted on the UA label, besides the "Mad, Mad, Mad, etc," was "Johnny Cool," scored by Bill May, which includes Sammy Davie Jr., as special guest artist.

ARMADA Names Jones To Executive Secy Post

CHICAGO—The Association of Record Merchants and Distri- butors (ARMADA) named Edgar J. Jones, who has been with the firm as public relations expert, its executive secretary and simultaneously announced the resignation of Albert Bloom, who recently left the association to return to Billboard as an editor.

Board members passed a resolu- tion favoring a merger with the Association of Record Manufacturers, a suggestion made by Al Bloom. A plaque will be presented to Ackerman shortly.

Jones, who at one time was

Elmer Bernstein, Mercer Teaming

HOLLYWOOD—Composer Elmer Bernstein has teamed with Johnny Mercer to write the title tune from the Paramount picture, "Love With a Proper Stranger."

Bernstein will record the score and title single for Ava Rec.

Bernstein's collaboration with Mercer is their first assignment together. It is also the first time in its history that Paramount has simultaneously signed an affiliation with another composer and a lyricist.

Mercer has been working successfully with Henry Mancini the last several years and trade- men are wondering whether this new kind of commercial success.

Mort Hoffman In Glance Post

NEW YORK—Mort Hoffman is now in the post of general manager, Columbia Records Sales Corporation, ac- cording to a letter from executive vice-president, Columbia Records. Hoffman succeeds Ken Glazier, who is now the sales wing of the company, and Hoffman will fill the post of vice-president of a division.

Hoffman will report directly to Bill Glagoljevic, vice-president of marketing for Columbia, and will be responsible for the management of the sales merchandising staff. His duties will include the supervision of sales objectives and policies, and merchandising sales and marketing programs, and maintaining the research and distribution of CRSC.

Previously, Hoffman had been associated with Columbia in various sales capacities. He joined the firm in 1948 with its Pittsburgh distributor. He later served as sales promotion manager for Columbia in Chicago and is currently the national manager for CRSC, as a regional Mid- west territory manager, and most recently as national sales manager in New York.

Ferrante and Telcher, Daktor, Staun, Garnett, Bungard and the Isley Brothers are also in the line-up. In the UA country end, Pappy Dailey's star, George Jones and Milt Montana, also have new sets in the release.

WB to Hold 1-Price, 1-Deal Till Year's End

HOLLYWOOD—Warner Bros. Records will maintain a one-price, one-deal approach to the end of the December, Robert H. Davis, national sales manager, announced last week. Warner's thus becomes the latest in a series of companies to re- sort to a conservative pricing policy with respect to its dis- tributors.

The new Warner's deal calls for 10% discount on all new and catalog product through the end of December. "Our move was prompted by the request of many distributors who asked for the old kind of commercial success."

NEWS REVIEWS

Simon Kid LP's Just Right Pie

Record Guild of America has released a new series of "Simon Says" for $1.98, to sell in the $1.98 market. The initial group of six packages are neatly con- cealed to hit this market with a breadth of different types of kid's entertainment, from nursery rhymes to dramatized story material.

All are done with taste and imagination and even those including nursery rhymes and songs of natural land, an area which can often become plodding and dull, keep up the level. "The Instruments of the Orchestra," though not a new experi- ence, is well handled by writer Richard Malby, and the same can be said of the "Boy Fox In His "Tubby the Tuba" story. High- lights of the six LPs would be the two story sets, including narration, spots of dial and excellent musical backgrounds. The new disk from the Record Guild of America, are numbered from M-14 to M-19.

Kid Science LP's Expertly Done

"Singin Science Records" is the tag covering a series of expertly done science stories for Hy Zaret children's learning records, the first six of which have received the market. Seldom, it may be said, has learning been done with such care. Age approximately 5 to 12, been so well sugar-coated.

"Titles for the sets, for example, include "Space Songs," with Tom Glazer and Donnie Evans; "Energy and Motion Songs" (same pairing); "Experiment and Activity Songs" with Dorothy Collins and "Nature Songs" with Mariss and Miranda. The songs do not usually make learning into a form in which will make kids think they're tuned in on a wild adventure.

Lour Singer deserves a bow, for sure.

Of not a little merchandising value are the covers themselves, which are composed of a series of designs and simple figures of the type that kids would draw in school, and all colored in with crayon, in a most lifelike manner. Price, from MR 0312 to 0314, 0316 and up to 0317.

London Music Paper Is Sold

LONDON—Britain's leading musical paper, the New Musical Express, is sold by its owner, Maurice Kinn, to Cecil Wills, publisher of the International Publishing Corporation, which used to be known as the Daily Mirror Group.

The New Musical Express—its weekly circulation is larger than the combined sales of all its British competitors—is now controlled by the group by the George New, Music Company, for at minimum of two years Maurice Kinn becomes one of the board of directors of New Musical Ex- press, Ltd.

Other directors on the new board will include the paper's editor Andy Gray, and advertising manager, Percy Dickens.
THE GIANTS OF JAZZ ARE ON COLUMBIA RECORDS

- The Dave Brubeck Quartet at Carnegie Hall
- Miles Davis: Seven Steps to Heaven
- Thelonious Monk: Cross-Cut
- Paul Winter Sextet: New Jazz on Campus
- Woody Herman: The Thundering Herds
- Mildred Bailey: Mieva
- Jimmy Smith: Art Van Damme & Jimmy Smith
- Dukes of Dixieland & Clara Ward Singers
- Paul Winter: Miles
- Duke Ellington: Billie Holiday
- Andre Previn: Duets of Dixieland

www.americanradiohistory.com
17 for Victor
In Pop in Oct.

NEW YORK—RCA Victor pop album release for October totals 17 packages, including debuts by baritone John Gary and The Page 7 Group and albums by Sony Records Colman Hawkins, Paul Desmond and Martial Solal. There are also new recordings by Norman Luboff, Aan - Margret, Dick Sekory and Horner and Jeffries

(Continued on page 9)

How Hartstone Wears 7 Hats

NEW YORK—"I'd like to see a law that would protect the independent record companies against loss leader extinction," said Leon C. Hartstone, president of his firm, for the past 21 years, during an interview.

Hartstone, with his brother George and Godfrey Dickey, started Mutual Distributors in Boston in 1946. Later Hart Distributors in Los Angeles and Stone Distributors in San Francisco, were formed. Hartstone records and field have been operated as family entities ever since.

In addition, the same group also operates six record stores under the same corporate name. Key Disc, in Boston. Hartstone, thus, feels he knows the producers' pressures and is, in fact, a champion of the indie retailer.

Seek No. 1 Goal

"Legislation against the use of the loss leader should be the No. 1 aim of any and all national record dealers," Hartstone asserted. It's the most serious problem they have today, he declared, turning down a copy of the New York Times Sunday entertainment section. "Look at those ads. This is what I mean. These big stores are simply destroying the value concept of records."

"This is destructive and the U.S. is supposed to protect the small merchant against destructive price cutting. But, many say, such laws have such faults, but few dealers will ever use them. In Massachusetts, we had the problem with our stores and it simply can't be done against a prominent discouter there. We won and they were enjoined from selling below cost, if they do it again, they're in contempt of court."

Hartstone feels that the record business is going through the greatest change with the future not particularly clear. "Our approach today is simply to be in the record business and stop trying to figure out what will happen tomorrow. We feel that even today, it's still possible to make a reasonable profit—but a big profit you understand—but a reasonable one."

Many Areas

To this end, Hartstone has opened up shop in virtually every area of the disk business. Through his Hartstone Group (IPG) 4, he is the manufacturer. This includes his own IPG label and the signing of labels of indie producers for whom full distribution is desired.

Through Mutual, Hart, Stone and the newest entity, Cleveland-Dick in Cleveland, he's in the distribution field. Cleveland-Warner, it now has a branch with full warehousing in Cincinnati, giving the Hartstone operations separate outlets. A sixth market is in the making, and the Cincinnati lines are also handled for the Hartstone treasury.

Through his Pioneer Record Sales firm, he's also in the leased department business, having just taken over five such operations in Los Angeles and San Francisco and one in Phoenix, of the Consumers Mart of America (CMA) chain from Les Kullman.

Through yet another entity, Cal-Raks, there is the leasing side of the business. By the end of this month, the firm will have five major installations on the West Coast. At the retail level, there are the six Boston stores with four more in the works within the next two years, again evidencing faith in the full retail end of the business.

With respect to racking, Hartstone feels that the field must eventually change into a regional or local character rather than the one he "faced it," he said, "someone right in St. Louis, who knows the market and its pricing structures, can do a better job there than some body from Boston or New York. It just has to be."

Saturday

"I think some aspects of the racker's approach have been wrong. He has to become more of a retailer and he can only do that with real merchandising, let us say, honest merchandising and honest pricing."

"We can give you one good example of how a good merchandiser can better that a rack or a less, if it's not operated. Goody has a store out on Long Island in a Floyd Lippert shopping center. There are record racks all over the place out there, and Hartstone simply does a better job and in many cases he does it with higher prices."

"In our racks, our leased departments, and our stores, we'll run them all like full-line stores. I think the old idea of the rack is dead and even today, it's still possible to make a reasonable profit—but a big profit you understand—but a reasonable one."

Confirmation Seen on Wood Approaches

HOLLYWOOD—The success of "Sugar Shack," by Jimmy Gilmer and thesilos, on the Jukebox Records, points up the thinking by the firm's talented staff of Wood's, of going outside the company to purchase a hot indie product.

The current smash single, which has climbed Billboard's Hot 100 chart in four quick weeks, was purchased by Wood from Norman Pett of Clifton, N. M.

The purchase was the fourth made by Wood of material which has climbed to the Top 10 on the singles charts. These other records, "Help Me, Brother Out" by the Surfaris, purchased locally, "Pipeline" by the Chromatics and "Booby" by the Bollweevils, bought down from Downey Records, and "Hot Pastrami" by the Danells, bought locally from Irwin Guarino.

The significance of these purchases indicates perhaps a new trend in the battle to buy action masters from outside sources. In the past, the company, from its own stable of artists built the record from start to finish, and it was usual to have Wally Vaughan, Pat Boone, Jimmy Rodgers and Steve Allen.

I make sure my focus is clear with the use of his Jerry Mahoney character.


despite competition from all that the Gateway to Tymes has lost due to a lack of familiarity with the group. The Trio followed Adderley on the last year, but the sound seemed rather thin after the powerful Adderley sound.

The album opens the Daily, Sunday, summer session, saying that Adderley's record "is a nice entertainment package."

An area reported dealers recorded a little action on various records in the last year after a heavy run on the concert side, but the general reaction was that the sales were not too exciting.

No sales of the Gateway Trio album, the "Mad, Mad World of Gospel," were reported within the week before the review went on the air.

This concert, to be held in the New University of Illinois Auditorium, was completed last spring; the capacity of the circular hall can be varied for between 3,500 and 8,000 persons for an on-stage concert, seating up to 18,000 persons for a concert in-the-round.
IT'S HERE ON COLUMBIA RECORDS! THE ORIGINAL CAST ALBUM OF THIS YEAR'S BIG BROADWAY MUSICAL SHOW OF SHOWS...AVAILABLE FROM YOUR COLUMBIA RECORDS DEALER THE WEEK OF OCTOBER 13th!
Oscar Davis Prexy Of New Long Firm

NASHVILLE—Hubert Long, president of Hubert Long Talent Agency here, last week announced the formation of a new company, Sponsored Events, Inc., and completion of arrangements with Oscar Davis, personal manager of Ray Price, for the new firm to handle future bookings for Price.

Davis, who will remain as Price’s manager, has been named president of the new corporation, which will serve as secretary-treasurer; Jim Peache and Richard Blake, of Indianapolis, are vice-presidents. Offices will be at 806 16th Avenue South, Nashville.

Long said Sponsored Events will co-sponsor and support personal appearances, beginning with a tie-in with the Kroger food stores. The shows will be in newspaper, radio and TV promotion and advertising in Kroger market areas where shows are booked.

The first Kroger show will be October 20 at Cobo Hall, Detroit, which will be the company’s first office-record earlier this year. Artists set for the show include Roy Acuff and the Smokey Mountain Boys, Marty Robbins, Red Foley, George Jones, Lester Flatt and Earl Scruggs and the Foggy Mountain Boys and Pat McGee of the McGee Boys. The band will be at the Blue Grass Boys, the Collins Kids, George Hamilton IV, Hank Williams Jr. and Gene Autry.

Long, in announcing the Ray Price arrangement, said all future requests for Sponsored Events will be booked by the Hubert Long Agency.

Schwartz in New Quarters

PHILADELPHIA — R. E. Schwartz, former Vee Jay national promotion director, has set up headquarters for his Red Top Records and Carney Music Publishing.

Schwartz, who exited Vee Jay Records recently after a six-year association, helped develop for the label such artists as Jerry Butler, Dee Clark, Gene (Duke of Earl) Chandler and the 4 Seasons.

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BILLY GRAY, BILLBOARD

ARMADA SEeks Central Site

CHICAGO—The Association of Record Merchants and Distributors Association (ARMADA), which meets here next month in December or January at the Flying Carpet hotel here, will hold its convention in June at some centrally located site.

In an informal vote, a return to Miami was voted. The Breadmore Hotel in Colorado Springs received favorable consideration, and a committee was named to investigate the hotel as a possibility.

ARMADA also agreed to start a newsletter service to its members. The letter would include general news and association information.

SINATRA & WB Complete Signing

Warrors, Sinatra is understood to have gained one-third stock ownership of the Warner-Reprise operation plus a seat on the Warner board. Price of the record company is reported to have netted Sinatra $1 million, with the total.

Coward’s ‘Girl’

continued from page 3

songstress of the London music halls, steps the show in the latter part of this month. With a Trafalgar Square setting, she belts out a handful of ditties, among them, "Don’t Take Our Charlie for the Army." and "What Ho, Mrs. Bridges.

The London office is a swirl of color and moving pictures. All the leading colors are done by the company with some famous variations. The condensate version of "The Girl," left Miss Henderson somewhat limy with exhaustion, but the audience loved every minute.

There are at least 19 songs in the show and they all bear the Coward master touch. Joy Layton has tagged an opulent show and has been moving as a lively pace and the over-all picture is 4 sessions.

Kasha Named

continued from page 3


He also did a pair of successful albums: "The Winners," by Steve Lawrence, and "It's Only a Paper Moon," by Adam Wade. "There'll Be No Teardrops Tonight.

Also included are four sacred passages by Gene Clark, George Beverly Shea, the FaithTemple Choir and the Blackwood Brothers.

The "Page 7—An Explosion in Pop Music!" package is a recording by the Page Cavanagh musical aggregation, it is set for a national promotion program, including a cross-country tour and a local radio program.

The October release for the RCA Victor line includes four projects: an edited original Richichi and Sydny Kras and Gannett and Gheffy's "American Folklore," the Boston Symphony and Charles Munch and the Berlin Symphony with Eberhard von Schlochter and Charles Munch.

MIAMI — Caribbean Folk Music, Ltd., of Nassau, Bahamas, has leased its album "Bahamian Treasure Chest" on the Coral label to EMI Records, Ltd., of London for distribution in England and the Continent.

The album includes 12 pages of photos depicting Bahama Island scenery. The music features calypso, limbo and goombay rhythms spotting junkano Christmas marching music.

ARMADA Throws Its Weight Behind Meet

Important that everybody realize the scheduling of the conference.

"It's going to be held, and the rules are going to be passed by the ARMADA treasurer, noted, "Any interested in the rules should make his views known now.

Schwartz urged distributors and manufacturers not already ARMADA members, to join the trade organization in helping draft regulations.

Kintner said the record industry would be trotting the "one of the toughest jobs it's ever tackled—they're (FTC) are just making up their minds to do something.

SOUTHERN COASTS BOUND

BEFORE THEY ARE KNOW

Earnest effort expected in drafting industry rules, the differences in function between the various district coast levels be spelled out.

Edward Jones, executive secretary, noted that the conference would be covered out—"laxing the fabric of the industry is being fought for their respective groups."

Directors agreed that price stability should be the prime object of the rules. Commenting on "freebies," Kintner said they couldn't be outlawed, but a rule could say that the freebies must be made available to everybody on an equal basis.

Named to the ARMADA executive council were the following directors: Arno Heilicher, chairman; Jacky Gens, John Fink, Milt Sabatone, Bob Chatton and Bill Davis.

The following manufacturers: Jim Sipp, president; Jerry Wester, Herb Cera, Jerry Blais, Ewart Abner, and invited though not confirmed, Dave Kapp, Lonnie Falk, Mike Mantland and Sam Clark.

Murray Sporrn Sets Up Firm

NEW YORK—Murray Sporrn, veteran man in the music business, has set up a new firm here, known as Michigan Music Publishing Company. Initial production deal will be the release of a record titled "Story Untold," by the Emotions. Sporrn's firm has been linked with American Enterprise, Ltd.

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**AT CARNEGIE HALL**

**Small Riot Marks Bow Of Italian Rock Show**

The newly renovated Carnegie Hall, a $50,000 refurbishing job, the first since its opening in 1891, was the scene of a rather wild and, by some accounts, somewhat unruly Italian rock show, "Pepino and His Rockers," a wild, wild affair. The show, a straightforward songfest, was presented in two parts Sunday afternoon (29), and wound up in a riot of screaming fans that had to be quelled by officials.

The first part, an even-paced, sedate presentation of Neapolitan songs, featured some local Italian-American artists, such as Mike Tosti, a handsome young man with a fine voice and, indeed, what it takes to enthral an audience.

Returning for the nightcap, the Swiss Portuguese band of the Piper Tobacco Company, "The 500 Dudes," and a bunch of Swedish kids with the penchant for singing girl-name songs, Claudia Villa was next, a striking red-head with all the natural attributes of feminine loveliness, but indeed what it takes to enthral an audience.

Nascendo, a handsome, personable young man with a fine voice opened his set with "Mala Pramonna" and right then and there nailed his reputation. As he progressed from one number to another, "Anema E Core," "Guitarra Romana," "La Mia Mia Mia," and a couple of encore, singing directly to his audience, he held them until he began to cry.

Lovely Didi van Eyck, the inscription songstress, ended the first half in smooth fashion.

Following the comparative quiet of the first half, the ball broke loose in the second segment, with Pepino and His Rockers coming on to a shouting, thundering reception which continued throughout the performance. Though the group is great in its native Italy, the American debut performance at the Carnegie left much to be desired in the way of rock." The Hibakumi and the younger "long hair" groups of the U.S. were present, and everyone seemed to enjoy the show. For encore, the crowd rose to its feet screaming and yelling and forced the suspension of activities on stage.

LARRY LOMENZO

**VILLAGE GATE**

**Fury the Word For Santamarra**

Monge Santamaria unleashed his Afro-Cuban, Latin-pop-jazz fury on the audience at New York's Village Gate Tuesday (1) and proved that you can get more than you pay for once, especially if that well contains "Watermelon Man." 

The band is billed as Battle label has provided the conga-bongo player and group with a stage that is an ideal one for their work, something that was not true previously. The band roamed through the tune and bounced out a bit from the back of the stage, with the march cadence "Croreo," "El Teo," which was laden with knowledge of the bull ring number of mood could provide nice contrast the the swiveling sound. Most of the tunes are included, this was "Monge at the Village Gate." If there's a negative side to this group it lies in the area of dynamics. The group too often plays loud, loud, loudest.

The bill with the Santamaria organization are Brazil's Peter Danil and Gary Kuykendall. For both acts is stylistic, and Peter, as a folk singer, is coupled to the Gate where he first made his folk marks again. Without the backup he does, well enough, but it is often difficult to cut through the voice of his very precise style.

Miss Stans uses a guitar that best at a quiet echo and the echo is now and the chrome of her style.

**Hong Kong Set on Ear by Davis' Visit**

By CARL MYATT

HONG KONG—This has not been quite so the same place since Sammy Davis Jr. breathed in and out of it last week. Sammy arrived from Australia and promptly launched himself into a round of activities which left his fans in Hollywood shaking their heads in wonderment.

He gave a brief press conference on his arrival at the airport, then rushed to his hotel, and out again to a television appearance. He said in his TV interview that he wanted to get out and meet the people in order to get to know the real China, as he has never been there. People from all walks of life went, on the wildest of shopping sprees and did more good for America as a goodwill ambassador than all the organizations out here combined. Over the Mowit's (tunel), and the image of the U.S. Addressing an audience on the civil rights issues, he said: "Don't judge all Americans on what is happening in the South. All communities have good and bad people, America, being a little bigger, has just that many more people of both types. In the end, good always conquers evil."

**Film Cartoon To Feature Jazz Score**

HOLLYWOOD — A quintessence jazz score is being used by Hanna-Barbera in presenting its first full-length cartoon feature, "Whistle Your Way Back Home," due for release next spring.

The million-dollar film features six original compositions by Ray Gilbert and Doug Goodwin, with Walter Mosley as the musical supervisor.

Thirty-five musicians, including such jazz luminaries and vocalists, will be heard on the soundtrack performing the title tune and "Like I Like You," the "Ven- e-Avon," "The Young Man from Loos," and "Ash-Can Parade."

The film company is currently negotiating with live instrumentation for this material, which it points out, "is pretty high stuff for a cartoon."

shines brightest, as on "Broadway."

**TV GUEST APPEARANCES BY RECORD TALENT**

**ARTISTS' BIOGRAPHIES**

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted into your script, it will help you build a convincing flow of such data.

JAYNETTES (Tuff) PMI Zell Sanders

NAMES: Mary Sue Wells, Dilly White, Yvonne Bushnell and Johnnie Louise Richmmond. All three Mary Sue, 17, Ethel Young, 18, and Johnnie Louise, 19, are from N. Y. BACKGROUND: Ahner Speaker, an a.m. man (no relation to Phil Speaker), suggested to Mrs. Zell Sanders, the owner of the Jaynettes, that she gather a female vocal group to record her tune "Sally, Go Round the Roses." Zell selected two girls from her J & S label, Ethel and Yvonne, who had been single acts prior to that, added her daughter Johnnie Louise, and the Jaynettes was formed for the fourth member, advertised in The New York Post for a "girl singer to do professional record." The 30 applicants auditioned and Zell selected a girl named Mary Wells (not of Motown fame). Johnnie Louise was used only for the session, and will not be a permanent member of the group. The speed with which they hit the charts was incredible. The girls have just completed their first album. The Jaynettes will do one more. It will feature the same commercial sound as "Sally."

LATEST SINGLE: Sally, Go Round the Roses," is No. 2 this week's Billboard Hot 100.

LATEST ALBUM: Sally, Go Round the Roses," will be released next month.

**TALENT ON TOUR**

(Top record talent in top record towns this week)

JIMMY SMITH

**MIDWEST**

In Detroit this week, Jimmy Smith opens at the Grand Bar (11), and Oscar Peterson is going in at Baker's Keyboard (7). Anita O'Day opens for three weeks (9) at Le Bistro, Chicago. Peter Nero concerto coterie at Masons Issue! Indianapolis and St. Olaf's (12). Northfield, Minn., and the college artesian are Paul and Paul, May this week they will appear at the University of Illinois (9), Southwest Minnesota State College (10), the Penngh Film-atorium in Lincoln, Nebraska (11), the knifery Beach in Denver, and the Masonic Temple in Davenport, Iowa (9).

**WEST**

Lambert, Hendricks and Ross close a three week run and then head out to the Siler Hill in San Francisco on Friday night.
WOW-EE!

BERLEE
Record Corp.*

SUE'S GOTTA BE MINE
sung by
DEL SHANNON

B-501

PRODUCED BY
DEL SHANNON

ARRANGED BY
BILL RAMAL

*DISTRIBUTED BY

DIAMOND
RECORDS, INC.
1650 BROADWAY, N.Y. 19, N.Y. JU 6-3876

Call Your Diamond Record Distributor and Order Now!
WSM Execs Finalize Plans For Annual D.J. Festival

NASHVILLE—With emphasis on the more serious aspects of broadcasting, WSM officials last week finalized plans for the "Grand Ole Opry's" 38th birthday celebration to be held here November 1-2 in connection with WSM's annual National Country Music Festival.

In addition to the programming and entertainment, a formal discussion, which met with such success last year, this year's agenda will feature a dis-
cussion on license renewal, when WSM personnel will review and summarize the WSM-University of Tennessee License Renewal Conference of October 22-23.

Registration for the two-day event will be held Thursday, Oc-
tober 31, at the Andrew Jackson Hotel. The "Grand Ole Opry" birthday celebration will officially open Friday morning (1) at WSM's breakfast to be held in Nashville's new Municipal Auditorium. Program will highlight a spectacular, featuring all the members of "Grand Ole Opry." This will be followed by a memorial to the "Grand Ole Opry" stars who lost their lives during the year and the presentation of the various trade awards.

As in the past, Capitol, Colum-
bia, Decca, Dot, RCA Victor and United Artists will participate. No additional planning will be done at this meeting.

CMA Preps For Country Music Fest

NASHVILLE—Country Mu-
sic Association members and of-

ficials, presently planning their activities to WSM's National Country Music Week here (Oct-
ober 27-November 1), announce that highlights of the week will include the CMA banquet, a special meeting and election of di-
rectors; CMA's fifth anniversary banquet, show and dance, and InterNashville Country Music Week plans which include network television exposure.

The board of directors met at Nashville's Capitol Park Inn Thursday (27), under the chairmanship of Director Jo Walker and announcement that there are several key matters in the works here for this fall and additional planning will be done at this meeting.

CMA President Gene Autry will preside at the membership meeting Thursday (31) in the hall at 8:30 a.m. whose annual Connie B. Gay Award will be presented. Membership meeting will be followed by the election of directors.

List-up of talent for this year's banquet will include Eddy Arnold, Flatt & Scruggs, the Platters, Oscar Brand and his Braza Valley Boys, Tex Ritter, Jean Shepard and Leroy Van Dyke.

Jim Reeves Sets Up Booking and Diskery Firms

MADISON, Tenn. — RCA Victor artist Jim Reeves, who plans to start his own record label and publishing firm this year, will work with the Hal Leinsdorf organization.

Tennessee, on personal appearance dates, has established his own direct office here to handle his future bookings, with Ray Beker in charge.

Reeves and associates have also confirmed at least seven records, including the two songs that were out this week. Reeves and his group, the Blue Boys, arrived here Saturday (27), after working dates in South Carolina with Johnny Wright and Kitty Wells.

Bob Biney of Decca's 4937 will represent Reeves. Reeves was unable to attend the premieres of his new Tom Tho-


COUNTRY MUSIC CORNER

By BELL SASCH

Guitarist-comedian Ray Clark performed on a sellout hour-long show on ABC-TV September 26. Clark's new Capitol release is the single, "Application For Love," and the al-
bum, "Ray Clark Sings The Themes Of My Fingers,"... Hank Thompson, in and ex-Bob Wills' Yal-
key Boys are set on the Fair State of Texas, Dallas, for the 11th consecutive date of their 12-to-20. During last year's running of the fair, Wills had already lined Hank's show live direct from the fairgrounds. The album, "Ray Clark Sings The Themes Of My Fingers," has been re-
leased and is expected to appear at the fair this year... Ferlin Huskey is slated to perform at the Big Ball at Meridian, Miss., in November. J. Paul Woodham, songwriter, recog-
ized as one of the nation's most prolific morticians and funeral director for the past 10 years, has been brought this week to the famous Tim Gaylor by long-distance phone from New York to the Hollywood other day and was surprised to find that Gaylor, publicist and other was located in New York. In fact, Huskey found that he was residing in the same hotel, the Belvedere, at the time the phone call was made. Hus-
key came forth with a portfolio of some 50 songs, including a ready-to-release waxing of "I'm Sorry." He has now two new flyers going out each week, one for the c.w. programmers and another for the pop labels, and is doing a lot of public relations with a lot of national publicity... "Oh, the Young Love," the album from Pat Santonios' "Charity Music & Novelty Songs," is at the syndicated GWAY with the Gayle pillar.

Buddy Kilgore, executive vice-

president of Tree Records, announc-

es that songwriter Bob Willard has been signed to long-term pact with both the Tree firm and the Capitol label, as were two others before the old ones expired on the strength of David Allen's "Someone To Take Your Place," which has been hanging on the chart... Bobby Spann, Tree writer, who has just fin-

ished an LP and single session for Time Record. Faye Tucker, another Tree discovery, has al-

so done a single and LP for the same label. October bookings put Ernst Tubb and "his Texas Troubadours" in San Diego October 9; Dallas, 10; Lawton, Okla., 11; Tulsa, Okla., 12; Shreveport, La., 13; Little Rock, Ark., 14-20; Lansing, Mich., 25; Grand Rapids, Mich., 26, and Saginaw, Mich., 27. Tom T. Hall, who was set by Hall Smith's "Artistic Productions," will be represented by Hall's new firm, "Mann Group," of Nashville, which has been syndicated with the Gayle country music press.

Tillman Franklin, Shreveport, La., independent, has taken over the personal management of David Houston of Baton Rouge, La. Country singer Margaret Lewis of Shreveport, La., has her initial booking at the ABC Records coming up next week... Kuki Recording Company has moved its studios from Free-
port, Pa., to North Apollo, Pa. New quarters also house a retail music store... Charlie Walker, whose newest on Columbia "Where's Katie Waits" and "Running Back to You," is set through October 16 at the Golden Nugget, Las Ve-
gas... George Jones and the Jones Boys play a 11-day trek for Stew Carolin in Las Vegas, October 9, following with Phoenix, Ariz., 10; San Bernar-
dino, Cali., 11; Bakerfield, Cali., 12; Long Beach; 13; San Diego, 14; Artesia, 16, Modesto, 17; San Jose, 18; Redwood City, 19, and Detroit, Mich., 20.

"TEENAGE LETTER"

Jerry Lee Lewis

"SEASONS OF MY HEART"

Jerry Lee Lewis

Linda Cass Lewis

Sun Records
Ernest Ashworth's "TALK BACK TREMBLING LIPS" / Hickory 1214

Already A SMASH COUNTRY HIT!
Breaking Big Into the Charts!

“A Story Untold”

By

THE EMOTIONS
FOX 430

Shipping Today

This Year’s Biggest Block-Buster Smash-Hit!

“Senate Hearing”

FOX 443

By

DICKIE GOODMAN
(Who Gave You “The Flying Saucer”)

exclusively on

20th CENTURY-FOX RECORDS
HOT R&B SINGLES

Music As Written

Duke Ellington III

Duke Ellington became ill during a concert engagement in New Delhi, India. The tour is being sponsored by the U.S. Information Service (USIS) and the rock leader was described as not being seriously ill.

NEW YORK

Arranger-composer Jimmy Mason had recorded Stephenie Powers, Pat Wayne (John Wayne's son) and Jerry Van Dyke on the United Artists labels. Songs were written by Frank DeVil and By Dunham.

HARRISON GARRISON

Look for big things from "Parasite Music," new material by Erroll Garner...Leith Stevens is doing a book. This one is based on the techniques of writing for films...Julie, daughter of Norman Weis, 7th Century Fox Records topper, is engaged to Jon Logan, an ensign in the U.S. Navy and stationed at the officer training school, Newport, R.I.

MILLS MELVINE

...Mills Melvigne, London, has taken over publication rights to two new instrumental written by Hungarian composer Paul Gyongy. Titles are "Beau Brummel," from Matinee, and "Budape$t Tango."...There are three new local labels available, all local label, flipper and the Hollywood Children's Branch, Hall and Jean and the Stroverhines. The Every Brothers flew to London September 19 to begin a tour of Europe with dates in France, Germany and England. Columbia already has material in the can for the forthcoming Broadway musical "Ragtime." The show, which is an Italian import and which will be the usual facet of English titles, is already represented by dubs cut by Onka Zavona, star of the show. Congratulations to Ken Greengrass, he is the father of a boy. Satin label represented by "Let That Guitar Sing on the Glass Spann." Joe Wells is looking for national distribution of his new releases.

Armour Records continues its open door policy to talent with the signing of Johnny Shildon, Gene Block and Brian, parents of their child, Lee Ann. Block is Columbus West Coast Regional salesman. Epic Records now has David Houston as artist. Century Records has signed Lorrie Krits. Columbia special products representative on the West Coast, Don Shaver, is now located in Hollywood from his former San Francisco base. Walter E. Scott is now president man with Herb Dale Enterprises in New England. P.J. Records has a new one by Carol Ann, recently signed. The label has also signed Dinnamon Gray.

CHRIS HANNAH

Lois Randolph began a new department inorigination...Evelyn Mims, head of Tempo...Chess Goldstein, head of Liberty's Masses and Mills, and Norman Shearer, in publishing. Garland...Liberty's Harvey Goldstein has been to tell us he's not planning a trip up the aisle...anywhere else for that matter. In fact, his romance is definitely "C-G-H-L."...Bob Dula, Liberty's national promotion and merchandising coordinator, was in town last week making the rounds with Goldstein and then on to New York, Cleveland and Miami...Chicagoland...Greco is currently working on his new album, "The Whole World is Singing My Song." Greco, incidentally, is the brother of Laverne Greco, Korvette record buyer here.

ERNEST ASHWORTH'S TALK BACK TREMBLING LIPS

HICKORY 1214

Already A Smash Country Hit
Columbia Records Proudly Introduces
Kenny Rankin
An Exciting New Star and His Great New Single:
Baby Goodbye c/w Soft Guitar
Columbia Singles Sell 4-42881

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<th>#</th>
<th>Title</th>
<th>Artist/Label</th>
<th>Original Chart Position</th>
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<tr>
<td>1</td>
<td>SUGAR SHACK</td>
<td>Johnny Gillette &amp; the Fourwoods</td>
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<td>2</td>
<td>BE MY BABY</td>
<td>Love Unlimited</td>
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<td>BLUE VELVET</td>
<td>Bobby Vinton</td>
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<td>CRY BABY</td>
<td>Bobby Vinton</td>
<td>9</td>
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<td>5</td>
<td>SALLY, GO 'ROUND THE ROSES</td>
<td>Marlena</td>
<td>13</td>
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<td>6</td>
<td>BUSTED</td>
<td>Ray Charles</td>
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<td>7</td>
<td>MEAN WOMAN BLUES</td>
<td>New Orleans, Hammond</td>
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<td>HEAT WAVE</td>
<td>Denver,Capitol</td>
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<td>9</td>
<td>DONNA THE PRIMA DONNA</td>
<td>Del Rio, Columbia</td>
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<td>THAT WONDERFUL WONDROUL</td>
<td>T-Bone, Columbia</td>
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<td>11</td>
<td>THAT SUNDAY, THAT SUMMER</td>
<td>Lenny &amp; Judy, Columbia</td>
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<td>12</td>
<td>DON'T THINK TWICE IT'S ALL RIGHT</td>
<td>flip, ABC 1970</td>
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<td>13</td>
<td>SUMMERť</td>
<td>Jerry Butler</td>
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<td>14</td>
<td>PART TIME LOVE</td>
<td>Little Big Dick, Capitol</td>
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<td>15</td>
<td>DEEP PURPLE</td>
<td>Smokey Moore, Capitol</td>
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<td>16</td>
<td>TALK TO ME</td>
<td>Johnnie Wright, GMC</td>
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<td>A WALKING MIRACLE</td>
<td>Ray Price, Columbia</td>
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<td>18</td>
<td>WASHINGTON SQUARE</td>
<td>Villie Mitchell, ABC 1970</td>
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<td>MARTIAN HOP</td>
<td>Dallas, ABC 1970</td>
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<td>BUST OUT</td>
<td>Jim Penta &amp; the El Dorados, Capitol</td>
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<td>21</td>
<td>FOOLS RUSH IN</td>
<td>70s, ABC 1970</td>
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<td>IF I HAD A HAMMER</td>
<td>Joe Stampley, Sony</td>
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<td>HELLO HEARTACHE,</td>
<td>Pat Boone &amp; his 2, MCA</td>
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<td>GOODBYE LOVE</td>
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<td>LITTLE DEUCE COUPE</td>
<td>Del Shannon, ABC 1970</td>
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<td>BLUE BAYOU</td>
<td>Jim Penta &amp; the El Dorados, Capitol</td>
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<td>28</td>
<td>MARIA ELENA</td>
<td>Sunny, ABC 1970</td>
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**HOT 100—A TO Z**

Published by Billboard, October 12, 1963.
#16479 SUGAR SHACK . . . . . . Jimmy Gilmer & The Fireballs
#16507 CUANDO CALIENTA EL SOL . . . . . . . . . . Steve Allen
#16530 WONDERFUL SUMMER . . . . . . . . . . . . . Robin Ward
#16527 TWO-TEN, SIX-EIGHTEEN . . . . . . . . . . Jimmie Rodgers
#16526 FIESTA / BLUE VELVET . . . . . . . . . . . . Lawrence Welk
#16525 MR. MOON / LOVE ME . . . . . . . . . . . . Pat Boone
#16479 SURFER JOE / WIPE OUT . . . . . . . . . . . The Surfari
#16522 RAG MOP / I'M SORRY . . . . . . . . . . . . Billy Vaughn
#16531 NEVERTHELESS (I'm In Love With You) /
I HEARD THE BLUEBIRDS SING . . Wink Martindale

BILLY VAUGHN
NUMBER 1 HITS
DLP 3540

BEST SELLING LP'S

PIPEDLINE
THE CHANTAYS
DLP 3516

GRAVY WALTZ
STEVE ALLEN
DLP 3535

1962's GREATEST HITS
BILLY VAUGHN
DLP 3497

1963's EARLY HITS
LAWRENCE WELK
DLP 3510

PAT BOONE SINGS WHAT WHO
DLP 3501
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<tr>
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<td>MY SON, THE NUT</td>
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<td>I LEFT MY HEART IN SAN FRANCISCO</td>
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<td>SO HIGH IS THE LOVE</td>
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<td>HOW THE WEST WAS WON</td>
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<td>LITTLE STEVE WONDER THE 12 YEAR OLD GENIUS</td>
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<td>FRANK FONTAINE SINGS LIKE CRAZY</td>
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For Week Ending October 12, 1963

Record Industry Association of America (RIAA) chart that lists the top LPs released in the United States for the week ending October 12, 1963.

Compiled from national retail sales and radio station play air by the Music Personality Dept. of Record Market Research, Billboard.
BRAND NEW!
ON DECCA RECORDS
AVAILABLE NOW!

THE SURFARIS
PLAY
Wipe Out
Point Panic
Waikiki Run
Surfer Joe
and others

DL 4470 • DL 74470
WASHINGTON SQUARE CAUSES A SENSATION

THE DIALE
 Lusty Days (Brent, BMI) (2:30) — Lusty Walk (Brent, BMI) (2:30) Time 1967

BARBARA CHANDLER
 I Love to Love You (Red Desert, BMI) (2:35) — Lord's Reward (Red Desert, BMI) (2:15) KAPP 555

GINNY ARNELL
 Doom Road (Peter Marcella, ASCAP) (2:12) — How Many Times Can One Heart Break (Gallie BM) (2:20) MCM 12177

AMES BROTHERS
 Washington Square (Harris, BMI) (1:30) — Mother Brown (Leeds, ASCAP) (1:25) EPIC 6301

JOANIE SOMMERS
 Big Man (Dayola, BMI) (1:19) — Goodbye Summer (Romance, ASCAP) (1:19) WARNER BROS 3598

LOUIE MONTE
 Mediterranean Italian Style (Romance, ASCAP) (2:14) — Who Stole My President? (Romantic Songs, BMI) (2:28) REPRISE 28219

BUDGIE GRIFFITH
 The Magic of a Girl (Budgie Griffith, BMI) (2:30) — Miss Man (Black & Blue, BMI) (2:30) MCM 8412

JIMMIE KELLE PyTuple: Here's Nothing (Here's Nothing, ASCAP) (2:21) — I Had to Run Away (Printed Desert, BMI) (2:06) RCA VICTOR 2451

BOBBY PICKETT
 The Sensible Surfer (Capitol-Nashville, BMI) (2:14) — I'm Only Talking to You (Capitol-Nashville, BMI) (2:14) CAPITOL 596

ROBERT GOLLEY
 My Baby's Gone (Pickwick) ASCAP (2:52) — Under the Yuma Yuma Tree (Columbia, ASCAP) (2:14) COLUMBIA 42885

JIMMY REMIN
 You're Mine, You (Janet) BMI (2:49) — You're Mine, You (Janet) BMI (2:49) — SYMBOL 922

KELLY RANKIN
 Baby Goodbye (Maimon) BMI (2:30) — Your Daddy (Maimon, BMI) (2:30) COLUMBIA 42881

GEORGE SHAW
 Find a Little Happiness (Tamborin) BMI (2:19) — Find a Little Happiness (Tamborin) BMI (2:19)

ANITA CARTER
 Running Back (Crazy Cares BMI (1:58) — Run Run (Crazy Cares, BMI) (1:58) MID-CITY 12179

THE DAVID ROCKINGHAM Trio
 Dream (Nova, BMI) (2:15) — Don't Tell (Martin) BMI (2:15) — Juke Box 913

SUSAN BARRETT
 Between Two Lovers (Shawn-Brotherhood, ASCAP) (2:17) — Chris's Girl (Adams, BMI) (2:15) PHILIPS 40147

BETTY EVERETT
 Chanted to Your Love (Lambert) BMI (2:20) — You're No Good (Marilyn, ASCAP) (2:20) AM-_lb 728

THE TUXEDOS
 The British-Tide Bride (Fora BMI (1:22) — The British-Tide Bride (Fora BMI (1:22)

ED AMES
 They Were You (Chapell ASCAP) (2:19) — Before I Kiss the World Goodbye (Harms, ASCAP) (2:19) RCA VICTOR 925

JOEY DDE AND THE STALBITEES
 You're Mine (BMI) (2:12) — You're Mine (BMI) (2:12) ROULETTE 4225

BETHIA COLBERT
 Rain in Lover's Lane (Leeds ASCAP) (2:12) — Rain in Lover's Lane (Leeds ASCAP) (2:12) COLUMBIA 42286

EDDY PETERS
 A Woman in a Window (Amertone, BMI) (2:12) — Was it Love or was it Lust (J. Pank) BMI (2:12) HICKORY 1228

GERI AND WENDELL
 Honey Child (Ricks BMI (1:28) — Your Sister of You (Loew BMI (1:28) PHILIPS 40129

BRANDYWINE SINGERS
 Johnny's Come and Gone (Don't BMI (2:20) — Who's to Blame (Don't BMI (2:20) RLY 284

KICK EARNER
 A New Kind of Love (Brody BMI (2:12) — A New Kind of Love (Brody BMI (2:12) COLUMBIA 42286

FRANK SINATRA, RING CROSBY, DEAN MARTIN
 The Colonel Established (Perrine Punching Club Game in New York BMI (2:22) — Fugue for Thesthesia (Frein ASCAP) (2:22) REPRISE 20217

JERRY COLE
 Middles Molly (Jerm BMI (2:25) — Middles Molly (Jerm BMI (2:25) COLUMBIA 42286

THE DYNAMICS
 Money (Nemma & DeBar, BMI) (2:25) — Money (Nemma & DeBar, BMI) (2:25) COLUMBIA 42286

(Continued on page 24)
THE CHIPMUNKS ARE BREAKING OUT IN CLEVELAND*

EEFIN' ALVIN

#55632

*#37 ON THE CLEVELAND CHARTS

LIBERTY RECORDS
### TODAY'S TOP TUNES

#### HONOR ROLL OF HITS

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

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title</th>
<th>Artist</th>
<th>Composer-Publisher</th>
<th>Week Sales</th>
<th>Chart Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>Blue Velvet</td>
<td>Wayne Morris—Voiced by Voytek (VFA)</td>
<td>73,800</td>
<td>70</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>Be My Baby</td>
<td>Beach Boys—Recorded by Beach Boys (A &amp; R)</td>
<td>70,000</td>
<td>60</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>Sugar Shack</td>
<td>Wonder Years—Recorded by Wonder Years (B &amp; R)</td>
<td>55,000</td>
<td>50</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>Crying</td>
<td>Cash Box—Recorded by Cash Box (B &amp; R)</td>
<td>50,000</td>
<td>40</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>5</td>
<td>Sally, Go Round the Roses</td>
<td>Four Tops—Recorded by Four Tops (B &amp; R)</td>
<td>45,000</td>
<td>30</td>
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<tr>
<td>6</td>
<td>6</td>
<td>My Boyfriend's Back</td>
<td>Martha &amp; The Vandellas—Recorded by Martha &amp; The Vandellas (B &amp; R)</td>
<td>40,000</td>
<td>20</td>
<td></td>
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<tr>
<td>7</td>
<td>7</td>
<td>Busted</td>
<td>Lynyrd Skynyrd—Recorded by Lynyrd Skynyrd (B &amp; R)</td>
<td>35,000</td>
<td>10</td>
<td></td>
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<tr>
<td>8</td>
<td>8</td>
<td>Eighteen</td>
<td>The Osmonds—Recorded by The Osmonds (B &amp; R)</td>
<td>30,000</td>
<td>5</td>
<td></td>
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<tr>
<td>9</td>
<td>9</td>
<td>Mean Woman Blues</td>
<td>Gladys Knight &amp; the Pips—Recorded by Gladys Knight &amp; the Pips (B &amp; R)</td>
<td>25,000</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>Donna the Prima Donna</td>
<td>Dion—Recorded by Dion (B &amp; R)</td>
<td>20,000</td>
<td>2</td>
<td></td>
</tr>
</tbody>
</table>

**RECORDINGS AVAILABLE**

(All selling records listed in Best Face)

1. Blue Velvet
2. Be My Baby
3. Sugar Shack
4. Crying
5. Sally, Go Round the Roses
6. My Boyfriend's Back
7. Busted
8. Eighteen
9. Mean Woman Blues
10. Donna the Prima Donna

**COUNTRY**

- Jerry Reed
- Mac Davis
- Joe Stampley

**JAZZ**

- Stanley Turrentine
- Jimmy Witherspoon
- Woody Shaw

**SPIRITUAL**

- Emma Tucker
- Sister Rosetta Tharpe
- Mahalia Jackson

**LATIN AMERICAN**

- Orquesta Broadway
- Los Latinos
- Tejano Trio

---

**NEW RELEASES from CHESS**

"Shy Guy" by The Radiants
"Two Sides" by Elta James
"I Worry About You" by Billy Stewart
"Strange Feeling" by Mitty Collier

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Chicago 16, Ill.

---

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**BROKEN DATE**

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RCA CAMDEN

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CAL/CAS 660(e)

MARIO LANZA
CAL/CAS 777(e)

EDDIE FISHER
CAL/CAS 789(e)

HANK SNOW
CAL 782

LIVING STRINGS
CAL/CAS 783

STOCK THESE RCA CAMDEN CHRISTMAS FAVORITES!

The Living Voices...Living Voices Sing Christmas Music CAL/CAS 725

The Robert Shaw Chorale...Joy to the World CAL 448

Organ and Chimes...Organ and Chimes Play Christmas Carols CAL/CAS 726

The Three Sons...The Sound of Christmas CAL 633

Hugo Winterhalter and Orchestra...Christmas Magic CAL 449

D. Savino and Orchestra...Hi-Fi Christmas Party CAL/CAS 392

The Augustana Choir...Christmas Music CAL/CAS 636

AMERICA'S BIGGEST ENTERTAINMENT VALUE!
YES! YESTERDAY, TODAY, AND TOMORROW...

THE JAZZ OF AMERICA IS ON VERVE!

A SMASH ACROSS THE COUNTRY! First full album of these two greats together! Includes Ella singing, the Basie band swinging such favorites as 'Deed I Do, Tea For Two, Shiny Stockings, Them There Eyes, Dream A Little Dream Of Me, and seven others!

VERVE RECORDS IS A DIVISION OF METRO-GOLDWYN-MAYER, INC.

www.americanradiohistory.com
It's All Up To The Jazz Trade

There is much optimism in jazz record circles these days and even more trepidation. The optimism is based on growing acceptance of jazz product in pop circles; the trepidation on dwindling sales of what used to be called the jazz market.

This paradox puts the jazz performer in a sticky position. No longer can he make records for the tight, super-hip fraternity of buyers alone. He must now consider a widening audience that includes post-teen-age collegians, stereos-in-the-bedroom types. Bill, who are good music oriented and those who like the funky sound of down-home modern jazz.

Jazz producers throw from three to eight musicians in a studio, turn on the tapes and let the chemists fall where they may. More than ever the jazz a.l. producer must think in general show business terms: shorter tracks, exciting and melodic material, strong rhythmic effects and well-programmed LP's that showcase the artist in a variety of forms.

By ELIOT TIEGEL
HOLLYWOOD-Which way is jazz going?
To composer-arranger-leader Gerald Wilson it's heading toward more advanced forms of composition.
To Dick Bock, head of World Pacific Records, it's heading toward a fusion with folk material.
To John Hammond, Columbia's jazz buff extraordinary, its salvation lies in the rock and roll ranks.
Within such answer may be found an underlying commercialism, which could force an even greater number of jazz LP's onto the pop charts while starting a whole new jazz revolution.

Mixes Folk & Jazz

While folk music is currently enjoying its greatest popularity, Bock believes jazzophiles are just as interested in folk as the folk themselves.
"Both forms of music stem basically from the blues," Bock says, "and both jazz and folk are not sophisticated music."
Bock further points out that "people want to be told a story, but jazz, for the most part, is not a vocal music while folk is."

The West Coast recording executive explains that folk music's story-telling charm can appeal to jazzophiles just as much as to traditional folk fans.
"The union of folk music into the jazz fold will ring familiar to many people."

Need Something Else

By the same token, Bock feels that in an overproduced market, "it doesn't pay to simply put out a good blowing album by a good artist unless it has some unique quality going for it."
Bock feels that the groups which sell best are those which stay and play together. "If a leader cannot hold a group together, then it makes no sense for record firms find it hard to get them going."

Breakout, so speak, is also the concern of John Hammond, whose long experience in the jazz field is well known to aficionados. "I feel the real excitement yet to come in jazz will come from people graduating from the rock and roll ranks." Hammond revealed he had come from New York to the recent Monterey Jazz Festival expressly to look for something new. "Even musicians heard at Monterey I've heard before," he said with marked disapproval.
There are some powerful musicians playing rock and roll and I believe that jazz will get a new kick when these guys move up to the challenges of playing in a jazz setting."

Counts on Present

While Hammond may be thinking about the future, Gerald Wilson is concerned with the present. Wilson believes jazz can become a commercial commodity. "People want the best of anything and they won't accept a commercial version," he says. Wilson backs up his assumption by noting that the "public's ears are open. That's a fantastic opportunity." Wilson is optimistic about the possible difference between a commercial and a "pure" form of music. "The market is there, if we can convince the public."

The Adderley Sextet's book is filled with prime material, chosen by such titles as "The Snake," "Round Midnight," "The Thing," "Dis Here!" and a flock of others to his credit.
Sonny Rollins, Oliver Nelson and Miles Davis have written some very fine pieces which could easily be geared to the pop market, and Horace Silver is an outfit that is relatively well known.
The State-owned "Zoltan" label made a very few recordings.

Composeres Can Supply The Big New Pop Hits

NEW YORK — Pop record companies digging for bright new jazz formulas may find their way through the vaults of the mass of instrumental music written and recorded by jazz performers.

Publishing companies affiliated with independent jazz labels and by well-known artists are loaded with strong material that could be more successfully translated into pop than carbon copies of Tony Bennett, Dion or the 4 Seasons. When in doubt they can ask the original composer for something.

Jazz is at the crossroads. The pop music industry demonstrated that it will accept jazz on its own terms. It is now up to the jazz industry and its musicians to capitalize on that acceptance.

Jazz Footthold In Hungary

PAUL GYONGY

BUDAPEST — Until 1962, jazz, as some kind of "forbidden fruit," was something of a stepchild of the Hungarian pop music business. Through the activity of the cultural anthropologist András Perényi the Young Composers Association sponsored some attempts to sponsor lectures about jazz and jazz sessions.

The pop music industry of jazz has also been widespread by the TV stations, which broadcast jazz programs and jazz concerts have been seen and heard which have been happening acclaimed by an increasing number.

Jazz is also presented weekly, on Hungarian Radio, by "Light Music Newsweal," where it gets a 25-minute spot in the form of a short lecture illustrated with recordings of the finest American jazz artists.

The State-owned "Zoltan" label made a very few recordings.

(Continued on page 31)

——— www.americanradiohistory.com
Arrangers Pop Up All Over

By JACK MAHER

NEW YORK — As arrangers who use their musical eyeteeth in jazz can be found in just about every segment of the pop music business today, men who were almost completely unknown with big or small bands, playing and writing the charts they played, now work in every facet of the pop music world from Nashville to Broadway, in TV and as A&R men.

At least part of the wider acceptance of jazz today is due to the myriad of men who have brought their writing talents to the overall music marketplace. With them, as part of their overall technical ability, they bring the life and the vitality of jazz.

The New Breed

An outstanding example of this new breed of pop record man is Marion Evans whose fertile imagination is a big part of the small band world of jazz. He brought new excitement to Eydie Gorme and Steve Lawrence and other acts on Columbia when he took over arranging and producing their records with the label.

West Coast pianist Johnny Williams has done a lot of work for TV and film. On the same coast Marty Paich has done a lot of writing for Reprise and other labels, and John Mandel has been most active. Ralph Burns, whose writing for the Woody Herman orchestra a decade and more ago is still looked upon as classic stuff, has been most successful on Broadway. He orchestrated the Richard Rodgers score for "No Strings" and he has recently gone to London to arrange and orchestrate the same composer's score for a revival of "The Boys From Syracuse," due to open there shortly.

Powerhouse Jones

Quincy Jones, sometime trumpeter and arranger for Dinah Washington, is a triple-threat man at Mercury. Jones, the artist who has had a number of big records, one of them a big band bossa nova set. As A&R producer and arranger, Jones has worked with a number of artists, among them some of the label's biggest, Brook Benton, Dinah Washington and Oliver Nelson, who was an arranger for Louie Bellson's big band, and is a tenor sax soloist in his own right, has had much success. Nelson's charts were

Puerto Ricans Bring It Home

BY ANTONIO CONTRARAS

Until the last few years jazz records were one of the slowest selling segments of the record picture in Puerto Rico. Three basic motives are behind the upsurge in the young Puerto Ricans back from Stateside colleges bring back knowledge and desire for jazz; the influx of continental Europeans to Puerto Rico (white collar workers and executives) who work or manage many of our new factories, hotels, etc., and many Puerto Rican-born musicians who were on the mainland for years playing with the big bands as sidemen have now returned home.

There are three or four groups (Continued on page 35)
Jazz Jocks Dig Pop Push
But Wary of Trend Slavery

By BILL COSS

NEW YORK — How much pop jazz can a jazz show take? Are you concerned that so many labels seem to be concentrating on a popular approach to jazz? The Billboard asked some representative New York jazz jockeys those questions after learning that Cal Tjader's "Shades of Jade" album was receiving heavy play on pop as well as jazz shows.

The queried jockeys had all featured the album (they even (Continued on page 31))

Pop Jockeys Find It Easier
To Make Swing the Thing

By BILL COSS

NEW YORK — How much jazz can a pop show take, and how do you decide what records to program? Billboard asked those and related questions of several leading pop jockeys in New York last week and heard a surprisingly similar set of answers.

exclusively on
PACIFIC JAZZ RECORDS:
PJ-7/The Shout
PJ-63/The Shampoo
PJ-2/The Truth
PJ-16/McCann In San Francisco
PJ-69/The Gospel Truth
PJ-56/On Time

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for & smash TV appearances
in 1963!

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MR. KONTONS/Hollywood

(Continued on page 31)
Aussies Dig That Trad, Dad

By GEORGE HILDER

SYDNEY — There are hopes for a good future in Australia for jazz, but so far progress is slow. The Australian market for jazz records is a small one to begin with, and only famous overseas artists like Dave Brubeck, Miles Davis and George Shearing show much promise, leaving the others to work on a smaller scale. The local industry has produced a few jazz LPs, but the bulk of sales has been achieved by artists like Greense Bell and Wyly Price, the former, Borne, is beginning to go overseas.

One of the leading Australian jazz artists on records include Bryce Rohde and Don Burrows, whose records sold out quickly. Another Australian jazz LP that has done well are Greense Bell, "Trad Jazz," Ray Price, "One Day I Met an African's"/Don Burrows, "Jazz for Beaches," and Bryce Rohde's "Straight Ahead."

It is interesting to note that greater sales were achieved on his earlier CBS LP entitled, "Incident in London," on which he mostly performed old standards. Other Australian jazz LPs that have done well are Greense Bell, "Trad Jazz," Ray Price, "One Day I Met an African,"/Don Burrows, "Jazz for Beaches," and Bryce Rohde's "Straight Ahead."

It is believed that sales of local jazz albums in Australia will improve. The interest for local jazz is increasing and the local recording companies, CBS in particular, are beginning to go out of their way and spend some money to further the interest for Australian jazz among the public. Clubs are beginning to spring up all over Sydney and Melbourne and although most of the leading talent is working in Sydney, there is a small jazz scene in Melbourne.

The position, the main complaint from the local jazz musician is that he cannot make a living from playing the music he likes.

Polish Govt. & Cultural Groups Keep Beat Swingin'

By ROMAN WASZIK

WARSAW — In Poland there's little money in jazz. If it weren't for financial aid from local authorities and cultural organizations there wouldn't be much in the way of jazz in this country at all. Philharmonic halls—particularly the National in Warsaw—give regular live and recorded jazz concerts, there are plenty of jazz clubs, especially in student centers, and the Polish Radio gives quite a lot of time to jazz on the air. They even give jazz programs announced in English and German. Each year, in October, the National Philharmonic, the Polish Jazz Federation, Jazz Monthly and the Students Association get together to organize the International Jazz Jamboree in Warsaw. The whole thing is recorded on the radio and a whole series of disks is later put out.

This year's set of recordings is a hot favorite with local jazz fans because it features not only the top Polish groups, but all the visiting jazzmen. For instance, American trumpeter Don Ellis, who appeared at the Warsaw Jazz Jamboree last year, plays on the set.

Polishjazzmen whose disks are continuously popular in Poland is clarinetist Albert Nicholas. He appeared at the Warsaw Jamboree back in 1957. Stan Getz has also made recordings in Poland. Long-play jazz recordings are rather rare here, the majority of the disks put out by Polish firms are extended play. The three top Polish jazzmen, as far as buyers are concerned, are Andrzej Trzaskowski, Piotr Grzybowski and Andrzej Kurylowicz.

Poland's trad group—the New Orleans Stompers—and another somewhat more commercialized trad group, the Zygmunt Wachty Band are also very popular. Up to quite recently, the disks which Voice of America commentator Wilfie Conover made in Poland when he was here looking for groups for his famous radio program were selling very well.

Rock Cuts In

Since local teen-agers get interested in rock and roll and the other pop tunes this sort of music has become the top seller disk-wise; pop vocalists send the sales rocketing and jazz sales drop. Polskie Nagrania—the leading recording firm in this country—puts out less and less jazz.

On the other hand, jazz gets to be featured more and more as background theme music for films. Quite a few foreign film directors have commissioned Polish jazzmen to write music for their films.

Polish jazz always manages to create quite a stir whenever local jazzmen appear at international festivals or go on tours abroad—giving concerts and making TV appearances, etc. The Trzaskowski Quintet appeared at the Newport Jazz Festival and in Washington in 1962.

(Continued on page 31)

October Releases

On Atlantic

The Best Selling Jazz

15% Discount on All New Releases During Month of October

30-60-90 Day Deferred Billing to Qualifying Accounts

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1341 Broadway • New York, N.Y.
Pop Jockeys Find It Easier
To Make Swing the Thing

They were also in Western Germany last year, and this year they have played in Switzerland, Luxembourg, and Croatia.

The Pilsen-Werkschaft group was in Zlín and Pilsen, and the Polish jazz band played in Berlin, Prague, and other European cities earlier this year. Krzysztof Komeda is a well-respected Polish jazz musician who has played abroad more often than any other Polish Jazz musician.

Apart from the professional jazz groups, there are many lesser-known amateur musicians in Poland, particularly among the students. It is estimated that there are about 1,000 amateur jazz groups in this country, and these all play at various jazz clubs and in cultural centers.

Recently, more and more recordings by top American jazz groups have appeared in jazz clubs and on records. On Blue Note are the latest to turn up. There are also many of these groups as amateurs might like, but they say, "every little bit helps."

The Best Selling Jazz is on BLUE NOTE

Jazz in Hungary

Jazz on Blue Note

Jazz Jocks: Dig Pop Push
But Wary of Trend Slavery

Following Few
But Mighty Loyal

By RICARDO GARCIA

SANTIAGO—In Chile, jazz has few but faithful followers. Although sales are not high, jazz records have an increasing importance in our record market.

The leading LP’s are: "Cole Porter a la Dixie," by Pee Wee Hunt (Capitol); "Bill Sing, the Cole Porter Songbook," (Verve); "Los Exitos de Benny Goodman" (Capitol); "King Louis," Louis Armstrong (Dimension), "Jazz in the Hollywood Bowl" (Verve).

Favorite names among jazz fans are: "Harlan," Louis Armstrong, "Jazz in the Hollywood Bowl" (Verve).

Local talents (mainly Dixieland groups) have great popularity, but several of these jazz groups appeared last year in the field. Ediciones Ortíz (a local label) recently signed the Nat "King" Cole Quartet, no doubt the best of them all.

Polish Government

Dealers Note—Write if you want to be placed on new release mailing list.

PRESTIGE RECORDS, INC.
203 S. Washington Ave.
Bergenfield, New Jersey
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Jazz Jocks: Dig Pop Push
But Wary of Trend Slavery

Jazz in Hungary

Jazz Jocks: Dig Pop Push
But Wary of Trend Slavery

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But Wary of Trend Slavery

Jazz Jocks: Dig Pop Push
But Wary of Trend Slavery
A Buck Melts Even A Jazzman’s Heart

By KEN STEWART

Dublin — Ten years ago, 8,000 people attended Stan Kenton concerts at the Theatre Royale and thousands more were turned away. Today, the Royal is demolished, leaving no comparable alternative venue. Armstrong, O’Connor, Herman, and others who have played here drew large crowds. But such visits are pitifully infrequent.

ADRIAN CRONIN, a television producer and announcer, in "Mr. Jazz" in Ireland, told Billboard: "Jazz doesn’t seem to fit the Irish temperament. Not only is it far from being a dominant part of the scene, but it is extremely unlikely that matters will improve."

THINK BIG

"If things were done on a sufficiently large scale, perhaps the position might change. Concerts by leading figures would undoubtedly do big business," said Cronin.

Cronin runs the Blue Note Club, which has a membership of 300, about 60 of whom turn up for Tuesday sessions by records available here on up to 10 different labels covering various periods. Cilia, which is still new in the market, is building up its library, but it seems to be a sure winner in the two-volume "The Dave Brubeck Quartet at Carnegie Hall.

Cilia has created a jazz series featuring outstanding American musicians. Its first series was top among top American sellers for several years. Galliera del Cesto through Brenner has Duke Ellington who is doing well with "Afro Bossa" and the Chico Hamilton Quintet. The Modern Jazz Quartet, issued here by Sancha S.A., is resident in Italy’s top records, currently has "Lonely Woman" and "The Connoisseur." In most instances, Italian jazz enjoys only local sales. There is wider distribution, however, when a composer appears on tour. European jazz is a part of the American jazz scene, and some Italian jazzmen have brought about an increased following for this genre as seems to be the case here. Not all jazzmen have been outstanding, but they have been instrumental in the increased sales of jazz records in this market.

In the recent sales picture there are four stores that cater to the jazz public: Matisse Viva (Sigfrido Gonzalez, salesmen), Casa Victor (Ramon Ortiz), Matius Plenty (Carlo Maldonado) and Baliero Records (Toce Ballesio). I mention these salesmen because each one of them, a jazz buff, has his own following and all of them have been very instrumental in the increased sales of jazz records in this market.

On one thing they agree, record companies prefer the small groups to the big bands. Albums by sax-men and drummers are the sales winning margin.

The top sellers in albums are: "Tenor Saxes, and Alto Saxes," by various artists on Verve; "Cannonball Adderley, The Beat That Goes On," by Charlie Parker, Verve; and the Pete Fountain albums on Coral.

Jazz night clubs are starting to flourish and if Ponce Rico continues to draw tourists as it was in the past few years, they should be a permanent part of the San Juan night life.
Yanks Dominate British Jazz

**By CHRIS HUTCHINS**

**LONDON** — The state of the jazz market in Britain is very much the same as it was in the United States—this applies to artists in person as well as records. As far as concerts are concerned, local talent is rarely featured and with the traditional jazz boom of 1961, 1962 fading away, records by British jazz artists are figuring less and less in the big selling lists.

Philips Records has the edge on the jazz market with all the big names on the CBS catalog and the great potential that the Riverside label offers to the market here.

**Lead the Pack**

Biggest selling artists on disk are Dave Brubeck, Erroll Garner, Duke Ellington, Count Basie and our own trad men: Kenny Ball, Acker Bilk and Chris Barber. Locally modern fortune enough to share in the market are Johnny Dankworth, his wife Choo Laine and Tubby Hayes.

For five years Brubeck's "Time Out" album has remained in the top sales bracket to make it a plateau that will go down in the annals of jazz history. Other top LP's in the field in Britain include Miles Davis' "Porgy and Bess," Stan Getz and Charlie Byrd's "Jazz Samba," Erroll Garner's "Come Up in Swirl," and a local one on Pye which is currently up with the top pop albums, "Kenny Ball's Golden Hits."

At least two British bands were introduced to the United States after coming to the fore in the home trad boom—Bilk and Ball, following Barber who had already achieved world recognition with his hit, "Petite Fleur."

All have toured America and are set for further visits to various parts of the world. At the end of September Ball and his band flew to New Zealand and Australia for concerts, then on to New Zealand, Australia and the Far East.

**A Latin Touch In Hong Kong**

**By CARL MYATT**

There has been a very slight increase in jazz sales this year though dealers don't seem to be able to pinpoint any particular reason for it. Musicians such as Dave Brubeck, Miles Davis, George Shearing, Chris Barber and Acker Bilk retain their popularity, and their records still sell steadily but not spectacularly.

Top selling jazz LP's include Dave Brubeck's "Time Out," Miles Davis' "Jazz Track," and "Miles Davis at Carnegie Hall." Acker Bilk's "Stranger on the Shore," George Shearing's "Black Vell," Paul Desmond and Gerry Mulligan's "Two of a Kind" and Sonny Rollins' "The Bridge."

Jazz is played extensively in the night clubs, where Filipino musicians are heavily influenced by what is going on in the States. The number one hit here for Latin jazz and the combos that operate here—there is only one big band in town—have developed fine sounds.

There has been a dearth in jazz concerts ever since the jazz club scene faded out of existence. Among the European population of Hong Kong, however, the leanings are toward traditional and New Orleans-style jazz rather than toward the modern sounds. The Chinese fan who digs jazz, however, go for the Latin rhythms, hence the popularity of the Tito Puente orchestra, which gave a concert here last year en route to Japan.

Before returning to Britain in November, Bilk undertakes two tours of Germany next month and is being lined up for a six-week stint in Las Vegas early in the new year.

**American Rule**

American artists rule the British concert business with sell-out tours that command a $3.50 top price seat—more than twice as much as the top for a pop bill with several big chart names. Sarah Vaughan and Count Basie are touring currently, Erroll Garner returns in October, and Duke Ellington and Dave Brubeck are set for returns.

Jazz clubs are much more limited, with only a handful thriving throughout the country. Ronnie Scott's in London does best business, although it is only excellent when Scott has managed to secure an American attraction such as Roland Kirk—his latest booking.

Jazz record sales here are pretty steady with an increase in the modern market compensating for the decline in the trad boom. It looks as though the market is going back almost entirely to the Americans—quite the opposite of what is currently happening in the pop field.

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**Ad/Adv**

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NOVEMBER 7th, 1963

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IN CINERAMA
MUSIC COMPOSED AND CONDUCTED BY
ERNEST GOLD

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Fabulous! The MOST dazzling original motion picture score of the MOST star-studded, the MOST spectacular film of all time—a chart topper to end all chart toppers!

THE ALBUM OF THE DECADE!

UNITED ARTISTS RECORDS TRULY the Proudest Name in Entertainment
POK SPOTLIGHT

Elizabeth Taylor in London

Original Television Soundtrack
Columbia LP 489 (A)

An extract of an important moment in the life of this actress, who is the subject of this Spotlight Pick. The film "Butterfield 8" has been released, and this is the soundtrack album. It features the music of the film, composed by a famous composer, and includes a song from one of the scenes.

POK SPOTLIGHT

Barry

Soulful Boy, Capitol Y 1961
ST 1981 (3)

The new LP from Barry with a unique style, which makes it stand out among other releases. The songs are written by Barry himself, and they reflect his personal experiences and emotions. The album is highly recommended for fans of soul music.

POK SPOTLIGHT

Ella and the Basie Orchestra

Verve V 4651 (M); V 4651 (S)

This is the second album by the Ella and the Basie Orchestra, featuring the great jazz trumpeter. The album includes some of Ella's best-known songs, as well as some originals. The band's sound is unique, and it is a must for fans of jazz.

POK SPOTLIGHT

Sassy Swings the Tivoli!

Sassy Vaughan

Mercury MG 20301 (M); MG 20301 (S)

Sarah Vaughan is a seasoned vocalist who has been around for many years. She has a unique style and a wide range of emotions, which are reflected in this album. The songs are a mix of standards and some originals, and they showcase her talent as a vocalist.

POK SPOTLIGHT

Sassy Swings the Tivoli!

Sassy Vaughan, Mercury MG 20301 (M); MG 20301 (S)

Sarah Vaughan is really swinging on this album with a lot of energy and enthusiasm. She is supported by a talented band, which includes the famous pianist, Red Callender. The album is highly recommended for fans of jazz.

POK SPOTLIGHT

Classical Spotlights

Maria Callas in Paris

Angel 15 36147 (A); 5 36147 (S)

Maria Callas is a legendary soprano, known for her beautiful voice and her interpretations of classical music. This album features some of her most famous performances, recorded in Paris in 1955. The recordings are of high quality, and they are a must for fans of classical music.

POK SPOTLIGHT

Low Price Classical Spotlights

Stoshakovsky Symphony NO. 5, OP. 47

Czech Philharmonic Orchestra

This is the complete recording of Stoshakovsky's Symphony No. 5, performed by the Czech Philharmonic Orchestra. The conductor is Jiří Bělohlávek, and the recording is of high quality. The orchestra gives a powerful and passionate performance, which is highly recommended for fans of classical music.

POK SPOTLIGHT

Latin American Spotlights

Viva Valdez

Tico LP 1085 (M); SLP 0190 (S)

This is a compilation of some of the best Latin American songs, performed by various artists. The songs are in Spanish, and they cover a wide range of styles, including salsa, merengue, and cumbia. The album is highly recommended for fans of Latin American music.

POK SPOTLIGHT

Rocking the Boat

Jimmy Smith

Verve S 4141 (M)

One of the most influential organ players, Jimmy Smith, is featured on this album. The recordings are in very high quality, and they showcase his unique style and virtuosity. The album is highly recommended for fans of jazz and organ music.
NEW ALBUM AROUND!
FROM COLUMBIA RECORDS

ROBERT GOULET
IN PERSON
RECORDED LIVE IN CONCERT
**ALBUM REVIEWS (continued)**

**SPECIAL MERIT PICKS**

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

- **POP SPECIAL MERIT**
  - LENA LIKE LATIN
  - Lorna Hersch, Charter CLD 106 (M)

- **POP SPECIAL MERIT**
  - NEW THIS ONE'S FOR ME
  - Doris Day
  - Mercury MG 20618 (AL), SR 60218 (S)

- **POP SPECIAL MERIT**
  - LEONA
  - Lorna Hersch, Charter CLD 106 (M)

- **POP SPECIAL MERIT**
  - 12 STRING GUITAR
  - Billy Strange
  - Crescendo GHP 4 (M)

- **POP SPECIAL MERIT**
  - LATIN GOLDEN OLDIES FOR DANCING
  - Various Artists, Tel rec TLP 1097 (M)

- **POP SPECIAL MERIT**
  - MONOLODY IN VIRTUOSO
  - Johnny Smith & Steve Goode
  - Roulette LP 2251 (M), SLP 2251 (S)

- **POP SPECIAL MERIT**
  - CONCERT IN THE PARK
  - Boston Pops/Arthur Fiedler, RCA Victor LM 2347 (M)

- **POP SPECIAL MERIT**
  - ARIAS FROM SPANISH OPERETAS
  - Alfredo Kraus
  - Columbia EX 5105

- **POP SPECIAL MERIT**
  - STARYE
  - Sarah Vaughan
  - Roulette R 25100 (AL), SR 25100 (S)

- **CLASSICAL SPECIAL MERIT**
  - DYORA: SYMPHONIC POEMS
  - Czech Philharmonic Orchestra
  - Choral Academy ALS 2701 (S)

- **CLASSICAL SPECIAL MERIT**
  - RIETSCH: SYMPHONY NO. 2
  - U. S. Air Force Band, Columbia 27454 (S)

- **COMEDY SPECIAL MERIT**
  - JERRY STYLER & ANNE MARRA
  - Various Artists
  - Stiff LP 6000 (S)

- **FOLK SPECIAL MERIT**
  - THE FOUR-STAR ALBUMS
  - Various Artists
  - Vanguard VCG 5312 (AL), SR 5312 (S)

- **POPULAR**
  - 1939 BOS & BALLADS
  - Various Artists
  - Vocalion R 25330 (AL), SR 25330 (S)

- **LATIN AMERICAN**
  - MAISEL: MARCHES & DANCES
  - Various Artists
  - Capitol 2514 (S)

**ALBUM REVIEWS**

Every album sent to Billboard for review is heard by its staff, and its rating is given in accordance with its musicality, overall quality, and within its category of music. Full reviews are published for Special Merit Picks, and all other LP's are listed under their respective categories.

- **POPS SPECIAL MERIT**
  - THE ROBERT De CORMIER FOLK SINGERS:
    - Volume 2
    - Johnny Mann Singers, Liberty LP 7959 (M)

- **POPS SPECIAL MERIT**
  - LAUGHING ON THE OUTSIDE
    - Archie Franklin, Columbia CL 2079 (M), CS 8379 (S)

- **POPS SPECIAL MERIT**
  - BLUE BASH
    - Kenney Bell & Jimmi Smith, Verve V 8650 (M)

- **POPS SPECIAL MERIT**
  - HYMN SING ALONG WITH MITCH
    - Mitch Miller & The Gang, Columbia CL 2053 (M)

- **POPS SPECIAL MERIT**
  - DETROIT CITY & OTHER HITS BY BOBBY BARE
    - RCA Victor VPL 2770 (M), LSP 2770 (S)

- **POPS SPECIAL MERIT**
  - GOLDEN HITS
    - Chubby Checker/Bobby Rydell, Cameo C 1063 (M)

- **POPS SPECIAL MERIT**
  - TRAVELING NATURALLY
    - John Early, MGM LSP 2705 (M)

- **POPS SPECIAL MERIT**
  - CHASING A DREAM
    - Bill Pursell, Columbia CL 2077 (M), CS 8877 (S)

- **POPS SPECIAL MERIT**
  - GOLDEN HITS
    - The Osmonds, Cameo C 1087 (M)

- **POPS SPECIAL MERIT**
  - WEATHER TOGETHER
    - Tennessee Ernie Ford/Sally Prather/Chuck Chace, Capitol T 1937 (M)

- **POPS SPECIAL MERIT**
  - BEAT THAT DRUM
    - Sandy Nelson, Imperial LP 2237 (M), LSP 2237 (S)

**LOW PRICE CLASSICAL**

- SCHUBERT: SYMPHONY NO. 9 "THE GREAT"
  - Czech Philharmonic Orchestra
  - Berlin Philharmonic P 110 (M)

**THREE-STAR ALBUMS**

Three-Star albums indicate a high degree of quality and are likely to attract a substantial audience. They are usually noteworthy for their musicality, originality, and overall quality.

**CLASSICAL**

- VON WEBER: SYMPHONY NO. 1 - SYMPHONY NO. 2
  - Various Artists
  - Capitol 19738 (S), CMLP 19739 (S)

**LATIN AMERICAN**

- LATIN AMERICAN HITS OF THE 30's & 40's
  - Various Artists
  - Columbia 3181 (M)

**INTERNATIONAL**

- INTERNATIONAL:
  - MACHITO: MARCHING BANDS
  - Various Artists
  - Capitol 19741 (S)

**POPS**

- SPEAK WORD
  - The March on Washington Chorus, Mastro Mastro, Capitol T 1087 (M)

**POPS**

- POLE
  - Old Country Folk Songs
  - Various Artists
  - Columbia CL 2093 (M), CS 8379 (S)

**POPS**

- LOW PRICE CHILDREN'S
  - All American Kids Chorus
  - Standard P 21137 (S)

**POPS**

- POLSA
  - Polish Folk Songs
  - Various Artists
  - Allegro P 21171 (S)

**POPS**

- BEETHOVEN: VIOLIN CONCERTO
  - Various Artists
  - Columbia 3181 (M)

**POPS**

- LOW PRICE CLASSICAL
  - Bernstein: Symphony No. 3
  - Various Artists
  - Alliance P 21170 (S)

**POPS**

- LOW PRICE CHILDREN'S
  - Children's Philharmonic Orchestra
  - Alliance P 21137 (S)

**POPS**

- LOW PRICE POPULAR
  - Bobby Rydell: Bobby Rydell's Greatest Hits
  - Various Artists
  - Par1121901 (S)

**POPS**

- LOW PRICE CLASSICAL
  - Schubert: Symphony No. 9
  - Various Artists
  - Alliance P 21170 (S)
Look what Capitol started: Hot Rod Music.
And this one's already sold 150,000!

Now there are four more Capitol Hot Rod Music albums bound for the charts. And here's the promotion that's going to help you put them there!

Capitol's Hot Rod Music is America's newest popular music craze! And everything you get in Capitol's Hot Rod Music promotion is designed to help you cash in on all that new popularity. There's a free dictionary of Hot Rod Jargon everyone will want. (And they'll have to come into your store to get their copy!) It was prepared by the editors of Hot Rod magazine, and it features photos of Capitol's Hot Rod Music stars! (Remember the traffic-building success of Capitol's Surfing Dictionary?) There's a big four-color album merchandiser that looks as much like a real hot rod as cardboard can! There's a colorful counter display to hold Capitol's Dictionary of Hot Rod Jargon! Your CRDC rep has all the news about this huge industry-leading promotion. And here are Capitol's four great new Hot Rod Music albums!

See your CRDC rep for special terms on these new albums (Including Shut Down)!
### HITS OF THE WORLD

#### BRITAIN
(Composed New Musical Express, London) *Denotes local origin

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#### BELGIUM
(Composed Victor Vander, Brussels) *Denotes local origin

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#### NEW ZEALAND
(Composed Southern African Record Manufacturers and Distributors) *Denotes local origin

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#### SOUTH AFRICA
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*www.americanradiohistory.com*
A most happy song.

"(Down At) PAPA JOE'S"

DIXIE BELLES
with CORNBREAD and JERRY

sound stage 7 #2507

Produced by Bill Justis
Mediterranean Test to Spain

BARCELONA—At the Palacio de las Naciones the Mediterranean Song Festival was won by Spain for the first time in its history. The public paid 75 cents a year more than to see Maria Callas at the Liceo or Wagnerian festivals in Bayreuth. Winners were Leon Botrel and Jose Maria Andreu authors of "Sen Ven..." which was showcased and sung by Salome and Ramirez show.It is the second time in which Spain is improving and now the Castilla (one of the richest provinces of Spain). Second place went to Soviet (Peolce) and third to Monaco with "Te soli sa", by Ivan Pastor and Alex Marcu.

long-awaited release of the flick "Gypsy" opens throughout Australia this week. A.C.C in preparing the Warner Bros. soundtrack album.

Australian release date is set for September 23. The Delfonics, Sydney local group, joined the current hit parade with a single composed by Sydney Detweiler and surf band expert, Ben Action. The disk is titled "Hangin' Five" copied with "Surf City." The Delfonics are active members of the "local Surf Club which binds local authenticity to the waxing." Day after the release of four 100-cent Fox albums, the company that manages the radio stations in all states and on sale to the public. The Australian station disk fund campaign for the month of October. Label is rush releasing the "Tea for Two" or "Surf's Hootenany" for October release. "Once Upon an Eye" star, "Shake tray," a disk titled "Sneak Preview," featuring a track from each of the above mentioned albums, "The Longest Day," "Marilyn," and "Ella" on the new disk. That a disk is aimed at all Australian disk fans. EMJ will be the first on the scene with scene of cram with the single "You're Joe Perkins from the Sound 7 stage recording on London.

When In Argentina, Do as the Romans Do

By RUBEN MACHADO

BUENOS AIRES—Italian pop music is changing the image which titles like "Volare" gained in Argentine years ago. Now, "La Terza Luna," "La Partita di Pal- lona," "No hay nada como esto," "Mi amada," "Guarda come dandole," are among the successes of titles originating in Italy, the biggest name of which Victor issued a long play and several singles. Edouard Deneuve, di Capri (Odeon), and Adriano Celentano new distributed by Ferramorta Productions.

An interesting case is that of Neil Diamond, a first effort issued the English version of "La terza luna" but the public insisted on the one released by Victor. In fact, this was sold more than the first. The same happened to "Mi amada," also by Edouard.

Quite a few of these Italian songs have been recorded Spanish. For example, "La terza luna," by Marty Cossen (Vic- tor); "Volare" by Rocker; a Monica Lander (Odeon), Donald (Music Hall) and Carlos Olici-

tizm (CBS). The Lady of the World, which has been released both in English and Spanish versions.

ALThOUGH the Australian right's No. 1 record "My Boyfriend's Back," by Elvis Presley's, has been a 250 million dollar grossed, the streets searching for the young singer when he was spirited away from the airport by a sea of screaming fans. Police and fire wardens of police were needed to keep the crowd in line at both the airport and around the Arcadia Hotel where the young singer stayed. So great was the crush that Richard, his group the Shadow- owes, and the impresario Gloria Godik decided to cancel a radio interview and other festivities slated to take place at the air-

port.

At the hotel the young singer posed for pictures and signed autographs. His shows at the theatre were huge successes and drew capacity houses for all performances.

Australian Right

BRITISH DISKS

Still Hold Reign

By GEORGE HILDER

10 Tondem Ave, Kingston, Sydney N. S. W.

English disks are still holding their own on local charts and new numbers creating interest include Rockers by the Shadows, "The Cruel Sea" by the Dicksons and the English cover version of "Tell Me" by Carl Drea-

ver.

Garret Carroll is due to leave for New York to talk with Richard Rodgers on the final choice of a woman star for his Australian production of the new Rodgers' musical "No Strings."... Bryan Davies has a new single on HMV, "Rich Boy," composed by John devlin. The song is controlled by Camco and RCA of Australia will introduce their first Dynagroove disks on the market October 1st. The black-

butter campaign will feature artists like Smooth, Cheryl and Mike, Frank Fait, said that "Came to a Crying" and that "I Will Seek Heavenly" by its opening night compared with "I Will Seek Heavenly" Fair Lady," CBS already re-

leased the Broadway cast ver-

sion.

The next local disk issued by CBS is by Kenny Shawn, regular vocalist with the Atlantic... "It's Like Your Kind of Love" by Lee Thompson and Bob Luman is receiving tremendous airplay in Sydney.

CAMA Music ac-

quired from Ardmore & Beech-

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THE GREAT MARCH TO FREEDOM

REV. MARTIN LUTHER KING

DETROIT JUNE 23, 1963

Suggested list price $4.98—BUY 10 GET ONE FREE

THE GREAT MARCH ON WASHINGTON

1ST DAY OFFER:

$1.80 NET PRICE TO DEALERS

Shipping this week

"THE GREAT MARCH TO WASHINGTON"

featuring the complete speeches by...

THE REV. MARTIN LUTHER KING • ROY WILKINS • WALTER REUTHER

PHILIP RANDOLPH and LIZ LANDS

singing

"WE SHALL OVERCOME"

BUY 6 GET ONE FREE

TAMLA / MOTOWN / GORDY RECORDS

2648 WEST GRAND BLVD., DETROIT, MICH.
**International News**

- **Continued from page 42**

The artist is one of the few hit composers holding a composer’s diploma of the Budapest Music Academy. Fekete intends to visit the United States after his performance of this film.

At the end of September the Hungarian Post Office will issue a stamp with the portrait of the late composer Leo Weitser. Only two other Hungarian composers have been honored likewise in the past: Ferenc Erkel and Bela Bartok.

There has been a steady increase in TV and radio listeners in this country. In the first six months of the year some 10,000 TV and 40,000 radio sets have been sold. On June 30 TV subscribers numbered 404,000, paying monthly fees of more than 20 million forints (around $160,000 dollars). Radio subscribers numbered 2,450,000, paying monthly fees of more than 23 million forints (around $1 million).

The Hungarian retail record business will get a strong upsurge through an EP which has been recorded by Nico Torriani for the State-owned Quality label. Torriani, who is a Decca artist, recorded four Hungarian songs with special permission of his recording company.

The record will be sold exclusively in Hungary, and the record company hopes for sale of more than one-quarter million copies. It is also the first time that such an EP will be released to a recording artist, amounting to more than 5 cents per record. It is said.

**Israel**

**City Folks Dig Charles Aznavour**

By AZARIA RAFOPORT

73, Ahad Haam St., Tel Aviv

Charles Aznavour, French singer-composer, played to a capacity audience in Tel Aviv’s huge “Fabian” Casino and theater in a for some time. Popular through his records and pictures (having been seen recently as a stars: the Jewish soldier, Samuel Goldman (“Taxi to Tobruk”), the singer Aznavour a record) pressed locally by Hed Arzi) soared in all major stores, while in smaller towns the magic of his French charm and his beauty songs to fill the ever-growing sized auditorium.

Two more performances have been scheduled for British singer Cliff Richard after four of his spectaculars. Tel Aviv had been sold out within two days. The enthusiastic reaction to Richard by the audience was so great that his cancellation was announced.

In short, Billboard is thoroughly delighted with every aspect of ABC control . . . it makes us “fleg” . . . and in our wild and worldly world of show business, that’s the word that separates the men from the boys!

**Billboard**

The only ABC audited publication for the music-record industry.

**Our version of it looks like this:**

... but Billboard's been hip since 1914

... and to us it means much more than an academic starting point.

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

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

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

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

And for advertisers . . . an ABC statement puts solid value behind every advertising dollar by letting the advertiser know in advance precisely how many people his message will reach, who they are, and where they are. ABC further protects the advertiser's investment with its rigid rulings as to just how those subscribers can be obtained. Padding circulation with wild offers and fancy premiums is strictly taboo . . . no mink coats, no cars on the moon and no 4-year subscription for 34c. The amount paid by a subscriber must be sufficient to indicate that his interest lies in the publication itself . . . not in the "deal" or premium.

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

**Pop Acts Light Up New Casino**

By SAML STEINMAN

Plaza S. Amalino 1, Rome

Popular songs have managed to put the new Casino at Thor-
PHILIPPINES

Buyers & Sellers
INTERNATIONAL EXCHANGE

A convenient international directory of companies now offering their experiences, facilities and services for the sale, distribution, exploitation or manufacture of products in the music and phonograph record field.

ARGENTINA

MUSICAL NOTE ANNIVERSARY

POMPOSA—Musical institu-
tion created in 1963 as an anniver-
sary being celebrated by a Beneficente Abbey in this seashore town of more than 5,000 inhabitants in the Prov-
ece of Buenos Aires. It is the Ninth Centenary of the raising of the Campanile where the microphone of the Pompodora comp

mained with the tunes "Sing die-semitonal Melodie" and "Und die Musik sieht dazu," accom-
panied by Rudi Bohm and his orchestra.

Correction

A recent issue of Billboard stated that dinkery Ivensen & Fregh of Oslo would be recording on the Triola label, the dinkery's label for domestic issues. However, autumn auditions will be held to pick a series of members of the orchestra to be qualified to sing in the Swedish Folk's Parks next summer. The day will be September 26, and all the directors of the gigantic Swedish Folk's Parks organization will come to Oslo to see the talent.

For new recording companies have been founded in Norway during the last few years and three of the indie di-
rectors have launched their wares on wax. Egil Mohn Iven-
sen's wife Solve Wang is on the Triola label; Per Gunnar Jansen presents his record on Maa and Sigurd Jansen's wife Marie Olegaard is on the Coo label. Of these, Solve Wang is the bet-
ter known, a star on the stage and a member of the vocal quartet the Moon-Keys. - Nor-

Dis/A/S is issuing the First Record Festival in almost a year when the thrush this week in Oslo will be released on the self label with "Danske Sanger" c/w "Nora's Bossa Nova."

She's as Good As Presley

By ESPEN ERIKSEN
C/o Verdens Gang, Oslo

A new recording by one of Norway's leading Negro virtuosos, Winche Myhre, was issued by Egil Mohn Iven sesen this week. Triola, his label, has of-

"Gi meg en cowboy til mann!" (Give Me a Cowboy for a Husband). "Mina" Miss Myhre this week managed what only Winche had done before her. She entered the charts with both sides of one player. After a number of weeks represented by "El sneeren sneele" and "Blind at og fisk," this week entered the Top 10 as compiled by newspaper Verdens Gang.

Ray Adams' rendition of "De tusen sponde land" passed the 22,000 sales mark and it is expected that the Maa record will pass the 25,000 sales with-
in a few weeks and qualify for a silver disk. Last time any Nor-
wegians sold over a silver disk was when the Moon Keys (a little more than a year ago) received the recognition for their "jeg vil hjem til deg" on Triola.

RCM's best selling songstress in Norway, Grynet Molvig, has a new record on swing. The player will be issued both in Norway and Sweden. Later on the label will try to catch up the phone tunes on the Telefunken label in Ger-

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Schenkel Touches All the Bases

By GIL FAGGEN

NEW YORK — Across-the-board sports programs on radio these days are as scarce as hen's teeth. Many radio stations have relegated the world of sports to all-too-brief mentions tied to newscasts. Sports fans the nation over may find solace in one of the most comprehensive sports programs on the air today, "World Wide Sports," aired daily on WOR-AM, 710, across the nation.

The program is distinctive in several areas. Firstly, it's fifteen minutes (hits net at 7:15 p.m.) allowing for significant coverage. Secondly, it's an excitingly produced, and last, but certainly not least, it is hosted by Chris Schenkel.

"World Wide Sports," written and produced by John Channing and John is handled much the same as a to top local or net news show. Six or seven direct reports are aired each night during the 15-minute segment. The show also features several cut-ins from John, which truly makes it a world-wide sports show.

The deeper, direct and tape reports are laced together effectively and neatly by Schenkel as acts the show's anchor man. Channing and Schenkel on occasion use an entire program for a sports feature, delving in depth into a facet or development in sports.

The fast moving program does not concentrate wholly on big league sports, allowing for coverage of the minor leagues. (Continued on page 48)

NEWS REVIEW

WINS Tackles Pair of Hot Ones

NEW YORK — A powerful hour of thought and emotion-stimulation was presented by WINS last week.

"Program PM," the late night talker, led off with a comprehensive but succinct round-up of the Valachi story, spotlighting only the most important elements of the tale. The special report was nestled packaged by Jerry Landry's WINN newsmen.

Jim Gordon, "Program PM's" host then segued to a 45-minute discussion of homosexuality and bisexuality which resulted in one of the most courageous and educational radio segments Dave ever heard.

Under the guidance of producer Murray Burritt, Group W reporter John Reavis traveled to another city to attend a regularly scheduled meeting of the Mattachine Society (homosexual reform group). The special was produced by Dean, who's been at the forefront of the battle against homophobia and who's put forth an excellent defense of bisexuality and bisexuality. The interview was taped and rebroadcast on the "Program PM" with an interview with the director and a letter from the station.

Dr. David's observations of the taped comments no doubt did more to educate thousands of listeners to the problems of homosexuality and bisexuality and foster an understanding of the subject than a library of books, pamphlets or less frank, academic discussions combined. The program and WINS are to be saluted for not only courage to enter a heretofore forbidden territory, but also for good taste in presenting the subject. Above all, it is an excellent example of how radio can educate in the public interest without boring the listener to death.

October 19, Next is "School for Scandal."

HOOTEN - A Long: Paul Christy is featuring folk music nightly on his WKMI (Kalamazoo) show appropriately called "Kazootenanny." Show has large following from three streets - the musical capacity is for disks.... WSB Radio (Atlanta) staged a "Hootenanny" (notice Southern spelling) at the Southeastern Fair recently. The station's Bob Van Camp, Jimmy Danaway and Bob McFarland presented engraved trophies to the winners of a songfest.... WWDW Radio (Brownsville, Tx.) began a nightly "1260 Hootenanny" featuring the best in area amateur folk singer talent a chance to earn a professional night club contract. Earl (Big Hoot) Robinson ensues.

BUDDY'S BACK: Buddy Deane, host of the top-rated WJZ-TV (Baltimore) afternoon show, who left radio after six years, returns this week to WITF Radio with the 6 to 9 show. Dean, who'll retain his show on WITF, has been hired to help with the ratings battle with rock station WCAO. Dean will be paid on the basis of rating points earned. Buddy's show on WITF was a winner before he left in 1957. Another WITF old-timer is included in the slate. Hot Rod Hubert moves from Philadelphia to Baltimore for a p.m. show.

In R. Gallant, former WJZ staffer, appointedistant program director at KYW (Cleveland).

Chet Collier, program manager of KYW-TV (Cleveland) has been named general manager of WBC Productions, Inc., Calif., and executive producer of the "New Alershow" replacing Joel Chasman appointed to a top executive post with Group W in New York effective in December. Collier helped develop the highly successful "Mike Douglas Show" now aired on all Group W TV stations. Chasman was program manager of the company's Baltimore station, WJZ-TV before going West.

WAKE (Atlanta) is reported now pursuing a Sublime "midnight jazz" format. Called "A Chic Style" is Shades of Paul Drew...
Calling Turn on Promotion Men

By BILL GEN
Contributing Editor

Record promoters are the personal points of contact between broadcasting and the record business. As is well known, the relationship between the two lines is not the smoothest. Some of the rough spots are created by inept promotion people.

In daily contacts with radio people throughout the country, I hear a large number of complaints about the behavio of record promotion personnel. Some of the annoyances are petty, some are real. Many have tried to sum up DJ views on promotion irritants in the form of the various types below, following where possible verbatim quotes from listeners.

The liar: Examples: "I brought you that record last week and you don't know how the other station got that exclusive. The publisher must have sent it to you." "It's already sold 20,000 in Chicago, and we're back-ordered up here." Their manager and I are just like that. Make it a pick and I'll get 'em for your hop. This man can say almost anything to get his record played.

The big shot. He thinks he's doing somebody a favor by dropping in. He calls the record librarian and asks her to arrange lunch or dinner dates with the DJs. He's from the big towns for the big company. He talks about how important he is in the organization—how the a.m. men ask his advice—how charming he is with the big name artists. He's doing you a favor to let you play his records.

The grumpy man is terrible, he says. Nothing is selling. These short play lists are crazy. It's a shame to be trapped by the radio stations to kill the record business. How can a manager be so stupid? Retailers won't order new records—just the top 40, 50 and the ABC all the time. The boss expects him to get all his records played, but how can a man compete with such a small expense account. He got up at 5 a.m. to take that visiting artist for a TV appearance, but the guy slept.

The know-it-all: He's the one who tells you all the other stations are playing the record. It jumps 30 places in the Billboard chart this week. This is the side we're working on, he says. If you like the flip, well, let's see. His idea of promotion is to sell you the side he likes. All the top DJs in the country are his personal friends and they're all on his mailing list.

The Gossip. He knows all the dirt about everybody. He spreads enough rumors to fill a newspaper. Sound-so is getting fired. And so on. You never guess that he is being paid for promoting records. His chief delight is in promoting suspicion.

The snooper: He tries to read all the letters and memos on every desk in every office he enters. He's a master at reading upside down printing. He picks up odds and ends of papers on the desk. It's hard to tell what he's looking for or what he finds out, but whenever he comes in the door, any confidential papers on the desk had better be put out of sight.

The loud mouth: He tries to dominate every conversation with his voice. He talks too much—he interrupts—he shoves. He seems to have nothing important to say, but he makes sure nobody else gets a chance. He can't even keep still while his record is being auditioned—snaps his fingers, jumps around, and keeps talking about it. He barges in on other people's conversation. He pushes in anywhere. It's practically impossible to thrust him.

The fishy man: This man is running ever with flattering remarks. The person he is talking to is always the greatest of the business—the greatest ear, the finest voice, the best ad libber. Name it and you can have it. He laughs at your unflattering jokes. This same promoter is often very successful at his job. A surprisingly large number of DJs are too shy to believe every flattering word he says.

And so it goes. The cast of characters outlined above represents some of the more irritating personality traits encountered by radio people in their dealings with record promoters. Unfortunately these objective attributes are comparatively rare in their pure form. The majority of promotion people are pleasant companions and a credit to the record business.

St. L. Plans Big Hello for Clayton

ST. LOUIS—WIL Radio and KSD-TV will put on a special welcome for Decca's new recording artist Steve Clayton when he makes the scene here November 1 and 2.

Clayton, who is currently Decca waxing "He Will Call" and "Her Make-Up Kit" is the subject of a national push by Decca. A schedule is planned for the November 1 hop with WIL, dispatches Bob Osborne and Gary Stevens. The Balboan station will also run special promotions on November 20 featuring Clayton's voice and record.

Clayton will make a personal appearance on Russ Carter's KSD-TV "Fashion Show" that Saturday, November 2, and then be the star attraction at the Stix, Beer & Fuller, Celanese Date with a Fashion Show at their Riverside store. WIL's Bob Osborne and Gary Stevens will enter the special show which will feature Clayton doing "Her Make-Up Kit" and "He Will Call." A special tie-in has been arranged with Revlon on the "Kit" side of the record. Stix is expecting between 3,000 and 4,000 teenagers to attend the spot and a 40-page autorgraph session following his appearance in the store's record department.

Musical UN Fable Gets Unveiling

NEW YORK—WPIX, one of the pioneers in stereo transmission, premiered Sunday (29) an original musical comedy recorded at the United Nations entitled "Three Billion Millionaires." The stereo phonographic musical comedy record features Jack Benny, Carol Burnett, Wally Cox, Bing Crosby, Sammy Davis Jr., Judy Garland, Danny Kaye, George Maharis, Jerry Thomas and Ambassador to the UN—Audu Paden.

The record album—the first original musical comedy created especially for records—was introduced to key UN delegates and personnel several weeks ago. Later this fall it will be released to the public.
Schenkel Touches All the Bases

Continued from page 46

amateur sports and even the World Softball Championships. The man behind the mike on "World Wide Sports" is one of America's most successful and versatile sportscasters. A product of local radio, Schenkel worked his way to the top via stints at WKBV, Richmond, Indiana (the station where, I hear, Polly Bergen was a deejay); WLRB, Muncie, Indiana; KDIA, Pittsburgh, and WPBO, Providence, Rhode Island. Last month Chris began his 11th year as the TV play-by-play announcer for the New York Giants.

One of the most important factors in Chris Schenkel's success as a sportscaster is his thorough preparation. Chris spends as much as a full day gathering facts about players, coaches, etc., before going on the air. He is eager for coaches and players to drop by to "brainwash" him before a game. "I try to absorb as many facts as possible and hope that they come to me during the heat of a contest," said Schenkel. Schenkel's ability to bone up on facts makes his sportscasting accurate, as well as illuminating. Chris' knowledge of many sports has also earned him the reputation as being among the most versatile sportscasters on the air today. Boxing, horse racing, NFL or NBA scoring are all fair game for Schenkel's vivid description and tireless research.

A top sportscaster is as much in demand on off the air and Chris, the father of two children, Christiansa, 7, and Ted, junior, and the latter sportscaster Ted Husing, travels the length and breadth of the country regularly making speeches, emceeing sports shows or preparing for major football or golf games.

In this highly competitive field—as in most others—unless you're busy and constantly on the go, there's no one (seers, networks, etc.) don't want you," observed Schenkel.

At this point Schenkel excused himself to run over to a nearby studio to complete a national radio hookup for an Australian titleholder Roy Emerson.

Tennis anyone?

GAC Wants To Go Public

WASHINGTON — General Artists Corporation, representing talent, directors, producers and also acting as sales representatives for TV programs, has filed with Securities & Exchange Commission, seeking to register 130,000 shares of common stock for public sale, maximum price $7 per share.

Company prospectus shows a net loss of $88,000 in 1962, and a loss of $283,583 for the 28 weeks ended June 14, 1963. Proceeds from the stock sale will be used in part ($300,000) to pay short-term bank debt, remainder to go into working capital.

The company's parent firm, Baldwin-Monroe Chemical Company, holder of 450,000 shares of common stock. In May 1963, Baldwin-Monroe contributed $345,325 to General Artists by cancellation of part of the indebtedness of General Artists to the parent firm. Prospectus shows balance of indebtedness in a 6% per cent note due 1970 on an amount of $500,179.

General Artists will file the net proceeds of sale of $500,000 of 6% convertible subordinate debentures as debentures due to be offered to certain officers of the company in 1970, to redeem the note.

General Artists has sustained losses over the past three years. Prospectus indicates that Baldwin-Monroe's investment in the company, including capital it contributed at a later date, is $6,95 per share.

QXR Network Goes Live From Coast to Coast

NEW YORK — QXR, The QXR Network will become the nation's newest network sometime this Monday, October 21, when it starts transmitting live from coast to coast.

Affiliates in major markets will begin carrying five hours a week of special programs and discussion programming. A program of business news and analysis is expected to be added shortly. Stereo FM music and drama series will be distributable to affiliates on tape in order to improve station quality.


College Air Majors Set N. Y. Seminars

NEW YORK—The first annual College Majors conference, a two-day series of seminars for college seniors majoring in broadcasting and advertising, will be held Thursday and Friday, November 7 and 8, at the Hotel Roosevelt here. The International Radio and Television Foundation will sponsor the event, and the Association for Professional Broadcasting Education will collaborate in the planning.

WSB Full Time

ATLANTA — WSB Radio is now broadcasting 24 hours daily, six days a week. An additional four hours of broadcasting were added to the schedule September 22. On days WBS is not broadcasting football events the Clockwatcher will be heard with host Bob McFarland.
GIANTS OFF & RUNNING!
LOTS OF SPENDING SEEEN

NEW YORK—Two of the giants in the home entertainment business, CA Zenith, officially kicked off their major fall selling drives last week, with the biggest ad, advertising, promotion and merchandising campaigns in each firm's history. As is the case with CA Zenith's promotions, the one at Admiral is also the firm's biggest ever.

With companies like those leading the promotion-planned-for Christmas season expected to give dealers the biggest merchandising help they've ever received from the industry as a whole, Admiral and 3-M's announced their own heavy fall drives.

With companies like those leading the promotion-planned-for Christmas season expected to give dealers the biggest merchandising help they've ever received from the industry as a whole, Admiral and 3-M's announced their own heavy fall drives.

FM STEREO, during 1963, has become a nationwide medium — and a nationwide selling opportunity. There are now 250 North American FM stations in operation. Many are new and FM stereo has become a part of their schedules in stereo. (This includes 43 in Canada.)

In the U.S., FM stations are broadcasting in stereo in 42 of the 50 largest markets of Columbia and Puerto Rico. As of this writing, 48 of the top 50 markets (in terms of population) are served with clear, local multiplex stereo signals — as well as many, many smaller markets.

Many of the larger cities have a wide choice of FM stereo signals. In Chicago, for example, seven stations are broadcasting in stereo now, with the recent addition of WXRT-FM, Detroit has six, San Francisco and Seattle have five each.

We've been watching FM stereo closely in this column — and particularly its emergence as a nationwide medium. We believe it provides the greatest home music instrument selling opportunity since the introduction of the stereo disk.

Now that perhaps more than 80 per cent of the nation's population is within the range of FM stereo broadcasting, awareness of this new medium should increase rapidly. From the standpoint of the manufacturer, it's now important to advertise FM stereo on a national basis. It's no longer a regional market. Dealers, of course, can be in a position to capitalize on this promotion — even those in areas without FM stereo service.

EARLIER THIS YEAR, we predicted that a million FM stereo receivers of various kinds would be sold this year. We believe this forecast is still valid; in fact, it may be somewhat on the low side as the result of introduction of large variety of new FM stereo receiving equipment.

The component high fidelity field often foretells trends in the packaged audio entertainment market. Monophonic FM tuners in the component field have virtually been replaced by stereo tuners. In packaged goods, this trend will spread first to stereo phonographs. By the end of this year it's good that nearly all radio phonograph combinations and radio-phonograph combinations, except for the low-end models, will have FM stereo.

But right now FM stereo is something you must sell up to in the console field — since many console phonographs are being distributed by a few companies, entering a variety of compact stereo instruments. Presently G.E., Fisher, DuMont, Pilot, Symphonola and others are offering various types of compact stereo phones with FM stereo.

The biggest growth this year has been in the field of AM-FM stereo table model radios. Nearly all domestic manufacturers, and many importers, now have FM stereo table models.

But FM STEREO IS NEW. It doesn't sell

THE 3-M COMPANY will sponsor Bing Crosby's National Pro-Amateur Golf Tournament next week. The company is continuing promotion drive on its Revero-Wollensack M-2 stereo tape cartridge system, one of the best-selling units getting the big build-up treatment in the merchandising drive.

Van Stickler's
our man for details

Besides being Fidelliteon's Quality Control Expert and diamond cutter, Hendrik Van Stickler is our "chief cataloguing" as well. His Famous Fidelliteon Needle Guide and Information Key is the envy of the industry. Allows you to satisfy all customers with no mail orders necessary. Speeds selection and sale of the right needle. Every time. Needles are saleable to you, Importer as your distributor about Fidelliteon's Popular Needle Guide and Fidelliteon's Quality and service. And that's a strip from Van Stickler.

Van Stickler's, Inc. Chicago 26 Illinois

FM stereo can be both an impulse item and a step-up item. In the packaged equipment field it's been largely a step-up sale. FM stereo now seems to be just the ticket to get a store with a window streamer inviting the public to "Come in and see what FM Stereo". Color television can be successfully merchandised this way — and it's not yet FM stereo.

Like color television, FM stereo usually has to be demonstrated to be sold. This means a good outlet in each town, and knowledge of the FM stereo station puts out the best signal — and the most easily understandable programming — in your area.

It seems inconceivable that any prospective customer should enter a store and be sold on FM stereo or FM radio without being treated to a demonstration of FM stereo — and yet, in our own experience, this seems to happen more often than not. Just one question by the salesman — "Have you heard a new FM stereo receiver?" is enough to arouse interest in this latest radio development.

Salemson should be thoroughly indoctrinated on FM stereo — what it is, and how it works. Several radio-phono manufacturers have good booklets that will introduce them to it and give them the proper sales approach.

ONE OF THE BEST WAYS to promote the sale of FM stereo equipment is through a tie-in with one or more of the many major advertisers. Some stations are aggressive and go out of their way to contact dealers and try to help sell them receivers. Unfortunately many stations aren't self-starters in this respect. But every FM stereo station wants to increase its station audience as rapidly as possible, and most of them will be anxious to help promote your sales.

In many cities one of the most persuasive arguments for buying a stereo receiver is the amount of programming available at various times. Stations will give you quantities of their program logs for free distribution — so that prospective customers can see what they are missing by not buying stereo. Other have complete promotion kits, with window streamers and inserts with the name of your station. Many will be willing to give you advice on the best type of antenna installation for your store — some have a technician around to look it over if you're having trouble.

If you want to have people to walk off the street and ask you about FM stereo, you're not taking maximum advantage of the largest source of sales medium. On the other hand, if your store becomes "FM Stereo Headquarters," if every salesman is well informed about FM stereo and instructed to demonstrate it to every customer, you're equipped to give a good demonstration, and to give sensible advice on installation — then FM stereo can be the most profitable of your music equipment sales this fall and winter.

Harris said that in any given year since the war, a study of the product situation five years before would show a wide variation in product needs over the course of the five-year period. With this in mind, Channel Masters has entered virtually the whole of the range of currently existing fields of home entertainment.

Starting with its basic product — the antenna — the firm displayed for the first time this year a series of newly developed combined HF-VHF antennas, to cash in on the expected vast increase in HF transmissions. Pointing to the fact that all TV sets manufactured after April 1964 will be capable of receiving both HF and VHF signals, Harris said this will ultimately be translated into great growth (Continued on page 52)
cartridge tapes...new names being added every day!

Some like it hot. Some like it cool. Whatever beat your customers love, the Revere Stereo Tape Cartridge System has it. The music is rich, full stereo...and automatic! Jazz...popular...show tunes...classical...blues...dixieland...you name it! The great recording stars and the great recording labels bring you the greatest music on tape—tape that threads, plays and then changes automatically! Revere-Wollensak Division 3M

St. Paul 16, Minnesota
All these artists (and many more) are now recorded on Revere
Channel Master in Diversity Actions

- Continued from page 49

for this field. The company also showed, in addition to the antennas, a series of RF adapter units for present VHF TV sets. Also shown were a number of antennas designed for more sensitive fringe area reception and a best of indoor antennas for both TV and FM indoor reception.

Harr's noted that his firm is now entering the "play as you go" entertainment field in a big way. As an example he noted the success of the company's "swing-along" portable radio-phonograph, introduced earlier this year, which, he said, "led us into bringing out a line of mobile and stereo portable phones." These were shown at the meeting, along with two new portable TV models, a 16-inch unit and a miniature, an auto radio to sell at $99.95, a battery-powered portable tape recorder listed at $129.95, a walkie-talkie unit with a claimed coverage distance of up to five miles, a series of portable transistor AM radios and an FM transistor model.

Harris explained what some of his audience felt were higher-than-usual list prices by saying: "We're out to protect the dealer and give him a decent mark-up opportunity." He added that the company is also heavily in the TV picture tube replacement market and new radios second in this business. The company has also recently noted the development of a replacement market for color TV tubes and has now also entered this field, he said.

New Channel Master Units

Performance and Profits

. . . . In background music are yours with reliable VIKING tape cartridges.

Write Sales Manager For Information

IF IT'S USED WITH TAPE IT'S MADE BY VIKING

for the reference of original equipment manufacturers and retailers interested in new products for the consumer electronics industry.

Performance and Profits

. . . . In background music are yours with reliable VIKING tape cartridges.

Write Sales Manager For Information

IF IT'S USED WITH TAPE IT'S MADE BY VIKING
OCTOBER 12, 1963

BILLBOARD

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, and personnel...serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

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FACTOR IS WANTED: NO ASSIGNMENT: 20,000 45s, 50,000 33 1/3 inch, 15,000 45s. Minimum $10.00 each. Festival Records, Malden, Mass. 02148.

HAYDN SOCIETY RECORDS

ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST

Send for current catalog

ESOTERIC INCORPORATED

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National Distributors for HAYDN SOCIETY RECORDS

DISTRIBUTING SERVICES

MISCELLANEOUS

DIVIDER CARDS

Dress up your racks for CHRISTMAS.

Per cent white Plastic Go Modern - Increase your sales - Spend up purchases - Economical Durable. We also sell EAX & 13X13 Record Mailings Envelopes.

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LARGE OR SMALL

Put us on your mailing list so we can know when you have released a new record. We want to know your new records so you'll get maximum attention in this important market area. We will work with other dealers.

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NEW RECORD COMPANIES - Send Samples

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GUARANTEED RADIO PLAY - READY AND WAITING

FOR NEW RECORDS, TITLES, AND DISTRIBUTORS: Send samples and complete promotion plans. Money returns.

William E. Newell, 114-1 New York 16, N.Y. or (212) 430-3130

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FREE S&H

For Your Copy of The Just-Published INTERNATIONAL COIN MACHINE DIRECTORY

Write to: Joe Pace Dept. 522, Billboard 2160 Patterson St. Cincinnati, Ohio, 45214

Price: $1.00 per copy

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When answering ads...

Say You Saw It in Billboard

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"HOW TO GET YOUR SONG RECORDED"

Whether you're a "pro" or a beginner, this book is must reading. Contains information on:

- Your Song and What to Do With It.
- How to Choose a Producer and Recording Studio.
- The Recording Process and How to Maximize It.
- Protecting Your Song and Yourself.
- The Business of Music - Publishing, Royalties, Performance Rights, etc.
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- List of Active Record Companies, including Island Records, Reprise, and Warner Bros. Records of the U.S.


INTERNATIONAL PROMOTIONS INC.

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N.J. Box 81300 N.Y. W-2587

MISCELLANEOUS

ATTENTION, SONG WRITERS

BRIGHT TIMES PRODUCTIONS, INC.
and BRIGTH TIMES MUSIC CORP.

one looking for original song con-
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THE SUGARHUMES, MATT MITCHELL,
THE PEPONIES, AND THE SUGARHUMES,

SEND DEPOSITS ONLY

BRIGHT TIMES MUSIC CORP.
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INTERNATIONAL IN ACQUISITIONS MAN.

Repertory of music, film, television, etc.

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630 W. 45TH STREET, NEW YORK 36, N.Y.

Say You Saw It in Billboard

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<thead>
<tr>
<th>1/4&quot;</th>
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<th>2&quot;</th>
<th>Each Additional Inch</th>
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<td>$9</td>
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- Minimum size sold is 1/4": approximately 35 words, 1" $15, 2" $25. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, $5.00 per insertion.

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Amount enclosed...

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Please enclose your payment. We do not list for classified ads.

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Hollywood, Calif., 90028
Chicago, Ill., 60601
Bally Back in Bingo Line

CHICAGO—Bally Manufacturing Company is returning to the bingo business after an absence of 19 months and will ship machines overseas and to certain areas in the U.S.

Bill O'Donnell, Bally president, said a part of Bally's production will immediately be shipped to Louisiana. O'Donnell said he was acting on opinions of legal counsel in Chicago, Washington and New Orleans, that the firm's new game would be legal in Louisiana.

Bally is also investigating the possibility of shipping the games into other areas where three bingos are "specifically enumerated as lawful by State statute." He did not specify which areas were involved.

O'Donnell said Bally is seeking a specific definition of machines covered in the federal interstate shipment law and also of the States included in the so-called "specifically enumerated" amendment which was added to the Eastland bill in the final Senate House conference.

He noted, however, that "Our backlog of orders for Europe is encouraging." Bally estimated the market potential for Europe as "The largest bingo market in the world." Bally executives hope to return to the U.S. market by next year.

Bally is kicking off production with Skil-Shot, a first-run film that has been lauded as the "best liner-section" scoring game Bally engineers know how to produce.

Bally's latest creation is a banking shot that明he player elects to play Skill-Shot he shoots to land the ball in the Skill-Selection hole, one of the six holes located in the top two rows of the playfield.

Missing the first Skill-Selection shot, the player can still go on to play the traditional "run." Bally's new version is G.A.S.S. (general absence of skill system) and Bally guarantees it will work in any legal jurisdiction where bingo is legal.

"Bally is not interested in trying to "work" the present bingo laws in order to get in," said O'Donnell. "We simply want to be able to offer our customers a legal game which is more impressive than anything else on the market."

O'Donnell said, however, that the "world-wide demand for Bally bingo games has increased so tremendously since last December that we would be failing our customers, our management and our employees if we did not try to explore the possibilities of developing the best "line-sector" scoring game Bally engineers know how to produce."

The new version of the Bally Bingo system is called Bally's "new edition." It features a "first-ball-shoot-it" innovation that has "totally changed the way we play bingo."

"I personally was at first a little apprehensive about the new version," said O'Donnell. "I thought the public might not accept it. We actually found, however, that the public liked it so much that our salesmen have been literally selling their heads off trying to convince the operators that Bingo is "the next big thing."

"Looking ahead," said O'Donnell, "Bally is considering a new bingo game design that is planned as an expansion of this new concept."

"We have been working for months on a new bingo game system and we believe that it will be a tremendous success."

ROWE-AMI Unveils New Model

CHICAGO — The location was not Broadway, but that's about all that was missing. The color, excitement, staging and music that otherwise make up a Broadway show were all there.

The event was the gala showing of the 1964 Rowe-AMI Jake box at the Sherman House here last week. Several hundred distributors, manufacturers and operators turned out to Las Vegas to take advertising photos where, as Fred Pollak, Rowe AC vice-president says, "the sound of money is loudest."

So impressive was the firm's merchandising presentation that a two-column story about the whole unveiling and program appeared in the morning edition of Chicago's AMI News, by-lined by George Lazarus, the paper's marketing expert.

Rowe AC Service puts its unveiling in the form of a Broadway production, complete with professional actor, music, stage, lighting, chorus girls and what have you.

The speeches were broken with musical production numbers, all tastefully keyed to the subject matter. The result was a wholly interesting and palatable fare of what otherwise could have been pretty heavy stuff.

The show opened to the slogans of "The Sound of Money" which is to be followed in the firm's advertising and merchandising for the coming year.

Bally Back in Bingo Line (Continued on page 66)

MOA's Opportunity

For the last dozen years, the prime function of the Music Operators of America was to thwart any attempt to remove the performance royalty exemption on juke boxes. During this period, MOA has saved operators millions of dollars. There is no question that any operator who joined the organization got his money's worth.

Any rational analysis of the performance royalty situation today leads to one conclusion—that the existence of the MOA is a vital part of our present system of the current session of Congress. Any operator who feels otherwise is engaged in wishful thinking.

What does this mean to MOA and to the juke box operators?

If the experience of West German operators is any criterion (see separate story by Orson Anderson), it's not the end of the world. West German operators have lost most of their performance royalties, and they have one of the strongest national associations in the world. The MOA, if it wishes, can fight for the same rights as the operators with the national performance rights society. It also fights against discriminatory and confiscatory taxes in the courts and has done considerable work in controlling unfair trade practices in the music machine industry.

The example of ZOA could well be followed by MOA. An encouraging note was struck during the recent MOA convention in Chicago, where the agenda was devoted to a wide diversity of industry problems.

Any operator who wants to pay performance rights royalties is out of his mind. But we don't always get what we want, and we sometimes get what we need. Operators would do well to face reality: The performance royalty exemption will end, probably by amendment of law and MOA is offered a challenge and an opportunity. We hope it meets the former and takes full advantage of the latter.

Spiral High at WV Meet

By NICK BIRCH

CHARLESTON, W. Va.—If spiral game is the criterion, the West Virginia Music and Vending Association has to be one of the most successful in the country.

Ninety operators and guests gathered here last week-end (27-29) for the association's annual meeting, with the ninth annual State convention, and the one that marked the close of the year. The hotel was packed.

Lou Cascia, Music Operators of America president, and Bob Blandford, MOA managing director, spoke at the regular Friday night convention dinner and before the convention was over a fair number of orders for new machines and in donations and new memberships.

Exhibitions

Exhibits were held both throughout the two-day meeting. Virtually every machinery manufacturer and a surprising number of vending firms were represented.

Robert Felix, legal counsel of the National Automatic Merchandising Association, flew in to give the group a report on his association's efforts in the current tobacco-health controversy.

Nic Biro, Billboard's Mid-West correspondent, and Richard Funk, Music Operators Stereo Service (MOSS) program designer to the operators with its small sound singles from current best selling albums. The program was launched recently by RSI, a division of Billboard, and Rock-Ola Rowe-AMI Services and Wurlitzer.

High point of the convention was the big wind-up banquet and floor show Saturday evening. The evening was packed and local officials were guests of the association.

Spirit High at WV Meet (Continued on page 66)

Evil Never Inherent

This week's issue carries a story about the refusal of the Milwaukee Common Council to lower the minimum age for playing coin amusement devices. As a news story, it rates only four paragraphs, and its effect on the Milwaukee MOA is the member great. However, it is symptomatic of what's wrong with the industry. The Milwaukee Common Council is one of the fairest in America, and it is to be commended for not lowering the age limit. The Milwaukee MOA is to be commended for not lowering the age limit.

What is happening in Milwaukee is also happening in varying degrees in all of the major cities. Restrictive ordinances against coin amusement devices are usually based on the theory—sometimes stated, sometimes implied—that the games are evil in themselves.

That this condition exists is due in great measure to the laxity of the coin machine industry itself. Aside from the ill-starred Coin Machine Convention of three of years ago, no major industry attempt has been made to convince the nation's public officials and the news media that coin amusement devices are simple games of skill which provide low-cost entertainment for both juvenile and adult. The industry will take the Milwaukee decision laying down, because the Milwaukee Common Council has a five-year history of fighting against restrictive legislation. The operators of America, the only operator group which has a national-wide membership, does not have the resources to carry the fight. It is left to the MOA's Local and National organizations to fight for the industry.

This is a fight that should be made. It is a fight that will be won in the long run, but it is a fight that needs the support of all the MOA members in the land.

Mike Plawn

Featured speaker was Jack Mitnick, Sun Ray Associates, New York, who spoke on the importance for operators to support MOA and the national group's fight against legislation that is against the interests of the entire industry. A special distributor break-

(Continued on page 66)

Seeberg Names Joseph Hards Vice-President

CHICAGO—Joseph F. Hards, a music-programming veteran of many years, was last week named vice-president in charge of Seeberg's background music division.

For six years, Hards was associated with Muzak as program director and was later program director for World Music. He was with London Records while that was the Muzak group. He was a music rental business, (Continued on page 66)

Seeburg Names Joseph Hards Vice-President (Continued on page 66)

Milwaukee Nixes Dipping of Age

MILWAUKEE — The Milwaukee Common Council has refused to lower the 18-year-old age limit for persons playing coin-operated amusement devices.

The action came in response to an effort by Joseph E. Beck, Mitchell Novelty Company, to get the reduction. Beck operates an arcade here.

Beck told the Common Council's committee, which put on the motion, that it didn't make sense to allow a boy under 18 to enter a bowling alley but forbid him to play on the bowling machine. He added that without exceptions under 18 "there's no sense in having an amusement arcade."

Herbert Schmidt, first deputy inspector of police, opposed the age limit change. He cited several incidents of arrests and juvenile littering at the arcades.

(Continued on page 66)
German Trade Assn. Guards Operators' Rights, Interests

By OMER ANDERSON

COLOGNE — If American music machine operators are forced to pay performance royalties, the need for a strong national operator association will be as urgent as ever. That's the attitude here with regard to the Music Operators of America and the Cellar Bill (which would remove the performance exemption for juke box operators).

Exhibit A is the flourishing West German association, the Zugeordnete Organisation des Deutschen Operatorenverbandes (ZOA), the Central Organization of the German Coin Machine Operating Trade.

German operators have never enjoyed exemption from performing rights royalties. On the contrary, negotiating with GEMA, the German ASCAP organization, is a prime responsibility of ZOA. It is, however, only one of a large number of services the ZOA performs for the German coin machine operator.

Stands Guard

ZOA stands guard across the spectrum of the operator's rights and interests. It has been fighting in the courts for years against discriminatory and con
cisolytory taxation, especially in the matter of the so-called "amusement tax." It is vigorous, too, in its defense of the operator's good name against irresponsible daily press reporting. Because of the ZOA's vigilance, the German press has adopted a steadily improving attitude of factual and even sympathetic treatment of operator problems.

The ZOA, in this connection, has had substantial success in upgrading the operator image in this country. By and large, the German operator is now regarded as a serious business
mant, an asset to his community.

3,000 Members

ZOA encompasses around 3,
000 operators and it has been the prime factor in promoting unit solidarity among the German trade. It operates on a federal basis, through organizations in each of the West German States. It is not coincidental that West Germany has the strongest operator organization on the Continent—and also the strongest operator-owned trade.

Experts credit the ZOA with having firmly established operator ownership of equipment in West Germany, although there is strong bias in Europe toward location ownership, examples being Belgium and Austria.

The ZOA has proved to be an effective channel for finding and developing trade leadership. The

Agenda Set for New York Meet

ALBANY, N. Y.—Millie McCarthy, president of the New York Coin Machine Association, has announced the formal agenda of the group's annual meeting to be held 3 p.m., Monday (14), at the DeWitt Clinton Hotel here.

The agenda includes election of officers, problems of the recent State Liquor Authority rulings, area problems with the new West German ASCAP legislation, participation in Music Operators of America activities, prices and the coin equipment market and a dues structure revision.

German operator organization abounds in capable leaders, who come up through the ZOA ranks. ZOA's present chairman, Hasso Leöffler, the son of a pioneer operator, is widely regarded as one of the outstanding "Statesmen" of the Continental trade, an effective force for unity and progress within the operator ranks.

Summarizing the achievements of the ZOA, a German trade source observed, "It is our opinion that royalties, like sin or not, are unavoidable, and that the question is, rather, to negotiate effectively enough that they are kept within reasonable limits. The problem is not that royalties must be paid; it is that they tend to expand out of all proportion to collections and current operating economies.

"It is inconceivable to me that American operators can cope with the royalty situation without a tightly knit organization representing them at the bargaining table."

Experience in Germany suggests that U. S. operators will need the MIA more if the Cell

er bill becomes law; in fact, that it will become indispensable to their continued existence.

DeHaven Warns Against Discriminatory Taxation

CHARLESTON, W. Va.—Dilman R. DeHaven, newly elected president of the West Virginia Music and Vending Association, said that discriminatory taxation was the most acute problem facing the State's operators today.

He vowed his administration would continue to fight for more equitable measures.

West Virginia operators pay a substantially higher levy than do retail merchants handling the same items, DeHaven said.

Vending Tax

Vending operators have to pay a 1-cent tax on any sale (Continued on page 66)

DILMAN R. DEHAVEN

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NEW First Ball

Skill Shot

Player shoots FIRST BALL to land in Skill-Selection in 2 TOP ROWS, scores up to 120 before starting to play for line-and section scores. Each coin-play advances Skill-Shot Score one step or more.

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New style OK feature

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You've got to play BOUNTY to see the brilliant combination of old favorite one-shot appeal and all the popular line-or-

section scoring features...Red, Green and Yellow Lines and Sections...Blue Bonus Section...Pick-A-Play Buttons...Extra Balls. See, play, buy BOUNTY today.

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in foreign commerce or, pending clarification of the law, a State of the U. S. where "specifically enumerated as lawful in a statute of that State."

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(Continued on page 66)
versatile new

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Rh apsody II

160 play de luxe stereo-monaural phonograph

Now available with
NEW 7” LP FEATURE!

Now, with the new Rock-Ola Rhapsody II, Model 4185A, operators can meet the demands of any location going. Offer 33⅓, 45 RPM, even 7” LP albums! 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 sides. Mix any bank of records in any sequence with the exclusive Rock-Ola Mech-O-Matic Changer...or, offer all 33⅓, all 45 RPM, all 7” LP records!

New and extremely durable cabinet finish
In addition to new and distinctive cabinet styling, the Rhapsody II also features a new plastic laminate "conolite" finish. Extremely stain and mar resistant, it is easy to keep clean... maintains a beautiful glossy shine.

Full Dimensional Stereo Sound
Dramatically achieved by combining perfect stereo cone tweeters, above, with the main unit speakers below, then factory pre-angling them to achieve what we call "beaming the music"... providing full dimensional sound whatever the location.

Exclusive Rock-Ola Selector Mechanism
Fastest selection-to-play cycle available. Coupled with the famous Rock-Ola revolving record magazine, it selects ready for play any record in ten seconds or less. Ends sticky selector coils... replaces them with positive-action mechanical selector levers which provide fail-safe selection every play.

Featured-star display panel
Adds dramatic appeal to the Rhapsody II. A proved play booster!

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with famous ROCK-OLA design simplicity

1 New, Miniaturized 160 Selection Mechanism
Here, in a single compact mechanism, is proof of Rock-Ola Design Simplicity. Pure and simple concepts of engineering ... an ultimate in fail-safe performance, afforded by replacing complex electrical components with an almost entirely mechanical operation!

2 New "Common" receiver system
Adapts quickly and easily to both Rhapsody II and Capri II. Ends cost of multi-receiver system inventory.

3 New Automatic Rock-Ola "Money-Counter"
Plug-in unit counts nickels, dimes, quarters, half-dollars. Gives exact total of machine receipts. Sealed, tamper proof unit—"totals" reading visible through window.

4 Fool-proof two-button selection system
Single plane two-button selection system speeds play. Key switch assembly is isolated from pushbuttons. Eliminates service calls caused by spilled liquids.

5 Plug-in-needle cartridge—Snap-in Diamond stylus
High-compliance astatic stereo cartridge merely plugs in. No wires, no screws, no connections needed. New snap-in diamond stylus eases service problems.

Feather-touch tone-arm set down
Resister circuit on gripper arm motor slows action on tone arm for softer set down. Lengthens needle life. Muting delay relay circuit allows tone arm to be muted during set down. Eliminates feed-in groove noise.

6 Exclusive Rock-Ola Mech-O-Matic Intermix
Completely automatic changer intermixes 33⅓, 45 RPM, stereo, monaural records in any bank, in any sequence. Even intermixes 7" LP records with the Rhapsody II Model 418SA! No wires, no micro-switches or electronic aids for changing motor speeds or spindle sizes.

Take advantage of the many big features of the new Rock-Ola Rhapsody II
See your Rock-Ola Distributor today.
West Virginia Ops Meet

It was a very successful trip for Lee Cassie (second from right), Music Operators of America president, and Bob Blundred (right), MOA managing director, shown here accepting a check for $500 from Bill Anderson, outgoing president of the West Virginia association. John Wallace, West Virginia board chairman and an MOA director, looks on. The $500 check was to cover new memberships in MOA.

Bill Anderson, outgoing president of the West Virginia Music & Vending Association, congratulated president-elect Blureen De Haven. Looking on are Nick Bin (left), Billboard's Midwest editor; Bob Blundred, Music Operators of America president and managing director, and Joe Hunt, toastmaster.

Bill Cannon, president of the New Jersey Music Operators Association, is welcomed to the West Virginia Music & Vending Operators Association convention by Bill Anderson, outgoing president.

More Guests of Honor at the West Virginia association banquet: Lee Cassie, Music Operators of America president; Mr. and Mrs. Bill Anderson, outgoing president of the West Virginia association; Dallas Bis, Charleston, W. Va., chief of police; Mitch Olows, second vice-president; Reverand and Mrs. E. C. Thornberry.

Queues of Honor at the big wind-up banquet for the West Virginia Music & Vending Association's ninth annual convention included Mr. and Mrs. C. H. (Red) Finney, featured speaker; Nick Bin, Billboard's Midwest editor; Bill Cannon, president of the New Jersey association; John Wallace, WVWYA's board chairman; Robert Blundred, Music Operators of America managing director, and Joe Hunt, toastmaster.

Double-Play Disks

Two-sided action may be expected from the following records. For the Juke box operator limited to 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

Mean Woman Blues
Roy Orbison, Monument 824
Blue Bayou

Surfer Girl
Beach Boys, Capitol 2009

Little Deuce Coupe

The Grass Is Greener
Brenda Lee, Decca 31509

Sweet Impossible You

First Day Back at School
Paul & Paula, Philips 40142

A Perfect Pair

New Mexican Rose
4 Seasons, Vee Jay 562

That's the Way It Goes

Come Back
Johnny Mathis, Mercury 72184

Your Teen-Age Dreams

Toys in the Attic
Jack Jones, Kapp 551

Wives and Lovers

Fiesta
Lawrence Wilk, Doff 14574

Blue Velvet

Recent Stereo Releases for Music Operators

■ SeeBurg Little LP's

Pop Vocal
Les McCann—Les McConn Sings... Pacific Jazz

Pop Instrumental
Les Brown—The Richard Rodgers Bandbook . . . . . . . . . . . . . . . . . . . . . . . Columbia

Jackie Gleason—Champagne, Candlelight & Kisses . . . . . . . . . . . . . . . . . . . . . . . Capitol

Jazz/Rhythm & Blues

Art Farmer—Listen to Art Farmer and the Orchestra . . . . . . . . . . . . . . . . . . . . . . . Mercury

Count Basie—This Time by Basie ... Reprise

■ SeeBurg Artist of the Week

Patsy Cline—Showcase

Decca (Country Vocal)

All titles listed are custom 33 1/3 stereo singles packaged for the Juke box operator. Other packages or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1234 Broadway, New York, N. Y. 10001.
EUROPEAN NEWS BRIEFS

Dial 'M' Hit

VIENNA—Dial "M" for music. The dial-a-tune selector has been the hit of the Vienna autumn trade fair. It is featured on the Musikbar phonograph manufactured here by the firm Automatic, and it is standard equipment with the Telemanic, the phonograph produced in West Germany by Automatic Cylinders.

Musikbär is designed for luxury establishments catering to "a sense of intimacy and romance," as Musikbär promotion puts it. Couples seated in the alcoves favored by European restaurants can select and dial "every song."

Musikbär is selling big in Austria, and the producer, the Automatic Company of Vienna, says export prospects are excellent.

Blue Book Prices

P A R S — France's phonograph trade reports "success beyond all expectations" for its used-car "blue book" system of pricing used phonographs.

France has probably the biggest replacement machine problem in Europe. It was not until 1959 that the replacement of vintage boxes began on a big scale.

The French trade is clogged with ancient equipment, the legacy of the war and the post-war economic austerity caused by the fighting first in Indo China and later in Algeria. New, with propriety in full flower, French operators are rushing to replace equipment and there is a glut of collector's items on the market. The "blue book" system helps speed up the replacement of equipment while stimulating French phonograph manufacturing.

The rule of thumb on valuation is that a 2-year-old French product commands roughly the same trade-in allowance as a 5-year-old U.S. prestige machine.

Seek Lower Fees

ROME—SAPAR, the Italian operator organization, plans action on a replacement machine scale to force a general reduction in performing rights royalty fees.

SAPAR has been refused a reduction by the Italian ASCAP (Continued on page 66)

Contact your regular Juke Box Distributor or One-Stop . . . or USE THIS CONVENIENT ORDER FORM TODAY. (Operators: price per pack—$3.50)

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- Love Theme from Mutiny on the Bounty
- My Boy
- Life of Crime
- My Baby

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MOSS PACK #5

SELECTIONS
- I Keep Going Back To Joey's WHERE DID EVERYONE G0?
- She Belongs To Somebody ELSE/IF YOU EVER G0 AGAIN
- Joey
- She Belongs To Somebody ELSE/IF YOU EVER G0 AGAIN
- Joey
- She Belongs To Somebody ELSE/IF YOU EVER G0 AGAIN
- Joey

MOSS PACK #6

SELECTIONS
- Bye Bye Blackbirds/WATIS DA WAY
- Can't Help Myself
- Bye Bye Blackbirds/WATIS DA WAY
- Can't Help Myself
- Bye Bye Blackbirds/WATIS DA WAY
- Can't Help Myself

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Oak Charges King Koin Unit Infringes on Acorn Patent

By SAM ARBOOT
LOS ANGELES—Oak Manufacturing Company has filed suit in United States District Court charging that King Koin machine infringes on the Acorn patent. Oak also charges that Joseph N. Probasco and his Harby Industries with unfair competition.

The suit seeks to prevent Probasco from manufacturing his bulk venders, asks damages, accounting of all gains and profits, payment of cost of action, and treble damages for the alleged infringement.

Oak claims that on January 9, 1951, United States Letters Patent No. 2,573,337 were "due and legally issued to the plaintiff as assignee of Harold T. Probasco for a vending machine" and since that date plaintiff has been sole owner of the patent.

Other Patents
Probasco and co-defendants in the complaint was engaged in "inveting, designing, improving, manufacturing and selling vending machines" from 1947 to October 24, 1952.

At the time, he was an Oak vice-president, stockholder, director and production manager and worked with Sam Weitzman, president of橡 Own, secretary-treasurer, and Norman Weitzman in jointly inventing and designing and improving certain machines, and parts. They also were incorporated in the King Koin by Probasco as an invention vending machine prior to his Oak affiliation.

According to the complaint, Probasco held a position of "great confidence and trust" but left October 20, 1962, for purposes "then unknown" to plaintiff. It is charged that information obtained during his employment was used for a King Koin vender, an alleged violation of contract in breach of trust. Probasco also used the knowledge to his own advantage.

Probasco, contracted at his plant in Van Nuys, refused comment "at this time".

Free P-M Charge
Probasco, however, had previously filed suit for the dissolution of Oak Manufacturing Company, Inc.; Imperial Die Cutting Corporation; S-A Purfaching, Acorn Sales, Trade-Win Corporation, all California corporations and Oak Vending Machine Supply, a division of Oak Manufacturing Company, Inc. Also named as defendants are Samuel Weitzman and Sidney E. Bloom, Doe companies 1 through 10, Doe persons 1 through 20, and Jane Doe 1 through 10.

This suit charges that Weitzman and Bloom "to the exclusion of the plaintiff" operated the defendant corporations for their own benefit. It also alleges that Doe companies, John Does and Jane Does 1 through 10, held in possession assets which are owned by the two defendant corporations and which belongs to the plaintiff.

It is further alleged that Acorn Company has bought "to the exclusion of the plaintiff" operated the defendant corporations for their own benefit.

(Continued on page 65)

Ex-Beaver Distrib
To Handle Acorn

CULVER CITY, Calif.—Culver City Distributors, former distributors for Beaver and defendants in a recent infringement suit brought against that company by Oak Manufacturing Company, have been named as sub-distributors for the Acorn line under Acorn Vending Machine Company.

An Oak official said that out-of-court settlements in other cases had been made with Beaver-Verse Corporation, Baldwin, N Y.; Hermitage Music Company, Nashville. Several other settlement is pending.

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Free Bahamas Trip Offered By Oak Sales

MIAMI BEACH—Oak Sales Florida is offering a free trip to the Bahamas as a sales bonus for operators attending the National Vendors Association convention in Miami Beach next April. Details of the program as announced by Meyer Ahlton, president, were sent out to operators in letters earlier this week.

Oak is offering the trip to any operator who buys $2,000 worth of charms or capsule items from October 5 through the close of the convention in April, 1964.

Those operators qualifying for the trip must be in Miami. They will receive limousine service to and from the Deauville Hotel in Miami to the Miami Airport, will be flown to the Bahamas and will spend three days at one of the foremost hotels there.

Further details on the arrangements will be announced as they are completed.

Beaver Auction
Set This Week

DALLAS—The materials and inventory of the Beaver Distributing Company, Inc., 2200 Irving Blvd, here, will be sold at public auction Monday (7) in a sheriff’s sale.

The sale is being held to satisfy a judgment obtained by Eppy Charms, Inc., Bahamas, N. Y. charm manufacturer, against the local firm.

Beaver was to have paid a sum each month until the claim, awarded by the court, was satisfied. When the monthly obligations were not met, Eppy Charms elected to exercise the judgment.

All materials and inventory will be sold to the highest bidders.
MOA Weighs Shift in Hotels

CHICAGO—Music Operators of America directors are mulling the pros and cons of moving their 1964 convention from the Morrison to the Sherman Hotel here. The convention would be held just prior to the National Automatic Merchandising Association convocation, as was the practice this year.

Both hotels are currently holding convention dates open for MOA. The association's executive committee will vote on the two sites within 30 days, but meantime is soliciting opinions from members.

MOA members have been increasingly vociferous about moving the convocation to a new site. Critics boll down into a lack of exhibit space, the common knowledge that the Morrison is going out of business in December 1964, and a general complaint about limited facilities.

During the last MOA convention, only a limited number of people stayed at the Morrison. Others stayed in nearby hotels. Critics point out that the exhibit space was virtually filled last year, and MOA is almost sure to need more room following what was the most successful conventions in the last few years.

They also feel that since the out of business, the hotel will be less than fully concerned about pleasing the convention-goers.

Advantages cited for the Sherman are: (1) More exhibit space. The entire mezzanine exhibit area would be available.

(2) Better loading and unloading facilities for exhibitors. The Sherman has an open-end alley as opposed to a dead-end entrance to the Morrison.

(3) Newer hotel with better room and exhibit facilities.

In defense of the Morrison, MOA directors point out that the hotel has one of the top banquet rooms in the Terrace Casino, a room that couldn't be equalled anywhere in the city.

Another Morrison advantage is lower cost to exhibitors.

Members of the executive committee to make a decision on the convention site will include J. Harry Snodgrass, board chairman; Louis Casola, president; plus all the officers.

Wash. Court Won't Rule on Legality of Gambling Act

SEATTLE—Washington Supreme Court Chief Justice Richard B. Ott said, a September 26 suit testing the constitutionality of the gambling-tolerance act will have to await Supreme Court determination of a suit challenging a referendum on the act.

He denied a motion to dismiss the tolerance-act challenge, brought by Reps. Joel M. Pitcher, R-Seattle, and Harry R. Lewis, R-Olympia, it was revealed.

Chief Assistant Attorney General Robert J. Doran requested the dismissal. He said Attorney General John O'Connell had not refused to test the law, as charged by the legislators. He said simply the time "was not ripe" for a determination until a suit challenging a referendum would be valid.

E. Robert Fristoe, Olympia attorney, representing the legislators, argued that if the law is unconstitutional "it would be meaningless to wait for action on the referendum."

The court is scheduled to hear oral arguments October 18 on the referendum challenge, brought by a Seattle attorney, Louis Rousse.

Russo asserted Secretary of State Victor A. Meyers illegally certified the referendum because the supporting signatures were not checked for authenticity. The referendum petitions had been stolen.

If the court rules Meyers acted illegally, the act will go into effect immediately. If the court upheld Meyers and the tolerance act also is declared unconstitutional, the act will remain suspended until a referendum in November, 1964.

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Spirit High at W. Va. Meeting

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fast was also held, followed by a
servicing seminar conducted by
Frank Schultz, Rock-Ola
engineer.

Dillman R. De Haven, Martinsburg, was elected
president; C. H. (Red) Flannery, Logan, first vice-president; Ed-
ward M. (Mitch) Oliver, Mont-
gomery, second vice-president; and
Leoma Ballard, Belle, secre-
tary-treasurer.

New directors are: William N. Anderson, Logan; James K. Hutzler, Martinsburg; Anthony Capula, Charleston; Matthew M. Corey, Beckley; Ross Gri-
ard, Grafton; Joe Hunt, Welch; Jerry Derrick, Charleston; James
Kiser, Beckley; Carl Keesling, Bluefield; Joe Dobkins, Wheel-
ing; Andy Keisla, Clarksburg.

Among guests at the Satur-
day evening banquet were:
Dallas Biss, chief of police; Rev. R. C. Thornberry; Bill
Cannon, president of the New
Jersey Coin Machine Associa-
tion; Howard Smith, state com-
merce commissioner; John Kelly,
State education commissioner; Joe
Burdette, secretary of state;
Jim Ashby, State constable, and
Richard Howie, State fire
marshal.

National Vendors showed its
cigaret and candy vendors.
Allied Sales showed the Rock-
Ola Rhapsody II and Capri II
phonographs and Vend Rite
candy and gum machines.
Auto Vend showed its assorted
confections for vending ma-
machines; Atlas Music showed the
Selling Console and Conserv-
ette wall box and coffee and
cold drink machines. Crewe Dis-
tributing showed a Tape-Thon
background music unit designed
for operators and the Wur-
litzer 2710 phonograph and wall
box with new stereo speaker
attachment.

Largest exhibit was put on
by Jack Bess' Roundoke Vending
Exchange. It included the
Rove-AC juke box and cigarette
machines, Midwest Rifle Ranges;
Chicago Coin Sun Valley pin-
bull, Bally Three-In-Line pin-
bull, Williams Big Diddy pin-
bull, Chicago Coin Strike Ball
Shuffle, and Southland Fast
Draw, and Irvin Kaye pool
table.

Operators were also shown a
large selection of novelty gift
items by Gerry Frank and As-
sociates.

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"There's a secret between us..."

ARNE SILVERMAN, right, opens Music & Vending in Los Angeles, of which he is general manager. Marshall Ames will manage the branch located in the building at 2251 West Pico Boulevard, which Amco occupied when it was first organized and purchased Badger Sales Company.

COINMEN IN THE NEWS

New York News Notes

Abe Lipsky, set to distribute the Coin U-Select-It automatic vendors in conjunction with Johnny Billita, Billita Distributing of Albany, Johnny was in town to view the World Series at the Stadium. Others on hand for the series were Murray Krane and H. Fuentes, operators from Puerto Rico who spent some time with Al D'Inzillo at Al Simmons' offices.

Harry Berger, local coinman and co-owner of U. S. Billiards, planning to move his operation headquarters in the near future. Howard Kaye held down the fort for Irving Kaye Company, while Irving Kaye, Art David and Arnold Kaye attended the National Recreation Show in St. Louis. Bert Beeli, Eastern Novelities, plans an open house October 13, marking the second anniversary of the new headquarters in North Bergen, N. J. Food and refreshments will be served beginning at noon through 8 p.m. All his many friends in the area are invited to attend.

Milly McCarthy, New York State Coin Machine Association president urges all members to attend the annual meeting of the association at the Morgan DeWitt Clinton Hotel in Albany on Monday, October 14 at 2 p.m.

Boston Briefs

Bill Schwartz, W. S. Distributing topper, plans a dinner meeting at the Schine Inn in Springfield for members of the staff on Monday (?). Bob Jones, Reid Distributing, recently celebrated his birthday.

Trimount Distributing's Irv Margold, Dave Bond and Marshall Caras flew to Chicago last week for the initial showing of the new ROWE-AMI models. Accompanying them were Don Brown and Dave Riskin of Trimount's vending and music division and Ron Rekel, background music division.

Philadelphia Flashes

David Rosen, following his successful cocktail party for Jimmy Durante, last week, headed for Chicago and the Roe-Ami showings. Accompanying him were Joe Wasserman, Leo Crawford and Dave Weiss.

Bill Wilson, Scott Cross, set for his European sales trek will look into possibilities for representing some European manufacturers here in the States. His itinerary is as follows: Cambridge, England in London on October 13, Milan, Italy, October 17, Frankfurt, W. Germany, October 20; Hamburg, October 22, and Paris, October 24-27.

Baltimore Bulletins

State Sales' Sam Weisman and Dave Koessler are expect to move to new and larger quarters by spring. Irv Blumenfeld, General Vending, has appointed Arnold A. Kamenkov as his new office manager.

Carolina Cullings

Ashley Bradford, general chairman of the South Carolina Coin Operator Association Convention is hard at work on plans for the meeting to be held on October 12-13. Jack Bens, Roanoke Vending and Bob Blundred, managing director of MOA will deliver keynote addresses. Factory representatives of all major music and game manufacturers will also attend the Convention at the Wade Hampton Hotel in Columbia, S. C. Royce Green, Rosemary Amusement, and president of the South Carolina Association is actively signing new members, and predicts a large turnout.

Los Angeles Notes

Blistering weather kept a number of operators from visiting Coin Row last week. The temperatures ranged from 102 to 109 in the city. The five-day heat wave was broken early last week. A meeting of the operators is scheduled by California Music Merchants Association for Tuesday (8) at Wurlitzer's at 2920 West Pico Blvd. George Miller will be down from Oakland to conduct the session.

Philip Gianiano, shop foreman at Paul A. Laymon's, is handing out cigars upon the arrival of a son, Phil Jr. Don Peters, formerly of the service department at Laymon's, is now the owner of the town of Denio, Nev. It consists of 65 acres and includes a filling station, restaurant, bar, trailer court and the house where Peters and his family live. Les Dechane was in the city from his G. F. Cooper Music in Riverside.

Fred Allen of Bakersfield combined a vacation with business to visit Coin Row. Walt Hemple was in the city from nearby San Fernando. Earl Feng of Santa Ana was in town. John Malone is now in charge of background music for R. F. Jones in Los Angeles.

A. J. Bartholomew has joined the Wurlitzer staff and will be traveling Southern California for that firm.
Rowe-AMI Unveils New Model

Continued from page 54

A new model introduced to the public last week by Rowe Ac Services at their headquarters in Grand Rapids, Michigan, was the subject of considerable attention and praise from the industry. The new model, known as the "Cruiser," boasts a number of innovative features designed to increase productivity and efficiency. Among the highlights of the Cruiser is its new, high-capacity hopper system, which allows for faster and more efficient loading of products.

Business and helped guard against economic dips. Little Red Schoolhouse Buck Richard Mueller, Rowe Ac service chief, announced that the firm was reintroducing its "Little Red School House" service program. Students would be scheduled at the AMI factory in Grand Rapids, Mich., in mid-

October.

Rowe Ac is also starting a training school to be held at its technical center in Chicago, with the first sessions slated for November.

Other servicing innovations listed by Mueller included: (1) New vacuum-dust plastic packaging for parts, cardboard mounted for ease of hanging on pegboard. (2) Up-to-date parts parts price list. (3) Reorganization of Rowe Ac Services' parts organization for greater efficiency. (4) Series of week-long regional schools by factory service men for distributor personnel. (5) New training manuals available immediately on the new model "M." (6) New field bulletin and telephone system and bill changer and detection service.

Executive Parade

Fred Pollak kicked off the meeting and was followed in order by Dean McMinde, executive vice-president; Jack Harper, president; Harold Brodegen and Richard Mueller from the factory; Jerry Marcus, financing; Lindsay and finally O'Malley.

Marcus noted that a series of distributor financing plans had been approved, including some that would permit operators to finance machines at new, low interest rates at up to three years.

Discussing an elaborate merchandising program to accompany the introduction of the phonographs next week, Pollak listed: a four-color glovefold brochure, four-page, four-color operator brochure, 30 by 40-inch location wallpaper, window streamers, duplex, four-color钙� cards with reproductions of the phonograph and a new, clear shirt (not shown) cooperative advertising mats, and a booklet on how to stage a showing.

Oak Files Infringement Charge

Continued from page 66

The suit points out that each defendant corporation is not subject to the Bank Act, the Public Utilities Act or the Building and Loan Act.

Probasco Claim

Probasco claims in that for more than a year he has been and is still a shareholder of not less than 25 per cent of the number of outstanding shares of each of the defendant corporations and believes that Weitzman and Bloom owned all stock not owned by him. That, he charged, permitted Weitzman and Bloom, the only other two directors as a majority to control elections and selection of corporate officers and control corporate activities.

Probasco also charged that Weitzman and Bloom "intentionally and willfully and maliciously excluded plaintiff from further employment with defendant corporations" and discharged him, terminated all benefit and assumed sole control. That, it is alleged, makes Probasco's stock investment of no value.

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The value of said corporations is set forth in the complaint as not less than $750,000. But Probasco claims he was denied access to the books and records and a "true and correct financial report including balance sheets." Seeks Accounting

Probasco asks for a full and complete accounting, dissolution, distribution and winding up of corporate affairs necessary for his protection; appointment of a receiver, accounting, and that all defendants be required to deposit with the court all assets which it finds should be distributed to the stockholders. The suit further seeks for a sum the court finds due the plaintiff but not less than $250,000, attorney fees of not less than $30,000, interest at 7 per cent per annum from October 20, 1962, for all sums found to be due and equitably owing to plaintiff, punitive and exemplary damages of $100,000.

Weitzman and Bloom said that the suit was without foundation and would not affect business in the least.

"But it won't be a secret for long!"
DeHaven Warns Against Discriminatory Taxation

over 5 cents, while retail merchants pay a flat 2 per cent on any sale up to $1 and 3 per cent thereafter. Thus, a dollar's worth of 10-cent candy bars is taxed 10 cents when sold through vending machines and only 2 cents when sold over the counter. DeHaven said there was a possibility of repaying the vending tax and getting a more equitable assessment.

He termed business in the State good—"shrewd on an even keel with last year."

Commenting on the future of the West Virginia association, DeHaven said simply that he hoped to continue to do as good a job as has been done in the past.

Cites Leadership
"We've had some excellent leadership, and it's largely responsible for the good reputation enjoyed by operators in the State today," DeHaven said. The new West Virginia association president is an easy-going, genial, slightly grey-haired businessman who's been an operator since 1943.

DeHaven is in partnership with Jimmy Hutzier, who is a director of the West Virginia group as well as a director of Music Operators of America. The pair operate out of Martinsburg, W. Va., and together have some 800 pieces of juke box, game and vending equipment.

DeHaven is a life member of MDA and one of the founders of the West Virginia association. He's been a member of the board of directors since it was founded.

Deceptively mild-mannered, DeHaven is nevertheless one of the staunchest members of the West Virginia group.

"If there is a quiet way about him, but I don't know anyone who can get a job done better," a long-time association man said admiringly after DeHaven's election. The comment seemed to sum up much of the sentiment of those at the convention.

In addition to his business interests, DeHaven is active in numerous civic and philanthropic organizations. He's a member of the Moose and Elks and (no pan intended) mentions fishing and hunting as his hobbies. DeHaven is married and lives with his wife and five children in Martinsburg.

Joseph F. Hards

and most recently was program director for Magno-Tronics.

Hards is credited for introducing the first library of recorded magnetic tapes and was a principal in the establishment of the Magnetic Recording Industry Association.

Born in Yonkers, N. Y., Hards has lived most of his business life in the East. He'll reside in suburban Barrington with his wife and six children.

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Robert Wiley

Rondeau Sales Division of
EMPIRE COIN MACHINE EXCHANGE
102 – 20th Street
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Bob Rondeau, Salesman for Northern Wisconsin and Upper Michigan Peninsula

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ROMAN WELCOME is given for RCA Victor's Little Peggy March (right) by Italian sensation Rita Pavone (left) and her manager, Teddy Reno. Peggy was introduced to Italian audiences over Rital's television show. When Rital comes to the U.S. (soon) Peggy promises her a guided tour.

VISITING GUESTS on Hollywood's KNJ Montanery spot recently were the Kingston Trio, who dropped in on deejay Bruce Hayes while plugging their new Capitol album, "Sunny Side." For an hour each of the members of the trio took his turn at spilling the plotter and in-between patter. Show is a Saturday regular.

ITALIAN TV SEQUENCE turned the tables when guests Lou Monte, Johnny Darrell and Connie Francis filmed RAI's "Johnny 7" show. Mona and Francis are both of Italian origin, Darrell is Italian-born but spent most of his life in Brooklyn.

READY FOR BROADWAY: The Italian musical "Eugenie" is getting ready for Broadway. Shown here are Pianist Gennaro (right) and Sandra Giovanni, producer and author of book and lyrics. Singer Ornella Vastoli will star.

PASSING THE 200 MARK: On September 28 Martha Schane and Will Holt celebrated their 200th performance of the "World of Kurt Weill in Song." MGM will release the original cast album soon, entitled "A Kurt Weill Cabaret."

FOR ALL INTENSIVE PURPOSES, Mike Miller added luck to his sing-a-long gang during his trip to Philadelphia. Quartette from the Theater of the Sea, Linda Kenney, provided the duet. Nate delphinio is sporting a Miller-type beard.

FIVE-YEAR CONTRACT with Mercury Records was officially signed by Jerry Lee Lewis in Nashville. Mercury President Irving Green was on hand for signing. Lewis will appear on the Smash label.

CHUBBY GOES BILINGUAL. Chubby Checker, who recently cut two sides in German in Germany, is shown here with producer Nils Nilsen (left) from Ariola and arranger Friedel Beilipp.