

Billboard

The International Music-Record Newsweekly

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



JERRY BUTLER has long been one of the most consistent sellers of records in the industry. A long string of hits have dotted his career, including "Moon River," "He Will Break Your Heart," "For Your Precious Love," "Need to Belong" and the current chartbuster, "Let It Be Me," in which he joins with another Vee Jay great, Betty Everett.

Decca to Strengthen Its Activity in the R&B Field

By MIKE GROSS

NEW YORK — Decca Records is preparing to step up its activity in the rhythm and blues field. Although the label has not been completely out of the r&b picture during the past several years, Milt Gabler, Decca's

vice-president in charge of artists and repertoire, has mapped out a campaign for his company to assert itself more strongly in a musical area it helped so much to create in the early 1940's.

Gabler's initial effort will be through independent disk pro-

ducers. He's already latched on to several indie producers and is continually auditioning all who come to him with an r&b bent. Decca's scouting for independent producers stems from Gabler's conception of the record market today.

(Continued on page 8)

RCA's Franchi To Cut Caster For Columbia

NEW YORK — Broadway is once again going to bring down the barriers between record companies. It will happen next spring when Sergio Franchi, an important artist on the RCA Victor roster, moves over to Columbia Records to appear on the original Broadway cast album of "Do I Hear a Waltz?"

The musical, an adaptation of Arthur Laurents' play "The Time of the Cuckoo," by Richard Rodgers (music), Stephen Sondheim (lyrics) and Arthur Laurents (book), will mark Franchi's first try in a Broadway musical and his first recoding date away from Victor.

Record company courtesy on (Continued on page 8)

Bonn Companies Eye Threat To Retail Price Maintenance

By OMER ANDERSON

BONN—The record industry is anxiously eying what threatens to be a breakdown of retail price maintenance in West Germany.

Binding price agreements have broken down in the retailing of radio and TV items, chocolate, liquor, and detergents. These fissures are viewed as merely the prelude to a possible general collapse of fair trade restraints which would bring disk prices tumbling, too.

What is happening now in the camera business is regarded by record industry executives as a red alert for their own trade sphere.

Major camera producers, it is learned, held a secret meeting in Stuttgart two weeks ago to

consider methods of suppressing a wave of price-cutting in retail camera prices.

It has become common practice among large retailers to sell their stocks at "wholesale" prices to smaller retail dealers whose volume is too low to entitle them to the 40 per cent quantity rebate given big retailers by manufacturers—primarily in the form of stock.

The large retailers are pleased to be able to convert their "stock" rebates into cash by selling them at reduced rates to other dealers.

Other Areas, Too

This situation prevails not only in cameras but has spread to other merchandising areas. The German retail market has been under pressure for months from discount houses and so-

called "gray" dealers who sell a large assortment of products at prices far below the established retail price level agreed between manufacturers and retail dealers.

Camera industry executives are predicting the complete collapse of the price system by next spring unless firm action is taken at once. By next spring, it is pointed out, the large retailers again will have surplus rebate stocks on hand which they will wish to pass on to the smaller units.

There are predictions that when this break in the price system occurs, it could force out of business at least half of Germany's retail camera dealers. These would be the smaller retailers who are able to stay

(Continued on page 6)

DOT DEBUTS PLANETARY R&B LABEL

HOLLYWOOD—Dot has entered the rhythm and blues field through the introduction of Planetary Records, wholly owned subsidiary operated by independent producer Dave Gates.

First release is "Ain't That Love," by vocalist Dorothy Berry. Mrs. Chris Hamilton, Dot's executive vice-president, said the line would be distributed through the regular Dot outlets.

Gates, 23-year-old songwriter, will handle all a&r through a separate budget from Dot. There is no set release schedule nor number of products required for issuance.

The Dot move falls in line with other Hollywood-based companies operating a separate r&b, Top 40 label. Warner Bros., Lima, Capitol's Tower, and Vee Jay's Tollie are recent examples.

Clark to Head AB-PT; Top ABC-Para. Post to Newton

NEW YORK—Sam Clark, who headed ABC-Paramount Records since it was formed 10 years ago, moves up the American Broadcasting-Paramount Theater's corporate ladder to head the 400-theater chain operated by AB-PT.

Moving up to the presidency of the record label is Larry Newton, vice-president in charge of sales. Both appointments become effective Jan. 1.

Billboard reported that the shift was imminent in its Nov. 7 issue. Clark's title will be vice-president in charge of theater operations.

Newton's replacement, together with other promotions in the record organization, will be announced on or about Jan. 1. Newton and Clark had worked closely together during the last nine years

(Continued on page 8)

Crisis Hits Italy Market; Record Sales Are Down 30% Over 1963

By PIETRO A. MALASPINA

MILAN — Overproduction, the success of the last San Remo Festival, which resulted in six times the sales in 1963 over the previous years, and the general economic situation in Italy, has brought on an overall drop of about 30 per cent in record sales during the current year.

Most record men, after sales

have almost been nullified during summer and all of September, now agree in calling it a crisis, and are trimming expenses to weather the present difficult period.

With small LP sales in Italy, anyway (less than 5 per cent of total sales), this large drop in the singles market has been giving the industry some headaches.

The popularity of foreign

artists singing in Italian versions has dropped to a low ebb. Whereas before an Italian song sung by American or British artists in passable Italian was accepted, now the disk men find it necessary to record local artists in good Italian language.

According to Joe Giannini of CGD, unless U. S. artists are prepared to come over here regularly for personal exposure,

(Continued on page 8)

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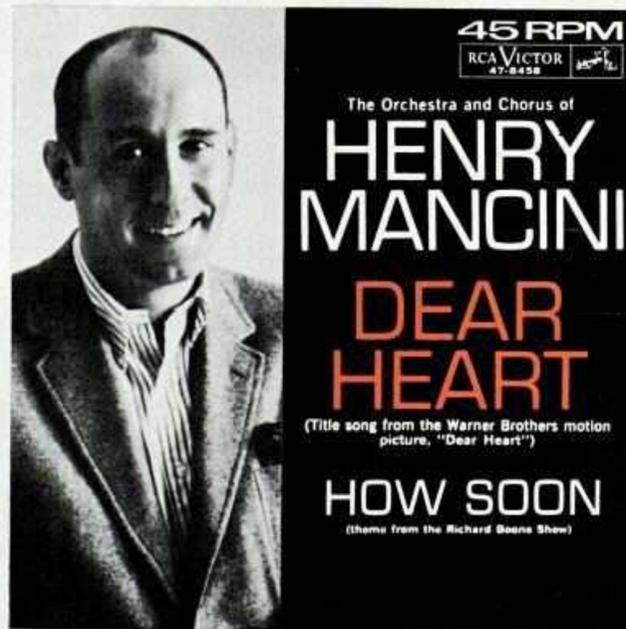
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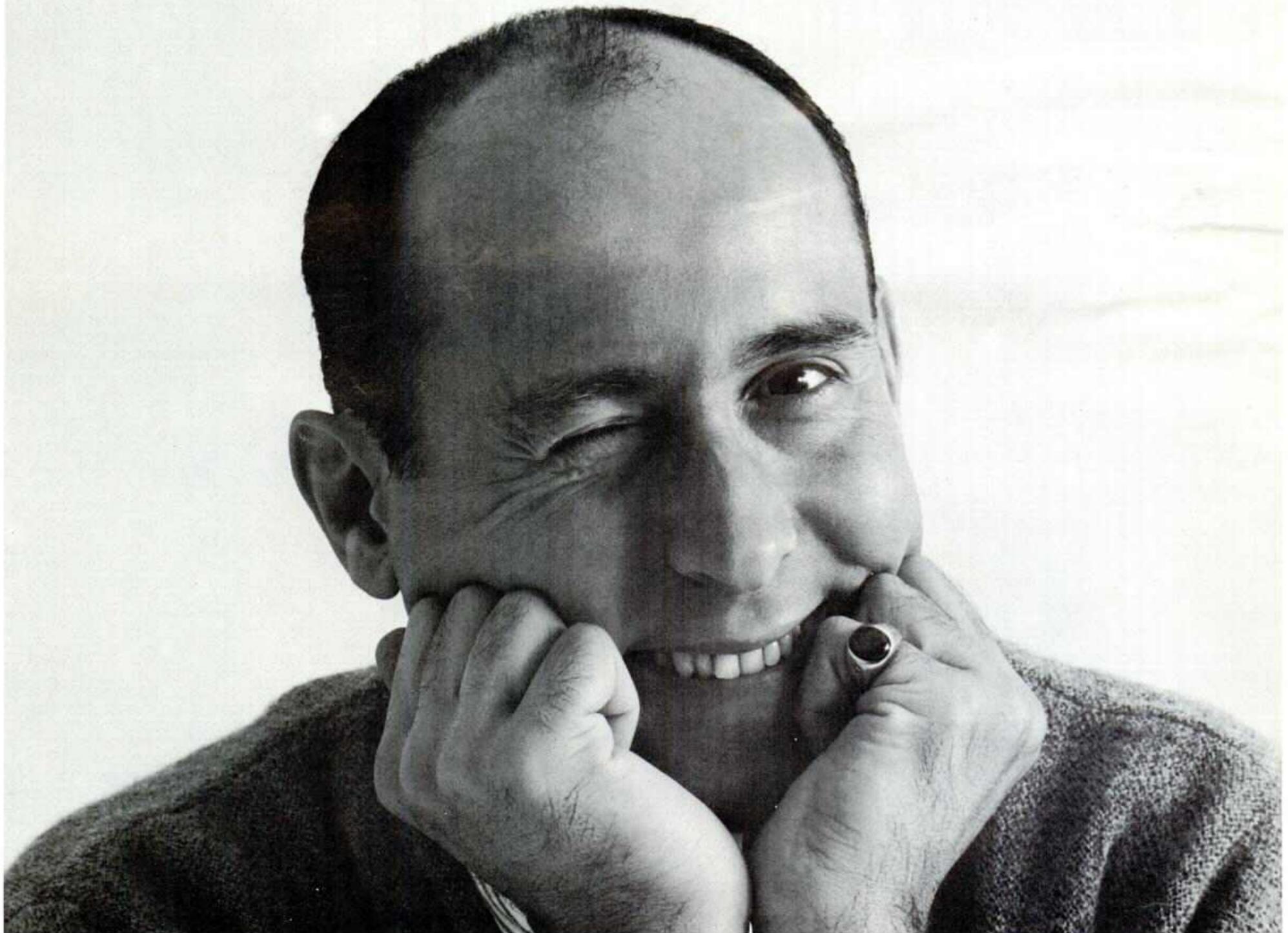


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Sales, Program'ing Parley Is WSM Hit

NASHVILLE — The Sales and Programming Conference sponsored by WSM Friday (6) in Studio C developed into one of the highlights of last week's country music festival honoring "Grand Ole Opry's" 39th birthday celebration.

The sales segment of the parley, moderated by WSM national radio sales chief Len Hensel, examined why and how advertisers purchased time on stations featuring country music. Hensel and his panel, consisting of Joseph Epstein Jr., director of advertising for Luzianne Coffee; Leland Barnhart, brand

manager of Pet Milk Company; Joe Taylor, co-ordinator of Martha White and Pet Milk TV AM programming, brought the audience into the discussion. The audience, totaling approximately 200, was made up of representatives of radio management, disk jockeys, programmers and some record company personnel, the last-named including promotional executives from Columbia and King Records.

The record company executives present were made aware of some interesting data—such as the fact that some country
(Continued on page 4)

MERCHANDISING AIDS TO DEALERS

Rice Offers a Design for Living

HOLLYWOOD — If dealers only realized that new releases and best sellers accounted for 60 to 75 per cent of total industry business, they would design their stores around this fact, says Fred Rice, Capitol's venerable merchandising expert.

As national merchandising development manager, Rice is charged with creating the sales tools and merchandising aids to support the entire Capitol and Angel release programs.

"Most department store designers don't know how to design record fixtures," Rice said. The aware dealer should emphasize the new releases and best-selling products of all manufacturers and make catalog the browser items, Rice added.

Rice has discovered that lots of dealers separate stereo and mono albums. This is a mistake, he feels, suggesting that dealers combine both, placing the stereo version in front to gain the additional \$1 value.

Designed Browser Box

A veteran of 17 years with Capitol, Rice designed the first

browser box. As an industry service, he will design a store gratis. He has offered this service since 1954 and estimates he's designed about 5,000 locations to date.

"Dealers come up with problems and we come up with the solutions," he says simply. One Los Angeles area dealer, Al Spaulding, suggested that Capitol do something about developing an album filing system. Rice's solution was the line of type which now appears on all LP's which tells "the girl who comes in after school to file merchandise where to properly file the product."

As an aid to Capitol's salesmen who maintain inventory control for each store, Rice added a black dot to the right corner of each LP, which immediately distinguishes the Capitol product from its competition in the bins. Rice has taken this dot one step further and split it in two to signify stereo.

Constantly aware of changing methods of exposing product, Rice designed a rack which

shows albums full face. He also created a wider bin for Sears and Montgomery Ward designed to exploit new releases and best sellers.

Has Booklet File

Rice maintains a file of booklets offering self-service tips which are available to all dealers. Every three years he puts out the booklet, "Self-Service Success."

One area in which Rice is heavily involved is creating merchandising aids to successfully sell singles. While format radio plays singles exclusively, no one is properly merchandising them, he feels. Rice is working on a system which will sell singles like albums.

Among the new aids Rice has designed are walnut-finished wood frames in which to place LP covers, thin plastic divider cards which can be washed, plastic dividers with interchangeable artist names, plastic dividers with categories on both sides, strips of rowlux material with a dimensional affect for divider inserts and the Angel yum yum tree for LP displays.

EDITORIAL

Industry's Range

In recent days the record industry has focused its attention upon (1) the country music industry on the occasion of WSM's "Grand Ole Opry" celebration, and (2) the historic speeches and recordings of Sir Winston Churchill, to be released by London Records on Sir Winston's 90th birthday, Nov. 30.

Here is a dramatic illustration of the scope and color of the record business—an industry which ranges from the hills of Tennessee to the Sceptered Isle; whose product includes "The Wabash Cannon Ball" and the utterances of the man who guided Britain to ultimate victory.

What can be put into the grooves is indeed wondrous and magical; and this, in a sense, explains the strong hold the industry has upon those who are part of it.

At heart, every good record man is an a&r man, endlessly fascinated by the entertainment and cultural opportunities afforded by the recording process.

Therein lies the greatest assurance of the industry's future.

PRESS, TEENERS GET EYEFUL

TAMI, Electronvision's Latest, Gets N. Y. Showing

NEW YORK — Electronvision debuted its second theater film presentation and the first specifically for teen audiences at a special press preview Wednesday (11). It provided a stirring emotional experience, presenting 12 top record acts for one hour and 40 minutes.

The Electronvision process was first used to capture Richard Burton's Broadway performance of "Hamlet," which was later shown in theaters during a special two-day period. The process utilizes cameras, up to 10 at a time, that look like TV cameras. The images they get are fed to a master control room where a director chooses the image he wants to place on the master tape. From this tape, a commercial motion picture film is produced and prints of the film are shown in theaters.

The latest production is called "The TAMI Show" and features Jan and Dean, who host and perform and Chuck Berry, Gerry and the Pacemakers, the Miracles, Marvin Gaye, Lesley Gore, the Beach Boys, Billy J. Kramer and the Dakotas, the Supremes, the Barbarians, James Brown and the Flames, and the Rolling Stones.

TAMI stands for Teen-Age Music International, an international non-profit organization set up "to understand teenagers, to recognize their needs, their wants, their attitudes and their principles . . . to help them establish a position of respect in their communities, and in our total society." TAMI proposes to accomplish these goals through the almost universal teen-age interest in music. This show indicates that the people involved

clearly have their finger on the pulse of the teen-ager.

The film opens at a wild pace with five minutes of fast-moving action showing the performers en route to the Santa Monica, Calif., Civic Auditorium. The acts are in buses, taxis, trucks, motor scooters and even on sidewalk surfing boards. Film credits appear over the action.

The pace never slackens and the crowds of teen-agers in the audience rarely let up with their din of adulatory cacophony. It adds aural impact and spurs performers to give phrenetic performances. James Brown stands out with a fabulous performance that will enhance his position as an artist and open new vistas of opportunity. The press applauded at the end of his stint.

Lesley Gore came across in a warm, sincere manner. Teen-agers obviously adore her as an artist and it looks as though this gal can bridge the gap to the adult market, if her performance serves as any criteria.

Record dealers in cities where the TAMI show will be screened should experience extra record sales by the artists in it. Many excellent tie-ins should be made between dealers and theater owners. Both can gain. The only showings to be made, except for the premiere, will be during the holidays, Dec. 19-Jan. 3.

At least 1,000 prints of the film will be in circulation in the U. S. during the holiday period, with some "bicycled" between showing from one theater to another. World-wide showings will require another 1,200 prints.

Los Angeles was slated to
(Continued on page 6)

CONTAIN 3 LP'S EACH

Kapp Bows Seven Gift Packages

NEW YORK—Kapp Records this week bowed seven special packages to spur the practice of giving records as gifts. Each package contains three albums, boxed in either red or blue gift containers, with a card saying "My Gift to You" printed on the face of the box. Product is available in either monaural or stereo.

Artists featured are Roger Williams, Jack Jones, Louis Armstrong, Joe Harnell, Hugo Winterhalter, Chad Mitchell Trio and Do-Re-Mi Children's Chorus.

While the back of the boxes contain four-color reproductions of the artists' albums, the fronts have no message other than that on the card.

Gift Concept

Dave Kapp, label president, explained that the label is more interested in promoting the concept of giving records as gifts than it is in boosting the label's name to the consumer.

Appointments Are Made at Cap. Records

HOLLYWOOD—Capitol has announced appointments for its board of directors, international department and newly created management services.

Named to the board is Nolan Browning, Southern California banker, recently retired as senior vice-president of the Bank of America. He began his banking career in 1926.

Named to the newly created post of international import-export sales manager is Earl Price, who continues operating at the label's New York offices. He joined Capitol in 1956 as Angel sales rep in New York and in 1962 was promoted to
(Continued on page 6)



GIFT FLOOR BROWSER

He added that the record industry has neglected to promote the use of disks as gifts through its failure to offer merchandise priced and packaged properly for the occasion.

Kapp pointed out that most gifts are in the \$7-\$12 range, while little record merchandise is available at this price. The gift packages — conceived for year-round giving rather than Christmas items—will retail for about \$12, the same as most other three-album boxes.

Allan M. Cahn, the label's vice-president and national sales manager, said that if the program takes hold, consumers will habitually visit their local record shop when gift-giving occasions arise.

From Thanksgiving to Dec. 12, Kapp distributors—through co-operative advertising — will place quarter and half-page ads in major daily newspapers.

Store browser boxes and artist display cards are being sent to distributors for placement with dealers. Theme of these point-of-purchase displays is "The Perfect Gift for all Occasions."

Fantasy Barred From Selling Baez Records

SAN FRANCISCO — Judge Edward Molkenbuhr of the Supreme Court here has handed down a permanent injunction against Fantasy Records forbidding the label or any of its agents or representatives from selling any record called "Joan Baez in San Francisco."

The decision, handed down last week, came as a result of action instituted on behalf of Miss Baez by Vanguard Records.

Seymour Solomon, Vanguard president, said the ruling prevents the illegal release of a tape made several years ago by Miss Baez. He said that Miss Baez had not approved the tape for public sale.

The court held that the tape in possession of Fantasy was a demonstration tape and that Fantasy had no commercial rights to it.

The order requires Fantasy to deliver to Miss Baez all masters, tapes and stampers of the records, to recall from distributors any records sent to them, to return all records to RCA to be scrapped, to destroy all jackets and front cover slicks and printing plates of the record, to recall all tapes from abroad, and to report all dispositions of all records previously shipped to Miss Baez.

The court also held that the illegal releases had interfered with Miss Baez' exclusive contract with the Vanguard Recording Society, Inc.

Miss Baez' lawyer had filed separate suits against the recording of the Fantasy record in St. Louis, Philadelphia, Chicago, Boston, New York and Detroit. The San Francisco decision disposes of all these actions.

Steinberg to NARAS Chapter: Artists Should Seek Exposure

By NICK BIRO

CHICAGO—Irwin Steinberg, Mercury executive vice-president, last week urged recording artists to seek exposure rather than income in their contracts with disk companies. Such exposure will not only increase the artist's income from recordings, but will give him added income from his club, TV and concert appearances, Steinberg said.

The Mercury official spoke before some 50 members of the City's National Academy of Recording Arts and Sciences chapter in what was to be a rebuttal to a previous seminar in which record companies were roasted for ostensibly taking advantage of artists.

Steinberg suggested that while this might be true in a small percentage of cases, the overwhelming majority of artists receive more than just treatment from the recording companies.

He cautioned artists against caring too much about what their fellow artists think, and not enough about the commercial realities involved.

"The artist should bring as much knowledge to the recording area as the artist expects the manufacturer to bring to that area. This knowledge should encompass the musical needs of the consumer, rather than the musical needs of fellow artists," Steinberg said.

On the subject of contracts, Steinberg noted that "too often the prime concern of the artist or agent is the guarantee or the advance. Such a demand tends to restrict the flow of money used to support the artist in the area of advertising, publicity or promotion," said the Mercury official.

Steinberg suggested that a healthy contract is one that calls for both the artist and recording company allotting a certain amount of money for aggressive promotion and advertising.

Steinberg defended the present royalty rate, noting that record companies were not extracting an abnormal profit "despite the fact that they are dealing with a perishable product and changing marketing conditions."

RIAA Study

Citing a recent RIAA study,

Steinberg pointed out that diskeries averaged about 4 to 5 per cent profit after taxes, a figure that compared with such other industries as agriculture, aviation, chemicals, confections, electronic components, hardware and lumber, and was less than many other industries such as drugs with a 6.97 profit ratio and petroleum with a 7.08 per cent figure.

Among record company obligations to the artist, Steinberg listed: Willingness to create new musical ideas and to merchandise through new and different areas of distribution; carry on research on consumer motivation, musical trends, markets where material gets initial reaction and to utilize this data in guiding an artist on his bookings; carry on publicity, promotion and advertising; conduct new product development.

Regarding specific contract provisions, Steinberg pointed out: (1) The present royalty rate is equitable and reflects the artist's bargaining power and the industry's need for profit. He suggested that a flat figure could be substituted for a percentage. (2) Royalties should be based on wholesale price rather than retail price. The latter is no longer realistic. This would naturally mean a higher percentage figure, but it would be more meaningful. (3) Contracts should have relief clauses for such things as surplus disposal. He emphasized that excess product should be sold through other than normal marketing channels. Premiums were a good example. (4) "Number of side" guarantees should carry buy-out relief for recording companies to eliminate "recording for recording's sake."

U.K. PROMOTERS MOVE TO TACKLE 1-NIGHTER LOSSES

LONDON—British promoters held a unique meeting here to discuss heavy losses on their fall one-nighter tours. They agreed to form an association which will aim at boosting business and cutting losses.

The promoters gathered at Larry Parnes' London flat. Included were Brian Epstein, Tito Burns and Harry Dawson.

Promoter Don Arden flew to America three or four hours before the meeting and told reporters he had lost \$16,000 on his Manfred Mann-Bill Haley tour and expected to lose almost twice that amount on his current Animals-Carl Perkins-Tommy Tucker package.

One of the moves the promoters discussed was the joint planning of tours to avoid shows clashing in the same towns. Another plan was to cut seat prices. There was also a move to spread losses between them.

But undoubtedly the most important issue was the undeniable decline in Britain's Big Beat boom.

Atl'tic-Atco In 3-Pronged Yule Drive

NEW YORK — The Atlantic and Atco labels' Christmas drive this year will cover all fronts. In the forefront of their Yule drive will be singles by the Drifters, Clyde McPhatter and the Drifters, Carla Thomas, Hank Crawford, and the Three Blonde Mice. The releases cover the pop, rhythm and blues and the jazz fields.

Three of the singles are new releases while the other two are re-releases of past Christmas hits. The new singles are "The Christmas Song," by the Drifters, Hank Crawford's "Merry Christmas Baby" both on Atlantic, and "Ringo Bells," by the Three Blonde Mice on Atco. In addition Atlantic is re-releasing "White Christmas," by Clyde McPhatter and the Drifters, and Carla Thomas' "Gee Whiz, It's Christmas."

The Drifters and Carla Thomas' Christmas singles establishes a precedent for Atlantic in that this is the first time that the label has released more than one single by an artist at the same time. In the case of the Drifters, their recording of "Saturday Night at the Movies," released two weeks ago, is climbing on the charts. Carla Thomas' current single, "A Woman's Love," also is hitting a hot sales pace.

Gersh Forms PR Firm

NEW YORK — Dick Gersh, who has been in charge of advertising and promotion at Colpix Records for the past 14 months, will leave the company Dec. 1 to set up his own public relations business.

Bob Yorke, who recently took over as head of the Colpix op-

(Continued on page 6)

Sales, Program'ing Parley Is WSM Hit

• Continued from page 3

artists—Flatt and Scruggs, for example, were now in 48 TV markets for the Pet Milk Company.

In the course of the discussion, the president of Martha White Flour Company stated that country music built the operation, which has increased its sales annually.

The panel made the point that the most effective programming is the personal endorsement of the artist — the use of jingles and transcribed commercials featuring artists. It was pointed out that where the station has a believable personality, he may be tied in to such commercials; but this, it was noted, requires considerable skill.

Overton Moderator

Moderator on the programming segment was Dave Overton, WSM assistant program manager and emcee on "Grand Ole Opry." Overton's panel consisted of Skeeter Davis and Porter Wagoner of RCA Victor; Roy Drusky, Mercury artist and head of SESAC's Nashville office; Jay Gardner, program director of KSOP, Salt Lake City, and Skeets Yanney, KSTL, St. Louis, personality.

Overton noted that tape and transistor radios are the keys in the presentation of modern radio programming. This is far removed from the old days, when the family as a unit gathered around a receiver. Today, he noted, each member of the family has a receiver and his own program preferences.

During this discussion, the artists presented their problem: how to get exposure for their records.

Another high point of this discussion was the eloquent

plea by Dick Schofield, vice-president and general manager of KFOX, Long Beach, for a stepped-up production of country records. Schofield, a member of the board of directors of the country music association, and one of the nation's chief programmers of country music, has long campaigned for increased use of c&w music as an effective radio programming and sales tool.

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Vol. 76 No. 47

19

19

19

19

19

19

19

19

19

19

19

19

19

19

19

19

19

DEPARTMENTS & FEATURES

Hot 100 Chart ... Page 22
Top LP's Chart ... Page 31

→ Other Music Pop Charts
Breakout Singles ... 36
Breakout Albums ... 28
Hot Country Singles ... 40
Hot Country Albums ... 40
Hits of the World ... 38

→ Record Reviews
LP Reviews ... 56
Single Reviews ... 18

→ Music & Record News
Talent ... 14
Country Music ... 40
Classical Music ... 16
Rhythm & Blues ... 12
New Album Releases ... 26

→ Departments
Radio-TV Programming ... 20
Phono-Tape Merchandising ... 45
Coin Machine Operating ... 49
Bulk Vending ... 47

Buyers & Sellers
Classified Mart ... 46

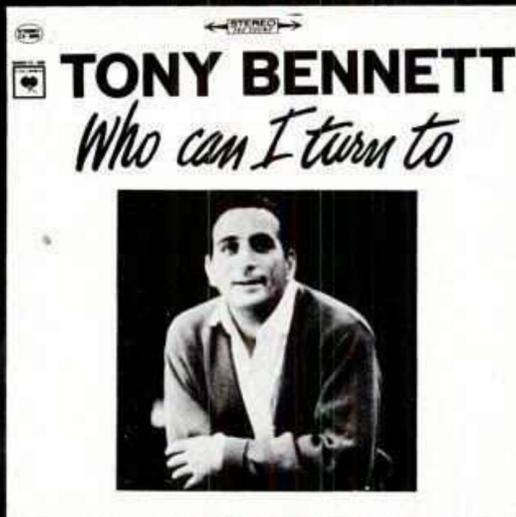


BARBRA STREISAND accepts the Billboard "Top LP's" plaque from the publication's associate editor Mike Gross for her No. 1 Columbia album, "People." Barbra also is currently represented on the "Top LP's" chart with her three previous Columbia albums and in the original Broadway cast album of "Funny Girl" on Capitol.



TONY'S MAGIC

Presto! A best-selling single,
"WHO CAN I TURN TO,"
becomes a best-selling album
ON COLUMBIA RECORDS 



CL 2285/CS 9085 Stereo

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This One



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KRLA Gets a Beatles Exclusive

LOS ANGELES—KRLA secured a copy of the Beatles new single 18 days before its domestic release dates, resulting in calls from stations around the country offering to buy or trade for the disk.

Program director Reb Foster said the station obtained the disk Friday (6), immediately airing it once an hour to claim a world-wide first. Capitol's national release date for the single, "I Feel Fine," backed with "She's a Woman," is Nov. 23. Foster said that after the station began emphasizing the single, a neighbor of deejay Charlie O'Donnell admitted he had a copy of the single five days before the station obtained its furtive copy.

Foster explained that exclusivity and speed were important ingredients in radio today and that somehow the news that

KRLA had obtained a copy of the single had spread quickly across the country. "We've received calls from Florida, New York, St. Louis, Denver and

ABC BREAKS DISK IN EAST

NEW YORK — Two ABC-owned stations were the first stations in the East to air the new Beatles release, "She's a Woman" and "I Feel Fine."

John Rooke, operations manager at KQV, Pittsburgh, obtained a copy of the record Wednesday (11) and subsequently piped the record to sister station WABC in New York, which began to feature the disk several times per half hour.

Cleveland stations, offering us money (as high as \$1,000) and queries about where we picked up the single. We don't feel we are transgressing on any legal bounds in breaking the record."

Executive Calls

After the record had been aired, a Capitol executive called the station to request the disk not be played and not be given to any other station. Foster told him breaking the record was part of the radio business and that he would halt its play only if legal action were taken which forbid the station from further play.

A Capitol spokesman noted this kind of activity was a serious matter. "We're concerned because of the wide spread of time between the airplay and the actual release date. This advance play creates a false demand," he said.

Bonn Companies Eye Threats

• *Continued from page 1*

in business only because of the approximate 20 per cent profit they make on a camera by selling at the fixed retail price.

The breakdown of the German camera price system already is having worldwide ramifications. For example, German cameras are selling in Switzerland at prices well below the German domestic retail price. This has resulted in the fantastic situation whereby some German

dealers are buying their camera stocks in Switzerland and re-importing them into Germany through companies established for this purpose in Liechtenstein.

What is happening to cameras could happen to phonograph records, particularly within the German-language area including Austria and Switzerland.

Cracks in retail price maintenance coincide with a slowdown in the German disk industry, a situation which some trade executives describe as "stagnation."

The listless market is encouraging price cutting, and the major diskeries, in consequence, are girding to defend the fair trade ramparts. All diskeries are tightening sales agreements to discourage price cutting.

Diskery alarm is increased by the belated adoption in this country of the practice of supermarkets and record shops to use discount records as loss leaders.

Moreover, repercussions are feared from the action of the Dutch government in repealing price maintenance on a range of electrical household goods including records, effective at the end of the year.

Cap Appointments

• *Continued from page 3*

district sales-promotion manager for the East Coast.

Slated in the new post of administrator of management services is Grant H. Kenyon, to handle labor relations, labor contract negotiations and CRI administrative functions. Several of these posts were handled by Richard Quinn, recently resigned industrial relations co-ordinator who entered private practice. Kenyon has been with Capitol since 1960 handling personnel and sundry other positions.

NASHVILLE — Notables at the ASCAP cocktail party during the WSM festivities here last week got a kick out of the youngest member present, Paul Cohen Jr., son of Paul Cohen, pioneer country and western a&r executive and currently Kapp Records' Nashville executive. The nine-year-old boy attends Castle Heights Military School at Lebanon, Tenn. He is already interested in song material.

13 LP's Bowed By Roulette

NEW YORK—Roulette Records is winding up its album releases for 1964 with 13 items, 10 of which are either by new artists or by artists new to the to the Roulette family. The 13 albums are combined with the label's November sales program which offers a 15 per cent discount in free merchandise on both catalog items and new releases. The special program is in effect until Nov. 30.

A Latin treatment of "My Fair Lady" by Tito Puente contrasts with a jazz version of the show score by Johnny Richards. Bud Powell marks his return to records for the first time since 1956, and a comedy album by Sandy Baron is slated for heavy promotion at the college level.

Other releases feature Jackie Cain and Roy Kral; the Au Go-Go Singers, a new folk group; Joe E. Ross, of "Car 54 Where Are You," in his singing debut, and three Latin-American entries by Eddie Palmieri, Gilberto Monroig and Ray Barretto.

Terry Gibbs makes his first appearance for the firm on its Roost label, and the Squire entry is by the Burke Family Singers, a group of 12 who will appear on a Christmas Eve TV spectacular with Marie von Trapp of the famed Trapp Family Singers. The Burke Family's album is devoted to Christmas carols. A Maori songs' album, from New Zealand, concludes the release.

GRRRA Slates Product Show

LONDON—Britain will put its product on display in an "Easter Festival of Sound" next year. The Gramophone Record Retailers Association will hold its annual conference and trade fair in conjunction with the Audio Fair.

The GRRRA executive committee has engaged a firm to set up the event. The fair will be called "The 1965 Disk Show," and will be staged simultaneously with the conference at London's Royal Hotel in Southampton Row on April 25 and 26.

The Audio Fair immediately precedes the record festival.

MATHIS SETS UP ROJON FIRM

HOLLYWOOD — Johnny Mathis has set up Rojon Productions with Don Reiber and Ed Blau as principals. He is still under contract to Noga Enterprises until Aug. 28, 1965, Helen Noga said. Under terms of this contract, currently in its ninth year, Mathis and Noga split record and publishing 50-50.

Mathis still has two more years to his Mercury distributing contract. Noga's Global Records produces his sessions for Mercury. The manager said they had spoken about not renewing his contract after its termination.

The new company located at 6290 Sunset Boulevard, will handle Mathis' touring concerts, Reiber said. Mathis is listed as president of Rojon.

In the continuing of tense relations between Johnny Mathis and Manager Noga, the vocalist filed suit in Los Angeles Superior court last week asking that his contract with the Nogas be declared void, that an accounting of funds be provided and that an injunction be declared against future sales of his records.

Singer alleges mismanagement and that Mrs. Noga was not licensed as a manager when he signed with her on June 15, 1957, as a minor.

Other Noteworthy News

Primas in Film

HOLLYWOOD — Louis Prima and his wife Gia Maione will star in Cosnat's second film endeavor, "King Louie the Most." Film will be shot here and at the Sahara Hotel in Las Vegas. Producer Maurice Duke has also signed Sam Butera and the Witnesses for the comedy musical. Cosnat's debut into filmdom was "The Candidate."

'Shaggy Dog' Buyers

NEW YORK — Two music companies got hot on the tail of "Shaggy Dog," and acquired it from Steve Harris' Survey Music, a Coast-based firm. The 50-50 split on the song has gone to TM Music, firm run by Bobby Darin and Ed Burton, and Blackwood Music, Columbia Records music publishing wing run by David Kapralik.

The song is riding high with the Swan Records version recorded by Mickey Lee Lane, who also wrote it.

Gets Black's Disk

TORONTO — Arc Records here reports that Vee Jay has picked up Terry Black's "Unless You Care" for distribution in the U. S. on its Tollie label. The 15-year-old Vancouver singer's single was that rarity in Canada, a national breakout, and he was a hit here recently on the bill with Gerry and the Pacemakers, and Billy J. Kramer and the Dakotas at Maple Leaf Gardens.

NEW YORK — Bob Kornheiser, national sales manager for Atlantic and Atco Records, is on a tour of the West Coast visiting the labels' distributors in Los Angeles, San Francisco and Seattle. He'll discuss the company's fall product and new Christmas singles. He's due back at his New York desk in about 10 days.

BMI Affiliate Acquired by G. Schirmer

NEW YORK — Associated Music Publishers, a Broadcast Music, Inc. affiliate, has been sold to G. Schirmer, an affiliate of the American Society of Composers, Authors and Publishers.

Associated, which has been a wholly owned subsidiary of BMI since 1947, is a major publisher of concert music by American composers and one of the foremost representatives of several important European publishing houses.

According to officials at Schirmer, Associated will be operated as an independent company. Public performance of all music published by Associated will continue to be licensed by BMI.

On Associated's composer roster are Milton Babitt, Elliott Carter, Henry Cowell, Roy Harris, Leon Kirchner, Walter Piston, the late Wallingford Riegger, Vittorio Rieti, Gunther Schuller and Carlos Surinach. Among the European firms represented by Associated are Schott of London and Mainz; Bote and Bock, Berlin; Ludwig Doblinger, Vienna; Max Eschig and Enoch & Company, both of Paris; Casa Sonzogno, Milan; Richard Schauer, London, and Musical Espanola, Madrid.

Atl. Presses LP's on Coast

LOS ANGELES — Atlantic has begun pressing albums on the West Coast through Monarch to speed up shipments to Western distributors. Agreement was worked out by Neshui Ertegun, label's vice-president, on a recent trip. Atlantic has previously only had singles pressed on the Coast.

Jack Lewerke, Atlantic's Los Angeles distributor, said the new set-up would speed shipments to dealers by one week. The first two LP's receiving simultaneous pressings on both coasts are "Jazz Organs," featuring Jack Wilson, Henry Cain and Gengus Kyle on Vault, and Acker Bilk's "Famous Themes From Foreign Films" on Atco.

In addition to pressing new items, Monarch will also from time to time handle top catalog items as situations arise.

LIVE MUSIC DISCOTHEQUES

TORONTO — Cashing in on the popularity of discotheques, a couple of Toronto night spots have pretty dancing instructress teaching patrons the frug, watusi and what-have-you to live music by local groups.

The Marine Room of the Seaway Hotel advertises "discotheque dancing" to the music of Eugene Amaro's orchestra, while Le Cabaret has dubbed it "live-o-tek" and proclaims "Live is more fun." Meanwhile, back at the Inn on the Park, the Anndore and the Steak Pit, there are old-fashioned discotheques with disks.

Gersh PR Firm

• *Continued from page 4*

eration, has not yet named a successor. Meantime, Yorke is preparing to shift the disk company's base of operations to the West Coast about the first of year.

Gersh, who had his own public relations business for close to 10 years before joining Colpix, has already lined up several clients to start off his independent operation again.

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HOUSTON, TEXAS, NOV. 25;
AMARILLO, TEXAS, NOV. 27;
DALLAS, TEXAS, NOV. 28;
ATLANTA, GEORGIA, NOV. 29;
MILWAUKEE, WISCONSIN, DEC. 2;
NEW YORK CITY, DEC. 5;
ALBANY, NEW YORK, DEC. 6;
CLEARWATER, FLORIDA, DEC. 10;
LOUISVILLE, KENTUCKY, DEC. 11;
CHICAGO, ILLINOIS, DEC. 12;

Cash in on this exposure now!

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(ALBUM)

5272

(SINGLE)



Clark to Head AB-PT; Top ABC-Para. Post to Newton

• Continued from page 1



SAM CLARK



LARRY NEWTON

and it is expected that the shift will not alter the label's policies to any substantial degree.

The record company will move to new quarters at 1330 Sixth Avenue Jan. 1. It will occupy a full floor of the new ABC Building, which will house the executive offices of all the AB-PT divisions.

Clark will not completely sever his connection with the record industry. He will stay on as a board member of the record company and will consult on occasion with Newton and other top ABC-Paramount executives.

Clark entered the record business in 1945 with a distributorship in Boston. Within five years he became one of the largest distributors in the nation. In 1952 he was associated with Archie Bleyer in the formation of Cadence Records. Three years later he was appointed president of AM-Par Record Corporation, which later became ABC-Paramount Records.

In his tenure at ABC-Paramount, the label grew to one of the world's top independent labels. The label also owns Command, Grand Award, Impulse, Westminster and Music Guild and two publishing firms, Ampco and Pamco Music.

Newton entered the record industry in 1938 while he was still in high school in Philadelphia. He worked in the stock room of the local Columbia Records distributor.

Later he was a salesman for Varsity, Cosmo and Rainbow Records. After five years in World War II as a paratrooper, he formed his own label, Derby Records, and turned out hits by such artists as Sunny Gale and Jaye P. Morgan.

He joined ABC-Paramount in 1956 as sales manager. Three years later he was named vice-president in charge of sales.

Crisis Hits Italy Market; Record Sales Are Down 30% Over 1963

• Continued from page 1

without asking for a high fee, their sales will drop to nothing in one year.

Italian firms with strong representation of U. S. labels are naturally anxious about the situation. One exception seems to be His Master's Voice of Italy, Sales Manager Barbareschi said. Capitol Records seems headed toward a strong effort to recapture the Italian market. It has taken contracts for the Beach Boys to come to Italy on Wednesday (11), to make an appearance of 15 minutes on the national TV network and a number of concerts in different cities. The Beach Boys will include Italian selections in their repertoire.

Capitol Records has also convinced Nat King Cole, for years one of the best-selling artists in Italy, to record his song "Love" in Italian. Potential sales of the platter are quite good. Nat will also get TV exposure. A film taken at the Capitol studios will be shown in Italy.

While it is generally hoped that more and more American firms will follow this trend, Italian companies are still uneasy in contacts with foreign labels. One indication is that they are now prepared to offer a guarantee of only 20 per cent of what they would have offered a year ago.

Managers of the larger firms feel that the coming months will be a case of survival of the fittest, with some of the smaller firms possibly falling by the wayside (if business does

not pick up very soon).

Here are some quotes from several firms questioned by Billboard:

At Phonogram, Italian Philips branch, Mr. Riechhof, the firm's manager, said

"The strong expenses that Italian families have to bear every autumn (children's school-books, central heating rates, etc.) have made the general economic crisis even worse in the last two months.

"At the moment business is picking up a bit, but this is mainly due to the fact that dealers, who have not bought records for months, are now replenishing their stocks for the Christmas season."

At Durium, Sales Manager Giampiero Scussel, said:

"Sales of singles and LP's have gone down quite steeply during the last year and the market does not show any sig-

nificant signs of reprise; the usual pickup of business after summer has been delayed this year of two full months and Christmas season sales are too seasonal to give any cue to a solution of the crisis.

"It will take just about a year for the market to get out of the present involvement.

"The main reasons for the present situation, besides general political situation and the consequent decrease of the value of wages, is, for the specific record market, the lack of constant successes, and the incredible amount of new records and new artists, some of them of no real value.

"This means therefore that strong promotional expenses do not result in sales profits and that a personal success of an artist is not followed by an equal success of his recordings.

"Wise firms are cutting down on all possible expenses, since costs cannot be reduced; it is possible that the industry will have to live for about a year on internal resources, since the profits will be shown to about zero."

His Master's Voice Sales Manager Barbareschi said:

"The situation is a critical one. We can see that even if the successes of Richard Anthony, who had two hit records in less than five months, and the regular sales of our vast classical repertoire, have made up for the drop in sales in the pop singles market.

"Without those hits, we would have had a strong drop in sales and we are worried about the scarce reactivity of the market."

Mr. Benini, Ricordi Records' commercial manager, said:

"The situation is certainly a difficult one, but I would not speak of a crisis, specifically for the record market. We are only having a stasis instead of the usual annual increase which the former years have shown. While singles, particularly hit singles, can go up to very high sales levels, the long-playing market in Italy has never got stronger than about 5 per cent of total sales. Therefore, in Italy, we lack the stabilizing factor provided by such a market, which does not show sudden rises, but is also protected against depressions."

According to Mr. Riechhof of Philips:

"Most dealers in Italy are not strictly record dealers, and they have been heavily hit by credit restrictions, more so than if they had been selling records only. This reflects itself in the expenses to which a firm is subject to organize his sales department. Costs are higher since you have to centralize the sales organization, due to this lack of specialized dealers. Also promotional expenses are quite heavy in our branch of industry, although we are comparatively spending less money than other firms in other European countries.

Other outlets which we lack in Italy are club and mail sales, which are only beginning here."

At RiFi Records, Mr. Abera said: "... In 1963 we issued 12 new records as likely summer hits; this year we had six.

This is the first effect of the present situation: it forces us to be much more selective in the choice of our releases.

"Besides, taxes on records (we have three different ones), bring the final price for a single up to \$1.50."

RCA's Franchi To Cut Caster For Columbia

• Continued from page 1

artist loan-outs for Broadway cast sets was spotlighted anew earlier this season when Reprise Records gave the green light to Sammy Davis to appear on the "Golden Boy" cast set issued by Capitol. The highlight loan-out last season was Columbia's Barbra Streisand to Capitol for the original cast album of "Funny Girl."

"Do I Hear a Waltz?" is Columbia's third Broadway musical acquisition this season. The other two, which haven't yet opened on Broadway, are "Bajour" and "Kelly." Columbia also has been active in the off-Broadway musical field this season. The label cut "The Secret Life of Walter Mitty" last week, and is scheduled to make a cast set of "The Cradle Will Rock."

jockey was coming to the fore. Many stations were hiring young college graduates whose main interest is music and who also were interested in creating a new image for their disk jockey fraternity. This, to Gabler, indicated that the "wheeler-dealers" were on the wane and reputable record companies once again had a chance to crack into the record market with the quality of the disk as the only criteria.

For Gabler, it also marks a re-entry into a field in which he was so active 20 years ago. "The current r&b style is an offshoot of what we were recording then," he said. Among the Decca artists he mentioned as r&b forerunners were Louis Jordan, Buddy Johnson, Sister Rosetta Tharpe, Billie Holiday, Andy Kirk, Lionel Hampton, Jimmy Lunceford, Lucky Millinder and Chick Webb. "Buddy Johnson was really the father of it all," Gabler said. "He took it out of the race category and introduced sounds and beats that were later adapted by Bill Haley, Elvis Presley and others." He added, "I was recording r&b records when the people who are producing the disks today were just about six years old."

Decca to Strengthen Its Activity in the R&B Field

• Continued from page 1

"With 50 per cent of the current pop hits r&b-oriented," he said, "the r&b market has to be given the importance it deserves and since the records are coming from all parts of the country you can no longer rely on an area sound and you can no longer go along with just one man's thinking." Diversity apparently is the key to Gabler's thinking and therefore his yen for different producers with different ideas.

Already set up by Gabler are production deals with such indie operations as Straight Ahead

Rhythm, Capricorn Productions and Simmons-Floyd-Isbell Productions. Gabler's deals with these firms, as well as with others he expects to bring into the Decca fold, go beyond the straight master record purchase. Although they are classified as independent producers, Gabler retains "control and supervision."

He's present at all the recording sessions and he okays the artist as well as the material before anything goes into the grooves. The financial arrangements with the independent producers run along standard royalty lines which call for royal-

ties that range from 6 to 10 per cent.

Among the disks Decca will release shortly to launch its renewed efforts in the r&b market are Grover Mitchell's "Midnight Tears" (from Simmons-Floyd-Isbell), and sides by Jimmy Lovemaker (from Capricorn Productions) and Vernon Harrell (from Straight Ahead Rhythm).

Another factor in determining Decca's decision to strength its image in the r&b field was Gabler's visit to a convention this past August. At the NARA conclave, Gabler found that a new generation of r&b disk

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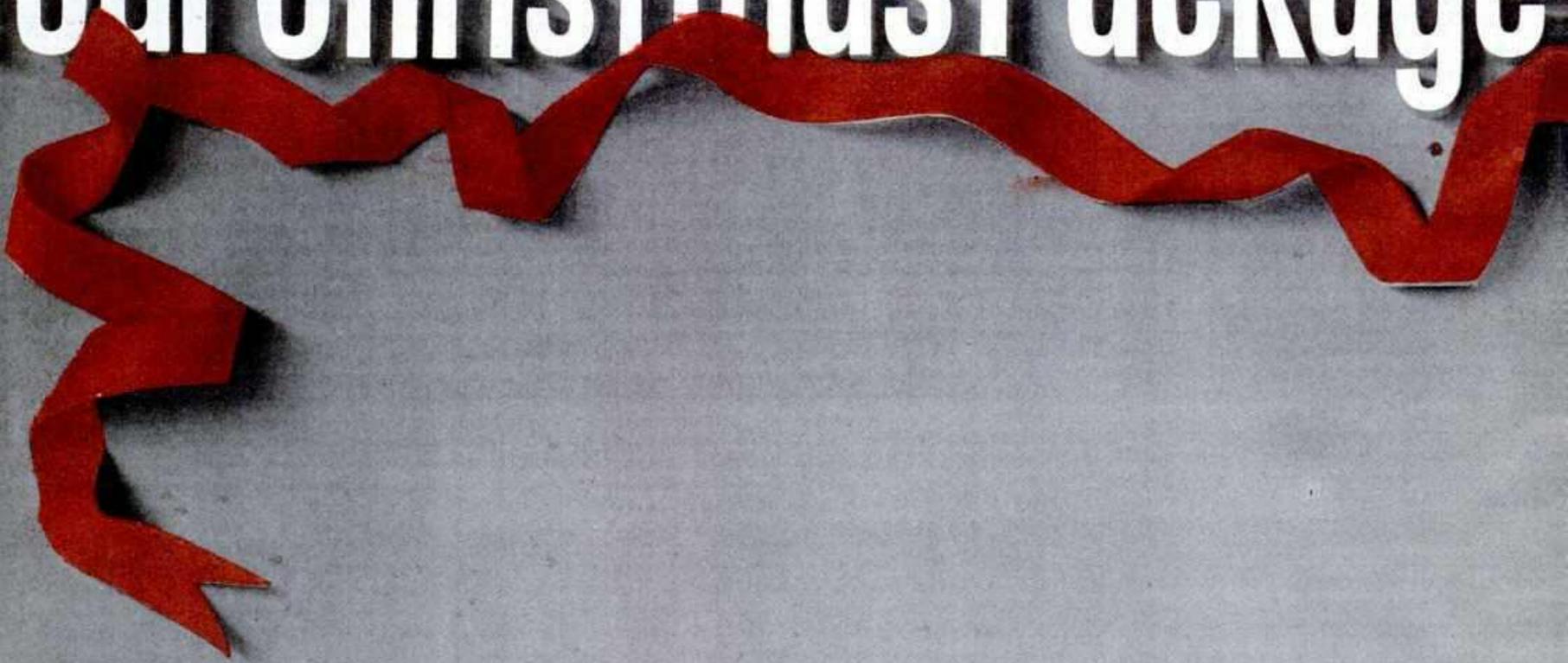
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RCA VICTOR RECORDS

INTERVIEW Ariston Piano PETER YARWOOD	CHET ATKINS Guitar Virtuoso	RICHARD, PETER BURTON & O'TOOL BECKET RAL WALLEN Produced by PETER GARDVILLE	
CARMEN Bretton HARRIS, BOB AND BOBBY	Sergio Franchi HARRIS, BOB AND BOBBY	San Diego at the Opera	THE GREAT ESCAPE ALAN LLOYD
Oliver ROBERTSON AND THE ROOF	Sergio Franchi HARRIS, BOB AND BOBBY	THE GREAT ESCAPE ALAN LLOYD	CAROL CHANNING THE NEW MUSICAL COMEDY HELLO, DOLLY GOWER CHAPMAN
OLIVER ROBERTSON AND THE ROOF	Sugar Lips AL HIRT	PETER NERO SOMES YOU WON'T FORGET!	Memories and Jim Reeves

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TED TAYLOR

"Don't Deceive Me (Please Don't Go)"

4-7206



THE VIBRATIONS

"Sloop Dance"

4-7205



WALTER JACKSON

"It's All Over"

4-7204

RHYTHM & BLUES

R&B D.J. ROUNDUP

The information below is reported each week by leading R&B disk jockeys. The Contributing Editor is KAL RUDMAN.

NATIONAL BREAKOUTS are those records registering sales in a significant number of regions and can be classified as new hit records.

REGIONAL BREAKOUTS are those records breaking in one or more regions of the U. S. but not in sufficient number of areas to date to be considered national in scope.

Individual disk jockey reports give those records that are making their first appearance in the local top 15, the local breakouts, records to watch based on initial action in each market and the Top LP's.

★ JERRY THOMAS—KNOK, DALLAS-FORT WORTH

- BREAKOUTS
SOMETHING YOU GOT — Ramsey Lewis, Argo
S.W.I.M.—Bobby Freeman, Autumn
- RECORDS TO WATCH
GUESS WHO—Sam Fletcher, Vee Jay
COME SEE ABOUT ME—Supremes, Motown
JIVIN' WOMAN—Junior Parker, Duke
MELLOW FELLOW—Etta James, Argo
AM I A FOOL IN LOVE—Ike & Tina Turner, Kent
I GOT WHAT IT TAKES—Ko Ko Taylor, Checker

★ KEN HAWKINS & WILL RUDD—WJMO, CLEVELAND

- FIRST APPEARANCE IN LOCAL TOP 15
MY ADORABLE ONE—Joe Simon, Vee Jay
AIN'T IT THE TRUTH—Mary Wells, 20th Century-Fox
KENTUCKY BLUEBIRD—Lou Johnson, Big Hill
CRAZY—Emanuel Laskey, Thelma
COME SEE ABOUT ME—Nella Dodds, Wand
- BREAKOUTS
YOU DON'T LOVE ME—Z. Z. Hill, Kent
I FOUND A LOVE—Jo Ann & Troy, Atlantic
IT'LL NEVER BE OVER FOR ME—Baby Washington, Sue
OH NO NOT MY BABY—Maxine Brown, Wand
EITHER WAY I LOSE—Gladys Knight, Maxx
VOICE YOUR CHOICE—Radiants, Chess

★ JOHNNY (Q), LONNIE SHEPPARD, NICK CARR—WHIH, NORFOLK

- BREAKOUTS
I FOUND A LOVE—Jo Ann & Troy, Atlantic
THEN YOU CAN TELL ME GOODBYE—Johnny Nash, Chess
DON'T SPREAD IT AROUND—Barbara Lynn, Jamie
- RECORDS TO WATCH
I'M THE LOVER MAN—Little Jerry Williams, Loma
A THOUSAND CUPS OF HAPPINESS—Joe Hinton, Backbeat
THE PRICE—Solomon Burke, Atlantic
- TOP LP'S
CHUCK JACKSON ON TOUR—Wand
IKE & TINA TURNER REVUE LIVE—Kent

★ MCKINLEY (CROWN PRINCE) WILLIAMS—WRBD, FT. LAUDERDALE

- RECORDS TO WATCH
COME SEE ABOUT ME—Nella Dodds, Wand
EITHER WAY I LOVE—Gladys Knight, Maxx
BOBBY IS HIS NAME—Etta James, Argo
SATURDAY NIGHT AT THE MOVIES—Drifters, Atlantic
HI HEEL SNEAKERS — The Three Souls, Argo
COME ON HOME—Anna King, Smash
STOP TAKING ME FOR GRANTED—Mary Wells, 20th Century-Fox

★ E. RODNEY JONES—WVON, CHICAGO

- FIRST APPEARANCE IN LOCAL TOP 15
MY ADORABLE ONE—Joe Simon, Vee Jay
AIN'T IT THE TRUTH—Mary Wells, 20th Century-Fox
OH NO NOT MY BABY—Maxine Brown, Wand (large)
SOUL OF PAIN—Cicero Blake, Renee
IT'S ALL OVER—Walter Jackson, Okeh
- BREAKOUTS
IT'S ALL OVER FOR ME—Baby Washington, Sue
TOO MANY FISH IN THE SEA—Marvelettes, Tamla
THE PRIZE—Solomon Burke, Atlantic
WHO'S THAT GUY—Kolettes, Barbara
EITHER WAY I LOSE—Gladys Knight, Maxx
GOING OUT OF MY HEAD—Little Anthony, DCP
- RECORDS TO WATCH
"81"—Candy & Kisses, Cameo
GOTTA GIVE HER LOVE—Volumes, American Arts
TELL HER JOHNNY SAID GOODBYE—Jerry Jackson, Columbia
FEELING GOOD—Jon Thomas, Junior
A THOUSAND CUPS OF HAPPINESS—Joe Hinton, Backbeat
SINCE I DON'T HAVE YOU—Chuck Jackson, Wand
SATURDAY NIGHT AT THE MOVIES—Drifters, Atlantic

★ BILL (DUKE) McCRARY & MARCUS (KING) REID—WMUS, MUSKEGON-GRAND RAPIDS, MICH.

- BREAKOUTS
THE JERK—Larks, Money
MONKEY JUMP — Junior Walker, Soul
MY ADORABLE ONE—Joe Simon, Vee Jay

★ CLARENCE (SWEET DADDY) SCAIFE & DAVE (THE RAVE) OLIVER—WNOO, CHATTANOOGA, TENN.

- BREAKOUTS
THE PRICE—Solomon Burke, Atlantic
BOBBY IS HIS NAME—Etta James, Argo
A WOMAN'S LOVE—Carla Thomas, Atlantic
WORRYING BLUES—B. B. King, ABC-Paramount
- RECORDS TO WATCH
STOP TAKING ME FOR GRANTED—Mary Wells, 20th Century-Fox
BABY DON'T DO IT—Marvin Gaye, Tamla

★ RUBEN (SUGAR DADDY) HUGHES—WMOZ, MOBILE, ALA.

- BREAKOUTS
COME SEE ABOUT ME—Supremes, Motown
THE PRICE—Solomon Burke, Atlantic
FIND YOURSELF ANOTHER LOVE—Tams, General American
MELLOW FELLOW—Etta James, Argo
ONE WOMAN MAN—Garnet Mimms, United Artists
IT WILL NEVER BE OVER FOR ME—Baby Washington, Sue

★ E. MANNY CLARK & (HAPPY JOHNNY) PETTI—WGOK, MOBILE, ALA.

- RECORDS TO WATCH
A WOMAN'S LOVE—Carla Thomas, Atlantic
THOUSAND CUPS OF HAPPINESS—Joe Hinton, Backbeat
BAR-B-QUE—Wendy Rene, Stax
STOP TAKING ME FOR GRANTED—Mary Wells, 20th Century-Fox
SATURDAY NIGHT AT THE MOVIES—Drifters, Atlantic
ONE WOMAN MAN—Garnet Mimms, United Artists
YOU DON'T LOVE ME—Z. Z. Hill, Kent
OH NO NOT MY BABY—Maxine Brown, Wand

★ ED (SCREAMIN') TEAMER—WYLD, NEW ORLEANS

- RECORDS TO WATCH
COME SEE ABOUT ME—Nella Dodds, Wand
I'M THE LOVER MAN—Jerry Williams, Loma
KENTUCKY BLUEBIRD—Lou Johnson, Big Hill

★ BOB KING—WOOK-TV & RADIO, WASHINGTON

- BREAKOUTS
AIN'T IT THE TRUTH—Mary Wells, 20th Century-Fox
BUT YOU BELONG TO ME—Intruders, Music Voice
- RECORDS TO WATCH
COME SEE ABOUT ME—Supremes/Nella Dodds, Motown/Wand
UNITED—Jive Five, Sketch
JUST HOW MUCH—Kolettes, Chess
THE JERK—Larks, Money
VOICE YOUR CHOICE — Radiants, Chess
HOW SWEET IT IS—Marvin Gaye, Tamla
BOBBY IS HIS NAME—Etta James, Argo

★ AL BELL—WUST, WASHINGTON

- BREAKOUTS
IT'LL NEVER BE OVER FOR ME—Baby Washington, Sue
SHE'S ALRIGHT — Jackie Wilson, Brunswick
- RECORDS TO WATCH
UNITED—Jive Five, Sketch
BAR-B-QUE—Wendy Rene, Stax
THE PRICE—Solomon Burke, Atlantic
BOBBY IS HIS NAME—Etta James, Argo
GO AWAY, STAY AWAY—Gladys Knight, Maxx
A THOUSAND CUPS OF HAPPINESS—Joe Hinton, Backbeat

★ DICK (CANE) COLE—WLOK, MEMPHIS

- BREAKOUTS
FIND ANOTHER FOOL—Tams, General American
SPANISH LACE—Drifters, Atlantic
PLEASE PLEASE PLEASE—Ike & Tina Turner, Kent
THE JERK—Larks, Money
NEEDLE IN A HAYSTACK—Velvettes, VIP
LONELY LONELY NIGHTS—Vernon & Jewell, Kent
AIN'T IT THE TRUTH—Mary Wells, 20th Century-Fox
- RECORDS TO WATCH
RUNAROUND—Ann Marie, Jubilee
DON'T LET THE LOVE LIGHT—Carla Thomas, Atlantic

★ JOHN RICHBOURG—WLAC, NASHVILLE

- BREAKOUTS
TOO MANY DRIVERS—Lowell Fulson, Kent
GOIN' OUT OF MY HEAD—Little Anthony & Imperials, DCP

- RECORDS TO WATCH
ONE WAY AFFAIR—Wallace Brothers, Sims
JIVIN' WOMAN — Junior Parker, Duke
THE PRICE—Solomon Burke, Atlantic
EITHER WAY I LOSE—Gladys Knight, Maxx
WHAT KIND OF MAN—Ko Ko Taylor, Checker
PLEASE PLEASE PLEASE—Ike & Tina Turner, Kent
SINCE I DON'T HAVE YOU—Chuck Jackson, Wand
RUNAROUND—Ann Marie, Jubilee

★ GEORGIE WOODS & JIMMY BISHOP—WDAS, PHILADELPHIA

- BREAKOUTS
GOIN' OUT OF MY HEAD—Little Anthony & Imperials, DCP
"THE 81"—Candy & Kisses, Cameo
STOP TAKING ME FOR GRANTED—Mary Wells, 20th Century-Fox
SWEET THING—Spinners, Motown
TOO MANY FISH IN THE SEA—Marvelettes, Tamla
MAYBE TONIGHT—Shirilles, Scepter
SINCE I DON'T HAVE YOU—Chuck Jackson, Wand
LONG, LONG WINTER/AMEN—Impressions, ABC-Paramount
THE JERK—Larks, Money
MOUNTAIN OF LOVE—Johnny Rivers, Imperial
FIND YOURSELF ANOTHER LOVE—Tams, General American
- RECORDS TO WATCH
HE'S GONE—Royalettes, MGM
WITHOUT THE ONE YOU LOVE—4 Tops, Motown
MY ADORABLE ONE—Joe Simon, Vee Jay
FEELIN' GOOD—Jon Thomas, Junior
LOOKIN' FOR A HOME—Buster, Jubilee
SATURDAY NIGHT AT THE MOVIES—Drifters, Atlantic
HOW SWEET IT IS—Marvin Gaye, Tamla
NEVERTHELESS—Billy Butler, Okeh
YOU'RE GOOD FOR ME—Don Covay, Loma
EVERYBODY KNOWS—Jeannie King, General American
SO WHAT—H. B. Barnum, Imperial
GOOD THINGS COME TO THOSE WHO WAIT—Pat Hunt, Grand
EVERYTHING'S ALRIGHT—Newbeats, Hickory
CHITTLINS—Gus Jenkins, Tower
- TOP LP'S
SATURDAY NIGHT AT THE UPTOWN—Various Artists, Atlantic
FAT DADDY PRESENTS OLDIES FROM THE KINGDOM

★ LARRY DEAN, AL JEFFERSON, KELSON FISHER, HOT ROD—WWIN, BALTIMORE

- BREAKOUTS
"THE 81"—Candy & Kisses, Cameo
THE JERK—Larks, Money
I'M YOUR LOVER MAN—Jerry Williams, Loma
STOP TAKING ME FOR GRANTED—Mary Wells, 20th Century-Fox
IT'LL NEVER BE OVER FOR ME—Baby Washington, Sue
GOIN' OUT OF MY HEAD—Little Anthony & Imperials, DCP
- RECORDS TO WATCH
UNITED—Jive Five, Sketch
JUST HOW MUCH—Kolettes, Checker
MAYBE TONIGHT—Shirilles, Scepter
SHAKE A LADY—Ray Bryant, Sue
TELL HER JOHNNY SAID GOODBYE—Jerry Jackson, Columbia

★ HUNTER HANCOCK—KGFJ, LOS ANGELES

- BREAKOUTS
OPPORTUNITY — Jewels, Dimension
DON'T ANSWER THE DOOR—Jimmy Johnson, Magnum
THE PHILLIE — M-M & Peanut, Money

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'Something More' Is Actually Mostly Less

NEW YORK — "Something More," the new musical which opened at the Eugene O'Neil Theatre here last week (10), doesn't have enough. Its book by Nate Monaster is unsubstantial, its score by Sammy Fain (music) and Marilyn and Alan Bergman (lyrics) is uneven and its chances for success as a Broadway entry or a cast album package are slim.

What it does have is Barbara Cook, an enchanting musical comedy performer, but even her bright spark can't ignite the show, nor can an exciting dance in the second act composed and arranged by Robert Prince help save the evening. There are several indications, especially in a few of the songs, that talent was at work somewhere, but it doesn't happen often enough to make "Something More" a rewarding experience.

In the song department, "One Long Last Look" and "I Feel Like New Year's Eve," both sung by Miss Cook, have step-out chances and will surely outlive the show. The other songs display much of Fain's fine rhythmic qualities, but the lyric contributions keep them from going anywhere.

The book is the show's main problem. Adapted from Gerald Green's novel "Portofino PTA,"

the libretto takes a writer and his family from Mineola, New York, to Portofino, Italy where the writer hopes to find "something more" to life. He finds an aggressive countess anxious for an affair, and his wife finds an aggressive Italian movie director also anxious for an affair. Needless to say, the suburbanites are soap-opera pure so nothing much really happens.

Arthur Hill, who has impressed in dramatic performances on Broadway, is not too impressive in this musical assignment. It's a dreary part, at best, as is Ronny Graham's role as the writer's friend. Joan Copeland, as the countess, and Peg Murray as a lusty Italian widow bring some spark but not enough.

Miss Cook deserves something more and so does composer Robert Prince, whose especially created jazz dance number is an outstanding contribution.

ABC-Paramount Records, which has the original cast album rights, is waiting in the wings to see how the box office situation will shape up before putting the show in the grooves. A hasty recording session call could turn out to be an expensive error.

MIKE GROSS

Old, New Linked on East Side

NEW YORK—New Yorkers are able to sample the new and old by simply traversing the East side of Second Avenue between 79th and 83d Sts.

The venerable Wilbur De Paris Band is holding forth at the Broken Drum between 80th and 81st Sts. Playing to jam-packed crowds in the backroom, Wilbur and the men offer a formidable array of Dixieland logistics. Blending his well-educated trombone with banjo, drums, clarinet, bass and piano, Wilbur went to work on "St. Rampart Street Parade," "Hesitation Blues," and "In a Persian Market." Highlights of the night were rousing renditions of "Robert E. Lee," "Sweet Georgia Brown" (a fantastic solo by the drummer) and "March on the River Kwai"—the British never heard it so good.

The festivities were so inspiring that proprietor-baritone Joe Dorrian stepped in for a belting version of "Little Girl," then hustled back to his post between bar and backroom. Dorrian is featured vocalist Sunday nights with the Eddie Wilcox Jazz Trio.

The newest rage of the East 80's is "The Red Onion," with the new and exciting Banjokers. The youthful group, headed by Dan McCall on banjo, currently has an album with London called, "Banjokers Live at the Red Onion." Also featured is Alan Walker, who plays a fine honky-tonk piano. Forthcoming from the small stage were swinging sing-a-longers like "Bill Bailey"; "Bye, Bye, Blackbird," and "Somebody Stole My Gal." A good time was had by all with Red Onion owner Bob Sproull and the waiters leading the patrons in song.

Another standing room only parlor a block down, between 79th and 80th Sts., is Spark's Pub. It also was packed with young people and the room was full of "Mack the Knife," "People" and "If I Had a Hammer," as played by Scopi-

plaudit should be given to Gershon Kingsley, who labored so diligently at the piano.

Unfortunately, "Cradle" has the framework but cannot escape the corrosion of time. Today when one thinks of rock in musical terms, rock 'n' roll comes to mind. Therein lies the difference.

Those responsible for writing the sketch on Blitzstein should be taken to task. It states that the composer "was not confined solely to musical composition," but was "able as a librettist, lyricist and orchestrator for his own musical plays and operas." Then it says, "His 'The Threepenny Opera' ran over six years..." This latter statement certainly is misleading to say the least—unless, of course, one can discount the work of Kurt Weill, its composer or Bertolt Brecht, the librettist-lyricist.

Outside the Theater Four, on West 55th Street, on date of attendance Tuesday (10), a young man was giving out throwaways promoting the American Legacy Records original cast album of "Cradle" which they are reissuing. Columbia Records plans to record the play with the present group. Strong promotion may make the LP succeed.

ROBERT SOBEL

New York PRESS BOX SCORE

"SOMETHING MORE"

"Something More," a musical by Nate Monaster (book), Sammy Fain (music) and Marilyn and Alan Bergman (lyrics), and starring Barbara Cook and Arthur Hill, opened at the Eugene O'Neil Theater Nov. 10 to generally unfavorable notices. ABC-Paramount has the original-cast album rights, and Chappell-Styne (ASCAP) is publishing the score.

Following is a breakdown on the New York press' critical appraisal:

TIMES: SHOW—"... as pure in heart and dull in spirit as low-grade soap opera."

SCORE—"The lyrics... rarely achieve brightness or verve... tunes bounce merrily and sigh sentimentally."

HERALD TRIBUNE: SHOW—"How pleasant it would have been to have scrapped everything else and just made it a (Barbara) Cook's tour."

SCORE—"... simpler tunes are attractive... but the more extended ones tend to wander about in search of resolution."

DAILY NEWS: SHOW—"The evening has its temporary rewards."

SCORE—"... music is at least rhythmic and on the move most of the time, but the lyrics... all but smother Fain's talents."

POST: SHOW—"... there are a number of pleasant things... is invigorating chiefly when it is dancing."

SCORE—"... an air of genial modesty."

JOURNAL-AMERICAN: SHOW—"... deceptively nil."

SCORE—"... some bouncy tunes."

WORLD-TELEGRAM: SHOW—"... a happy evening."

SCORE—"... magically endearing music."

Philly Discotheque

PHILADELPHIA—The Discotheque, hottest cafe vogue in New York and the West Coast, will finally get a launching here. The RDA Club, a private membership after-dark spot in the midtown stream and long the focal point for the newest in dance crazes, will introduce the policy here.

Don Battles, the club's major domo, is having an elaborate 12-speaker stereo system installed capable of playing both tapes and wax. He will also bring in a different local disk jockey each week as guest host.

tone. Spark's introduced the first such record playing-movie-showing machine to Gotham.

If anyone has in mind doing a "live at" album, a tour of the "Three B's" of Manhattan's upper East Side is suggested.

GIL FAGGEN

Signings

Pearl Bailey has rejoined Roulette Records and has already set plans with Hugo and Luigi, label's vice-presidents and artist and repertoire chiefs, to record a new album. Also added to the Roulette label last week were the Exciters, who scored previously with a single click, "Tell Him."... **Piccola Pupa**, a teen-age Italian songstress, has been signed by Warner Bros. Records. She has already appeared on Danny Thomas' TV show, as well as the "Hollywood Palace" and Ed Sullivan's CBS-TV show. Her debut album was recorded under the direction of Jimmy Hilliard, WB producer. Also signed to Warner Bros. was singer **Marilyn Michaels**. Her first album is due in January.

PEOPLE AND PLACES

By MIKE GROSS

Erroll Garner hitting such a hot stride on his current European tour that he's already picking up bookings for next year... Chess recording stars **Jackie Ross** and **Mitty Collier** will be featured in **Jackie Wilson's** show at Harlem's Apollo Theater for one week beginning Nov. 20... **Gary MacFarland's Quintet** headed the first annual Cavalier magazine college music poll presentation at the Bitter End in Greenwich Village last Thursday (12)... **Jack Jones**, Kapp Record artist, is set for New York's Persian Room Dec. 2-22... **Morty Wax** handling promotion for the **Village Stompers'** single of "Fiddler on the Roof" on the Epic label... Italy's **Marino Marini and His Quartet** will make their American debut at New York's Carnegie Hall Dec. 12 under the aegis of Landi Enterprises... **Steve Addis** and **Bill Crofut**, who just released "400 Years of Folk Music" for Folkways, will leave on a State Department tour of Viet Nam Nov. 21.

Frances Faye, Regina Records artist, goes into San Francisco's Top Drawer for two weeks beginning Dec. 3... In his first solo outdoor concert date tenor **Glenn Yarbrough** grossed over \$9,000 at the University of California in Berkeley Oct. 31. Comedian **Bill Cosby** was also on the bill... London Records' composer-pianist **Peggy Stuart Coolidge** set for concerts in April behind the Iron Curtain... Baritone **Conrad Thibaut**, who was an RCA Victor artist in the 1940's, is teaching singing at the Manhattan School of Music.

... Columbia artists **Randy Sparks** and **Jerry Jackson** will make separate cross-country tour to promote their new singles, "Julie Knows" (Randy Sparks) and "Tell Her Johnny Said" (Jerry Jackson).

... **Freddie Scott**, Columbia artist, will take off on an extended personal appearance throughout Europe, the East, Hawaii, Australia and the West Indies early next year... **Margaret Whiting** has been signed to a two-week engagement at the Detroit Athletic Club Dec. 2... **Gene Krupa and His Quartet** are playing a four-week engagement at the London Hiuse, Chicago, through Dec. 6... **Nina Simone**, currently on a college concert tour, will be at New York University (University Heights Campus) Dec. 12. She's also set for a Carnegie Hall date Jan. 15.

BILLBOARD, November 21, 1964

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Father Time Robs 'Cradle' In Theme and in Purpose

NEW YORK — Marc Blitzstein's "The Cradle Will Rock" is like an old-fashioned revival meeting—with the emphasis on "old fashioned." It has the spirit and honesty but lacks in self-preservation. For although it is supported by one of the finest casts assembled and has some

touching moments, the "opera" is simply unable to withstand the antedatedness of theme and purpose.

No longer is the battle between the forces of good (labor) and evil (capitalism, corruption), but actually it is the play per se now that is in conflict, with time as its foe. When the play was first produced in 1937, Blitzstein did not have this to reckon with; in 1937 the play had significance and meaning and echoed the voices of a restless majority engulfed in a cesspool of social injustices. It was Blitzstein, along with Clifford Odets and Elmer Rice and other lesser known playwrights, who led the crusade on stage.

Blitzstein was a good composer; he was a far superior lyricist, and perhaps if the music had been more substantial, more melodious, the play would fare better today. There are just two songs worth remembering. "Have You Been to Honolulu?" and the bluesy "That Nickel Under Your Feet."

The cast is a gifted lot, endowed with good voices, and as actors they perform with skill and understanding. Especially outstanding are Joseph Bova, who displays a fine humorous touch as one of the idle rich; Lauri Peters is excellent as Moll, the prostitute; Nancy Andrews, the veteran thespian, portrays Mrs. Mister with exacting emphasis and Jerry Orbach is convincing as the union leader. (Also impressive were Dean Witterman, Peter Meersman, Gordon B. Clarke and Micki Grant. They are all a distinguished group, consisting of highly professional, established performers and talented newcomers. Howard Da Silva's direction is superb. A special

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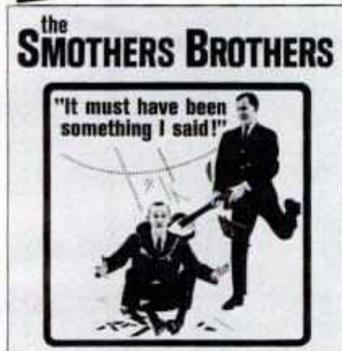
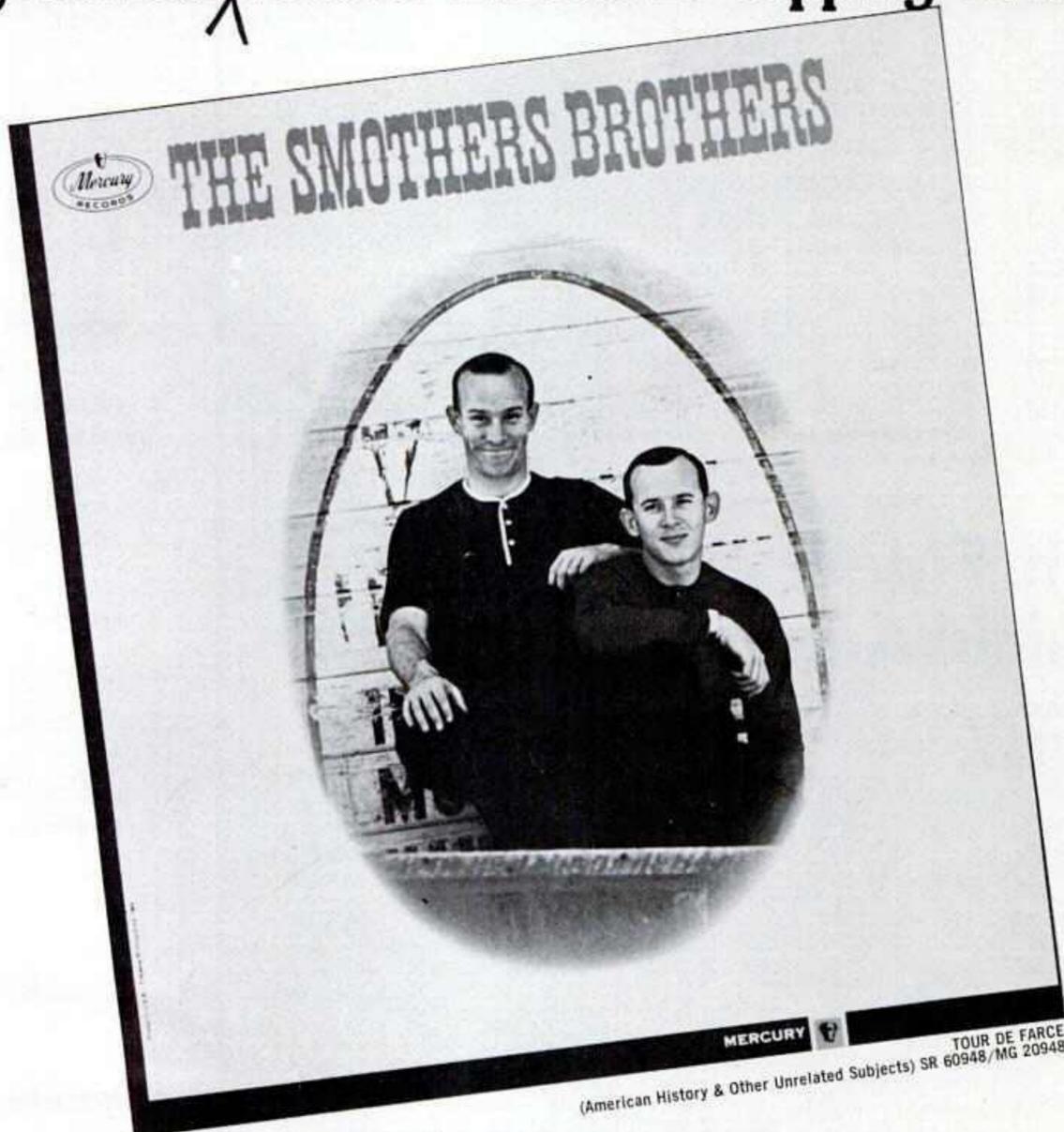
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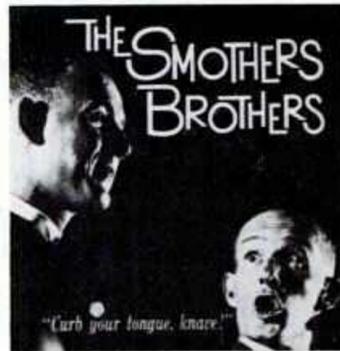
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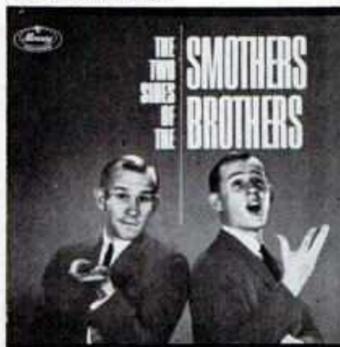
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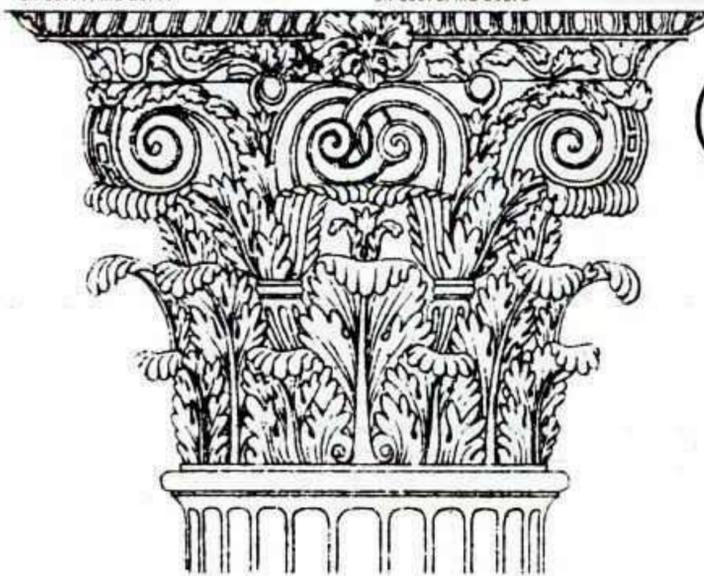
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SR 60675/MG 20675



Songs And Comedy Of The Smothers Bros.
SR 60611/MG 20611



CLASSICAL SPECIALISTS

Harris' Store Is Buffs' Paradise

HOLLYWOOD—When classical buffs want merchandise they head for Phil Harris Records on Hollywood Boulevard, where the bins offer a complete representation of classical repertoire.

For the past 16 years, Milton Harris has been specializing and building a reputation as a complete classical dealer, with opera his specialty. Forty per cent of Harris' total business is derived from classical sales; 15 per cent of that from opera purchases.

Harris offers a standard 25 per cent discount on all merchandise. Over the years he

has developed his own mailing list which goes out about five times a year, with record manufacturers paying for printing and postage. Each mailer relates to some label's special promotion, hence their willingness to co-operate with Harris on this venture. Harris does not advertise in newspapers, which he feels are "full of ballyhoo for price cutting."

Harris' philosophy toward customers is: "Treat them like you'd want to be treated. Don't breathe down their necks." The owner, who operates the store with his wife and son, never gives a customer an argument

about a returned album. "Today records are accepted by the manufacturer, so why not give the customer this benefit?" he asks.

Based on too many problems in obtaining tapes in quantity, Harris is phasing out pre-recorded packages. He says he doesn't want the "headaches" involved in maintaining tapes.

With records the salesmen keep their own catalogs and replace records as they are sold. Legitimate classical fans come to Harris because it has been proved they can obtain the item when they want and the service will be right, the owner explains. "Our customers feel happy because we don't pester them," he notes. "Of course when they ask for help, we're right there."

BB's High Fidelity Buys Musical America

NEW YORK—High Fidelity magazine has acquired Musical America. High Fidelity is a division of The Billboard Publishing Company.

The merger of operations will take effect Dec. 15, subject to the approval of shareholders. Warren B. Syer, publisher of High Fidelity, emphasized that the identity of Musical America would be preserved by the new management. "It is our intention," he said, "to maintain and strengthen Musical America's 66-year-old tradition of musical coverage."

The mammoth Annual Artists issue of Musical America—an indispensable forum and professional directory for musicians and concert managers here and abroad—will continue to appear as a separate publication under the new management. Musical America's regular monthly coverage of concert and opera events in Europe and America is to be bound into High Fidelity—Musical America "Package" (12 issues of High Fidelity including the new section plus the Annual Artists issue)—and will be available by subscription.

Present subscribers to High Fidelity may receive the amalgamated Musical America edition by renewing at a new

"combination" rate. Present subscribers to Musical America will receive the combined publication automatically for the unexpired term of their subscriptions. The regular High Fidelity (minus the Musical America section) will continue to be distributed at its present subscription rate of \$7 per year. High Fidelity's current audited circulation is in excess of 120,000 copies.

Roland Gelatt, editor in chief of High Fidelity, has taken over editorial direction of Musical America. He has announced the following staff appointments:

Shirley Fleming is being promoted to the post of managing editor, Musical America. She will work directly with Gelatt in putting together the monthly Musical America supplement and the large Annual Artists issue.

Her post on High Fidelity—that of assistant editor in the New York office—is being filled by Peter Davis, who is at present a writer and editor for Musical America. Another member of the present Musical America staff, Shelia Brown, will report for work in the New York office as an editorial secretary.

Columbia and Folkways Release Stravinsky Albums

NEW YORK — Famed contemporary composer Igor Stravinsky has been honored this month with the release of three albums of his work on Columbia Records and one on Folkways.

Always remembered for his "Firebird," "Petrouchka" and "Rite of Spring," the controversial Russian composer's popularity seems to grow greater as time goes on, as is attested by these four distinctive album releases in one month.

The Folkways release features Hyman Bress and "Violin Works of Igor Stravinsky." Included are "Divertimento" (1928-1934), "Suite Italienne" and "Duo Concertante" (1932).

The three separate Columbia releases spotlight Stravinsky conducting his choral music, favorite short pieces and ballet music.

From the choral album with the CBC Symphony Orchestra and the Festival Singers of Toronto, he presents "Babel," with John Colicos narrating; "The Dove Descending Breaks the Air," words by T. S. Eliot; "A Sermon, a Narrative and a Prayer," featuring Shirley Verrett, mezzo-soprano; and Loren Driscoll tenor, and John Horton speaker.

From the "Favorite Short Pieces" release he conducts the CBC Symphony Orchestra, members of the Columbia Symphony Orchestra and the complete ensemble in such Stravinsky shorties as "Greeting Prelude," "Dumbarton Oaks Concerto in E-Flat for Fifteen Players," "Eight Instrumental Miniatures for Fifteen Players" and "Circus Polka," among others.

The third Columbia release

KRLD-TV Opera Series

DALLAS — KRLD-TV telecast recently the first of two special programs, "So This Is Opera." The program, fourth in an annual series presented by the station, featured Lawrence Kelly, Dallas Civic Opera's general manager, and Hizi Koyke, the Japanese singer who is directing "Madame Butterfly," one of this season's productions.

Second program, concerned with the Dallas opera season, was also on KRLD-TV and featured a discussion of DCO's second 1964 opera, "Samson et Dalila."

Meanwhile, KERA-TV, Dallas' non-profit, educational station, presented a program, also featuring Kelly and Miss Koyke, aimed at Dallas youngsters who will attend "Madame Butterfly."

WRR-FM also featured a series of broadcasts devoted to the local opera season, included among these was an interview with Nicola Rescigno, artistic director and conductor of "Samson et Dalila," with the Dallas star, Ritta Gorr.

ASTUTE READER CATCHES SLIP

WILTON, Conn.—Billboard's recent review of "The Kabalevsky Piano Concerto No. 3" carried the information that "this is the only recording (of the concerto). The composer himself backs Gilels during the performance."

An astute reader informs us that the information is incorrect. He points out that Bruno G. Ronty introduced "The Kabalevsky Piano Concerto No. 3" on a 1956 release on Free World and that since 1957 it has been available on Bruno Hi-Fi Records.

The astute reader is Bruno G. Ronty, president of Musicart International Ltd., and Bruno Hi-Fi Records here.

includes the ballet music of "Bluebird-Pas de deux," "Jue de Cartes" and "Scenes de Ballet," with Stravinsky conducting the Cleveland Orchestra, the Columbia Symphony Orchestra and the CBC Symphony Orchestra.

BEST SELLING CLASSICAL LP'S

Below is a list of best selling Classical LP's in top Classical Retail Outlets.

This Week

- BIZET**—Carmen; Price, Corelli, Merrill, Freni, Vienna Philharmonic Orch. and Cho. (Karajan): RCA Victor (3-12") LDS 6164 (S), LD 6164 (M).
- CHOPIN**—Waltzes; Rubinstein: RCA Victor LSC 2726 (S), LM 2726 (M).
- PUCCINI**—La Boheme; Freni, Gedda, Adani, Sereni, Rome Opera (Schipper): Angel (2-12") SBL 3643 (S), BL 3643 (M).
- BERNSTEIN**—Symphony No. 3 (Kaddish); N. Y. Phil., Camerata Singers, Columbus Boys Choir (Bernstein): Columbia KS 6605 (S), KL 6005 (M).
- RODRIGO**—Concierto de Aranjuez for Guitar & Orch.; Bream, Melos Ch. Orch. (Davis): RCA Victor LSC 2730 (S), LM 2730 (M).
- "POPS" GOES THE TRUMPET**; Hirt, Boston Pops Orch. (Fiedler): RCA Victor LSC 2729 (S), LM 2729 (M).
- PUCCINI**—Tosca; Price, DiStefano, Taddei, Corena, Vienna Phil. (Karajan): RCA Victor (2-12") LDS 7022 (S), LD 7022 (M).
- ORFF**—Carmina Burana; Harsanyi, Petrak, Presnell, Phila. Orch. (Ormandy): Columbia MS 6163 (S), ML 5498 (M).
- BARBER**—Concerto for Piano and Orchestra, Op. 38; Browning, Cleveland Orch. (Szell): Columbia MS 6638 (S), 6038 (M).
- BEETHOVEN**—Quartets (16) (complete); Budapest Quartet: Columbia M3S-606, M4S-616 & M5S-677 (S), M3L-262, M4L-254 & M5L-277 (M).
- BEETHOVEN**—Symphonies (9) (complete); Berlin Phil. (Karajan): D.G.G. (8-12") SKL-101/8 (S), KL-1/8 (M).
- RACHMANINOFF**—Concerto No. 3 in D for Piano; Janis, London Sym. (Dorati): Mercury 90283 (S), 50283 (M).
- MARIA CALLAS SINGS VERDI ARIAS**: Angel S 36221 (S), 36221 (M).
- BRITTEN**—War Requiem; Vishneskaya, Pears, Fischer-Dieskau, London Symph. & Cho. (Britten): London (2-12") 1255 (S), 4255 (M).
- BRAHMS**—Quintet in F; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).
- BEETHOVEN**—Sonatas (5) for Cello & Piano (complete); Rostropovich, Richter: Philips (2-12") PHS-2-920 (S), PHM-2-520 (M).
- VERDI**—Requiem Mass; Schwarzkorf, Ludwig, Gedda, Chiauov, Philharmonia Chor. & Orch. (Giulini): Angel SBL 3649 (S), SB 3649 (M).
- BEETHOVEN**—Symphony No. 5; N. Y. Phil. (Bernstein): Columbia MS 6468 (S), ML 5868 (M).
- MAHLER**—Symphony No. 1; Boston Sym. (Leinsdorf): RCA Victor LSC 2642 (S), LM 2642 (M).
- BEETHOVEN**—Concerto No. 5 for Piano & Orchestra; Rubinstein, Boston Sym. (Leinsdorf): RCA Victor LSC 2733 (S), LM 2733 (M).

Journey to Bethany Gets Lor Production Release

HOLLYWOOD — "Journey to Bethany," a six-hour recorded dramatization of the life of Christ, has been released by Lor Productions through exclusive distributorships and mail orders in leading Christian publications.

The \$50,000 production encompasses 22 sides, a cast of 200 radio and TV actors, original music by Irvine Orton and features the Royal Copenhagen Symphony.

Walt Boeckley, executive producer of the religious package, reports orders totaling \$10,000 were received last week. The project is being advertised in Christian publications and Life magazine prior to a national

campaign on television and through other national magazines next year.

The company has received 250 queries from distributors seeking to handle the project. Three distributors have already been set, with others in the works.

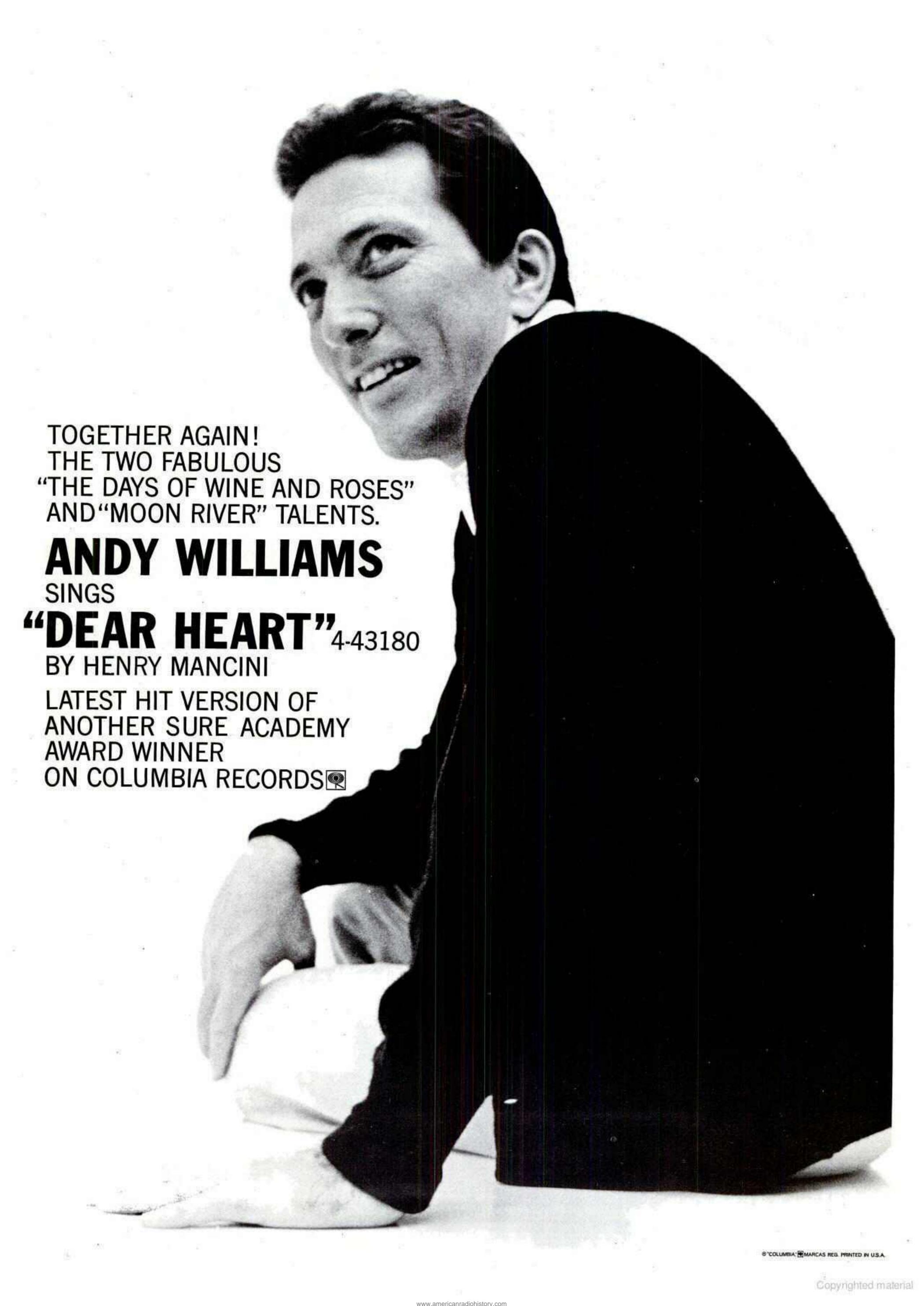
Price on the album, which is believed to be the first dramatic presentation on records depicting the life of Christ, is \$59.95 plus tax. Lor has arranged two payment methods, Boeckley explained. First is a direct cash basis and second is a time plan featuring \$8 a month for eight months. There is also a 10-day free trial listening period before choosing one of the two payment systems. The company is also offering a stereo or mono sampler for \$1 which offers highlights of the production.

Boeckley said the company would seek distribution in every English-speaking country of the world. In each region, the selected distributor would hold a

(Continued on page 44)

Correction

NEW YORK—Last week's classical chart referred only to budget line product. In the headline, the words "Budget Line" were omitted inadvertently.



TOGETHER AGAIN!
THE TWO FABULOUS
"THE DAYS OF WINE AND ROSES"
AND "MOON RIVER" TALENTS.

ANDY WILLIAMS

SINGS

"DEAR HEART" 4-43180

BY HENRY MANCINI

LATEST HIT VERSION OF
ANOTHER SURE ACADEMY
AWARD WINNER

ON COLUMBIA RECORDS 



SINGLES

REVIEWS



ACROSS-THE-BOARD SPOTLIGHTS

Singles With Top 50 Chart Potential Suitable for Most Radio Station Formats.

ANDY WILLIAMS — DEAR HEART (Northridge, ASCAP) (2:51) — Beautiful performance of the much-recorded, plaintive movie theme. Andy's constant TV exposure should prove an important factor in the battle for a hit rendition of the song. Flip: "Emily" (Miller, ASCAP) (2:21). **Columbia 43180**

HENRY MANCINI'S ORK & CHORUS — DEAR HEART (Northridge, ASCAP) (2:43) — The co-author of the picture theme adds his fine talent to the growing fight for a hit version of the song. This is a lush "Moon River" treatment and may prove another Mancini smash. Other strong contenders are by Kai Winding on Verve and Jack Jones on Kapp, which was picked last week. More to come! Flip: "How Soon" (Southdale, ASCAP) (2:46). **RCA Victor 8458**



HOT POP SPOTLIGHTS

Singles with Top 50 chart potential suitable primarily for contemporary music formats. (Positions 1 through 50.)

ROGER MILLER — DO-WACKA-DO (Tree, BMI) (1:45) — Miller tops his two recent smash hits with a clever, wacky novelty! Chalk up another chart buster for the writer-singer! Flip: "Love Is Not for Me" (Tree, BMI) (2:11). **Smash 1947**

SEARCHERS — LOVE POTION NUMBER NINE (Quintet, BMI) — A rockin' revival of the Coasters hit of a few years back. This one has the sounds of a fast, potent chart climber! Flip: "Hi-Heel Sneakers." **Kapp Winners Circle 27**

GENE CHANDLER — WHAT NOW (Chi-Sound-Camad, BMI) — IF YOU CAN'T BE TRUE (Custom-Camad, BMI) — Tear-jerker tale of a guy done wrong by a fickle gal! Gene wails in fine style backed by a driving instrumentation. "If You Can't Be True" is a good rockin' dance beat with strong Chandler vocal. **Constellation 141**

ROSEBUDS — SAY YOU'LL BE MINE (Screen Gems-Columbia, BMI) (2:48) — Exciting new group from, of all places, Brooklyn! This one has all the ingredients of the Detroit hit sound and drive and is a definite chart contender. Flip: "Mama Said" (Screen Gems-Columbia, BMI) (2:29). **Tower 105**

KRIS JENSEN — THE LITTLE WIND-UP DOLL (Acuff-Rose, BMI) (2:35) — A tender reading of a sentimental ballad. Gentle rock-a-beat accompanies Kris' dual tracked voice. A strong chart entry for the lad who has made the scene before. Flip: "Somebody's Smiling" (Acuff-Rose, BMI) (2:09). **Hickory 1285**

JACKIE ROSS — HASTE MAKES WASTE (Chevis, BMI) (2:15) — High register vocal is effectively blended with medi-tempo beat with accents of organ and mello strings permeating throughout. Strong pop and r&b material. Flip: "Wasting Time" (Chevis, BMI) (2:58). **Chess 1915**

REVIEWED THIS WEEK, 150—LAST WEEK, 119

GUEST PANELISTS OF THE WEEK

BILL RANDLE

MARLIN SWING



D.J., WCBS Radio, N.Y.C.
12:15-1 p.m.
Mon.-Fri.
3-7 p.m. Saturdays

Producer-Director,
WCBS Radio, N.Y.C.

Their Pick:
"IF I KNEW THEN"
"MELODIE D'AMOUR"

Ray Conniff Singers
Columbia 43168

Each week a program director and/or deejay is invited to sit-in and help Billboard's Review Panel select Spotlights. When unable to come to the New York office, guest panelists listen and vote via special WATS long-distance speaker-telephone hook-up. An opportunity is also given the guest to publicize his own or station "Pick of the Week."

JOHNNY THUNDER — SEND HER TO ME (Mellin, BMI) (2:16) — Chicken-pickin' beat with genuine down-to-earth wailin' by Thunder! Lyrics are catchy and beat is infectious. A powerhouse! Flip: "Shout It to the World" (Picturetone, BMI) (2:15). **Diamond 175**

CHART SPECIALS

(Bottom 50 Chart Potential & "Bubbling Under")

HOT POP

THE WAIKIKIS — Hawaii Tattoo (Kapp). **WINNERS CIRCLE 30**
THE BRITISH WALKERS — I Found You (Chartbuster, BMI) (2:13). **TRY 502**
BROOK BENTON — Please, Please Make It Easy (Drury Lane, BMI) (2:40). **MERCURY 72365**
GENE McDANIELS — The Forgotten Man (Adnq. ASCAP) **LIBERTY 55752**
RANDY & THE RAINBOWS — Little Star (Keel, BMI) (2:25). **RUST 5091**
NEW CHRISTY MINSTRELS — Down the Road I Go (Picturetone, BMI) (2:32). **COLUMBIA 43178**
NINA TEMPO AND APRIL STEVENS — Honeysuckle Rose (Joy, ASCAP) (2:32). **ATCO 6325**
DANNY DAVIS-BYRON LEE — Night Train (From Jamaica) (Frederick, BMI) (2:28). **MGM 13295**
JAMES DARREN — Punch and Judy (Sea-Lark, BMI) (2:15). **COLPIX 758**
THE DUKAYS — The Jerk (Payton, BMI) (2:20). **JERRY-O 105**
DARLENE McCREA — My Heart's Not in It (Screen Gems-Columbia, BMI) (2:35). **TOWER 104**
THE NOVAS — The Crusher (Getter, BMI) (2:07). **PARROT 45005**
JIMMY VELVET — Teen Angel (Acuff-Rose, BMI) (2:34). **VELVET TONE 101**
NEL CARTER — The Richest Man Alive (Farrell, ASCAP) (2:45). **IMPERIAL 66078**
ANGELA MARTIN — Dip Da Dip (I Want to Be His Girl) (Schwartz, ASCAP) (2:22). **ATCO 6327**

PIXIES THREE — Love Me, Love Me (Merjoda, BMI) (2:38). **MERCURY 72357**
THE PLATTERS — Little Things Mean a Lot (Feist, ASCAP) (2:48). **MERCURY 72359**
THE RADIANTS — If I Only Had You (Chevis, BMI) (2:55). **CHESS 1904**
THE CASTELLS — Love Finds a Way (Beechwood, BMI) (1:55). **WARNER BROS. 5486**
ED FORSYTH — Come On Everybody (2:03). **JEWEL 741**

MIDDLE ROAD

LAWRENCE WELK — Little Things Mean a Lot (Feist, ASCAP) (1:59). **DOT 16680**
LOUIS ARMSTRONG — Your Cheatin' Heart (Acuff-Rose, BMI) (2:42). **DECCA 25653**

RHYTHM & BLUES

WENDY RENE — Bar-B-Q (East, BMI) (2:25). **STAX 159**
IKE & TINA TURNER — Please, Please, Please (Armo, BMI) (2:40). **KENT 409**
SPENCE JAMES — Get It Over (Unart, BMI) (2:12). **CIRCLE 952**
BOBBY LONG — You've Got What It Takes (Pera, BMI) (2:20). **VEGAS 700**
THE V.I.P.'S — I'm On to You Baby (Aberbach, BMI) (2:29). **BIG TOP 521**
BOBBY GUITAR — When Girls Do It (Charleston-Williams, BMI) (2:49). **WORLD ARTISTS 1035**

COUNTRY & WESTERN

SHEB WOOLEY — Wild and Wooley Big Unruly Me (Channel, ASCAP) (2:37). **MGM 13294**
TILLMAN FRANKS SINGERS — Cold, Cold Heart (Rose, BMI) (2:30). **HILLTOP 3003**
RED JOHNSON — Railroaded (Auge, BMI) (1:45). **CAPITOL 5418**
JIM EANES — Handsome Man (Powhatan, BMI) (2:04). **DOMINION 1787**

PROGRAMMING SPOTLIGHTS

Outstanding singles for radio station programming, but not necessarily Top 50 chart potential.

MIDDLE ROAD

SYLVIA SYMS — I COULD HAVE DANCED ALL NIGHT (Chappell, ASCAP) (2:37) — Potent rendition of the "My Fair Lady" standard. With the exposure of the current movie version of the musical and a former hit record for Sylvia, history may repeat itself. Fine listening and strong sales potential! Flip: "You Fascinate Me So" (Mayfair, ASCAP) (2:46). **Decca 31711**

VILLAGE STOMPERS — FIDDLER ON THE ROOF (Sunbeam, BMI) (2:72) — Many recordings on this Broadway musical title song, but this may prove the hit version. Has same strong commercial "Washington Square" sound! Flip: "Moonlight on the Ganges" (Campbell-Connelly, ASCAP) (2:30). **Epic 9740**



CHRISTMAS SPOTLIGHTS

AL HIRT — HOORAY FOR SANTA CLAUS (Diplomat, ASCAP) (1:58) — The Christmas "Cotton Candy!" Happy tune from the film, "Santa Claus Conquers the Martians." Chart action! Another good version on Four Corners Records by the author, Milton DeLugg. Flip: "White Christmas" (Berlin, ASCAP). **RCA Victor 8478**

HARRY SIMEONE CHORALE — SING OF A MERRY CHRISTMAS (Shawnee, ASCAP) (2:38) — An exciting and stirring performance of a beautiful holiday song. Plenty of play and sales! Flip: "O' Bambino" (B. L. & H., ASCAP) (2:55). **Kapp 628**

Album Reviews on Page 56



COUNTRY & WESTERN SPOTLIGHTS

LEFTY FRIZZELL — GATOR HOLLOW (Cedarwood, BMI) (2:35) — Sad tale of a guy who lost his gal to another, then lost his soul but regained his pride! Melody line has a flavor of "Wolverton Mountain." Strong c&w material. Flip: "Make That One for the Road a Cup of Coffee" (Heart Line, BMI) (2:54). **Columbia 43169**

LORETTA LYNN — WHEN LONELY HITS YOUR HEART (Sure-Fire, BMI) (2:38) — Billboard's 17th Annual Country Disk Jockey Poll rated Loretta "Favorite Female Country Artist." This ballad performance shows why she was so honored. Flip: "Happy Birthday" (Sure Fire, BMI) (2:03). **Decca 31707**

RINK HARDIN — THERE'S NO FOOL LIKE AN OLD FOOL (Noma, BMI) (2:13) — Penetrating reading by newcomer Hardin. Country standard is convincingly sung by an artist who should break big in his field. Flip: "The Shoes I'm Wearing Don't Fit My Feet" (Tree, BMI) (2:29). **United Artists 782**

KEN CAMERON — JUST ONE MORE TIME (Starday, BMI) (2:08) — Strong c&w material. Ken has his own style with the feel of the late Jim Reeves and a Johnny Cash quality. Good chart potential. Flip: "Say You Will" (Starday, BMI) (2:28). **Starday 694**



RHYTHM & BLUES SPOTLIGHTS

BETTY EVERETT — GETTING MIGHTY CROWDED (April-Blackwood, BMI) (2:08) — Powerful bluesy treatment of a potential chart buster in both the r&b and pop fields! Flip: "Chained to a Memory" (Roosevelt, BMI) (2:22). **Vee Jay 628**

DON COVAY — TAKE THIS HURT OFF ME (Cotillion-Vonglo, BMI) (2:27) — Don wails and rocks the tale of the guy left waiting at the bus station by the gal that done him wrong! R&b chart material with definite pop possibilities. Flip: "Please Don't Let Me Know" (Cotillion-Vonglo, BMI) (2:20). **Rosemart 802**

INEZ AND CHARLIE FOXX — DON'T DO IT NO MORE (Sagittarius, BMI) (2:40) — A wailin' powerhouse treatment of the blues with all the necessary ingredients of a chart contender and climber! Flip: "I Fancy You" (Sagittarius, BMI) (2:35). **Symbol 204**



SPOTLIGHT WINNERS OF THE WEEK

SINGLES REVIEW POLICY

Every single sent to Billboard is heard by Billboard's Review Panel, and its programming and sales potential is rated within its category of music. Reviews are presented for Spotlights only. No listing is printed of records receiving a 3 Star rating or under.

A SMASH HIT . . .

**from RICK
NELSON**

on **DECCA**  **RECORDS**

**A HAPPY
GUY**

C/W

**DON'T BREATHE
A WORD**

31703



Now in stock at all Decca Branches

Radio-TV PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX
• PROGRAMMING NEWSLETTER

VOX JOX

By GIL FAGGEN



WKNY (Kingston, N. Y.) deejay Joe Shuler climbs aboard an Air Force T-33 jet at Stewart AFB in Newburgh, N. Y., as Lieut. Col. St John gives Joe last-minute instructions. Joe spent more than one hour flying around the Hudson Valley. A true airman, he took a tape recorder along and recorded intros to all of his records while zipping through the air at 450 miles per hour at 15,000 feet. The whole bit, set up by S-Sgt. Robert Milling of the local Air Force Recruiting office, was followed up the next day with a 90-minute broadcast by Joe from the aircraft with some records introduced by airmen stationed at the base. Shuler is now justifiably tagging his 8 to 11 p.m. show the "fastest moving in the Hudson Valley."

Hearing some good things about WHLI "Tiger Radio" in Wheeling, W. Va., programmed by Brent Walton and featuring "Mr. D" (the Mojo Man) 1 to 5 p.m. and Guy Newman, 11:30 to 1 p.m.

Larry Daley, WCIN (Cincinnati) deejay, celebrated his birthday Sunday (8) with Otis Redding and other record artists on hand to entertain the guests at the Club Ramon.

The KFWB (Hollywood) Good Guys Gene Weed, Wink Martindale, Joe Yocam, Bill Ballance, Larry McCormick, Roger Christian, Sam Riddle, and Bill Slater emceed the L.A. appearance of the Dave Clark Five Sunday (15) at the Hollywood Palladium.

The past few weeks the gentlemen of CHEC (Lethbridge, Alta.) have taken part in four high school football

games. Ian Madin and R. K. Legge donned cheerleader costumes and engaged the gals in a yelling contest (and won!). Roy Mullett and Rod Phillips the following day took on the minor football all-stars and reportedly got "wiped out."

Ricci Ware, K TSA (San Antonio) deejay, now hosting a TV dance party Saturdays on KENS-TV (San Antonio).

Paul Bragg, KXRO (Aberdeen, Wash.), has recently completed after two years of research, writing and production, a 13-week series entitled "Memories in Music." The one-hour shows highlight the top sellers of the past 60 years—including the Edison cylinder records.

Dave Rodman introduced his "Rodman's Route" 4:15-6 p.m. on WNAC (Boston) Nov. 9. Along with the latest in pop music, Dave will be spotlighting his characters Nelson Hooper and Dr. Getin Krunck.

Carroll Hardy, WEBR (Buffalo) air personality, and Leo Smit, pianist-composer at the University of Buffalo, pooled their efforts for a benefit concert in tribute to jazz great Pete Johnson. Hardy, who devoted the entire WEBR jazz programs to Johnson, assisted in the compilation of a special tape for the concert of Johnson recordings with Smit narrating the discography.



WWRL (New York) program director-deejay Rocky G, introduces record star James Brown

Billboard will feature next week the Radio Response Rating for Philadelphia, the nation's fourth largest radio market.

at award-giving ceremonies last week at the Apollo Theater. The James Brown revue broke all records at the theater.

SEGUE

Randy Wood has taken over the all-night shift on KITE (San Antonio) as the station went to a 24-hour schedule last week. . . . Jim Gerhart, WPOP (Hartford, Conn.) deejay-program director, joins WFIL (Philly) as air personality. . . .

Jonathan Schwartz moves to a new evening time (7:20 p.m.-1 a.m.) over WNAC Monday (16). Jon is the son of Arthur Schwartz, composer of such gems as "Dancing in the Dark," "You and the Night and the Music" and many other great songs. . . .

Morton (Doc) Downey, appointed music director at WCPO Cincinnati. . . . Barney Pip joins announcing staff of WOKY (Milwaukee) from WATI (Indianapolis) in the 8 p.m. to midnight show. . . .

Terry Wood is the newest music personality to join WAKR (Akron). Wood, who comes to the station from WJJD (Chicago), will host the 2-6 p.m. show.



VIP APPOINTMENTS: John V. B. Sullivan, vice-president and general manager of WNEW (New York), promoted to Metro-media headquarters as chief radio executive. Moving in as WNEW v.-p. and general manager will be Harvey L. Glascock, currently holding similar post with sister station WIP (Phila.). David Croninger, heading Metro-media KMBC (Kansas City, Mo.) will be moved into the slot vacated by Glascock. Moves are scheduled for Jan. 1. . . . Stan Richards, formerly with WLIF (Dallas), named program director at WCPO (Cincinnati). . . . Roger Miller, night announcer at WWYN (Erie, Pa.) upped to assistant program director. . . .

Guy Farnsworth named to newly created post of director of special Broadcast services for KFRE AM-TV-FM (Fresno, Calif.). . . . Jay Jones, WNYC (New York) senior announcer, promoted to program manager. Dick Pyatt, WNYC senior announcer, appointed assistant program director.

David Gordon, former vice-president and music director of WPAT (New York) from 1954 to 1961 and recently engaged in establishing a music consultant service for broadcasters, died Monday (9) in Eastern Long Island Hospital of injuries received in a automobile crash.

CLAY-LISTON ON GIANT NET

NEW YORK—The blow-by-blow account of the Clay-Liston fight from Boston Garden Monday (16) will be carried by 605 U. S. radio stations and 74 Canadian outlets on the largest network of stations ever assembled to air a fight in broadcast history. The Mutual Network is feeding in addition to its affiliates Storer, RKO General, Cox, Meredith, Capital Cities, Metro-media and Group W outlets.

SHINDIG OFFERS POP SONATA

NEW YORK—Viewers across the country may hastily check their TV dials when ABC-TV's "Shindig" begins its show Wednesday (18). The show opens with Leon Russell playing eight bars of "Moonlight Sonata," before swinging into his Big Beat hit, "Roll Over Beethoven."

Tripp Maps Firing Fight

LOS ANGELES—Disk jockey Peter Tripp has charged "discrimination" as the reason for his Oct. 31 pink-slipping by the new management of KGFJ, Negro-oriented 24-hour rhythm and blues outlet.

The 18-year broadcasting veteran, whose career has had its ups and downs, showed Billboard a letter allegedly from Arnold Schorr, station's vice-president and general manager since last July, which stated: "The reason for Peter Tripp's leaving KGFJ is wholly due to the policy by the new management toward a 100 per cent Negro sound."

Tripp charges his dismissal is in violation of California's discrimination in employment law. Tripp said he has retained the law firm of Springer and McKissack for legal action.

Tracy Broadcasting bought the station last summer for \$1,500,000 from its original owner Ben McGlashan. Herb Schorr, headquartered in Philadelphia, is the stepfather of Arnold Schorr, KGFJ's general manager. The company's other property is WFEC, Harrisburg, Pa.

Under Mrs. Thelma Kirshner, who has been general manager for 22 years, KGFJ has had a consistent record as an integrated operation.

Tripp had been with the station 11 months, replacing Johnny Magnus when he moved to KMPC. Tripp's replacement is Gene Pierce, from KNOK, Dallas-Fort Worth.

After the new management took over, Mrs. Kirshner, librarian Shirley Laiffer and newsman Larry Fineg were let go, with Tripp the most recent departure. When questioned about Tripp's leaving, General Manager Schorr said there was nothing racial about the departure. He cited "personal reasons" instead and Tripp's high salary negotiated under the previous ownership.

However, Tripp claims his offer to renegotiate his contract when informed he was being let go was refused.

Schorr said he had the highest respect for Tripp's ability as an air personality and had made attempts to find him a job. He labeled "absolutely false" the notion that the station was attempting to program strictly Negro talent. The administrative staff is integrated, and Schorr recently hired away from his former boss, KHJ-Radio, Cal Milner and Shirley Fell for key slots.

SAN FRANCISCO—Records at Random, the San Francisco State program, planned and announced by radio-TV students, returned to KSFO last Sunday in the 9:05-10 p.m. slot.

Dick Clark Series Stars 15 Top Names

NEW YORK — One of the most successful road show series since the early days of vaudeville began its fall season Friday (13) in the New Haven area. The Dick Clark Caravan of Stars features 15 big-name record acts, including Johnny Tillotson, the Drifters, the Supremes, Brian Hyland, Bobby Freeman, the Hondels, the Crystals, Dee Dee Sharp, Sonny Knight, Mike Clifford, the Velvettes and Lou Christie with emcee George McCannon and Jimmy Ford and the Chicago Casuals.

Bob Barnett, former program director at KAFY, Bakersfield, Calif., who recently joined the Clark organization as East Coast tour director, is now booking the spring Dick Clark Caravan of Stars, scheduled to hit the road April 15 with a May 31 wind-up. The three-month summer Caravan will get under way in mid-June and will close the end of September.

FALL SCHEDULE

- Sat. Nov. 14, Worcester Memorial Aud., Mass. (1 show, 8:30 p.m.).
- Sun. Nov. 15, Johnstown, Pa., Cambria county War Memorial (1 show, 7:30 p.m.).
- Tues. Nov. 17, Springfield, Ohio, Clark County Memorial Bldg. (2 shows 4 p.m., 7 p.m.).
- Wed. Nov. 18, Bowling Green, Ky. E. A. Diddle Arena, West. Kentucky State College (1 show, 7 p.m.) Dick Clark will appear.
- Thurs. Nov. 19, Muncie Municipal Athletic Bldg., Ind. (1 show, 8 p.m.) Clark appears.
- Fri. Nov. 20, Indianapolis State Fairgrounds Coliseum, Ind. (1 show, 8 p.m.) Clark appears.
- Sat. Nov. 21, Knoxville Civic Coliseum, Tenn. (1 show, 8 p.m.) Clark appears.
- Sun. Nov. 22, Terre Haute Memorial Stadium, Ind. (1 show, 8 p.m.) Clark appears.
- Tues. Nov. 24, Erie, Pa., Warner Theater (2 shows, 7, 9:30 p.m.).
- Wed. Nov. 25, Pittsburgh, Syria Mosque, (2 shows, 7, 10 p.m.).
- Thur. Nov. 26, Parkersburg High School Auditorium, W. Va., (1 show, 8 p.m.).
- Fri. Nov. 27, Dayton Hara Arena, Ohio (1 show, 8 p.m.).
- Sat. Nov. 28, Charleston Civic Center, W. Va. (2 shows, 7, 10 p.m.).
- Sun. Nov. 29, Beckley, W. Va., Raleigh County Fieldhouse (2 shows, 3 p.m., 8:30 p.m.) Clark will appear.
- Mon. Nov. 30, Charlotte, N. C., Charlotte Coliseum (1 show, 7 p.m.).
- Tues. Dec. 1, Richmond Arena, Va. (1 show, 8 p.m.).
- Wed. Dec. 2, Hunting Memorial Field House, W. Va. (1 show, 7:30 p.m.).
- Thur. Dec. 3, Greensboro War Memorial Coliseum, N. C. (1 show, 8 p.m.).
- Fri. Dec. 4, Norfolk, Virginia Beach Dome (2 shows, 7 p.m., 10 p.m.).
- Sat. Dec. 5, Greenville, Tenn., Chucky Doak Gym (2 shows, 3:30 p.m., 8 p.m.) Clark will appear.
- Sun. Dec. 6, Chattanooga Memorial Auditorium, Tenn. (2 shows 3:30 p.m., 8 p.m.) Clark appears.

Pays for Music

ATLANTA — WSB has learned that it certainly pays to play "good music" on the air. The station recently received an envelope directed to: "General Manager, WSB Radio." The single sheet of plain stationery inside reads simply: "Thanks for the good music." There was one other enclosure: a postal money order for \$50 payable to the station. The sender signed it: "A Faithful Listener."

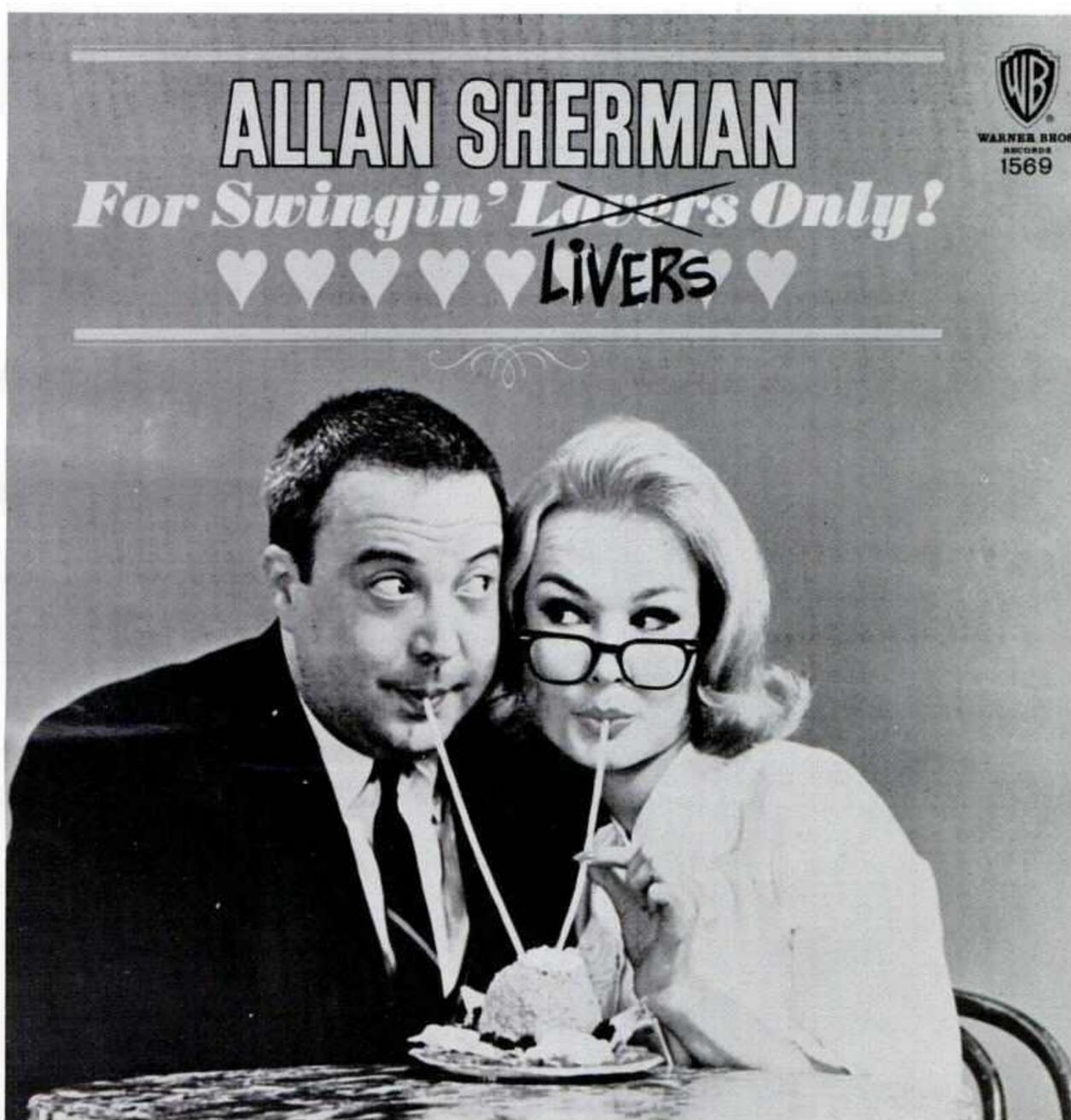
Elmo Ellis, WSB radio's general manager, has launched a search for the anonymous listener via air spots.

"We would certainly like for the correspondent who holds the money order stub to identify himself or herself. We'd like to invite the person to visit with us and meet our staff and, of course, receive the money back."

cap

ANNOUNCES A NEW LINE OF SPECIALLY PRICED VERBAL AND MUSICAL JINGLES — DROP-INS — PROMOS. THIS YEAR MAKE YOUR STATION SHINE WITH SPECIALLY PRODUCED HOLIDAY JINGLES. FOR ORDERING, OR INFORMATION, SEND MARKET AND BUDGET DATA TO: COMMUNICATIONS-ADVERTISING-PROMOTION, BOX 324, KENMORE STATION, BOSTON, MASS.

*this is the freshest,
funniest, most farcical
Allan Sherman
LP of them all!*



**NOW AVAILABLE! SEE YOUR DISTRIBUTOR
FOR COMPLETE DETAILS OF MAMMOTH
ALLAN SHERMAN SALES CAMPAIGN**

#1569



WARNER BROS.
RECORDS

HOT 100

★ STAR performer—Sides registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million selling single.

Table with columns: THIS WEEK, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 32 songs including 'Baby Love', 'Leader of the Pack', 'Come a Little Bit Closer'.

Table with columns: Rank, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 33-65 including 'Who Can I Turn To', 'Walking in the Rain', 'When You Walk in the Room'.

Table with columns: Rank, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 66-100 including 'When You're Young and in Love', 'S-W-I-M', 'What Good Am I Without You'.

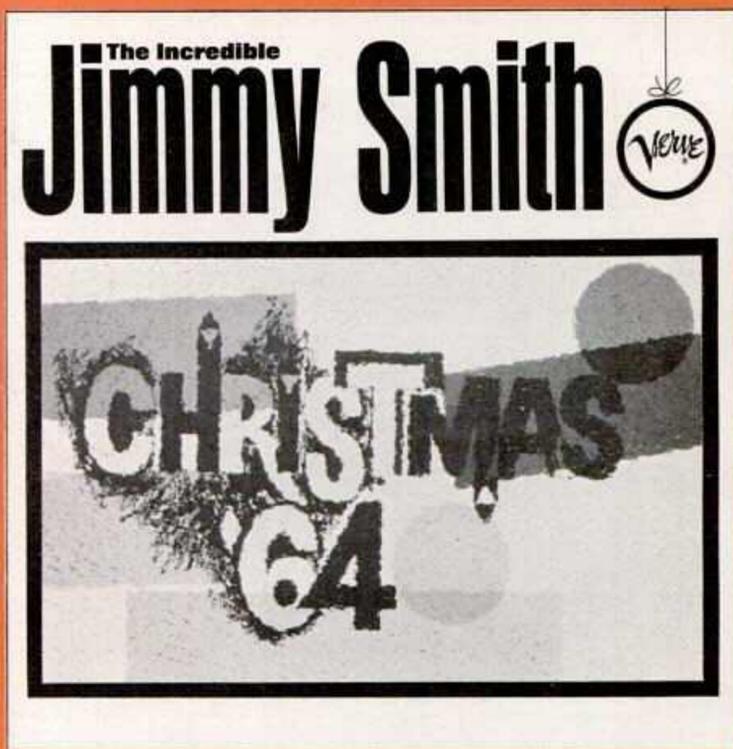
HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Large table listing songs alphabetically by publisher/licensee, including 'Ain't Doing Too Bad', 'How Sweet It Is', 'Run, Run, Run', '101. AS TEARS GO BY'.

*don't
blow
your
yule...*

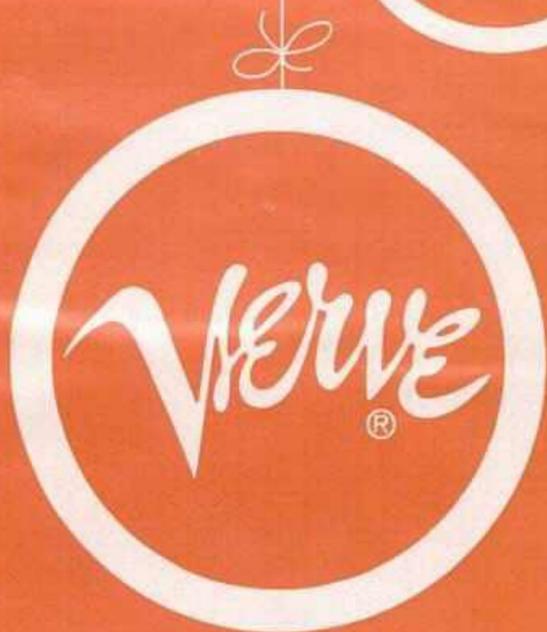
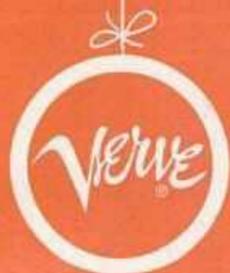
**YOU CAN'T AFFORD TO MISS
THE SELLINGEST ALBUM OF
THE HOLIDAY SEASON!...**



V/V6-8604

**YULETIDE CAROLS LIKE YOU'VE
NEVER HEARD THEM BEFORE...
PLAYED WITH JIMMY SMITH'S
OWN BRAND OF HAMMOND
ORGAN EXCITEMENT!**

Verve Records is a division of Metro-Goldwyn-Mayer, Inc.



Major Change in Pop Format

By **BILL GAVIN**
Contributing Editor

POP FORMAT RADIO has recently passed through a short but sharp revolution. Within only a few months time traditional policies and formulae were tossed overboard to make room for new concepts. The major change, of course, has been the shortened playlist. In almost every market, large, medium and small, the pressures of competition brought a sharp reduction in the number of records approved for airplay. Where previously the playlist had ranged from 75 to 100 or more titles, the average is now somewhere between 50 and 55. A few very successful major stations operate with playlists of only 40 to 45 titles.

From the standpoint of record programming, certain results above become immediately apparent. Where in the "old days" the DJ's could pick and choose from a long list of extras, there is now an inescapable concentration of play for every playlist item. Each record is played an average of once every three hours. The longer playlist encouraged music directors to take a chance in selecting new material. The tendency today is to require a much higher degree of certainty as to the hit potential of every new record. In some cases, a music director is permitted only one "ear pick" per week. Beyond that, there must be solid evidence that each new addition will make the grade, either from the proven popularity of the artist or from reports of sales and requests in other areas.

MANY MUSIC directors are now taking a much closer look at the weekly retail sales reports. They are aware that in certain cases retailers may be slow to stock some of the new records that the station has been playing. As a result, the people who contact the stores for their reports often run through a checklist of newer items to find out (1) if the records are available and (2) if there have been any calls for the non-available items.

The tendency among a majority of pop format stations seems to be toward eliminating the fastest

dropping older hits from the playlist, although these may continue to be included on the published chart, a certain few newer items that have just begun to sell in volume are played with the frequency regularly accorded established hits.

ONCE THE RANK and file of station owners became convinced that the shorter playlist was a proven rating builder, they made the switch with remarkable speed and unanimity. Today then, since the shorter playlist has become a fairly standard policy, it has ceased to bring competitive advantage and is simply a prevailing practice. Pop format radio, never at any time notable for a creative diversity of programming, now sounds more conformist than ever. With a greater similarity of playlists in each market, the emphasis returns, even more strongly than before, to the quality of a station's promotion, production and, most of all, its disk jockeys.

Knowing the essentially volatile nature of radio, we can hardly expect the present programming equilibrium to endure for very long. Ambitious and imaginative broadcasters continue to explore new music policies and devices. Just what they will come up with is impossible to foretell with any certainty. One experiment now being made is a highly selective list of old hits, based on regular sales reports on which of these "goldies" are in greatest demand.

Other stations are experimenting with album programming. It is being recognized in a few quarters that in addition to hit singles there are also hit artists whose album packages attract more consumer dollars than their hit singles. A partial list of such artists would include the Beatles, Roy Orbison, Bobby Vinton, the Beach Boys, the Dave Clark Five, Elvis Presley and the Supremes. There are many more artists who also command listener attention, and whose album sales are just as valid a program guide as are their singles sales. The most successful programming in this direction has been accomplished by stations that encourage listener phone requests.

It appears that the coming year may be one of experiments in these and other new directions. It may be only a short time until the tight playlist is an old-fashioned as the top 40 concept has now become.

YESTERYEAR'S HITS

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

POP—5 Years Ago November 23, 1959

1. Mack the Knife, B. Darin, Atco
2. Mr. Blue, Fleetwoods, Dolton
3. Don't You Know, D. Reese, RCA Victor
4. Heartaches by the Number, G. Mitchell, Columbia
5. Put Your Head on My Shoulder, P. Anka, ABC-Paramount
6. So Many Ways, B. Benton, Mercury
7. Deck of Cards, W. Martindale, Dot
8. In the Mood, E. Fields, Rendezvous
9. Primrose Lane, J. Wallace, Challenge
10. We Got Love, B. Rydell, Cameo

POP—10 Years Ago November 20, 1954

1. I Need You Now, E. Fisher, RCA Victor
2. This Ole House, R. Clooney, Columbia
3. Hey, There, R. Clooney, Columbia
4. Mr. Sandman, Chordettes, Cadence
5. Papa Loves Mambo, P. Como, RCA Victor
6. Hold My Hand, D. Cornell, Coral
7. If I Give My Heart to You, D. Day, Columbia
8. Teach Me Tonight, DeCastro Sisters, Abbott
9. Shake, Rattle and Roll, B. Haley, Decca
10. Mambo Italiano, R. Clooney, Columbia

RHYTHM & BLUES—Five Years Ago—November 23, 1959

- Don't You Know, D. Reese, RCA Victor
Dance With Me, Drifters, Atlantic
Mr. Blue, Fleetwoods, Dolton
So Many Ways, B. Benton, Mercury
I Don't Know, R. Brown, Atlantic

- Mack the Knife, B. Darin, Atco
Always, S. Turner, Big Top
The Clouds, Spacemen, Alton
Come Into My Heart, L. Price, ABC-Paramount
Poison Ivy, Coasters, Atco

MIDDLE-ROAD SINGLES

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

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	2	RINGO, Lorne Greene, RCA Victor 8444	4	4
2	1	THE DOOR IS STILL OPEN TO MY HEART, Dean Martin, Reprise 0307	9	9
3	—	MR. LONELY, Bobby Vinton, Epic 9730	4	4
4	3	WE'LL SING IN THE SUNSHINE, Gale Garnett, RCA Victor 8388	15	15
5	5	WHO CAN I TURN TO, Tony Bennett, Columbia 43141	8	8
6	8	SHE UNDERSTANDS ME, Johnny Tillotson, MGM 13284	4	4
7	9	WE COULD, Al Martino, Capitol 5293	3	3
8	10	MY LOVE FORGIVE ME (Amore, Scusami), Robert Goulet, Columbia 43131	5	5
9	12	FOUR STRONG WINDS, Bobby Bare, RCA Victor 8443	4	4
10	13	ONE MORE TIME, Ray Charles Singers, Command 4057	2	2
11	11	LISTEN LONELY GIRL, Johnny Mathis, Mercury 72339	5	5
12	15	ALMOST THERE, Andy Williams, Columbia 43128	2	2
13	14	WILLOW WEEP FOR ME, Chad & Jeremy, World Artists 1034	2	2
14	—	THE WEDDING, Julie Rogers, Mercury 72332	1	1
15	—	I WON'T FORGET YOU, Jim Reeves, RCA Victor 8461	1	1

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YOURS AND OURS—
LET'S NOT WASTE IT!

**JACKIE
ROSS**

**"HASTE
MAKES
WASTE"**

Chess 1915

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Chicago, Illinois
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2
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5

HOW'S BUSINESS?

Once when I was younger and given to outbursts of enthusiasm, in answer to my boss's memo: "HOW'S BUSINESS? I had straightened my tie, dashed into his office and, smiling brashly, shouted "SALES ARE GREAT!" Instead of looking up, he just murmured: "And production . . .?" "RIGHT ON SCHEDULE!" I beamed as I circled his desk on my hands and knees trying to catch his eye. He put his reading glasses down and swiveled away to gaze out of one of his four office windows. "Hmm," he purred, "shipments and billings going out on time?" "YES SIR!" I chirped as I leapt to my feet, "NOT A BACK-ORDER IN THE HOUSE."

At this point the boss actually looked at me—balefully—but he looked. He then picked up his reading glasses, pointed them in my direction, and, very slowly, whispered: "And tell me, how's collections?"

I crumbled. I hemmed. I hawed. The boss put his glasses on and went back to his work without so much as a snarl . . . and since that day the first question I always ask is: HOW'S COLLECTIONS?

And I asked that question this morning—it's a Monday—and collections, they tell me, are 'er—well—'hem. So PLEASE, GENTLEMEN, F.T.C. or NO F.T.C.—if you don't pay we can't ship you!

Respectfully yours,

Arthur Shimkin

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NEW ALBUM RELEASES

This form is designed to aid dealers in ordering and broadcasters in programming.

AUDIO FIDELITY

The Best of LOUIS ARMSTRONG: AFLP 2132, AFSD 6132

A & M

HERB ALPERT'S TIJUANA BRASS—South of the Border; LP 108

AVA

PETE JOLLY, HIS TRIO & LOTS OF FRIENDS—Hello, Jolly; A 51 ST, AS 51 ST
SOUNDTRACK—A House is Not a Home; A 50 ST, AS 50 ST
VARIOUS ARTISTS—The Troublemaker; A 49 ST, AS 49 ST

CAPITOL

LUCIO AGOSTINI—Action With Agostini; T 6087, ST 6087
ORIGINAL CAST—Ben Franklin in Paris; VAS 2191, SVAS 2191
VARIOUS ARTISTS—Hawaii Calls; STCL 2182

COLUMBIA

LESTER FLATT & EARL SCRUGGS—The Fabulous Sound of Flatt & Scruggs; CL 2255, CS 9055
FRIEDRICH GULDA—From Vienna With Jazz; CL 2251, CS 9051
KENYON HOPKINS & HIS ORCH.—The Reporter; CL 2269, CS 9069
ANDRE KOSTELANETZ & HIS ORCH.—New Orleans Wonderland; CL 2250, CS 9050
CHARLES LLOYD—Discovery!; CL 2267, CS 9067
YVES MONTAND'S Paris; CL 2234, CS 9034
CHELO SILVA—La Huella De Mis Besos, The Path of My Kisses; EX 5129
SIMON & GARFUNKEL—Wednesday Morning, 3 AM; CL 2249, CS 9049
MARC STEWART SIMPSON—The Church's One Foundation; CL 2238, CS 9038
JAVIER SOLIS—Anoranzas, All About Love; EX 5128
PAUL WINTER WITH CHARLES LYRA—The Sound of Ipanema; CL 2272, CS 9072
STRAVINSKY CONDUCTS BALLET MUSIC—Cleveland Orch./Columbia Symphony Orch./CBS Symphony Orch.; ML 6049, MS 6649
STRAVINSKY CONDUCTS HIS CHORAL MUSIC—Festival Singers of Toronto/CBS Symphony Orch.; ML 6047, MS 6647
STRAVINSKY CONDUCTS FAVORITE SHORT PIECES—Columbia Symphony Orch./CBS Symphony Orch.; ML 6048, MS 6648
TCHAIKOVSKY; THE NUTCRACKER BALLET—Philadelphia Orch. (Ormandy); ML 6021, MS 6621

DEUTSCHE GRAMMOPHON

RITA STREICH—Cradle Songs and Folksongs; LPEM 19462, SLPEM 136462
CHOPIN: PIANO SONATA NO. 2 IN B FLAT MINOR & NO. 3 IN B MINOR—Tamas Vasary; LPEM 19450, SLPEM 136450
DYORAK: SYMPHONY NO. 5 IN E MINOR, OP. 95—Berlin Philharmonic (Von Karajan); LPM 18922, SLPEM 138922
NICOLAI: THE MERRY WIVES OF WINDSOR—Various Artists; LPEM 19421, SLPEM 136421
VERDI: RIGOLETTO—Various Artists; LPM 18931-2-3, SLPEM 138931
VON WEBER: OVERTURES—Orchester des Bayerischen Rundfunke (Kubelik); LPEM 19463, SLPEM 136463
NICANOR ZABALETA—Suites, Sonatas and Variations for Harp; LPM 18890, SLPEM 138890

EPIC

IGOR KIPNIS—French Baroque Music for Harpsichord; LC 3889, BC 1289
SOUNDTRACK—Malamondo; LN 24126; BN 26126
MOUSSORGSKY/RAVEL: PICTURES AT AN EXHIBITION & FIREBIRD SUITE—Cleveland Orch. (Szell); LC 3890

FOUR CORNERS

THE ALL STARS Play The Exciting Music of My Fair Lady; FCL 4203
RUSTY DEDRICK & THE ALL STAR ORCH.—The Big Band Sound; FCS 4207
England's Famous Band of the Life Guards; FCS 4204
MILVA—The Panther of Goro; FCL 4201
JORGE REMAN & HIS GUITAR COMBO—Carnivals and Guitars; FCS 4205
VARIOUS ARTISTS—The Miracle of Lourdes; FCL 4206

JAY JAY

LI'L WALLY—A Polka Christmas; S 1080, S 5080

KING

HANK BALLARD & THE MIDNIGHTERS—Those Lazy, Lazy Days; 913
THE PARKER FAMILY—Just A Real Nice American Family; 923
KERMIT SCHAFER—Gold Par-Tee Fun!; 906
RUTH WALLIS—Saucy Hit Parade; 904

MERCURY

CAPTAIN ADVENTURE—Piccolo, Saco & The Jolly Time Circus; CAM 201
CAPTAIN ADVENTURE—Piccolo, Saxo & The Little Story of A Big Orchestra; CAM 200
CAPTAIN ADVENTURE—Around the World with Piccolo & Saxo; CAM 202
VARIOUS ARTISTS—Original Golden Instrumental Hits—Vol. 1; MGH 25001
VARIOUS ARTISTS—Original Golden Town & Country Hits—Vol. 1; MGH 25008
VARIOUS ARTISTS—Original Golden Rhythm & Blues Hits—Vol. 1; MGH 25006
VARIOUS ARTISTS—Original Golden Hits of the Great Groups—Vol. 2; MGH 25000
VARIOUS ARTISTS—Original Golden Hits of the Great Groups—Vol. 3; MGH 25007

VARIOUS ARTISTS—Original Golden Hits of the Great Blues Singers—Vol. 4; MGH 25002

VARIOUS ARTISTS—Original Golden Hits of the Great Blues Singers—Vol. 3; MGH 25003

VARIOUS ARTISTS—Original Golden Hits of the Great Blues Singers—Vol. 4; MGH 25011

VARIOUS ARTISTS—Original Golden Hits of the Great Groups—Vol. 4; MGH 25010

LEROY VAN DYKE at the Trade Winds; MG 20950, SR 60950

DEL WOOD—Roll Out the Piano; MG 20978, SR 60978

COUPERIN: LES NATIONS; RAMEAU: CONCERTS EN SEXTUOR—Stuttgart Baroque Ensemble (Couraud); MG 50402, SR 90402

HANDEL, TELEMANN, DITTERSDORF: OBOE CONCERTOS/BACH: SUITE NO. 5—Vienna Symphony Orch. (Paumgartner); MG 50403, SR 90403

HAYDN: SYMPHONY NO. 100 IN G MAJOR; BEETHOVEN: SYMPHONY NO. 6 "PASTORAL"—London Symphony Orch. (Dorati); MG 50415, SR 90415

MOZART: PIANO CONCERTOS NOS. 20 & 23; RONDO IN A—Vienna Symphony Orch. (Paumgartner); MG 50413, SR 90413

MERCURY (WING)

THE NUTCRACKER PRINCE/THE TWELVE DANCING PRINCESSES—Minneapolis Symphony Orch. (Dorati); CCM 250

THE SORCERER'S APPRENTICE/TILL EULEN-SPIEGEL'S MERRY PRANKS—Detroit Symphony (Paray) CCM 251

MGM

FREDDY—Christmas on The High Seas; E 4249, SE 4249

THE SPARROW—King of Calypso!; E 4259, SE 4259

VARIOUS ARTISTS—Discotheque Dance Party; E 4258-2, SE 4258-2

MOTOWN

THE SUPREMES—A Bit of Liverpool; MLP 623

MUSICOR

GIAN FRANCO INTRA & HIS ORCH.—Music to Remember; MM 2020

GENE PITNEY—Gene Italiano; MM 2015

NONESUCH

BACH: SIX SONATAS FOR FLUTE & HARP-SICHORD—Jean-Pierre Rampal & Robert Veyron-Lacroix; H 1034, H 71034

HAYDN: ARMIDA/SYMPHONIES NOS. 49 & 44—Little Orch. of London (Jones); H 1032, H 71032

HAYDN: SYMPHONY NO. 31 IN D MAJOR—Little Orch. of London (Jones); H 1031, H 71031

MOZART: QUARTET IN D MAJOR K 575/QUARTET IN D MAJOR K 499—Stuyvesant String Orch.; H 1035, H 71035

POULENC: SONATA FOR CLARINET & PIANO/SONATA FOR OBOE & PIANO—Fevrier, (Piano) Boutard (Clarinet) Pierlot (Oboe); H 1033, H 71033

NOUVELLES

LES CAILLOUX—Allons Suivons Les Mages Saint-Joseph Avec Marie; PAM 77.535

PHARAOH

ROBERT HARVEY Plays Your Favorite Piano Classics; PH 1006

PHILLES

Presenting the Fabulous ROMETTES, Featuring Veronica; PHLP 4006

RCA VICTOR

ROBERT SHAW CHORALE—A Ceremony of Carols; LM 2759, LSC 2759

REQUEST

GERMAN VOLKSWAGEN CHOIR—German Folk Songs of Yesterday & Today; SRLP 8056

ROULETTE

AU GO-GO SINGERS—They Call Us Au Go-Go Singers; R 25280, S 15280

SANDY BARON—The Race Race; R 25277

JACKIE CAIN & ROY KRAL—By Jupiter & Girl Crazy; R 25278, S 25278

TITO PUENTE—My Fair Lady Goes Latin; R 25276, S 25276

JOE E. ROSS—Love Songs From a Cop; R 25281, S 25281

DAPHNE WALKER & GEORGE TUMAHAI—Polynesian Rendezvous; R 25279, S 25279

SIMS

BOBBY BARNETT at the Crystal Palace; 118

PATSY MONTANA at the Matador Room; 122

SWORD & SHIELD

NASH FAMILY TRIO—The Altar Call; LPM 6404

UNITED ARTISTS

JAY & THE AMERICANS—Come a Little Bit Closer; UAL 3407; UAS 6407

GARNET MIMMS—As Long As I Have You; UAL 3396, UAS 6396

SOUNDTRACK—Goldfinger; UAL 4117, UAS 5117

GEORGE MARTIN & HIS ORCH.—A Hard Day's Night; UAL 3383, UAS 6383

LA PLAYA SEXTET—Vaya Means Go!; UAL 3401, UAS 6401

LEROY HOLMES—50 Fabulous Waltz Favorites; UAL 3395, UAS 6395

THE YOUNGFOLK; UAL 3402, UAS 6402

JAN PEERCE—The World's Greatest Love Songs; UAL 3374, UAS 6374

VANGUARD

JOAN BAEZ—S; VRS 9160, VSD 79160

MAUREEN FORRESTER—Mozart After Hours; VRS 9165, VSD 79165

GREENBRIAR BOYS—Ragged But Right!; VRS 9159, VSD 79159

UNIVERSITY OF MICHIGAN BAND (Revelli)—Kick Off, U.S.A.; VRS 9155, VSD 79155

VARIOUS ARTISTS—The Sound of Folk Music, Vol. 2; SRV 140, SRV 140 SD

BEETHOVEN: CONCERTO NO. 5 IN E FLAT MAJOR, "EMPEROR"—Halle Orch. (Barbirolli); SRV 138, SRV 138 SD

SIBELIUS: SYMPHONY NO. 5 IN E FLAT MAJOR: POHJOLA'S DAUGHTER—Halle Orch. (Barbirolli); SRV 137, SRV 137 SD

TCHAIKOVSKY: SYMPHONY NO. 5 IN E MINOR/MARCHE SLAVE—Halle Orch. (Barbirolli); SRV 139, SRV 139 SD

MODERN MASTERPIECES FOR STRINGS—1 Solisti Di Zagreb; VRS 1118, VSD 71118

NETANIA DAVRATH—Russian Art Songs; VRS 1115, VSD 71115

VAULT

JACK WILSON—The Jazz Organ; LP 108, SD 108

VERVE

The Best of ELLA FITZGERALD—V 4063, V6 4063

LALE SCHIFRIN—New Fantasy; V 8601, V6 8601

JIMMY SMITH—Christmas '64; V 8604, V6 8604

KAI WINDING—Modern Country; V 8602, V6 8602

VEE JAY

GEORGIA CARR—Rocks in My Bed; 1105

HARRY "SWEETS" EDISON—Sweets for the Sweet Taste of Love; 1104

MANGO JONES & HIS ORCH.—The Most Requested Dances at Your Home Tonight; 1106

LITTLE RICHARD Is Back; 1107

BILL MARX—Night Time Is the Right Time; 1108

VARIOUS ARTISTS—The Great Hits of 1964 & Some Golden Oldies; 1112

RAY WALSTON & HIS FAVORITE CHILDREN'S CHORUS—My Favorite Songs From Mary Poppins & Other Songs to Delight; VJLP 1110, VJS 1110

VOCALION

RUBY NEWMAN & HIS ORCH.—Music for Skating; VL 3736

VVA

VILLA VICTORIA BELLES—Christmas by the Delaware; LP 100

WARNER BROS.

ALLAN SHERMAN—For Swingin' Livers Only; W 1569, WS 1569

WORD

Christmastime With DON HUSTAD & TEDD SMITH; 3319

KURT KAISER—Sweeping Strings; 3301

MELODY FOUR/THE HANDBELL CHOIR—Festival of Missions; 3336

SOUNDTRACK—Billy Sunday; 3267

VARIOUS ARTISTS—The Game of Life; 3298

WORLD PACIFIC

THE MASTERSOUNDS—The King and I; WP 1831, ST 1831

CLARE FISCHER—So Danco Samba, WP 1830, ST 1830

ZONDERVAN

RALPH CARMICHAEL ORCH. & CHORUS—Night of Miracles; ZLP 659

Europe Aid Named by CBS

NEW YORK—CBS Records has named Mordechai Even-Saphir as assistant to V. Peter de Rougemont, vice-president of European operations.

Even-Saphir will report to de Rougemont in the Paris office and will be responsible for the label's Economy Line in Europe. The line includes pre-recorded tape, premium records, special records and accessories.

Even-Saphir recently was president and public relations director of the Audio-Visual Teaching Systems Division of the Creative Ventures Corporation in New York. He was educated in Israel and speaks 11 languages fluently.

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NEW DANCE CRAZE

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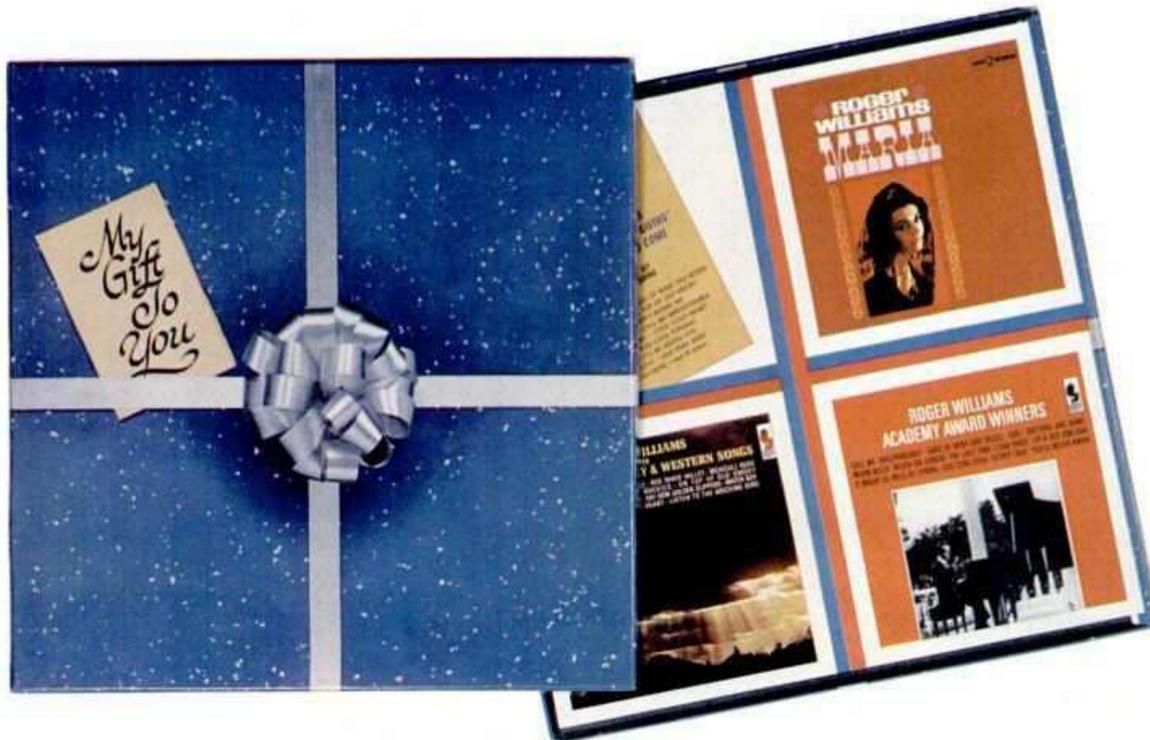
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TOO LONG"
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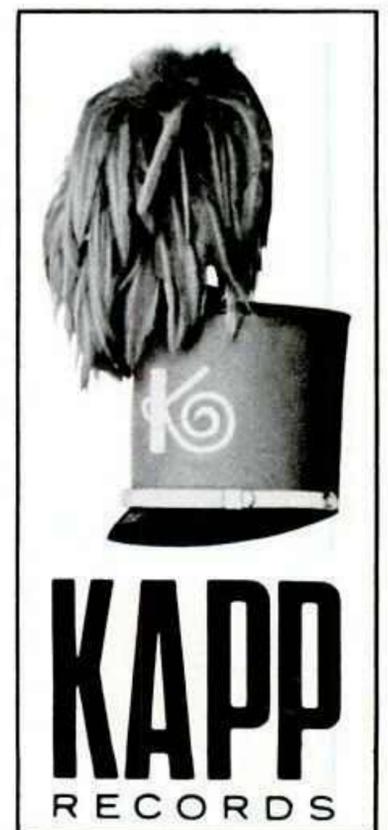
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4. **Louis Armstrong/Joe Harnell/Hugo Winterhalter** (KGP 103/KGPS 303)
5. **The Do-Re-Mi Children's Chorus** (KGP 104/KGPS 304)
6. **Opera without Words** (KGP 105/KGPS 305)
7. **Roger Voisin** (KGP 106/KGPS 306)

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INTERNATIONAL SPOTLIGHT
THE DEFINITIVE PIAF
 Edith Piaf. Capitol TBL 2193 (M)

The many who loved and admired Piaf will be enraptured with this set of 20 of Piaf's best performances on record. De luxe packaging includes a discography on each of the 20 selections. It is destined as a collector's item with "The Little Sparrow" no longer with us.

CLASSICAL SPOTLIGHT
MUSSORGSKY: NIGHT ON THE BARE MOUNTAIN; KHOVANSHCHINA; GLINKA: RUSSIAN & LUDMILLA OVERTURE; WALTZ FANTASY; JOTA ARA-GONESA
 L'Orchestre De La Suisse Romande (Ansermet). London CM 9405 (M); CS 6405 (S)

Some of the more popular orchestral works by Mussorgsky and Glinka are gathered in this album and enjoy a brilliant performance at the hands of Ansermet and the Suisse Romande. Sales potential of this collection of Russian concert hall favorites is further enhanced by London's lustrous recording.



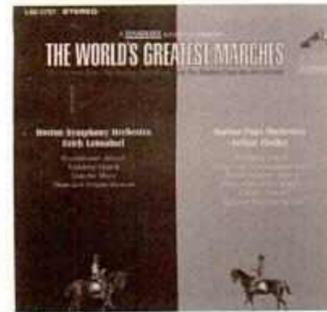
COUNTRY SPOTLIGHT
THE PICK OF THE COUNTRY
 Roy Drusky. Mercury MG 20973 (M); SR 60973 (S)

Not content to have his "Yesterday's Gone" album on Billboard's country album chart, Mercury has released another album by country favorite Roy Drusky. He sings mostly hits associated with other top country artists like "Mexican Joe"—Jim Reeves, and "Ring of Fire"—Johnny Cash. They're ably done by Drusky in his fine style. This should insure keeping Roy on the charts once word of it gets around.



CLASSICAL SPOTLIGHT
VERDI: RIGOLETTO
 Renata Scotto, Carlo Bergonzi, Dietrich Fischer-Dieskau. Deutsche Grammophon SLP 138931 (S)

An elegant package in both sight and sound. The red and gold cover invites the listener to the ever-popular opera as performed by Renata Scotto, Fiorenza Cossotto, Carolo Bergonzi, Dietrich Fischer-Dieskau, and Ivo Vinco with the La Scala Theater Orchestra under the direction of Rafael Kubelik. An excellent and comprehensive booklet is included, containing the libretto, commentary and photos. A welcome addition to recordings of the work.



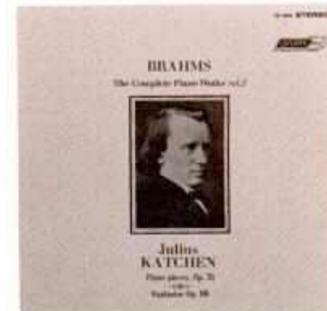
CLASSICAL SPOTLIGHT
THE WORLD'S GREATEST MARCHES
 Boston Symphony Orch. (Leinsdorf)/Boston Pops Orch. (Fiedler). RCA Victor LM 2757 (M); LSC 2757 (S)

This is the first time the Boston Symphony and the "Pops" orchestra have performed on one record—and we hope it won't be the last. Under Leinsdorf and Fiedler, the orchestras give stirring and exciting renditions of old favorite marches that range from "Stars and Stripes Forever" to "Radetzky March." This coupling is full of vitality. An exceptionally fine record that should do very well commercially.



CLASSICAL SPOTLIGHT
NICOLAÏ: THE MERRY WIVES OF WINDSOR
 Various Artists. Deutsche Grammophon SLP 136421 (S)

Highlights from Otto Nicolai's "The Merry Wives of Windsor" are magnificently done by a fine cast working in stirring musical harmony with the Bamberg Philharmonic Choir (Fritz Braun, directing) and the Bamberg Symphony Orchestra (Hans Lowlein conducting). Liner notes and libretto in both German and English. A Deutsche Grammophon import from Germany; U. S. distributor M-G-M.



CLASSICAL SPOTLIGHT
BRAHMS: THE COMPLETE PIANO WORKS, VOL. 2
 Julius Katchen. London CM 9404 (M); CS 6404 (S)

Katchen gives an excellent performance in this two-package series. He is extraordinarily effective in the "Capriccio in D minor," which begins Side 2 of Volume 2, and in the "Intermezzo in A flat," among others. His "pianissimo" is delightful in all the pieces.

ALBUM REVIEW POLICY

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

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

JOAN BAEZ/5

Vanguard VRS 9160 (M); VSD 79160 (S)

I STARTED OUT AS A CHILD

Bill Cosby, Warner Bros. W 1567 (M); (No Stereo)

★ NEW ACTION LP's

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

WELCOME TO THE PONDEROSA . . .

Lorne Greene, RCA Victor LPM 2843 (M); LSP 2843 (S)

FAMILY ALBUM OF HYMNS . . .

Roger Williams, Kapp KL 1395 (M); KS 3395 (S)

THE HOLLYRIDGE STRINGS PLAY HITS MADE FAMOUS BY THE FOUR SEASONS . . .

Capitol T 2199 (M); ST 2199 (S)

HOLD IT!!! . . .

Willie Mitchell, Hi HL 12021 (M); SHL 32021 (S)

MEET THE SUPREMES . . .

Motown 606 (M); (No Stereo)

GIRL TALK . . .

Lesley Gore, Mercury MG 20943 (M); SR 60943 (S)

A NEW KIND OF CONNIE . . .

Connie Francis, MGM E 4253 (M); SE 4253 (S)

GO LITTLE HONDA . . .

Hondells, Mercury MG 20940 (M); SR 60940 (S)

DEL SHANNON—HANDY MAN . . .

Amy 8003 (M); (No Stereo)



SPECIAL MERIT PICKS

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



POP SPECIAL MERIT

FREDDY MARTIN PLAYS THE HITS, VOL. 2
 Capitol T 2163 (M); ST 2163 (S)

The teen-agers are digging their golden oldies and here, for the adults, are some adult golden oldies, re-created by the Martin orchestra as if you were hearing them played by great bands like Clyde McCoy ("Sugar Blues"), Henry King ("A Blues Serenade"), Dick Jurgens ("Daydreams Come True at Night"). This is Vol. 2 by maestro Martin. Originally issued as "Salute to the Smooth Bands." Great listening and programming fare.



POP SPECIAL MERIT

ROCKS IN MY BED
 Georgia Carr. Vee Jay 1105 (M)

Absent from the music scene lately due to illness, Georgia returns in top form, weaving her husky warm tones around some fine bluesy numbers by Ellington, Charles and Peggy Lee. Standout is Georgia's original hit, "Softly," re-recorded in commercial style. Beautiful listening to a fine stylist who has been missed by her many fans and lovers of good music.



POP SPECIAL MERIT

CITY GIRL IN THE COUNTRY
 Gogi Grant. CRS CLS 107 (S)

Gogi Grant handles country songs in her own pop style, and the smooth ballad-type treatment comes across magnificently. She's particularly effective with "I Really Don't Want to Know." It's not a Nashville sound, but it will do.



POP SPECIAL MERIT

FESS PARKER SINGS ABOUT DANIEL BOONE AND OTHER GREAT AMERICAN HEROES
 RCA Victor LPM 2973 (M); LSP 2973 (S)

The youngsters will go for this one. Fess, backed by Daniel Boone, Davy Crockett, Jim Bowie, Kit Carson and Ben Franklin are a few. Parker's TV exposure in Daniel Boone series should boost interest in album. Handsome cover will also be an eye-catcher on a dealer's shelf.



POP SPECIAL MERIT

DON AND ALLEYNE COLE AT THE WHISKEY A GO GO
 Tollie 56001 (M)

The Whiskey A Go Go, where this set was recorded, has earned the reputation as a real swingin', rockin' place. The Cole's keep it that way, rockin' and rollin' in the best tradition. They belt out such rousers as "Searchin'," "High Heel Sneakers," "Whole Lot of Shakin'," "Woke Up This Morning" and others. Plenty of musical excitement.



POP SPECIAL MERIT

THE TOP-40 SONG BOOK
 Various Artists. Capitol T 2126 (M); ST 2126 (S)

Fairly convincing treatment of various artists' styles. Instrumental arrangements of groups like the Beatles, Dave Clark Five and the Impressions are done by unidentified artists. Other styles treated on this disk are those of Betty Everett, Lesley Gore, Jan and Dean, Martha and the Vandellas, the Kingsmen and Billy J. Kramer.



POP SPECIAL MERIT

THE BLACK WATCH (R.H.R.) OF CANADA
 London TW 91353 (M); SW 99353 (S)

The Black Watch has earned an unbeatable reputation as a marching musical organization. Their renditions, whether with full military band or pipes and drums, are exciting and moving. Their annual tours of the United States are always extremely well received wherever they have performed and have done much to enhance the salability of their albums.



POP SPECIAL MERIT

SOUTH OF THE BORDER
 Herb Alpert's Tijuana Brass. A & M LP 108 (M)

The sophisticated Mexican syncopation of the Tijuana Brass always provides great listening. Herb and the boys apply their distinctive instrumental sound and arrangements to a host of goodies, including "South of the Border" and "Hello, Dolly!" On flip side they concentrate on lovely Latin tunes such as "Adios, Mi Corazon," "Annelito" and "El Presidente."



CHRISTMAS SPECIAL MERIT

NIGHT OF MIRACLES
 Ralph Carmichael, Orchestra & Chorus. Zondervan ZLP 659 (M)

A most unusual and beautiful album. Ralph Carmichael conducts the 46-piece orchestra and chorus in an inspiring performance of John W. Peterson's Christmas cantata, "Night of Miracles." The sound is grandiose and the work, utilizing Robert Clark's narrative, would readily be adaptable to a Christmas TV special or as a production number at New York's Radio City Music Hall. In any event, it is great holiday listening.



CHRISTMAS SPECIAL MERIT

CHRISTMAS CHEERS FROM ACE CANNON

Hi HL 12022 (M); SHL 32022 (S)

Here's a perfect package for those who like their Christmas music with a lively beat. Backed by a mixed-voiced chorus, Cannon's alto sax goes vibrantly through its happy paces. Out comes some of the jolliest music of the season. Selections include "Santa Claus Is Coming to Town," "Frosty the Snowman," "Jingle Bell Rock," "White Christmas."



JAZZ SPECIAL MERIT

A LOOK AT YESTERDAY

Various Artists. Mainstream 56025 (M); S/6025 (S)

Jazz collectors and students will love this excursion into the past—the be bop phase of the 40's. Included is Getz hit, "Diaper Pin" and other top tunes of the period such as "As I Live in Bop" and "Interlude in Bebop." Stan Getz, Gerry Mulligan, Wardell Gray and Jimmy Raney romp happily with the musical form. Those who missed the scene first time around may now have the opportunity to indulge via high-fidelity album pressing.



COUNTRY SPECIAL MERIT

LEROY VAN DYKE AT THE TRADE WINDS

Mercury MG 20950 (M); SR 60950 (S)

Known for his "Auctioneer," included in this album which was recorded live, Leroy Van Dyke demonstrates his versatility, especially with country and country-flavored material. "Frankie's Man Johnny" and "Walk on By" stand out.



C&W SPECIAL MERIT

COUNTRY MUSIC HALL OF FAME, VOL. 4

Various Artists. Starday SLP 295 (M)

This is the fourth set that Starday has put together from vault material, and it once again proves that old country and western records never die. Some of the top names in the c&w field are presented here and they offer plenty of enjoyment throughout the two LP's and 32 sides. Collectors will have a field day.



CLASSICAL SPECIAL MERIT

SIBELIUS: SYMPHONY NO. 2 IN D, OP. 43

L'Orchestre De La Suisse Romande (Ansermet). London CM 9391 (M); CS 6391 (S)

Maestro Ernest Ansermet, conducting the L'Orchestra de la Suisse Romande which he founded in 1918, delivers a compelling performance that captures the spirit of the composer. The stereo version is magnificent.

SEE ALBUM REVIEWS
 ON BACK COVER

(Continued)

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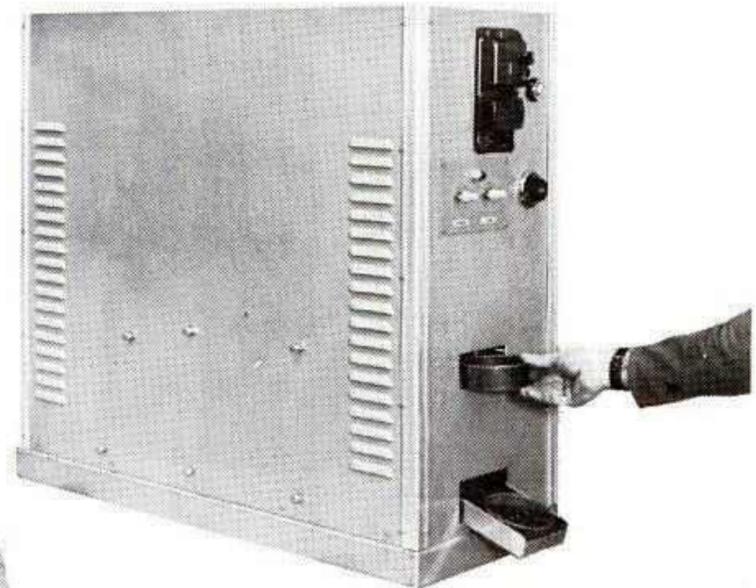
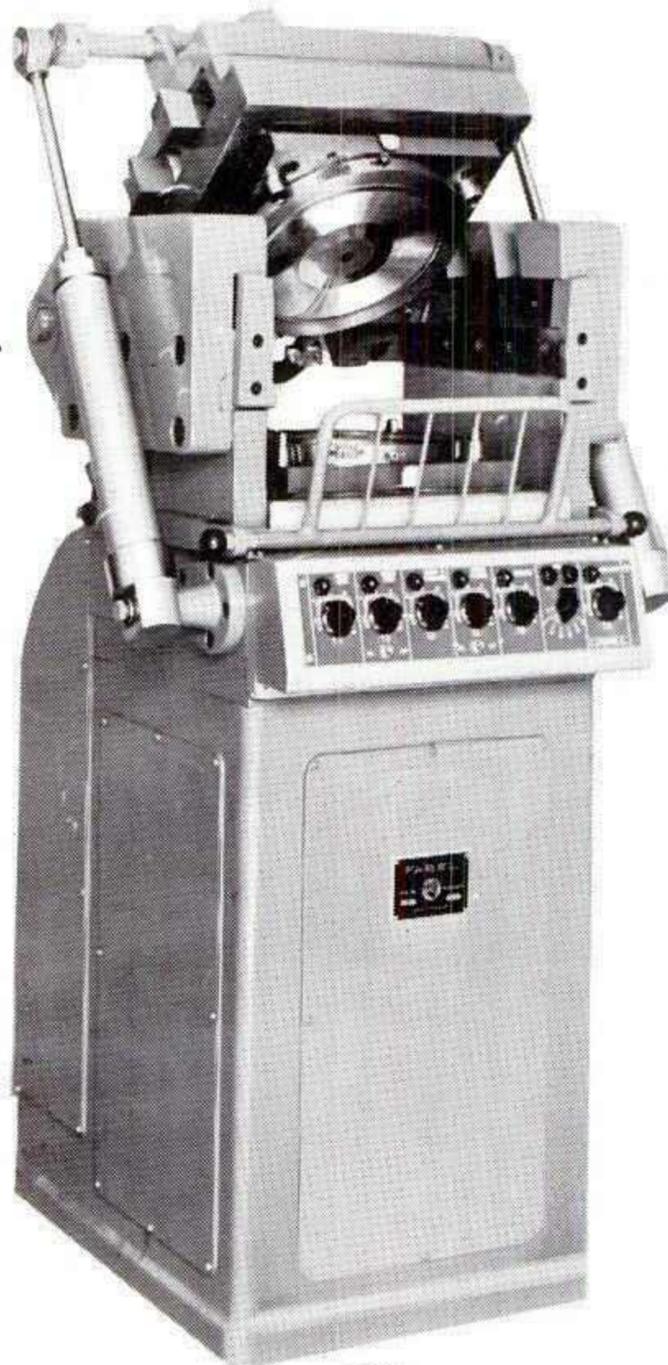
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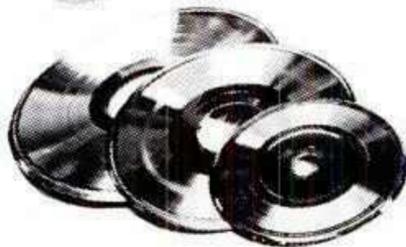


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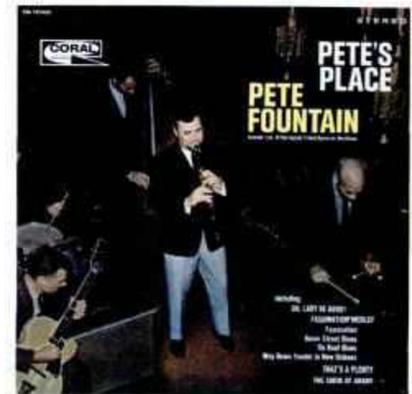
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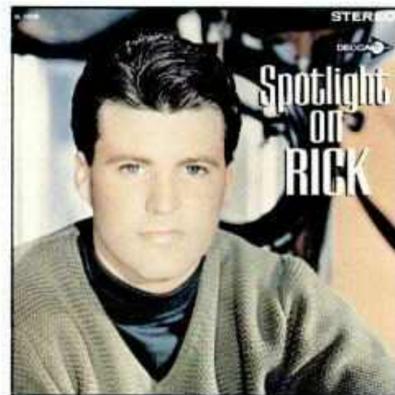
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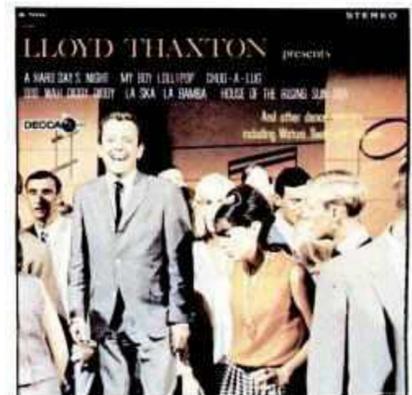
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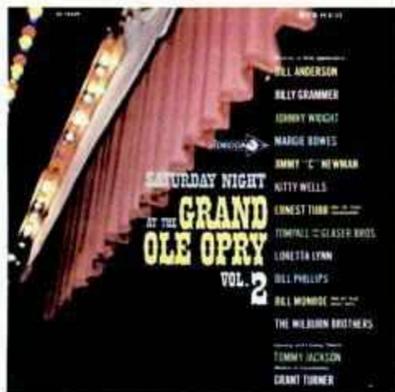
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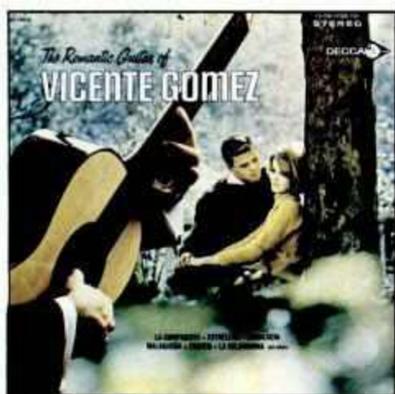
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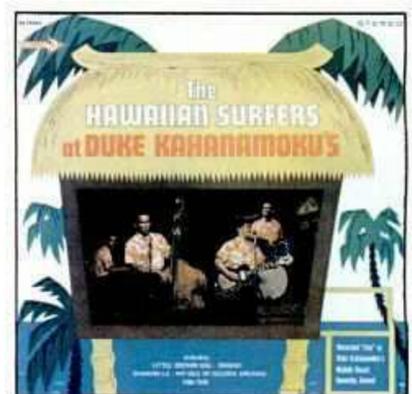
TINY LITTLE
CRL 57445 CRL 757445 (S)



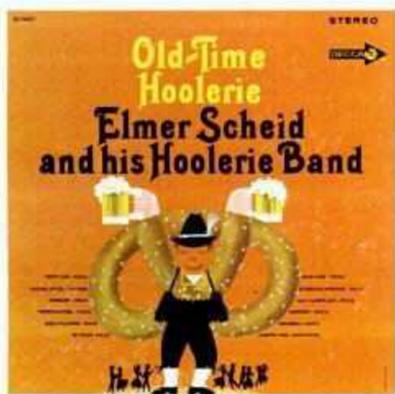
VICENTE GOMEZ
DL 4558 DL 74558 (S)



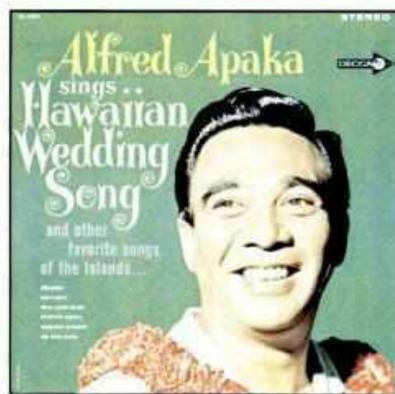
ELLA
DL 4451 DL 74451 (S)



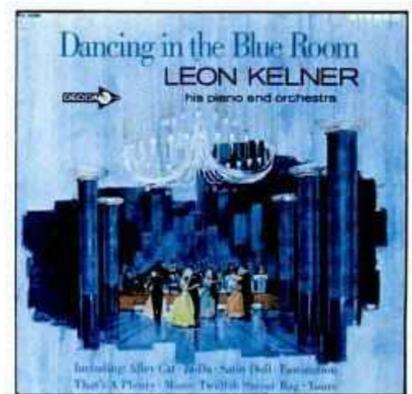
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TOP LP'S

★ **STAR performer**—LP's on chart 9 weeks or less registering greatest proportionate upward progress this week.

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This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	PEOPLE Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S)	8	52	65	DANG ME/CHUG-A-LUG Roger Miller, Smash MGS 27049 (M); SRS 67049 (S)	21	102	96	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1849 (M); CS 8649 (S)	125
2	2	EVERYBODY LOVES SOMEBODY Dean Martin, Reprise R 6130 (M); RS 6130 (S)	15	53	45	AL-DI-LA AND OTHER EXTRA-SPECIAL SONGS FOR EXTRA-LOVERS Ray Charles Singers, Command RS 870 (M); RS 870 SD (S)	12	103	106	DELICIOUS TOGETHER Betty Everett & Jerry Butler, Vee Jay VJ 1099 (M); VJS 1099 (S)	8
3	3	THE BEATLES—A HARD DAY'S NIGHT Soundtrack, United Artists UAL 3366 (M); UAS 6366 (S)	19	54	66	BOBBY VINTON'S GREATEST HITS Epic LN 24098 (M); BN 26098 (S)	8	104	99	INTRODUCING THE BEATLES Vee Jay LP 1062 (M); SR 1062 (S)	42
4	4	HOW GLAD I AM Nancy Wilson, Capitol T 2155 (M); ST 2155 (S)	12	55	53	WEST SIDE STORY Soundtrack, Columbia OL 5670 (M); OS 2070 (S)	161	105	102	NINA SIMONE IN CONCERT Philips PHM 200-135 (M); PHS 600-135 (S)	10
5	6	ALL SUMMER LONG Beach Boys, Capitol T 2110 (M); ST 2110 (S)	17	56	62	WE'LL SING IN THE SUNSHINE Gale Garnett, RCA Victor LPM 2833 (M); LSP 2833 (S)	9	106	94	I LOVE YOU MORE AND MORE EVERY DAY/TEARS AND ROSES Al Martino, Capitol T 2107 (M); ST 2107 (S)	22
6	5	SOMETHING NEW Beatles, Capitol T 2108 (M); ST 2108 (S)	16	57	54	AMOR Eddie Gomez & The Trio Los Panchos, Columbia CL 2203 (M); CS 9003 (S)	11	107	108	CATCH A RISING STAR John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	55
7	44	THE BEACH BOYS CONCERT Capitol TAD 2198 (M); STAO 2198 (S)	3	58	60	LICORICE STICK Pete Fountain, Coral CRL 57460 (M); CRL 737460 (S)	14	108	89	AMERICAN TOUR Dave Clark Five, Epic LN 24117 (M); BN 26117 (S)	13
8	8	GREAT SONGS FROM MY FAIR LADY AND OTHER BROADWAY HITS Andy Williams, Columbia CL 2205 (M); CS 9005 (S)	9	59	68	HERE WE A GO GO AGAIN! Johnny Rivers, Imperial LP 9274 (M); LP 12274 (S)	6	109	109	THE FABULOUS VENTURES Dolton BLP 2029 (M); BST 8029 (S)	17
9	10	SUGAR LIPS Al Hirt, RCA Victor LPM 2965 (M); LSP 2965 (S)	14	60	55	MEET THE BEATLES Capitol T 2047 (M); ST 2047 (S)	43	110	103	BALLADS, BLUES AND BOASTERS Harry Belafonte, RCA Victor LPM 2953 (M); LSP 2953 (S)	6
10	9	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	16	61	59	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	19	111	120	SAM COOKE AT THE COPA RCA Victor LPM 2970 (M); LSP 2970 (S)	4
11	12	HELLO, DOLLY! Louis Armstrong, Kapp KL 1364 (M); KS 3364 (S)	28	62	73	THIS IS LOVE Johnny Mathis, Mercury MG 20942 (M); SR 60942 (S)	6	112	114	THE RAMSEY LEWIS TRIO AT BOHEMIAN CAVERNS Argo 741 (M); 741 (S)	6
12	11	THE IMPRESSIONS KEEP ON PUSHING ABC-Paramount ABC-493 (M); ABCS 493 (S)	16	63	80	MARY POPPINS Soundtrack, Vista BV 4026 (M); STER 4026 (S)	8	113	127	OSCAR PETERSON TRIO + ONE Mercury MG 20975 (M); SR 60975 (S)	4
13	14	PETER, PAUL & MARY IN CONCERT Warner Bros. 2W 1555 (M); 2WS 1555 (S)	15	64	56	SHUT DOWN, VOL. 2 Beach Boys, Capitol T 2027 (M); ST 2027 (S)	33	114	121	FIDDLER ON THE ROOF Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S)	4
14	7	THE ANIMALS MGM E 4264 (M); SE 4264 (S)	12	65	57	THE ROLLING STONES London LL 3375 (M); PS 375 (S)	22	115	113	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	97
15	15	DREAM WITH DEAN Dean Martin, Reprise R 6123 (M); RS 6123 (S)	13	66	79	THE SIDEWINDER Lee Morgan, Blue Note 4157 (M); 84157 (S)	7	116	118	MILES DAVIS IN EUROPE Columbia CL 2183 (M); CS 8983 (S)	9
16	22	KINGSMEN, VOL. 2 Wand LP 659 (M); LP 659 S (S)	9	67	77	LITTLE OLD LADY FROM PASADENA Jan & Dean, Liberty LRP 3377 (M); LST 7377 (S)	7	117	122	SATURDAY NIGHT AT THE UPTOWN Various Artists, Atlantic 8101 (M); SD 8101 (S)	3
17	16	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	25	68	51	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	133	118	116	CAMELOT Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	200
18	23	MY FAIR LADY Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	7	69	63	THE BEATLES' SECOND ALBUM Capitol T 2080 (M); ST 2080 (S)	31	119	119	WITH A TASTE OF HONEY Margaret King, Mainstream 56015 (M); 5/6015 (S)	12
19	18	HELLO, DOLLY! Original Cast, RCA Victor LOC 1087 (M); LSO 1087 (S)	40	70	78	MAKE WAY FOR DIONNE WARWICK Scepter LP 523 (M); (no Stereo)	11	120	—	JOAN BAEZ/5 Vanguard VRS 9160 (M); VSD 79160 (S)	1
20	27	WHERE DID OUR LOVE GO Supremes, Motown MT 621 (M); S 621 (S)	10	71	70	THE BEST OF MANCINI Henry Mancini, RCA Victor LPM 2693 (M); LSP 2693 (S)	16	121	107	HOW THE WEST WAS WON Soundtrack, MGM 1E5 (M); 1SE5 (S)	84
21	28	"POPS" GOES THE TRUMPET Al Hirt/Boston Pops Ork (Fiedler), RCA Victor LM 2729 (M); LSC 2729 (S)	9	72	47	PETER, PAUL AND MARY Warner Bros. W 1449 (M); WS 1449 (S)	135	122	110	ENCORE John Gary, RCA Victor LPM 2804 (M); LSP 2804 (S)	40
22	25	MORE OF ROY ORBISON'S GREATEST HITS Monument MLP 8024 (M); SLP 18024 (S)	14	73	58	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	24	123	72	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	84
23	21	FUNNY GIRL Original Cast, Capitol VAS 2059 (M); SVAS 2059 (S)	30	74	49	RAMBLIN' New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	66	124	—	I STARTED OUT AS A CHILD Bill Cosby, Warner Bros. W 1567 (M); (no Stereo)	1
24	17	IT MIGHT AS WELL BE SWING Frank Sinatra, Count Basie & His Ork, Reprise R 1012 (M); RS 1012 (S)	14	75	75	WITHOUT YOU Robert Goulet, Columbia CL 2200 (M); CS 9000 (S)	6	125	131	IN THE MISTY MOONLIGHT Jerry Wallace, Challenge CH 619 (M); CHS 619 (S)	3
25	31	WALK, DON'T RUN, VOL. 2 Ventures, Dolton BLP 2031 (M); BST 8031 (S)	7	76	87	SONGS, PICTURES & STORIES OF THE FABULOUS BEATLES Vee Jay VJ 1092 (M); VJS 1092 (S)	4	126	124	THE CONCERT SOUND OF HENRY MANCINI RCA Victor LPM 2897 (M); LSP 2897 (S)	17
26	24	TRINI LOPEZ AT PJ'S Reprise R 6093 (M); RS-6093 (S)	66	77	74	NAT KING COLE SINGS MY FAIR LADY Capitol W 2117 (M); SW 2117 (S)	9	127	126	REFLECTIONS Peter Nero, RCA Victor LPM 2853 (M); LSP 2853 (S)	25
27	13	COTTON CANDY Al Hirt, RCA Victor LPM 2917 (M); LSP 2917 (S)	27	78	76	THE SECOND BARBRA STREISAND ALBUM Columbia CL 2054 (M); CS 8854 (S)	63	128	83	WHERE LOVE HAS GONE Jack Jones, Kapp KL 1396 (M); KS 3396 (S)	13
28	33	THE CAT Jimmy Smith, Verve V 8587 (M); V6-8587 (S)	10	79	69	TODAY New Christy Minstrels, Columbia CL 2159 (M); CS 8959 (S)	32	129	112	THE LAWRENCE WELK TELEVISION SHOW 10TH ANNIVERSARY Dot DLP 3591 (M); DLP 25591 (S)	16
29	35	INVISIBLE TEARS Ray Conniff & The Singers, Columbia CL 2264 (M); CS 9064 (S)	8	80	71	I DON'T WANT TO BE HURT ANYMORE Nat King Cole, Capitol T 2118 (M); ST 2118 (S)	17	130	—	LIZA! LIZA! Liza Minnelli, Capitol T 2174 (M); ST 2174 (S)	1
30	30	IN THE WIND Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	57	81	64	LAND OF GIANTS New Christy Minstrels, Columbia CL 2187 (M); CS 8987 (S)	13	131	67	TRINI LOPEZ ON THE MOVE Reprise R 6112 (M); RS-6112 (S)	33
31	29	THE PINK PANTHER Henry Mancini & His Ork, RCA Victor LPM 2795 (M); LSP 2795 (S)	33	82	88	THE BEACH BOYS SONG BOOK Hollyridge Strings, Capitol T 2154 (M); ST 2154 (S)	7	132	97	NORTHERN JOURNEY Jan & Sylvia, Vanguard VRS 9154 (M); VSD 79154 (S)	12
32	20	THE UNSINKABLE MOLLY BROWN Soundtrack, MGM E 4232 ST (M); SE 4232 ST (S)	19	83	133	THE DOOR IS STILL OPEN TO MY HEART Dean Martin, Reprise R 6140 (M); RS 6140 (S)	2	133	140	JUMPIN' GENE SIMMONS Hi HL 12018 (M); SHL 32018 (S)	2
33	32	HONEY IN THE HORN Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	62	84	81	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	109	134	132	SURFER GIRL Beach Boys, Capitol T 1981 (M); ST 1981 (S)	40
34	34	BARBRA STREISAND/THE THIRD ALBUM Columbia CL 2154 (M); CS 8954 (S)	39	85	86	INVISIBLE TEARS Johnny Mann Singers, Liberty LRP 3387 (M); LST 7387 (S)	8	135	134	MORE BIG FOLK HITS Brothers Four, Columbia CL 2213 (M); CS 9013 (S)	4
35	19	THE LATIN ALBUM Trini Lopez, Reprise R 6125 (M); RS 6125 (S)	14	86	104	THE INCOMPARABLE MANTOVANI London LL 3392 (M); PS 392 (S)	3	136	135	THE JAMES BOND THEME, WALK, DON'T RUN '64 Billy Strange, Crescendo GNP 2004 (M); GNPS 2004 (S)	5
36	26	BE MY LOVE Jerry Vale, Columbia CL 2181 (M); CS 8981 (S)	13	87	92	CHAD & JEREMY YESTERDAY'S GONE Chad Stuart & Jeremy Clyde, World Artists WAM 3002 (M); WAS 3002 (S)	9	137	—	PETER AND THE COMMISSAR Allan Sherman/Boston Pops (Fiedler), RCA Victor LM 2773 (M); LSC 2773 (S)	1
37	37	CALL ME IRRESPONSIBLE AND OTHER HIT SONGS Andy Williams, Columbia CL 2171 (M); CS 8971 (S)	29	88	85	MY FAIR LADY Original Cast, Columbia OL 5090 (M); OS 2015 (S)	420	138	138	IT MUST HAVE BEEN SOMETHING I SAID! Smothers Brothers, Mercury MG 20904 (M); SR 60904 (S)	27
38	36	TODAY, TOMORROW, FOREVER Nancy Wilson, Capitol T 2082 (M); ST 2082 (S)	26	89	117	IT HURTS TO BE IN LOVE Gene Pitney, Musicor MM 2019 (M); MS 2019 (S)	2	139	136	MONDO CANE Soundtrack, United Artists UAL 4105 (M); UAS 5105 (S)	71
39	38	THE CHIPMUNKS SING THE BEATLES HITS Liberty LRP 3388 (M); LST 7388 (S)	12	90	90	BREAD AND BUTTER Newsboys, Hickory LPM 120 (M); (no Stereo)	8	140	147	THE SLIGHTLY IRREVERENT MITCHELL TRIO Mercury MG 20944 (M); S 60944 (S)	2
40	39	JOHNNY RIVERS AT THE WHISKEY A GO GO Imperial LP 9264 (M); LP 12264 (S)	23	91	130	BITTER TEARS Johnny Cash, Columbia CL 2248 (M); CS 9048 (S)	3	141	143	JACK JONES' WIVES AND LOVERS Kapp KL 1352 (M); KS 3352 (S)	48
41	42	LOUIE LOUIE Kingsmen, Wand 657 (M); (no Stereo)	45	92	93	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens & His Buckaroos, Capitol T 2135 (M); ST 2135 (S)	12	142	—	GERRY AND THE PACEMAKERS SECOND ALBUM Laurie LLP 2027 (M); (no Stereo)	1
42	43	SO TENDERLY John Gary, RCA Victor LPM 2922 (M); LSP 2922 (S)	15	93	84	THE BEATLES' SONG BOOK Hollyridge Strings, Capitol T 2116 (M); ST 2116 (S)	23	143	145	DAVID MERRICK PRESENTS HITS FROM HIS BROADWAY HITS John Gary, Ann-Margret, Merrill Staton Voices, RCA Victor LPM 2947 (M); LSP 2947 (S)	2
43	48	ROY ORBISON'S GREATEST HITS Monument MLP 8000 (M); SLP 18000 (S)	117	94	95	BACH'S GREATEST HITS Creative Swingle Singers, Philips PHM 200-097 (M); PHS 600-097 (S)	57	144	148	DISCOTHEQUE DANCE DANCE DANCE Enoch Light & His Ork, Command RS 873 (M); RS 873 SD (S)	3
44	46	PETER NERO PLAYS SONGS YOU WON'T FORGET RCA Victor LPM 2935 (M); LSP 2935 (S)	7	95	123	SHE CRIED Letterman, Capitol T 2142 (M); ST 2142 (S)	2	145	139	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	342
45	40	UNDER THE BOARDWALK Drifters, Atlantic 8099 (M); SO 8099 (S)	15	96	137	LAST KISS J. Frank Wilson & The Cavaliers, Josie JGM 4004 (M); JGMS 4004 (S)	2	146	—	THE MANFRED MANN ALBUM Ascot AM 13015 (M); ALS 16015 (S)	1
46	41	RAG DOLL 4 Seasons, Philips PHM 200-146 (M); PHS 600-146 (S)	16	97	101	RIDE THE WILD SURF Jan & Dean, Liberty LRP 3348 (M); LST 7348 (S)	6	147	142	BACK AGAIN Bachelors, London LL 3393 (M); PS 393 (S)	3
47	100	ROUSTABOUT Elvis Presley, RCA Victor LPM 2999 (M); LSP 2999 (S)	2	98	82	HAVE A SMILE WITH ME Ray Charles, ABC-Paramount ABC 495 (M); ABCS 495 (S)	13	148	—	TOPKAPI Jimmy McGriff, Sue LP 1033 (M); LPS 1033 (S)	1
48	50	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	85	99	98	PRAYER MEETIN' Jimmy Smith, Blue Note 4164 (M); 84164 (S)	17	149	149	MY FAIR LADY Ferrante & Teicher, United Artists UAL 3361 (M); UAS 6361 (S)	2
49	52	ANOTHER SIDE OF BOB DYLAN Columbia CL 2193 (M); CS 8993 (S)	10	100	91	MARY WELLS GREATEST HITS Motown 616 (M); (no Stereo)	26	150	—	SANDY NELSON LIVE! IN LAS VEGAS Imperial LP 9272 (M); LP 12272 (S)	1
50	61	TRINI LOPEZ LIVE AT BASIN ST. EAST Reprise R 6134 (M); RS 6134 (S)	5	101	105	EARLY ORBISON Roy Orbison, Monument MLP 8023 (M); SLP 18023 (S)	6				

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ALBUM REVIEWS

Continued from page 28



CLASSICAL SPECIAL MERIT

VON WEBER: OVERTURES

Orchester des Bayerischen Rundfunks (Kubelik). Deutsche Grammophon SLPEM 136463 (S)

Six overtures from operas by Carl Maria von Weber are delivered with lustre by Kubelik conducting the Bayer Radio Symphony Orchestra. Another fine import by Deutsche Grammophon from its extensive German repertoire. Stirring in stereo. Liner notes in German, French and English.



CLASSICAL SPECIAL MERIT

HANDEL: ALCINA HIGHLIGHTS

Joan Sutherland. London 5874 (M); OS 25874 (S)

Although this is not one of the more popular operas, the album does represent a first. The highlights are excerpted from the only recording of the entire work. The cast is very good and the magical name of Joan Sutherland with opera lovers should never be discounted for appeal.



CLASSICAL SPECIAL MERIT

DVORAK: STRING QUARTETS

The Janacek Quartet. London CM 9394 (M); CS 6394 (S)

The Janacek Quartet featuring Jiri Travnicek and Adolf Sykora, violins; Jiri Kratachvil, viola, and Karel Krafka, cello, is a highly regarded musical group. This is their first recorded venture in Dvorak. Quartet in D Minor has not been recorded before in stereo. The "American" has long been a favorite.



CLASSICAL SPECIAL MERIT

BEETHOVEN: QUARTET NO. 16; GROSSE FUGE

Budapest String Quartet. Columbia ML 5787 (M); MS 6387 (S)

The Budapest is among the most renowned string quartets performing on or off records today. They turn in a sparkingly brilliant performance of the very popular Grosse Fuge and Beethoven's "musical swan song," Quartet No. 16. The coupling is a wise one commercially by offering the buyer two fine companionable works outstandingly done.



CLASSICAL SPECIAL MERIT

VERDI: RIGOLETTO

Various Artists. RCA Victor LM 7027 (M); LSC 7027 (S)

This is a fine recording that misses from being a great one because of two reasons. 1. It doesn't measure up to the Bjoerling, Peters album of years ago. 2. Although Anna Moffo's Gilda is excellent, some of the other voices are not up to their usual top quality. George Solti's conducting is brilliant and so are the voices of the RCA Italiano Opera Chorus.



LATIN AMERICAN SPECIAL

MERIT

CARNIVAL OF THE AMERICAS

Tito Rodriguez & His Ork. Musicor MM 2018 (M); MS 3018 (S)

A tempestuous potpourri of songs and rhythms from throughout Latin and South America wrapped up in the carnival happy style of musical ambassador Senor Tito Rodriguez. It's not all chili and hot peppers, as proved by the maestro's careful treatment of a bolero medley by the "Mozart of Mexico," Agustin Lara.



SACRED SPECIAL MERIT

THE CHURCH'S ONE FOUNDATION

Marc Stewart Simpson. Columbia CL 2238 (M); CS 9038 (S)

Marc Simpson is a country-oriented popular singer who has turned to a labor of love . . . a sacred album. His voice is perfect for the task and he is most ably supported by the Jordanaires and Millie Kirkham. Irene Hill is at the organ. A well performed grouping of sacred favorites. "The Lord's Prayer" stands out. Produced in Nashville by Don Law and Frank Jones.



GOSPEL SPECIAL MERIT

THE VERSATILE VOICE OF BOBBY GREEN

Heart Warming LSP 1796 (S)

Bobby Green lives up to the word "versatile" that is pegged to the title of this album. With feeling and humility, he does right by a grouping of old sacred favorites and some originals. He's backed by country-style piano, a covey of violins and a bevy of girl voices. The message is here and Green delivers it.



FOUR-STAR ALBUMS

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

POPULAR

JUST ONE MORE TIME
Earl Grant. Decca DL 4576 (M); DL 74576 (S)

MUSIC FROM GREAT ITALIAN MOTION PICTURES
Pino Calvi & His Ork. Capitol P 8608 (M); SP 8608 (S)

DUKE ELLINGTON PLAYS WITH THE ORIGINAL MOTION PICTURE SCORE MARY POPPINS
Reprise R 6141 (M); RS 6141 (S)

INTERNATIONAL GUITARS
Dick Dia & His Ork. Audio Fidelity AFSD 6129 (S)

THE BANJO BARONS PLAY 31 HITS FROM THE SILVER SCREEN
Columbia CL 2236 (M); CS 9036 (S)

EARL BOSTIC PLAYS THE GREAT HITS OF 1964
King 921 (M)

CLASSICAL

VIVALDI: CONCERTOS FOR HARP-SICHORD, GUITAR, HARP, VIOLIN
Various Artists. Mercury MG 50401 (M); SR 90401 (S)

COUPERIN: LES NATIONS; RAMEAU: CONCERTS EN SEXTUOR
Stuttgart Baroque Ensemble (Couraud). Mercury MG 50402 (M); SR 90402 (S)

BEETHOVEN: EMPEROR CONCERTO
Jullius Katchen; London Symphony Ork. (Gamba). London CM 9397 (M); CS 6397 (S)

STRAVINSKY: L'HISTOIRE DU SOLDAT
Various Artists. Philips PHM 500-046 (M); PHS 900-046 (S)

ROBERT HARVEY PLAYS YOUR FAVORITE PIANO CLASSICS
Pharaoh PH 1006 (M)

MOZART: EINE KLEINE NACHMUSIK/SERENADES FOR WINDS AND STRINGS
London Symphony Ork. (Dorati) Eastman Wind Ensemble (Fennell). Mercury MG 50412 (M); SR 90412 (S)

HANDEL, TELEMANN, DITTERSDORF: OBOE CONCERTOS/ BACH: SUITE NO. 5
Vienna Symphony Ork. (Paumgartner)/ PRO ARTE ORCH. OF MUNICH (Redel). Mercury MG 50403 (M); SR 90403 (S)

HAYDN: SYMPHONY NO. 55 "SCHOOLMASTER"; SYMPHONY NO. 85
Lamoureux Ork. (Benzi); Netherlands Chamber Ork. (Goldberg). Mercury MG 50414 (M); SR 90414 (S)

CAVALLI: IL GIUDIZIO UNIVERSALE
Various Artists. Bruno BR 15003 (M)

SHOSTAKOVICH PLAYS SHOSTAKOVICH
Bruno BR 14057 (M)

LOW PRICE CLASSICAL

SCANDINAVIA TWILIGHT CONCERT
Hague Philharmonic Ork. (Von Otterloo). Mercury Wing MGW 14051 (M); SRW 18051 (S)

COUNTRY

ROLL OUT THE PIANO
Del Wood. Mercury MG 20978 (M); SR 60978 (S)

THE COUNTRY AND WESTERN HIT SONG BOOK
Various Artists. Capitol T 2128 (M); ST 2128 (S)

LOW PRICE COUNTRY

BOBBY LORD'S BEST
Harmony HL 7322 (M)

RHYTHM & BLUES

LITTLE RICHARD IS BACK
Vee Jay 1107 (M)

FOLK

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THE GATEWAY TRIO
Capitol T 2184 (M); ST 2184 (S)

(Continued on page 34)

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ALBUM REVIEWS

Continued from page 32

SMOKY MOUNTAIN BALLADS
Various Artists. RCA Victor LPV 507

THE GALLOWS SINGERS SWINGIN'
DCP DCL 3804 (M); DCS 6804 (S)

COMEDY

DON'T MAKE WAVES
Jim Moran. London AM 48003 (M);
AMS 78003 (S)

SACRED

TALENT TIMES FIVE
The Imperials. Heart Warming LPS
1794 (S)

**THE NEBRASKA WESLEYAN
WORLD'S FAIR CONCERT CHOIR**
Roto M 9005 (M)

INTERNATIONAL

INTRODUCING DARIO MORENO
Fontana MGF 27530 (M); SRF
67530 (S)

SONGS AND DANCES OF NEPAL
Various Artists. Folkways FE 4101

MUSIC FOR THE CLASSICAL OUD
Khamis El Fino. Folkways FW 8761

LATIN

VAYA MEANS GO!
La Playa Sextet. United Artists UAL
3401 (M); UAS 6401 (S)

LOW PRICE POPULAR

IT'S REAL
Little Richard. Mercury Wing MGW
12288 (M); SRW 16288 (S)

RIP VAN WINKLE
Famous Theatre Co. & Holly Studio
Ork. United Artists UAC 11034

CHILDREN'S

PETER AND THE WOLF
John Scott. United Artists UAC
11039



THREE-STAR ALBUMS

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

POPULAR

TALKING STEEL GUITAR
Pete Drake. Smash MGS 27060 (M);
SRS 67060 (S)

ORIGINAL MUSIC FROM THE ROGUES
Nelson Riddle. RCA Victor LPM 2976
(M); LSP 2976 (S)

THE MANY SIDES OF ABBE LANE
Mercury MG 20930 (M); SR 60930 (S)

SWEETS FOR THE SWEET TASTE OF LOVE
Harry (Sweets) Edison. Vee Jay 1104
(M)

MY FAVORITE SONGS FROM MARY POPPINS AND OTHER SONGS TO DELIGHT
Ray Walston & His Favorite Children's Chorus. Vee Jay VJLP 1110 (M); VJS 1110 (S)

WELCOME TO LE DISCOTHEQUE
Alberto Cortez. Tollie 56002 (M)

HER-RAY HERRERA
Ray Herrera. Sims 124 (M)

ANORANZAS, ALL ABOUT LOVE
Javier Solis. Columbia EX 5128 (M)

FLIGHT OF THE FIDDLES
Alfonso D'Artega. Prima PS 3006 (S)

FOLK

FRIENDS OF OLD TIME MUSIC
Various Artists. Folkways FA 2390

CISCO HOUSTON—A LEGACY
Disc DS 1103 (S)

SONGS OF ABORIGINAL AUSTRALIA AND TORRES STRAIT
Various Artists. Folkways FE 4102

RAMBLIN' BOY
Tom Paxton. Elektra EKL 277 (M);
EKS 7277 (S)

POLKA

LET'S TAKE A POLKA TOUR
The U-Neta Ork. Roto M 9007 (M)

SPECIALTY

SING ALONG WITH MILLARD FILLMORE
Columbia CL 2250 (M)

INTERNATIONAL

CANCAO DO MAR
Valentina Felix. Monitor MF 421 (M);
MFS 421 (S)

POPULAR LOW PRICE

SONGS OF WONDERFUL GIRLS
Richard Hayman. Mercury Wing MGW
12285 (M); SRW 16285 (S)

CLASSICAL

CRADLE SONGS AND FOLKSONGS
Rita Streich. Deutsche Grammophon
SLPEM 136462 (S)

MARTIN: IN TERRA PAK
L'Orchestra De La Suisse Romande &
Union Chorale Et Choeur Des Dames
De Lausanne (Ansermet). London 5847
(M); OS 25847 (S)

SUITES, SONATAS AND VARIATIONS FOR HARP
Nicanor Zabaleta. Deutsche Grammophon
SLPM 138890 (S)

BAROQUE DANCES AND DIVERSIONS
Various Artists (Birbaum). Mercury MG
50404 (M); SR 90404 (S)

CHRISTMAS

NAVIDADES EN PANAMA
Lucho Azcarraga. Panama LA 2001

INTERNATIONAL

FIESTA!
Jorge Renan & Las Guitarras Fantastics. Ascot AM 13016 (M); ALS 16016
(S)

LA HUELLA DE MIS BESOS, THE PATH OF MY KISSES
Chelo Silva. Columbia EX 5129 (M)

SPOKEN WORD

JAMES JOYCE ULYSSES/HADES
Folkways FL 9814

OTHER ALBUMS REVIEWED

NIGHT BLAZE
Werner Baumgart Intercontinental
Ork. Amphora AM-LP 2012 (S)

MY SON THE JOKE
Dickie Goodman. Comet CLP 69 (M)

THE MOST REQUESTED DANCES AT YOUR HOME TONIGHT
Mango Jones & His Ork. Vee Jay 1106
(M)

INTERNATIONAL

THE DRUMS & PIPES OF THE 1ST BATTALION THE ROYAL IRISH FUSILIERS
Fontana MGF 27533 (M); SRF 67533 (S)

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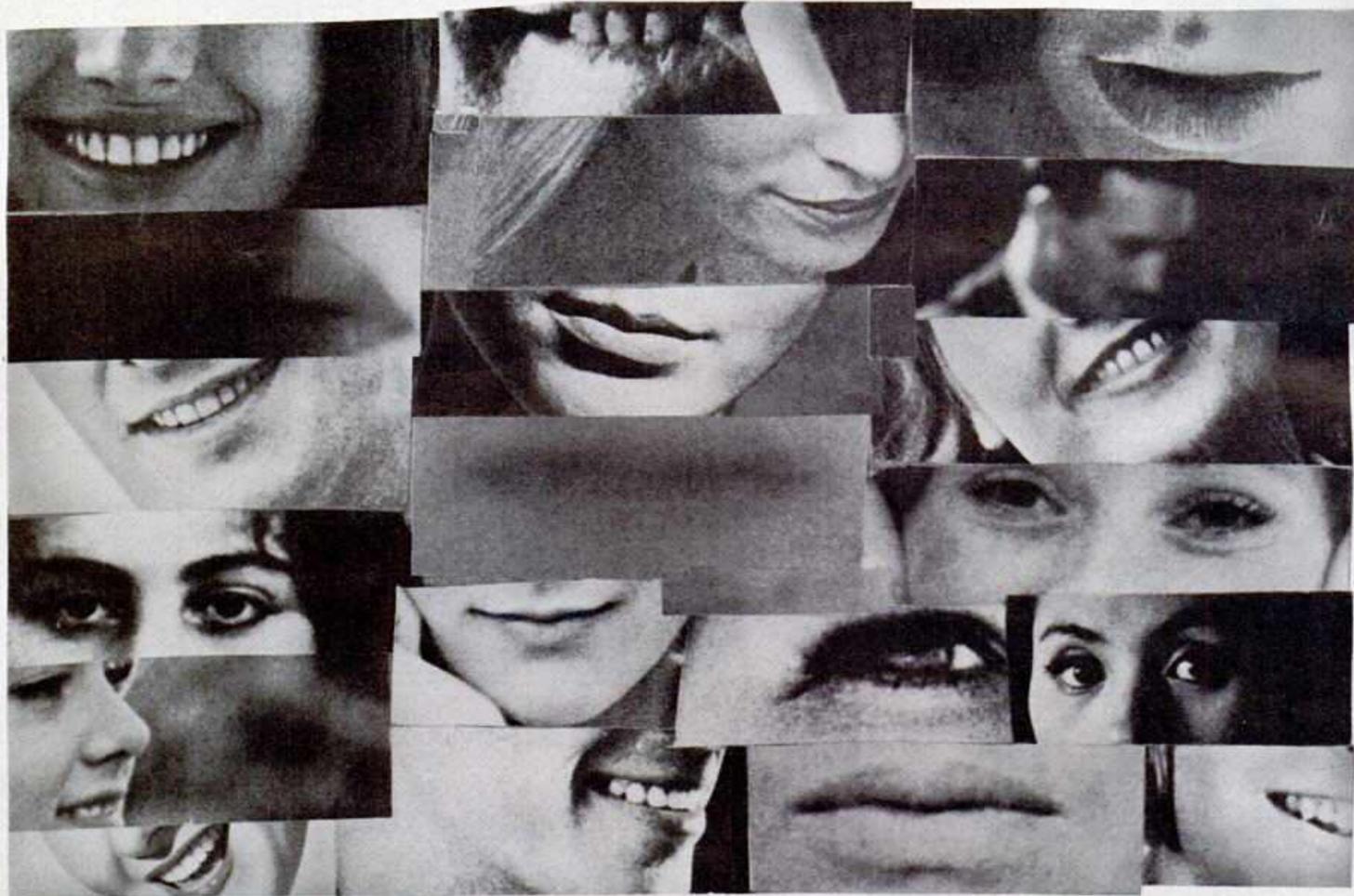
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| 219. Laff Of The Party (Redd Foxx) | 801. Laffarama (Redd Foxx) |
| 220. Laff Of The Party (Redd Foxx) | 804. Wild Party (Redd Foxx) |
| 227. Laff Of The Party (Redd Foxx) | 808. Below The Belt (Rudy Moore) |
| 232. Laff Of The Party (Redd Foxx) | 809. This Is Foxx (Redd Foxx) |
| 234. Best Of Foxx (Redd Foxx) | 814. Comedy Sweepstakes (Scatman Crothers) |
| 238. Laff Of The Party (Redd Foxx) | 815. He's Funny That Way (Redd Foxx) |
| 238. Laff Of The Party (Bexley & Turner) | 820. Foxx At Jazzville (Redd Foxx) |
| 249. Burlesque Humor (Redd Foxx) | 823. The Whole Of Hattie Noel (Hattie Noel) |
| 250. Night In Hollywood (George Kirby) | 824. Laff Of The Party (Billy Allyn) |
| 253. The Sidesplitter (Redd Foxx) | 825. The Bold Hattie Noel (Hattie Noel) |
| 259. Allen Drew's Stag Party (Allen Drew) | 826. Earthy Mirth (Billy Allyn) |
| 265. Laff Of The Party (Redd Foxx) | 827. Crazy Night Court (Gene & Freddie) |
| 266. Stoppys House Party (Sloppy Daniels) | 828. Hearty Party Laffs (Redd Foxx) |
| 270. The Sidesplitter (Redd Foxx) | 829. Ticked Soul Of Hattie Noel (Hattie Noel) |
| 274. Best Of Party Funn (Foxx, etc.) | 830. New Fugg (Redd Foxx) |
| 275. Racy Tales (Redd Foxx) | 832. Laff Along With Foxx (Redd Foxx) |
| 279. Party Record Party (Gene & Freddie) | 833. Laff Of The Party (Hattie Noel) |
| 01. The Best Laff (Redd Foxx) | 834. Crack-Up (Redd Foxx) |
| 285. Songs Thru A Keyhole (Joel Cowan) | 835. Funny Stuff (Redd Foxx) |
| 290. Redd Foxx Funn (Redd Foxx) | 836. Battle Of Sex (Foxx-Noel) |
| 294. Pillow Party Fun (Baron Harris) | 837. Sex Is Funny (Ray Scott) |
| | 812. For A Piece (Roscoe Holland) |

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BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

No National Breakouts This Week

★ REGIONAL BREAKOUTS

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

MIRA MIRA . . .

Latin Quarters, Red Bird 10-000 (Trio, RSVP, BMI) (New York)

DON'T IT MAKE YOU FEEL GOOD . . .

Overlanders, Hickory 1275 (Hill & Range-Shadows, BMI) (Chicago)

BIG BROTHERS . . .

Dickey Lee, Hall 1924 (Jack, BMI) (Houston)

LOVE POTION NUMBER NINE . . .

Searchers, Kapp Winner's Circle 27 (Quintet, BMI) (New York)

MY ADORABLE ONE . . .

Joe Simon, Vee Jay 609 (Duane, BMI) (Memphis-Nashville)

NEWS OF THE WORLD

RIO DE JANEIRO

Trini Lopez made two TV appearances, one in Sao Paulo and another in Rio. . . Samba-man Monsueto returned from his tour of main cities in Latin America. . . Rosinha de Valenca, Sergio Mendes Trio, Wanda and Jorge Ben are leaving for a long tour across Mexico and U. S. Group will be presented in 15 American universities, sponsored by Brazil's Foreign Department. . . Promotion-man Walter Silva presented his show "O Remedio E' Bossa" (Bossa Is the Remedy) for 3,000 at Paramount Theater in Sao Paulo. The show was recorded live by RGE. . . Hazy Osterwald and Gloria Lasso are the new international attractions to be presented in Brazil this month and December. . . Liner

notes of the Mocambo LP for Rio's Fourth Centenary will be written by well-known novelist Raymundo Magalhaes Jr. . . "Trini Lopez at P. J.'s" and "Trini Lopez Latin Album" are the top sellers of the week, in the LP field. . . Sue Clark is the new secretary of Philips general-co-ordinator Alain Troussart. . . Paulo Rocco, RCA Victor a&r man returned from his 20-day visit to Rome. . . Abraham Medina, one of Rio's most popular businessmen, is signing artists for the shows he's planning for the Showboat when the old ferryboat he just bought is transformed into a beautiful and spacious floating theater. . . CBS released two jazz LP's: "Quiet Nights," with Miles Davis and "Crisis Cross," with Thelonus Monk.

SYLVIO TULLIO CARDOSO

ROME

Selection of songs competing at the San Remo Festival will be made between Nov. 12 and 20. Among those who may participate are Paul Anka, Neil Sedaka, Gene Pitney, Joe Damiano, Dionne Warwick, Jody Miller, New Christy Minstrels from the U. S.; Elke Sommer and Udo Jurgens from Germany; Romi Yasida from Japan; Richard Anthony, Nana Mouskouri, the Surfs, Petula Clark from France, and Cilla Black, Cliff Richard and the Rolling Stones from England. . . Currently on tour are Claudio Villa in U. S. and Nico Fidenco in Australia.

Bruno Canfora will conduct the new "Studio One" series on TV with Kessler Sisters and Mina as top names. Later has just won the prize of Milan Critics group. . . Ri-Fi, distributing Command Records here, is pushing Enoch Light with his third

(Continued on page 38)

MANFRED MANN



PERSONAL MANAGEMENT:
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in a manner of
speaking, this may be
a Sinatra Christmas...

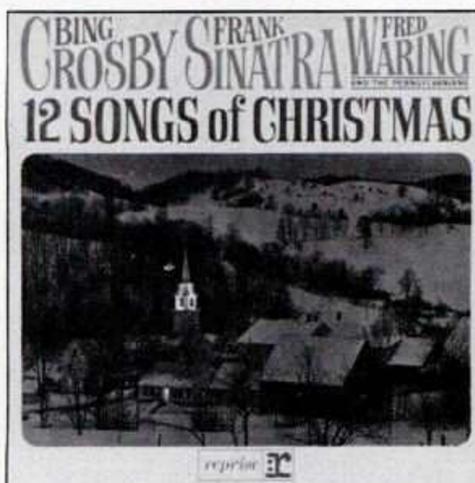
"I Heard the Bells on Christmas
Day"* is the new Sinatra Single
that may easily take it all
this season.

Not in recent memory have you
heard a Sinatra performance so
eloquently suffused with warmth
and grace and holiday sentiment.

To describe it, you may wish
you hadn't wasted so many
adjectives, these past years, on
record offerings far less
meaningful...far less deserving.

* Music by Johnny Marks . . . Lyric adapted from Henry Wadsworth Longfellow

from
the current
best-selling
Christmas Album
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HITS OF THE WORLD

BRITAIN

(Courtesy New Musical Express, London)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ALWAYS SOMETHING THERE TO REMIND ME	*Sandie Shaw (Pye)—December Music
2	2	OH, PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose
3	6	BABY LOVE	Supremes (Stateside)—Belinda Music

FOLK RECORDS AND CHRISTMAS CAROLS FROM POLAND



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MAGNIFICENT MAZOWSZE
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WARSAW—The Town I Love
(Warszawa dla sie lubic) XL 0208/mono

MIECZYSLAW FOGG sings favorite hits of his youth
(Mieczyslaw Fogg spiewa piosenki swojej mlodosci) XL 0187/mono

POLISH SOLDIERS' SONGS
(Idzie zolnierz borem, lasem) XL 0169 vol. 1/mono, stereo XL 0210 vol. 2/mono

DO YOU KNOW YOUR COUNTRY?
(Znasz-li swoj kraj?) XL 0180/mono

Polish Christmas Carols: "MAZOWSZE" SING CHRISTMAS CAROLS
("Mazowsze" spiewa koledy) XL 0190/mono, stereo

"THE POZNAN NIGHTINGALES" SING CHRISTMAS CAROLS
Conducted by S. Stulgrosz (Hej, koleda, koleda) XL 0209/mono, stereo

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4	7	SHA LA LA—*Manfred Mann (HMV)—Belinda Music
5	4	WALK AWAY—*Matt Monro (Parlophone)—Ardmore & Beechwood
6	3	THE WEDDING—*Julie Rogers (Mercury)—Peter Maurice
7	19	TOKYO MELODY—Helmut Zacharius (Polydor)—Francis, Day & Hunter
8	16	HE'S IN TOWN—*Rockin Berries (Piccadilly)—Aldon Music
9	17	DON'T BRING ME DOWN—*Pretty Things (Fontana)—Southern Music
10	5	WHEN YOU WALK IN THE ROOM—*Searchers (Pye)—Metric Music
11	8	TWELFTH OF NEVER—*Cliff Richard (Columbia)—Frank Music
12	13	UM, UM, UM, UM, UM, UM—*Wayne Fontana and the Mindbenders (Fontana)—Essex
13	29	ALL DAY AND ALL OF THE NIGHT—*Kinks (Pye)—Kassner Music
14	20	GOOGLE EYE—*Nashville Teens (Decca)—Chappell
15	12	ONE WAY LOVE—*Cliff Bennett and the Rebel Rousers (Parlophone)—Mellin
16	9	HOW SOON—Henry Mancini (RCA)—Chappell
17	24	REMEMBER (WALKIN' IN THE SAND)—Shangri-Las (Red Bird)—Mellin Music
18	18	AIN'T THAT LOVING YOU BABY—Elvis Presley (RCA) Hill & Range
19	11	WHERE DID OUR LOVE GO—Supremes (Stateside)—Belinda Music
20	9	WE'RE THROUGH—*Hollies (Parlophone)—Hollies Music
21	—	LOSING YOU—*Dusty Springfield (Philips)—Springfield Music
22	—	NOW WE'RE THRU—*Poets (Decca)—Andes Music
23	15	I'M CRYING—*Animals (Columbia)—Ivy Music
24	14	I'M INTO SOMETHING GOOD—*Herman's Hermits (Columbia)—Screen Gems-Columbia Music, Ltd.
25	—	THE WILD SIDE OF LIFE—*Tommy Quickly (Pye)—Pickwick Music
26	30	WALK TALL—*Val Doonican (Decca)—Shapiro-Bernstein
27	22	I WOULDN'T TRADE YOU FOR THE WORLD—*Bachelors (Decca)—142 Music
28	23	I WON'T FORGET YOU—Jim Reeves (RCA)—Burlington Music
29	25	ANY WAY YOU WANT IT—*Dave Clark Five (Columbia)
30	—	BLACK GIRL—*Four Pennies (Philips)—Kensington Music

CHILE

This Week	Last Week	Title	Artist
1	1	ESTO—Leo Dan (CBS); Carlos Gonzalez (Demon)	
2	2	JAMAS—Los Ramblers (Odeon)	
3	3	LEILA—Luis Dimas (Philips)	
4	4	I SHOULD HAVE KNOWN BETTER—The Beatles (Odeon)	
5	5	LAS CEREZAS—Hermanos Carrion (CBS); Manolo Munoz (Odeon)	
6	6	HAN VISTO A MI CHICA?—Willy Monti (Demon)	
7	7	VOLVAMOS AL AMOR—Ginette Acevedo (RCA)	
8	8	ESO DICEN—Maria Teresa (Odeon)	
9	9	A TU RECUERDO—Red Juniors (Polydor)	
10	10	EN MI MUNDO—Luz Eliana (Demon); Gloria Benavides (Odeon)	

EIRE

This Week	Last Week	Title	Artist
1	1	FROM THE CANDY STORE—Dickie Rock (Piccadilly)—Victoria	
2	2	OH PRETTY WOMAN—Roy Orbison (London)—Acuff-Rose	
3	3	MY WEDDING DRESS—The Cadets (Pye)—Acuff-Rose	
4	4	THIS WORLD IS NOT MY HOME—Jim Reeves (RCA) (Victor)—Copyright Con.	
5	9	THE WEDDING—Julie Rogers (Mercury)—Peter Maurice	
6	5	I WOULDN'T TRADE YOU—Bachelors (Decca)—142 Music	
7	6	I'M INTO SOMETHING GOOD—Herman's Hermits (Columbia)—Dominion	
8	—	WALK AWAY—Matt Monro (Parlophone)—Ardmore & Beechwood	
9	7	THE ANSWER TO EVERYTHING—Joe Dolan (Pye)—West One	
10	—	WHEN YOU WALK IN THE ROOM—Searchers (Pye)—Metric	

FLEMISH BELGIUM

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	OH PRETTY WOMAN—Roy Orbison (London)—World	
2	1	MA VIE—Alain Barriere (RCA)—Tutti/Primavera	
3	2	SUCH A NIGHT—Elvis Presley (RCA)—Chappell/Coene	
4	6	ALS DE ZOMER WEER VOORBIJ ZAL ZIJN/GELUKKIGE VERJAARDAG—*Will Tura (Palette)—Belmusic & J. Kluger Music	
5	8	THE HOUSE OF THE RISING SUN—The Animals (Columbia)—World	
6	—	EVERYBODY LOVES SOMEBODY—Dean Martin (Reprise)—Chappell	
7	10	WHERE DID OUR LOVE GO—The Supremes (Motown)—Belindamusic	
8	—	DO WAH DIDDY DIDDY—Manfred Mann (Columbia)—Belindamusic	
9	—	TELL ME—The Rolling Stones (Decca)—Southern	
10	—	AND I LOVE HER—The Beatles (Odeon)	

HONG KONG

This Week	Last Week	Title	Artist
1	5	OH PRETTY WOMAN—Roy Orbison (London)	
2	1	I SHOULD HAVE KNOWN BETTER—The Beatles (Parlophone)—Northern Sounds, Inc.	
3	7	YOU BETTER MOVE ON—The Rolling Stones (British Decca)	
4	3	IF I FELL—The Beatles (Parlophone)—Northern Sounds, Inc.	
5	6	12TH OF NEVER—Cliff Richard (Columbia)	
6	2	FROM RUSSIA WITH LOVE—Al Caiola (UA)	
7	4	PROMISES—Patti Page (CBS)	
8	—	SLAUGHTER ON TENTH AVENUE—The Ventures (Liberty)	
9	10	THINGS WE SAID TODAY—The Beatles (Parlophone)—Northern Sounds, Inc.	
10	—	AIN'T THAT LOVING YOU BABY—Elvis Presley (RCA) Victor	

ITALY

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

This Week	Last Week	Title	Artist
1	1	LA MIA FESTA—Richard Anthony (Columbia)	
2	2	IN GINOCCHIO DA TE—*Gianni Morandi (RCA)	
3	3	NON ASPETTO NESSUNO—*Little Tony (Durium)	
4	5	IO SONO QUELLO CHE SONO—*Mina (Ri Fi)	
5	12	BAMBINI MIEI—*Adriano Celentano (Clan)	
6	7	UNA ROTONDA SUL MARE—*Fred Bongusto (Primary)	
7	6	QUELLI CHE HANNO UN CUORE—Petula Clark (Vogue)	
8	11	LE TUE NOZZE—*Eduardo Vianello (RCA)	
9	4	E PIU' TI AMO—Alain Barriere (RCA)	
10	9	IL PROBLEMA PIU' IMPORTANTE—*Adriano Celentano (Clan)	
11	—	MARIA ELENA—Los Indios Tabajaras (RCA)	
12	10	ERAVAMO AMICI—*Dino (Arc)	
13	—	SE TI SENTI SOLA—*Peppino Di Capri (Carisch)	
14	14	E ADESSO TE NE PUOI ANDARE—Les Surfs (Festival)	
15	8	TU SI' NA COSA GRANDE—*Ornella Vanoni (Ricordi)	

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	OZASHIKI KOUTA—*Mahina Stars & Matsuo Kazuko (Victor)—JASRAC	
2	2	KOI O SURUNARA—*Hashi Yukio (Victor)—JASRAC	
3	4	OSAKA GURASHI—*Frank Nagai (Victor)—JASRAC	
4	3	ORE WA OMAE NI YOWAINDA—*Ishihara Yujiro (Teichiku)—JASRAC	
5	5	UNA SERA DI TOKIO—*Mahina Stars (Victor); The Peanuts (King); C. Valente (London); Milva (Seven Seas)—JASRAC	
6	8	LA RAGAZZA DI BUBE—Sound Track (Fontana)—(Victor)	

7	6	AI TO SHI O MITSUMETE—*Aoyama Kazuko (Columbia)—JASRAC
8	9	FUTARI NO HOSHI O SAGASOYO—*Tanabe Yasuo (Victor); Paul & Paula (Philips)—JASRAC
9	7	TOKYO BLUES—*Nishida Sachiko (Polydor)—JASRAC
10	—	NON HO L'ETA—Gigliola Cinquetti (Seven Seas); Roger Williams (Kapp)—Suiseisha

MALAYSIA

This Week	Last Week	Title	Artist
1	1	I SHOULD HAVE KNOWN BETTER—The Beatles (Parlophone)	
2	2	RINGO FOR PRESIDENT—The Young World Singers (Life)	
3	3	HE'S SURE TO REMEMBER ME—Brenda Lee (Life)	
4	—	NONA ZUMAN SEKARANG—Sandra (Philips)	
5	—	GORINE—Willy and His Giants (Life)	
6	—	THIS IS MY PRAYER—Linda Scott (Life)	
7	—	KINGSTON GIRL—Marty Robbins (CBS)	
8	—	IT'S LOVE THAT REALLY COUNTS—Dionne Warwick (Vogue)	

PERU

1	1	ANGELITO—Rene y Rene (Columbia); Eduardo Bisbal (RCA)
2	4	PSICOSIS—Los Big-Ben (Dis-Peru)
3	10	VESTIDA DE NOVIA—Palito Ortega (RCA); Koko Montana-Carmita Jimenez (Sono Radio)
4	3	LAGRIMA SECA—Pepito Perez (Disc-Jockey)
5	2	I SAW HER STANDING THERE—The Beatles (Odeon)
6	5	EVERYBODY LOVES SOMEBODY—Dean Martin (Reprise); Chano Scotty (Dis-Peru)
7	8	VALSECITO DEL AYER—Edith Barr (Sono Radio); Los Inkas (Virrey)
8	9	LA POLLERA AMARILLA—Tulio Enrique Leon (Odeon); Los Corraleros del Sinu (Virrey)
9	8	PALOMITA—Los Big-Ben (Dis-Peru)
10	7	LOVE ME DO—The Beatles (Odeon)

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	I'LL DREAM OF YOU—Matt Monro (Parlophone)—Dyna, Inc.	
2	2	THE GOOD LIFE—Tony Bennett (Col.)—Mareco, Inc.	
3	3	KISSIN' COUSINS—Elvis Presley (RCA)—Filipinas	
4	4	YES, I UNDERSTAND—Patsy Cline (Decca)—Hidcor	
5	6	PRETTY LITTLE BABY—Connie Francis (MGM)—Mareco, Inc.	
6	5	THIS IS MY PRAYER—Linda Scott (Kapp)—Mareco, Inc.	
7	8	I SHOULD HAVE KNOWN BETTER—The Beatles (Parlophone)—Dyna, Inc.	
8	7	A HARD DAY'S NIGHT—The Beatles (Parlophone)—Dyna, Inc.	
9	10	ANGELITO—Trini Lopez (Reprise)—Cosdel Phil.	
10	—	AND I LOVE HER—The Beatles (Parlophone)—Dyna, Inc.	

SINGAPORE

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I SHOULD HAVE KNOWN BETTER—The Beatles (Parlophone)	
2	3	SHANTY—*The Quests (Columbia)	
3	5	MOVE IT BABY—Simon Scott (Parlophone)	
4	6	OH PRETTY WOMAN—Roy Orbison (London)	
5	8	I DON'T WANT TO SEE YOU AGAIN—Peter & Gordon (Columbia)	
6	7	THE SEVENTH DAWN—Danny Williams (HMV)	
7	9	LET IT BE ME—Betty Everett and Jerry Butler (Vee Jay)	
8	—	TOGETHER—P. J. Proby (Decca)	
9	—	YOU'VE DONE IT AGAIN—The Jumping Jewels (Philips)	
10	2	IT'S ONLY MAKE BELIEVE—Billy Fury (Decca)	

SOUTH AFRICA

This Week	Last Week	Title	Artist
1	3	ALL I GOT—The Bats (CBS)	
2	2	IT'S ALL OVER NOW—The Rolling Stones (Decca)	
3	1	HAVE I THE RIGHT—The Honeycombs (Pye)	
4	7	I GUESS I'M CRAZY—Jim Reeves (RCA)	
5	4	EVERYBODY LOVE SOMEBODY—Dean Martin (Reprise)	
6	—	I SHOULD HAVE KNOWN BETTER—The Beatles (Parlophone)	
7	—	ON THE BEACH—Cliff Richards (Columbia)	
8	5	WISHIN' AND HOPIN'—Dusty Springfield (Philips)	

NEWS OF THE WORLD

Continued from page 36

dimension in sound in current advertising. . . . RAI orchestra conducted by **Armando La Rosa Paridi** performed Nov. 5 in a special concert for the Council Fathers at the third setting of Vatican Council II. . . . **Perry Como** and **Roberta Peters** head the group here for the "Christmas in Rome" show, which will be taped at RAI-TV here for U. S. Christmas transmission.

SAM'L STEINMAN

SYDNEY

Dot recording artist **Jimmie Rodgers**, London recording artist **Terry Stafford** and the **Crystals** arrived at Sydney air terminal recently for an 18-hour stopover en route to Wellington, New Zealand, for a capital city tour of the two islands.

Leedon recording artist **Johnny O'Keefe** makes his first single release for some time with "Rock 'N' Roll Will Stand" c/w the oldie given a brand-new treatment, "Will You Still Love Me Tomorrow."

E.M.I. is premiering the disk "Acker's Opus," with **Acker Bilk** and his Paramount Jazz Band. The record will be released on the local Columbia label. A single deal has been made for the release of the Landa single, "Thirty Days," composed by **Chuck Berry**. It will be issued on the Stateside label by EMI. The American Arts label will also be represented on Stateside with "Gotta Give Her Love," by **The Volumes**.

The Beatles film "A Hard Day's Night" completed a successful 10-week season at Sydney's Embassy Theater. Beatle singles are still doing good business on all charts and at the moment proving most popular is the Liberty album "The Chipmunks Sing Beatles Hits."

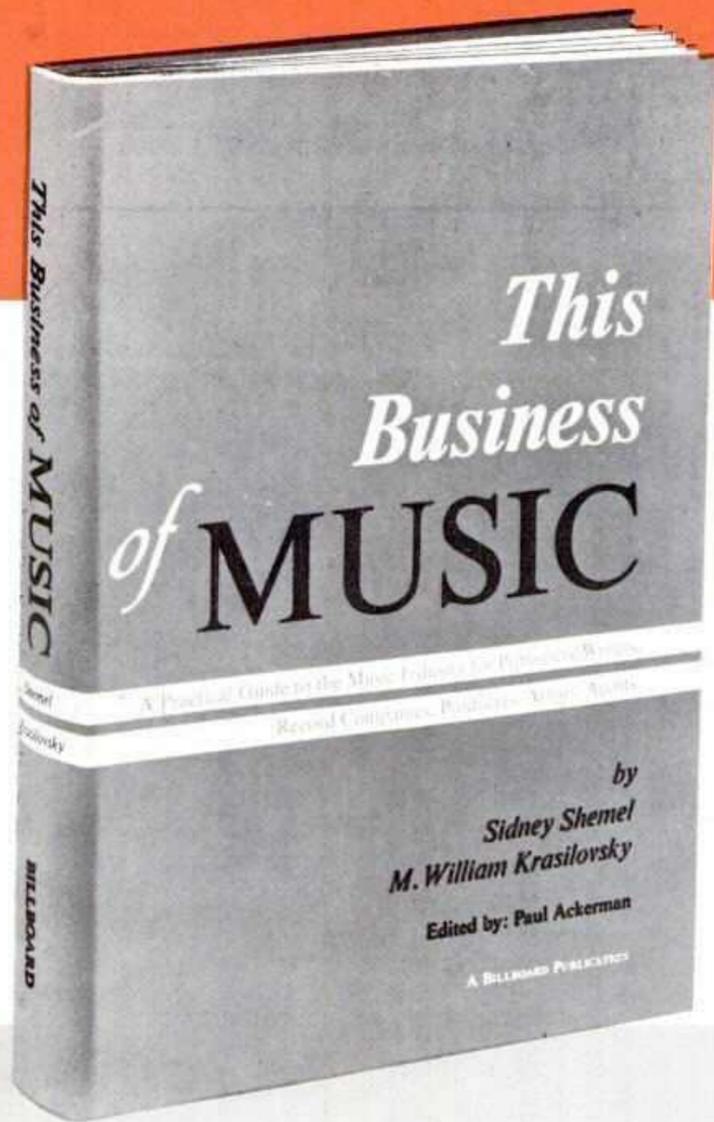
RCA (Australia) has signed the vocal trio, **The Chantinos Marijke, John and Norman Bakker** to a long-term contract. Also a newly formed folk group, **The Liberty Singers**, and **Wendy Sullivan** and **Brian Withers**, winners of the national TV Sitmar Talent Quest on the **Johnny O'Keefe Show**, "Sing Sing Sing," J. Albert & Co., music publisher, has announced the appointment of **Tony Geary** as a&r manager of its independent record production company, **Albert Productions**. All disks produced by this organization will be manufactured and distributed by EMI on the Parlophone and Columbia label. Their latest effort is an album of Australian folk songs by singer **Alex Hood**.

GEORGE HILDER

(Continued on page 44)

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10-Day Trek For Cash Unit

WINNIPEG, Man. — The Johnny Cash Show, featuring Cash and His Tennessee Three, June Carter, the Statler Brothers Quartet and Hank Williams Jr., kicks off a 10-day tour at the Auditorium here Nov. 30.

Remainder of the itinerary is as follows: Exhibition Auditorium, Regina, Sask., Dec. 1; Stamped Corral, Calgary, Alta., 2; the Gardens, Edmonton, Alta., 3; Coliseum, Spokane, Wash., 4; Queen Elizabeth Auditorium, Vancouver, B. C., 5; Memorial Coliseum, Portland, Ore., 6; Center Opera House, Seattle, Wash., 7; Ventura, Calif., 9, and Monterey, Calif., 10. Williams Jr. drops out on the last two dates, both Boys' Club benefits.

Neal Offers C&W News To Stations

CINCINNATI — Bob Neal, who operates the Bob Neal Agency, Nashville, last week announced the formation of Country Music News Service, a new firm devoted to offering taped reports to radio stations, featuring news items regarding the country music field and interviews with top country music performers.

Neal explained that the firm will mail taped reports weekly to subscribing stations, offering at least 15 live news items concerning c&w personalities and the country music business it-

self. An interview with a top country music name will be included in the weekly tape, Neal says. Thus, in addition to the artist interview, the weekly package will give the stations 15 30-second news items reported by Neal for use in con-

nection with their newscasts or as a premium for spot sales.

Neal says the idea of the new service is to give country music stations a supplement of interesting news reports from Nashville, the center of country music. The rates will be reasonable

and the service will be offered to only one station in each market, Neal advises.

In addition to the tape reports, regular subscribers will also be offered a 'hot-line' news service via beeper phone at a slight additional fee.

Barton Exits KMAC; Forms Own Firms

SAN ANTONIO—M. J. Barton, director of special productions at Station KMAC here, has announced his resignation to head his own booking and recording firms, with offices and studios at 1702 Cantrell Street, San Antonio. Associated with Barton in the new venture is J. L. Portman.

Barton has been issued an agent's license by the American Federation of Musicians. The diskery will be known as the Hemis-Fair Recording Company, concentrating on spiritual, sacred and country music.

First release on the Hemis-Fair label is "Driving Nails in a D. J.'s Coffin" b.w. "San Antone." The D. J. side is an instrumental featuring the Joe Portman Ensemble.

Owens to Hawaii

BAKERSFIELD, Calif.—Buck Owens and His Buckeroos, who followed their visit to the recent country music festival in Nashville with a swing of Texas dates ending this week, planes out of Los Angeles this weekend for a 10-day trek through Hawaii. Miss Bonnie will make the trip with them.

Jack McFadden, exclusive agent and manager for Buck Owens and His Buckeroos, announces that he is moving offices from Sacramento, Calif., to Bakersfield, Calif., to be closer to the talent he represents. Buck, and the other talent McFadden represents, which includes Tommy Collins, Joe and Rose Lee Maphis, and Miss Bonnie, reside in the Bakersfield area.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 11/14/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I DON'T CARE Buck Owens, Capitol 5240	13	26	21	HOW THE OTHER HALF LIVES Johnny & Jonie Mosby, Columbia 43100	7
2	2	ONCE A DAY Connie Smith, RCA Victor 8416	9	27	25	THE FRENCH SONG Marion Worth, Columbia 43119	5
3	3	THE RACE IS ON George Jones, United Artists 751	9	28	26	STOP ME Bill Phillips, Decca 31648	6
4	6	DON'T BE ANGRY Stonewall Jackson, Columbia 43076	14	29	29	HE CALLED ME BABY Patsy Cline, Decca 31671	4
5	5	CHUG-A-LUG Roger Miller, Smash 1926	10	30	27	DERN YA Ruby Wright, RIC 126-64	12
6	4	I GUESS I'M CRAZY Jim Reeves, RCA Victor 8383	20	31	36	IT AIN'T ME, BABE Johnny Cash, Columbia 43145	3
7	7	MAD Dave Dudley, Mercury 72308	7	32	31	FORBIDDEN STREET Carl Butler & Pearl, Columbia 43102	9
8	8	CROSS THE BRAZOS AT WACO Billy Walker, Columbia 43120	7	33	33	DON'T LET HER KNOW Buck Owens, Capitol 5240	7
9	13	FINALLY Kitty Wells & Webb Pierce, Decca 31663	9	34	34	PUSHED IN A CORNER Ernest Ashworth, Hickory 1281	3
10	9	PLEASE TALK TO MY HEART Ray Price, Columbia 43086	12	35	35	JUST BETWEEN THE TWO OF US Merle Haggard & Bonnie Owens, Tally 181	11
11	12	GO CAT GO Norma Jean, RCA Victor 8433	7	36	40	THREE A. M. Bill Anderson, Decca 31681	2
12	10	GIVE ME 40 ACRES (To Turn This Rig Around) Willis Brothers, Starday 681	12	37	32	MOTHER-IN-LAW Jim Nesbitt, Chart 1100	9
13	15	I'LL GO DOWN SWINGING Porter Wagoner, RCA Victor 8432	7	38	42	IN CASE YOU EVER CHANGE YOUR MIND Bill Anderson, Decca 31681	3
14	20	MY FRIEND ON THE RIGHT Faron Young, Mercury 72313	8	39	39	I THANK MY LUCKY STARS Eddy Arnold, RCA Victor 8445	3
15	14	I DON'T LOVE YOU ANYMORE Charlie Louvin, Capitol 5173	23	40	41	EVERYBODY'S DARLIN', PLUS MINE Browns, RCA Victor 8423	3
16	11	SAM HILL Claude King, Columbia 43083	15	41	47	LEAVE A LITTLE PLAY (In the Chain of Love) Bob Jennings, Sims 202	2
17	18	LOVE LOOKS GOOD ON YOU David Houston, Epic 9720	7	42	44	WHAT AM I GONNA DO WITH YOU Skeeter Davis, RCA Victor 8450	2
18	22	THE LUMBERJACK Hal Willis, Sims 207	4	43	50	FOUR STRONG WINDS Bobby Bare, RCA Victor 8443	2
19	28	ONE OF THESE DAYS Marty Robbins, Columbia 43134	4	44	30	THE BALLAD OF IRA HAYES Johnny Cash, Columbia 43058	20
20	24	LONELY GIRL Carl Smith, Columbia 43124	6	45	49	I'M GONNA TIE ONE ON TONIGHT Wilburn Brothers, Decca 31674	2
21	16	MR. AND MRS. USED TO BE Ernest Tubb & Loretta Lynn, Decca 31643	18	46	37	I LOVE TO DANCE WITH ANNIE Ernest Ashworth, Hickory 1265	23
22	19	FORT WORTH, DALLAS OR HOUSTON George Hamilton IV, RCA Victor 8392	13	47	46	DANG ME Roger Miller, Smash 1881	25
23	17	HERE COMES MY BABY Dottie West, RCA Victor 8374	14	48	48	WORKIN' IT OUT Lester Flatt & Earl Scruggs & the Foggy Mountain Boys, Columbia 43080	15
24	38	YOU'RE THE ONLY WORLD I KNOW Sonny James, Capitol 5280	2	49	—	HALF OF THIS, HALF OF THAT Wynn Stewart, Capitol 5271	1
25	23	IN THE MIDDLE OF A MEMORY Carl Belew, RCA Victor 8406	9	50	43	TEARS AND ROSES George Morgan, Columbia 43098	9

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HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	2	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens & His Buckeroos, Capitol T 2135 (M); ST 2135 (S)	12	11	13	GEORGE JONES SINGS LIKE THE DICKENS! United Artists UAL 3364 (M); UAS 6364 (S)	9
2	1	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	16	12	11	SONGS OF TRAGEDY Hank Snow, RCA Victor LPM 2901 (M); LSP 2901 (S)	6
3	3	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	20	13	12	THANKS A LOT Ernest Tubb, Decca DL 4514 (M); DL 74514 (S)	16
4	4	DANG ME/CHUG-A-LUG Roger Miller, Smash MGS 27049 (M); SR5 67049 (S)	16	14	14	THE TRAVELIN' BARE Bobby Bare, RCA Victor LPM 2955 (M); LSP 2955 (S)	3
5	7	I WALK THE LINE Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	20	15	19	BITTER TEARS Johnny Cash, Columbia CL 2248 (M); CS 9048 (S)	2
6	6	LOVE LIFE Ray Price, Columbia CL 2189 (M); CS 8989 (S)	12	16	15	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	46
7	5	R. F. D. Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)	12	17	17	YESTERDAY'S GONE Roy Drusky, Mercury MG 20919 (M); SR 60919 (S)	5
8	8	TRAVELIN' WITH DAVE DUDLEY Mercury MG 20927 (M); SR 60927 (S)	11	18	18	SLIPPIN' AROUND George Morgan & Marion Worth, Columbia CL 2197 (M); CS 8997 (S)	9
9	9	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	25	19	20	THERE STANDS THE GLASS Carl Smith, Columbia CL 2173 (M); CS 8973 (S)	21
10	10	COUNTRY DANCE FAVORITES Faron Young, Mercury MG 20931 (M); SR 60931 (S)	8	20	16	GOLDEN COUNTRY HITS Hank Thompson, Capitol T 2089 (M); ST 2089 (S)	16



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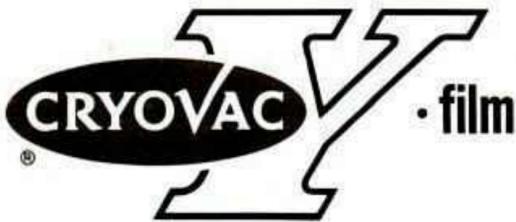


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WITH THE COUNTRY JOCKEYS

By BILL SACHS

Jack Reno departed WHOW, Clinton, Ill., Nov. 1, to join KWNT, Davenport, Ia., where he will share turntable duties with Jim Hobbs. Both stations are 100 per cent country. . . . Eddie Zack, of the WRIB "Hayloft Jamboree," Providence, R. I., was in New York recently to cut two new sides with Cousin Richie. Release is set for mid-November. . . . Deejays not already on Allstar Records' list for promotion copies are urged to write in on their station letterhead to Dan J. Mechura, Allstar president, P. O. Box 626, South Houston, Tex. . . . Stan Skelton, PD at KDAV, Lubbock, Tex., reports the station's most requested country tune at the moment is Billy Walker's "Cross the Brazos at Waco," on Columbia.

Dal Perkins, new to the recording field, has a release on the Challenge label, coupling "It's So Nice to See You Again" and "The Last of the Lovers." Deejay samples are available by writing to Bob Sikora at 1901 West Van Buren, Phoenix, Ariz. . . . The following country deejays sound an SOS for country, gospel and bluegrass releases: William Nelson III, WMSP, Harrisburg, Pa.; Stan Skelton, KDAV, Lubbock, Tex.; Joyce Bosak, WMIN, St. Paul 4, Minn.; Dave Bruce, WCVP, Murphy, N. C.; Frank MacDonald, CKCL, Truro, N. S., Can.; Bernie Meehan, CFCH, North Bay, Ont.; Marv Boone, WLBJ, 5832 Kaynorth Road, Lansing 10, Mich.; Ronnie Noguera, 60 N.W. 68 Terrace, Miami; Gary Jennings, 39 Hillside Manor, Fall River, Mass., and Jim Wagner, 25 Bilyue Avenue, Manchester, Mass.

Ol' Mike, program director at KFDI-Radio, Wichita, Kan., typewrites: "This is to crow a little bit about the fantastic success and growth of KFDI, the only 10,000-watt, full-country music station here in Kansas. We cover 82 per cent of Kansas and portions of Nebraska and Oklahoma. The mail response has tripled the last month, and advertising business has quadrupled. We call the station the Radio Ranch, and the Ranch Hands are yours truly—Ol' Mike, Barefoot Bob Kinney, Gentlemen Jim French and Ric Young. Recently, we added "Grand Ole Opry" to the station, and therein lies a success story. The show had been in the market before on a Top 40 station, with little or no success. Consequently, the station dropped the program. We took it



TEX RITTER, president of the Country Music Association, beams approvingly as he gets his first peek at the official plaque proclaiming him winner of the CMA's 1964 Hall of Fame Award. Shown here making the presentation at the recent Country Music Festival in Nashville are Mrs. Jo Walker (left) executive director of the CMA, and Mrs. Frances Preston, chairman of the CMA board of directors.

on, and the first 10 advertisers we contacted signed for 26 weeks apiece. The point is that country music, and especially "Grand Ole Opry," promoted properly, and to the right audience, is a powerful station-building factor."

Tom Nichols, PD at KZNG-Radio, Hot Springs, Ark., writes: "Help! The boss decided to go country in the morning, and we're not getting any distribution on country disks. We need all we can get, both major labels and indies, as long as they're country and have a hole in the middle. Would appreciate your running a plea in your fine column." . . . Ole buddy Al Lynch is back between the turntables again—this time in the U. S. A. on KHIP-Radio, Albuquerque, N. M. "We at KHIP haven't been on the air too long and are desperately in need of records and LP's for airing, as well as taped promos and ID's," Lynch typewrites.

Gene Lester is the new country jock on WCMS, Norfolk, Va., holding down the midnight to 6 a.m. slot. WCMS's other country music dispensers are Carolina Charlie, Jesse Travers, Sheriff Tex Davis, Joe Hoppel and Bill Karroll. . . . Station WJCO, Jackson, Mich., has gone full-time country, with Cash McCall as staff jockey and program director. Cash will have both a morning and p.m. show. Red Howard and Chuck Bedwell will continue on a part-time deejay basis, and all are desperately in need of programming material. . . . Deejays needing a copy of "The Bell Witch," by Merle Kilgore, and "The Lumberjack," by Hal Willis, need only put their request on their station letterhead to Clyde Beavers, 726 16th Avenue, South, Nashville.

Marv Bradley, after a three-year hitch with Uncle Sam's Army, has taken over the c&w chores at WIXN, Dixon, Ill. Prior to his service, Marv did the daily c&w chores at KWNT, Davenport, Ia. The station is presently running a three-hour seg of c&w music on Saturday mornings, from 9 until noon. "The program is being well received," says Marv, "but our record library is not what it should be, and I would like to put in a plea for releases in the country field, new and old." . . . Desperately in need of country, gospel and bluegrass recordings are the following: Pat O'Connor, CJDV, Drumheller, Alta., Can.; Virble Brown, 929 S. 14th Street, Silvis, Ill.; Jim Landers, KBBA, Benton, Ark.; Hank Davis, KTEL, Box 948, Walla Walla, Wash.; Ross Stone, WIII, 507 N.W. Second Street, Homestead, Fla.; Bob Connors, WEEF, Pittsburgh, and Bill Maxim, CFCW, Box 298, Camrose, Alta., Can.

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Capitol 2166
- RONNIE ALDRICH
AND THE LONDON SYMPHONY ORCHESTRA
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K. Dee Adds Band

WOOSTER, Ohio—Country pop singer Kathy Dee, heard on the United Artists label, has formed a new band to round out her "Kathy Dee Show" for club and road work. The band is fronted by veteran sideman Lucky Gaines, of Akron, who is well known in the country music field. The Dee unit is handled by Quentin (Reed) Welty, of B-W Music, Inc., here.

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We Know; Paris; The Sacrifice;
Everything Happens To Me;
A Night In Ancient Babylon
SP 44058 (also available in mono LL 3400)**



NEWS OF THE WORLD

• *Continued from page 38*

MANILA

Louis I. Witkoff was here on business with the Villar Bros. (Mareco, Inc.). Witkoff visited the Mareco manufacturing and Quezon City pressing plant which also houses the broadcasting stations of the record manufacturing firm — stations DZVM and DZLM; the renovated L. R. Villar record department on the Escolta (the department store is now exclusively catering to Villar and Mabuhay labels), plus the many different U. S. labels that the firm represents here. The visiting American businessman was also one of the principal sponsors (Messrs. Louis I. Witkoff, Nemesio Dizon and Jose P. Villar, Mrs. Rosario R. Villar, Rosenda V. Palma and Luz Aguilar Pancho) to the wedding of Diocena (Baby) Pancho of Cagayan de Oro City and Ronn J. Villar, son of Mr. Manuel P. Villar and Mrs. Asuncion Javier Villar of Manila and Quezon City.

Bob Crosby and the Bobcats with Fred Payne, Ken Littlewood, and others, played at the Araneta Coliseum here....

Ethel Merman will play for one week in Manila. She will give a one-hour concert nightly with a 14-piece orchestra, that is if present negotiations with R. Zulueta da Costa, local booker, are consummated.

LUIS M. A. TRINIDAD

TOKYO

Nippon Columbia's business for the first fiscal six months of 1964 was \$36,216,660. Figures include sales of records and electronic merchandise. Net profit after tax is \$1,045,555, with a dividend of 16 per cent per annum. Record sales achieved are \$7,198,219, which corresponds to 20 per cent of the total sales.... Nippon Victor's sales for the same term was \$45,061,509, which indicates a gain of 3.3 per cent over the preceding accounting period. Profit after tax is \$2,405,213 and the dividend 20 per cent per annum. The amount of records sold is \$7,683,333, which corresponds to 17.3 per cent of the total sales.

Victor concluded a contract with CAM label of Rome and will release its initial batch of disks Dec. 1. CAM recording company was established in 1956 and owns 80 per cent of soundtracks of Italian films.... Jesus Gonzales, Spanish guitarist, arrived for the second time to give performances in Tokyo and other key cities to Nov. 26.... Toshiko-Mariano Quartet gave three concerts at Nikkei Hall Oct. 21, 22 and 23, presenting new works based upon Japanese folk songs.

NEW YORK

United Artists has acquired "The Dave Clark Five," a seven-minute Technicolor short starring the British group who recorded for the Epic label. The film is being released to coincide with the group's current U. S. tour.

MIKE GROSS

Journey to Bethany

• *Continued from page 16*

screening of the album for church leaders and critics to gain publicity for the project.

The album intentionally gives no credit to the actors, so the listener will not be influenced by their previous works. The project took three years to produce.

Cincinnati businessman Thomas Wood is the producer of the album. Other credits include: Earle Williams, a Lor vice-president, technical adviser; Cecil Maiden, script author; Kurt Jensen conducting the Royal Copenhagen Symphony; Billy Gould, special effects, and audio engineers Don Thompson and Herman Blomert.

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BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

BEST SELLING TRANSISTOR RADIOS

POSITION				
This Issue	8/15/64 Issue	4/18/64 Issue	BRAND	% OF TOTAL POINTS
1	2	2	RCA Victor	13.8
2	3	3	Zenith	11.8
3	1	1	Magnavox	11.5
4	8	4	Sony	7.0
5	5	7	Channel Master	6.6
6	4	6	General Electric	5.6
7	6	—	Motorola	4.9
8	—	—	Panasonic	4.3
9	—	—	Masterwork	4.0
10	—	5	Philco	3.7
			Others	26.8

8/15/64 Issue: Global (7).

4/18/64 Issue: All brands represented in current chart.

BEST SELLING CLOCK RADIOS

POSITION				
This Issue	8/15/64 Issue	4/18/64 Issue	BRAND	% OF TOTAL POINTS
1	1	2	RCA Victor	19.7
2	3	4	General Electric	16.6
3	4	1	Zenith	15.8
4	2	3	Magnavox	13.7
5	6	—	Emerson	7.5
6	5	7	Motorola	5.4
7	—	5	Admiral	4.5
8	—	6	Philco	3.5
9	—	8	Panasonic	3.3
			Others	10.0

8/15/64 Issue: All brands represented in current chart.

4/18/64 Issue: All brands represented in current chart.

BEST SELLING AM-ONLY TABLE RADIOS

POSITION				
This Issue	8/15/64 Issue	4/25/64 Issue	BRAND	% OF TOTAL POINTS
1	2	1	RCA Victor	19.5
2	4	2	Zenith	14.3
3	3	3	Magnavox	13.4
4	1	4	General Electric	11.9
5	—	—	Emerson	8.5
6	5	5	Motorola	6.0
7	—	5	Philco	4.4
8	—	7	Admiral	4.2
			Others	17.8

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

8/15/64 Issue: Olympic (6)

4/25/64 Issue: All brands represented in current chart.

EQUIPMENT NEWSLETTER

Writer Uses Crystal Ball for '65

By DAVID LACHENBRUCH
Contributing Editor

What's in store for 1965? Trends in product design are beginning to jell, and it's possible to take a look into the near-future of home entertainment equipment. Here are some probabilities for next year:



HIGH FIDELITY AND PHONOGRAPH EQUIPMENT

The swing to transistorization will be completed, or virtually completed, by the end of 1965.

Those manufacturers who don't like the idea will come along for competitive reasons, and some smaller companies will feel a real profit pinch as a result of the changeover.

One of the most intriguing trends may well be the ultrasonic amplifier—the kind which amplifies sounds you can't hear as well as those you can—such as 2 to 100,000 cycles. Engineers may debate about the value of this approach until they're blue in the face, but ultra-sound could well be the big sales pitch for 1965, in both components and higher-priced packages. Everybody's watching this closely, and, if the public takes to it, even those opposed to it will come along, just as the anti-transistor faction is beginning to go along with solid state.

As to phonograph innovations, 1965 may not see many, but it will be a year for consolidation of this year's major product innovation—the high-quality, high-priced portable. It will also be a year when the industry capitalizes on the public's new-found preference for quality equipment, and greater emphasis will be placed on middle and high-end instruments.

RADIO—This should be the year when the transistor really comes to the table and the clock radio. Home radios are expected to move deeply in the direction of miniaturization and instant-on, made possible by solid-state circuits. Larger table radios, particularly FM and FM-AM, will show increased furniture styling, the "plastic look" giving way to the "wood look." The FM-AM transistor radio will be hot.

TAPE RECORDERS—Tape should have an especially good year, thanks to the decision of manufacturers to aim at a broader, non-hobbyist segment of the public. The keynote will be simplicity of operation, with fewer knobs, no meters, automatic recording level adjustment, self-reversing features. Lower-speed operation (1 7/8, and 15/16 ips) will gradually become standard equipment. Several more tape cartridge players for automobiles will make their appearance.

BLACK-AND-WHITE TELEVISION—It will be portables all the way. In 1964, sets with screens 19 inches and smaller are accounting for about 70 per cent of black-and-white sales. This figure may well rise to 80 per cent next year. Small-screen sets will increase in sales, and almost every manufacturer will have transistorized bat-

tery sets before the year is through. Transistors will make their appearance in sets designed only for line-cord operation, and as the year ends, the "hybrid" tube-transistor set may begin to take over.

COLOR TELEVISION—There'll be a far greater choice of models. By midyear, American TV manufacturers will be offering color sets with 23-inch, 25-inch and 19-inch rectangular "short" tubes in addition to the conventional 21-inch round tube. Although it probably will be more expensive than the 21-inch set at the start, the 19-inch set is being groomed as the biggest seller (but probably not until 1966, because of low tube production in the start-up year of 1965). The year's end may see the introduction of the 16-inch color tube.

There's almost certain to be a trickle of color sets from Japan next year—but probably only a trickle. The following year could be an important one for small, imported color sets. There may also be a few sleepers, in terms of radically new-type color tubes. Speculation here centers on General Electric, which has been mum on its color plans. There's also some evidence that Sony is considering building a plant in the U. S. for production of the simplified Chromatron tube—but not before 1966 at the earliest.

Will there be another price break in color? All common sense says no, but historical patterns say yes. One straw in the wind is Magnavox' recent letter to its dealers notifying them that it is reducing the term of the price guarantee on color sets in their inventory from 90 to 45 days "because we believe there may be a significant reduction in the price of color tubes early next year.

You can speculate all day about the meaning of a consumer color survey currently being conducted by RCA in places frequented by the public (NBC studio tour waiting room in New York; shopping centers). Mock-ups of six color sets are shown, and consumers are asked to state their preference. The sets, tagged with "price," and in some cases, their weight, are: 21-inch console at \$550, similar 25-inch console at \$650, 21-inch wood-grained table model at \$399, similar 25-inch set at \$499, 19-inch "portable" (81 pounds) at \$379, 16-inch "portable" (56 pounds) at \$349.

HOME VIDEO TAPE RECORDERS—None on the market for less than \$2,000 in 1965.

In this column Oct. 10, I ventured the opinion that the component high-fidelity industry is suffering from lack of expansion, and that the future of the component manufacturer is in the "package business"—that is, consoles, portables pre-selected "component systems." Since this is a highly controversial view, Walter Stanton, president of the Institute of High Fidelity, was immediately offered equal space for a rebuttal. Unfortunately, his article has not yet been received, but it will be printed in full in the issue immediately following its receipt.

Capitol's New Tape System

By ELIOT TIEGEL

HOLLYWOOD—Capitol has developed a 3 3/4-inches-per-second tape system, with reported high quality sound and is issuing five pre-recorded twin packs

in its first release. Price per pack, offering two albums of stereo music, is \$9.98.

The introduction of the slower speed, lower priced packs will not affect the sale of 7 1/2 ips. packs which Capitol will con-

tinue to sell, explained Oris Beucler, CRDC's special products manager.

If anything, the new product will spur tape sales, Beucler feels, despite a comparable two (Continued on page 46)

Report Active Response to New German 15-Band Portable Radio

LONG ISLAND CITY, N. Y. Three months after its introduction to the U. S., the Nordmende Globetrotter 15-band portable radio imported from Germany is reportedly winning good acceptance in the domestic market.

"Sales have been nothing short of fabulous," reported Lou Silver, President of Sterling Hi-Fidelity, importers of the Globetrotter.

"The Nordmende company in Bremen, Germany, has been unable to supply the demand for

this item in the U. S.," Silver said. "Plans to increase production are under way."

Described as "the first of its kind in the world," the Globetrotter's 15 bands include FM, AM, marine, long-wave and 11 (Continued on page 46)

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	1/2"	1"	2"	Each Additional Inch
Manufacturer Advertisers	\$9	\$15	\$25	\$9
Distributors (Regional) & Employment Advertisers	\$5	\$9	\$15	\$5
Distributors (National)	\$9	\$15	\$25	\$9
Situations Wanted for Individuals	\$2	\$5	\$9	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
- Advertisements 2" or larger are set in boxed style.
- If Box Number is used, follow 10 words for number and address. Box number service charge is 50c per insertion.

USE THIS HANDY ORDER FORM

Please insert the following ad for _____ consecutive issues.

Heading: _____ Size: _____

Set regular classified style. Set boxed classified style.

Amount enclosed _____

Copy: _____

Company Name _____ Authorized by _____

Address: _____

City _____ State & Zip Code _____

PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

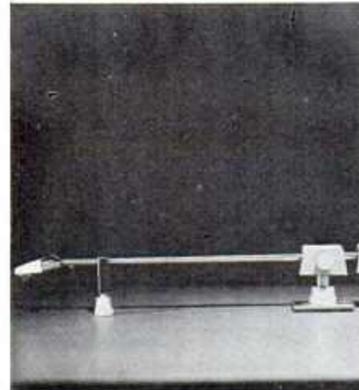
FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 165 West 46th St., New York City 10036.

ADVERTISING RATES INTERNATIONAL EXCHANGE
Classified: Per line \$1. Minimum 4 lines per insertion.
DISPLAY: Per inch \$14. Minimum 1 inch.

Above prices are for one insertion in one issue. Cash or check with order. Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION CONTACT: Peter Heine, International Advertising Director, Billboard, 165 West 46th Street, New York City 10036 or Andre de Vekey, European Director, 15 Hanover Square, W. 1, England.

Unwrap Euphonics Silicone Cartridge



**SILCONIC U-15,
LOW-MASS TONE ARM**



POWER SOURCE

CHICAGO—In a showing for original equipment manufacturers here last Thursday (29) the Euphonics Corporation introduced a semiconductor stereo phono cartridge which, when used in low-impedance circuits, will provide 100 times the power of ceramic cartridges and 10,000 times the power of magnetic cartridges.

Introduced with the cartridge were a Power Source and a companion low-mass tone arm capable of tracking warped or

eccentric records in any position, even upside-down.

Called the Silconic U-15, the new cartridge may be used with conventional vacuum tube circuitry also, explained John F. Wood, company president.

The new components will be made available to audiophiles through electronics parts distributors and hi-fi dealers throughout the country after the first of the year.

Prices will be competitive with similar quality equipment now on the market, Wood said.

Introduce Stenotape Versatile Recorder

NEW YORK—The StenoTape Division of American Geloso Electronics is shipping a solid-state portable magnetic tape dictating-transcription-conference recorder called the "4-10."

Priced at \$269.95 (plus F.E.T.), the unit is described by company officials as "styled to fit in perfectly with any office or home decor."

The three-speed machine will

operate for 10 hours on the self-loading reel of tape supplied with the recorder. Also included is the Geloso "T-25" remote control hand microphone, a five-inch self-loading reel with tape and one self-loading empty reel.

StenoTape also announced the appointment of the John T. Carroll firm of Indianapolis as sales outlet for Indiana and Kentucky, and the Robert Smith Company of Brookline, Mass., was named New England outlet.

German 15-Band Portable Radio

• Continued from page 45



THE GLOBETROTTER

spread-band, shortwave bands.

The unit weighs 10 1/8 lbs. and operates on five "D" batteries. It features 2.5 undistorted watts of audio (four watts when used with mounting bracket for automobile or boat.) A panel of jacks can convert the unit to a home high fidelity system.

Minimum re-sale prices are assured, he said, through a policy of protected profits.

All told, Sterling Hi-Fidelity imports 10 items from the Nordmende company, as well as home entertainment products from Italy and Japan.

Capitol's New Tape System

• Continued from page 45

album tape pack in the 7 1/2 speed selling for \$14.98 as against the 3 3/4 \$9.98 price.

The initial package includes: George Shearing, "Deep Velvet," "Blue Chiffon"; Eddie Dunstetter, "The Bells of Christmas," "The Bells of Christmas Chimes Again"; Fred Waring and the Pennsylvanians, "Now Is the Caroling Season," "Sounds of Christmas"; Norrie Paramor, "In London in Love," "In London in Love Again" and the Hollywood Bowl Symphony, "This Is the Hollywood Bowl."

Advantage of the new system, according to Beucler, is the increased amount of music on one reel (almost two hours). Company has prepared a special box for the seven-inch reel designed to set it apart from normal tape packages. The box has a book like spine and large print information. A tape tower counter browser box will be offered dealers to introduce the tape to customers.

St. Louis Ad Mat

ST. LOUIS—Eugene Kornblum, of St. Louis Music, has made available a new newspaper ad mat on the rental and sales of Apollo Snare Drum Kits.

The kits, priced as low as \$56, "are the ideal value for the school drum market," Kornblum reports.

BULK VENDING news

Blue-Sky Ops Leave Chicago For Suburbs and Small Towns

By NICK BIRO

CHICAGO — Blue-sky operators and promoters who once were a cinder in the eye of the legitimate bulk vending industry, have left the city in favor of the suburbs and small towns.

The big city has become far too sophisticated for the high-pressure wheeler-dealers who would usually promise a girl anything but seldom deliver Arpege.

The bulk industry here couldn't be more pleased either. Operators and distributors contacted by Billboard last week were unanimous in denouncing

the promoters who not only hurt their victims, but gave the entire bulk industry a black eye.

Seen No More

Paul Crisman, president of National Vendors Association, and a vice-president of King and Company, large bulk vending distributing firm here, noted that "you don't see too much of that sort of thing any more."

Crisman credited the daily newspapers for the cleanup, "since they don't take the ads like they used to."

Dick Boylan, general manager of Logan Distributing Company, another large distributing firm, noted that blue-sky promoters in Chicago were a thing of the past — for the bulk vending industry at least.

Phone Calls

Boylan noted Logan still gets phone calls—about three to five per week — from people who have been cheated by promoters, but most of these calls are from outlying areas.

Crisman noted that he last saw a blue-sky ad in his neighborhood Elmhurst newspaper "back in 1958." He said he immediately called the newspaper and had the ad removed.

"Since then, the newspaper calls me whenever they have something about which they are in doubt. The ads are usually easy to spot. They talk about 'part-time work, small investment and high profits.'

Bad Name

"It's an awful thing when a promoter can sell people a \$15 machine for \$59—it gives the entire industry a bad name."

Boylan noted that the biggest harm done by blue-sky operators was in ruining potential locations.

"A blue-sky promoter will go to a location and promise commissions as high as 50 per cent or more. The location may even kick out a legitimate operator to make room for the blue-sky promoter.

"Naturally, after the blue-sky route is sold, the new owner can't pay 50 per cent and stay in business. He usually has to pull out and the location is soured on bulk vending in general."

Boylan noted that after this, it is usually a long time before a legitimate operator can open the location up again.

Small Towns

While blue-sky may be a thing of the past in Chicago, it is far from that in the smaller cities around the Midwest. A favorite modus operandi of the fast-buck promoters is to pick a pair of medium-sized cities not too far apart.

A promoter might, for example, run ads for several days in Rockford, Ill., and Dubuque, Ia. The promoters will usually utilize a nationally known brand name in the ads.

Favorite promotions in recent years have featured machines dispensing Hersheyettes and Gillette Blue Blades. The potential victims were led to believe that the companies were behind the promotion, when in truth, they knew nothing about the schemes.

Ads Similar

The advertisements were usually similar: "Man wanted, part-time to service machines—no selling—must have references and be able to post bond."

The promoter would take a lavish suite of rooms in the leading hotel in each town. People answering the ads would be told about the business in glowing terms.

If the prospect had any money, the promoter would "allow" him to invest in a piece of the business for himself. Naturally, the prospect's high hopes were short-lived, but by then the promoter had left town and was not to be found.

Paid \$1,500

A suburban Chicago woman paid \$1,500 for a route of 20 machines—each of which was listed nationally at \$15.20.

A recent promotion featured roll-type stamp machines at \$100 each. Routes of seven machines were sold for \$700.

In addition to being inflated in price, the machines were usually of an inferior brand and seldom worked. When the bilked purchaser would bring one of the machines to a legitimate bulk vending distributor for repair, he would find they were unrepairable.

One Illinois promoter sold machines valued at \$15 for \$59 each, in routes of 10.

Another promoter sold machines filled with Hersheyettes for \$79.50 each. A local distributor estimated that the machines were worth—at the most —\$16, plus \$5 for the fill.

Many Addresses

A favorite gambit of the promoters is to use a variety of addresses. One Illinois promoter gave an Iowa address, had the machines shipped from Grand Rapids, Mich., and drove a rented car that was assigned to a nonexistent corporation supposedly headquartered in Miami.

A typical promoter would try to close two deals per week, netting anywhere from \$600 to \$1,000 per deal.

Machines favored by promoters are usually flashy and often white (a color frowned on by legitimate operators be-

IS BLUE-SKY A PROBLEM? BILLBOARD SURVEYS U. S.

Last week the bulk vending industry heard a familiar warning. The Better Business Bureau and the National Automatic Merchandising Association issued a warning against the ever-present danger of blue-sky operators, and National Vendors Association warned the legitimate members of the industry against letting themselves be identified with the small percentage of such operators that still exist.

As everyone knows, blue-sky operators are promoters that sell machines and often complete routes at grossly inflated prices with promises of greatly exaggerated returns. Besides being inflated in price, the machines are often inferior in quality and more often than not, fail to work at all.

The fraud perpetrated on the blue-sky promoter's victim is bad enough, but, unfortunately, the harm doesn't end there. The public becomes soured on bulk vending in general. Locations once bilked by a blue-sky promoter will refuse to let a legitimate bulk operator install machines for years. And a public aroused by blue-sky shenanigans can also be the source of discriminatory legislation and taxation. This, unfortunately, affects only the industry's legitimate people, since the shady promoter operates outside the law anyway.

In an effort to find out how much of a problem blue-sky operators are today, Billboard interviewed bulk industry members around the country. In this issue are reports from Chicago and New York. Subsequent issues of Billboard will carry reports from other areas.

Carolina Ops, Acorn Sales Hold Meets

CHARLOTTE, N. C.—Southern Acorn Sales, Oak distributors, will have an open house from 9 a.m. until 3 p.m. at their office at Carpenter Airport Saturday (21).

The Carolina Bulk Vendors Association will meet the same day 4:30-7 p.m. with dinner following the meeting.

Among the firms planning to have representatives on hand are Oak Manufacturing Company, Leaf Brands, Inc., Cramer Gum and Penny King.

Jack W. Thompson is coordinating activities on behalf of the Southern Acorn Sales organization.

Rob Cleveland Op

CLEVELAND — Roy E. Frankhausen, vending operator here, lost \$2,000 in receipts plus furs and jewelry worth \$8,000 when a thief looted his suburban Rock River home recently.

cause it shows dirt too easily). Another trade-mark of the promoter's machine is the vertical "ferris wheel" method of dispensing merchandise, as opposed to the more reliable "merry-go-round" horizontal method used by the major manufacturers today.

Needless to say, the promoter seldom tells his victim of such things as licensing require-

(Continued on page 48)

Electric Money Maker
Famous ACME
ELECTRIC MACHINE



Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample \$28.13
2 and up 23.50
Floor Stand 5.00

ORDER TODAY
1/3 Dep., Bal. C.O.D., F.O.B. N. Y.
Distributors, Write for Prices.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

J. SCHOENBACH
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.
715 Lincoln Place, BROOKLYN 16, N. Y.
President 2-2900

VICTOR'S NEW TOPPER "66"
Now Vends Capsules
LOW, LOW PRICE \$15.50 ea.



The most durable and dependable machine ever built. New and attractive design. Vends "V" capsules at 5c, 10c or 25c. Also vends 210 and 100 size gum. Machine specially designed to accommodate new, attractive styrofoam display panel.

NEW CASH BOX
Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.

NEW VICTOR CAPSULES
Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.

"V" Capsules \$ 4.50 per M (5M lots)
"V-1" Capsules \$ 8.00 per M (5M Lots)
"V-2" Capsules \$13.50 per M (2M Lots)

Write, Wire or Phone
H. B. HUTCHINSON, JR.
Southeast Distributor for Leaf Brand Gums
1784 N. Decatur Rd., N.E., Atlanta 7, Ga. DR 7-4300

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____

Fill in coupon, clip and mail to:
KING & COMPANY
2700 W. Lake St. Chicago 2, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.



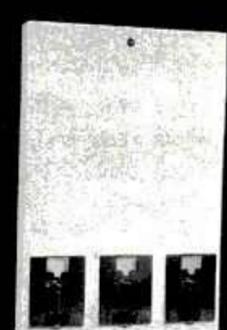
Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Vendors. Write to King & Co. for prices and our new 12-page catalog.

SANITARY VENDORS



PM-DUO

RECESSED ACE LOCK
BAKED ENAMELED CABINET
CHROME MECHANISMS



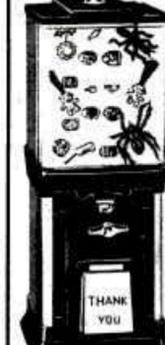
PM-TRIO

Compact Rugged Construction. Any Combination of 25c and 50c Coin Mechanisms. Clutch Handles. Adjustable Hoppers. Write for Prices.

We also carry a complete line of Acorn Gum vendors, gum, charms, capsules, etc.

PEN-MAR DISTRIBUTING
Authorized Oak Distributors
Box 1142, Hagerstown, Maryland
Phone 739-0880

VICTOR'S NEW TOPPER "66"
Now Vends Capsules \$15.50 ea.



The most durable and dependable machine ever built. New and attractive design. Vends "V" capsules at 5c, 10c or 25c. Also vends 210 and 100 size gum. Machine specially designed to accommodate new, attractive styrofoam display panel.

NEW CASH BOX. Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.

NEW VICTOR CAPSULES. Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.

"V" Capsules \$ 4.50 per M (5M Lots)
"V-1" Capsules \$ 8.00 per M (5M Lots)
"V-2" Capsules \$13.50 per M (2M Lots)

Styrofoam Display Front (without merchandise) for new Victor Topper "66." Ea.10

GRAFF VENDING SUPPLY CO., INC. 2956 IRON RIDGE ROAD DALLAS 47, TEXAS

New York Sky Not Blue, Says Bulk Trade

By FRANK LUPPINO

NEW YORK—Is the blue-sky vending promoter a thing of the past? Are there no longer fast-talking, wheeler-dealers around who sell a \$79 deal to an unsuspecting "operator" for \$200 and make him think the three bulk venders on a triple rack are the greatest investment opportunity since lipstick? In the New York metropolitan area, such seems to be the case, according to industry leaders queried by Billboard.

Charm manufacturer Paul Price had no knowledge of any activity along blue-sky lines recently. Sidney Eppy, another charm manufacturer, also reported no activity from blue-sky promoters. He felt the same held true for his brother George, who was on a business trip to Texas.

Another charm manufacturer, Bob Guggenheim, said that there was little, if any, activity at this time although he said, "our industry will never be entirely free of these promoters. The reason is simple. A promoter promises a large return for a small investment and a minimum amount of work. The only place where the promoter is wrong is about the amount of work."

Hard Work

Guggenheim said "our industry does have a good return for the investment involved, but



BOB GUGGENHEIM

a lot of hard work is required to get that good return. Don't forget," he continued, "that many of today's successful operators were promoted into the business. We charm manufacturers are relatively new to being 'promoted' to the degree that gum and nuts were at one time. But I still get calls from lawyers whose elderly, retired clients have bought machines for \$75 and they want to sell out to us for \$50 per machine. The lawyer is trying to save some of his client's investment but it is sad when you have to tell them the machines can be bought for about half the lawyer's asking price."

A check of the business opportunity sections of New York City Sunday newspapers failed to disclose any advertising that could fall into the blue-sky category. All the routes and machines for sale were being offered by brokers usually specializing in such offerings. None remotely hinted at "immediate profits" or "all locations provided" or unauthorized use of brand names like "Planter's Nuts," or "Wrigley's Gum," the type of copy often associated with blue-sky promoters.

Neither Moe Mandell nor Al

Cohen, Northwestern Sales and Service, have heard of any blue-sky promotions in the metropolitan area in recent months. "It has been about a year," said Mandell, "since we've heard of any such activity around this part of the country. An unscrupulous promoter must have machines to use in his promotion," Mandell said. "Fortunately, our manufacturers today are aware of their responsibility to the established people in the industry and their machines are sold through recognized distributors, like ourselves," he said. "It is hard for machines to be obtained for promotional schemes if distributors are also alert to their responsibilities to the industry," he concluded.

At J. Schoenbach's a distributor located in Brooklyn and, like Mandell, a member of the National Vending Machine Distributors, Inc., there was also no knowledge of promotional activity. Irwin Nable, who has been associated with Schoenbach for 15 years, said that "things are pretty clean these days." He reminisced about the heavy blue-sky activity of seven and eight years ago but said that "fortunately, I think those days are gone forever." "Our business today is very legitimate, about 99 44/100 per cent legitimate and that's pretty good for any business," he concluded.

Arthur Bianco, A-B Vending Service, headquarters his operation in the Bronx. He told Billboard, "I haven't heard of any such activity in about a year. It's been pretty quiet as far as that kind of thing is concerned." Another Bronx-located operator is Hy Berman, HyBill Vendors. It was also his feeling that "there has been no activity along these lines that we've heard about." It is usually the operator who first discovers such activity when he finds new machines in locations that he has serviced for years and finds that they've been installed



MOE MANDELL

with a number of "promises" made to the location.

The New York City Better Business Bureau was queried on the subject. Anthony Duffy, their director of public relations, came to the BBB from one of the leading daily newspapers and remembers the days when there was heavy blue-sky activity. He indicated that complaints about blue-sky in the vending field were almost nonexistent in recent years.

The New York BBB already has copies of the National Bureau's brochure on Deceptive Vending Machine Promotions. In addition, brochures are available describing the functions of the BBB as well as brochures that consumers may obtain. One of them, apropos to blue-sky is titled "Bait Ads That Hook Your \$\$."

Newspaper Noncommittal

The head of the classified business opportunities advertising section for a leading city daily newspaper was non-committal on the subject. He referred Billboard to the Better Business Bureau, indicating that it was the policy of the paper to avoid comment on such topics.

This part of the country, from information available, is pretty free from blue-sky bulk vending promoters and has been for the past year. Everyone is unanimous in his desire to see it stay that way. Fortunately, the

vigilance of manufacturers, operators and distributors, aided by their associations, will continue to strive to keep their industry clean. Consumers, unknowingly so, are better protected than ever before by Better Business Bureau offices and alert media. All these things add up to keeping blue-sky promoters from getting their foot in the door.

Tiger Tail Gum!
FLAT Yes Sir, We have 'em!
ROUND \$38.00/M - CAPSULE
NEW for 1¢ VEND OR 5¢ CAPSULE

5-DANIEL BOONE SERIES
1¢ VEND: RING with picture - \$12./M
PICTURE FRAME " " - \$12./M
FLINT-LOCK PISTOL - \$12./M
5¢ CAPSULE: TROLL with ^{Cowboy Hat} - \$15./M
FOLD-UP PICTURE PUZZLE - \$4.50/M

FAST-SELLING! INEXPENSIVE!
SEND FOR SHOW CATALOG.

WRIGHT TOY & NOVELTY INC. 60 HAWKANE FREEPORT, N.Y.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.99
N.W. Deluxe, 1¢ or 5¢	12.00
N.W. 10-Coi. 1¢ Tab Gum Mech.	18.00
N.W. Model 233, 1¢ Porc. converted for 100 ct. B.O.	6.50
Arlas 1¢ & 5¢ 100 Ct. Ball Gum	12.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.73
Pistachio Nuts, Jumbo Queen, White	.64
Pistachio Nuts, Large Tullis	.71
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Shaik, Red	.63
Cashew, Whole	.62
Cashew, Butts	.79
Peanuts, Jumbo	.48
Spanish	.23
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.34
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey-ets	.47

Rain-Bio Gum, 72 ct.	.35
Mall-ets, 100 ct.	.32
Rain-Bio Ball Gum, 140 ct.	.32
170 ct., 210 ct.	.32
Rain-Bio Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Bio Ball Gum.	

Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

THERE ARE BIG PROFITS IN GUM

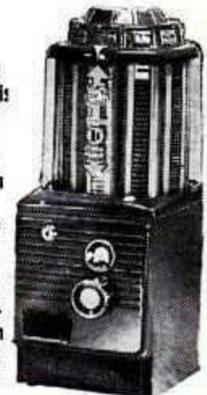
GUM

GET YOUR SHARE WITH

Northwestern

TAB

You'll hit the jackpot with this selective tab vender. Ten columns for wide selection and bigger capacity have doubled and even tripled sales. "Quick Change" merchandise drum cuts servicing time in half.



Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL
446 W. 36th St., New York 18, N. Y.
L'Ongare 4-6467

You count more with OAK!



MANUFACTURING COMPANY, INC.
650 South Avenue 21
Los Angeles, Calif. 90031

Announcing the first and newest NORTHWESTERN



Now ready for immediate delivery. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading. Other products soon available.

BIRMINGHAM VENDING COMPANY
520 Second Ave., North
Birmingham, Alabama
Phone: FAirfax 4-7526

Blue Sky Ops Leave Chi For Suburbs, Small Towns

• Continued from page 47

ments, sanitation measures, tax or local laws.

Generally the first time the legitimate bulk distributor knows of the scheme is when the disillusioned victim comes to him to try to sell the machines he bought.

Boylan tells of one woman who came to Logan with machines which she bought for \$79 and was willing to sell for half—\$40. The machines were not a nationally known brand (which would be worth \$15) but an inferior product which wasn't even worth \$1, Boylan said.

"Much of the merchandise is so junky we can't even take it in for trade—we couldn't sell it to a legitimate bulk vending

operator in good conscience," Boylan said.

Where the machines or merchandise is salvageable, the victim can often regain a portion of his investment. In other cases, however, he simply has to take his loss.

Perhaps the only redeeming thing about these schemes is that some of the victims end up trading in their junk machines for good equipment, and go on to make a success of their routes. These people might end up with a profitable operation even though their initial investment was grossly inflated. The number of such persons, however, is small, and the majority of blue-sky stories are very sad.

BUILT FOR BUSINESS!

MARK-BEAVER Bulk Vending Machines

Full of built-in advantages

for longer life and greater profits.



VENDOR MFRS., INC.

1319 LEWIS STREET
NASHVILLE, TENNESSEE
PHONE: 615 256-4148

(Distributor areas available throughout the world)

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME.....
COMPANY.....
ADDRESS.....
CITY.....

Fill in coupon, clip and mail to:
BITTERMAN & SON
Member National Vending Machine Distributors, Inc.
4711 E. 27th St. Kansas City 27, Mo.
Phone: WA 3-3900

We handle complete line of machines, parts & supplies.



COIN MACHINE news

MOA Tabs Chicago for '65; Conclave at Pick-Congress

By NICK BIRO

CHICAGO—Music Operators of America is staying in Chicago for its 1965 convention but will switch sites from the Sherman House to the recently remodeled Pick-Congress Hotel on fashionable Michigan Boulevard.

MOA thus is casting its lot with the Windy City instead of the sunny shores of Miami Beach where the giant National Automatic Merchandising Association will hold its 1965 conclave.

MOA announced its decision following a meeting here last week between Clint Pierce, president; Lou Casola, board chairman, and Fred Granger, managing director.

Weekend Dates

The 1965 convention will start September 11, Saturday, winding up the following Monday (13). The weekend dates were deliberately chosen to per-



CLINT PIERCE

mit operators to attend the conclave without missing valuable weekdays on their routes.

MOA acknowledged it had received considerable pressure to follow NAMA to Miami

Beach but finally bowed to the attraction of Chicago's central location. Granger noted too that MOA would have had great difficulty in getting proper accommodations in Miami around the time of the NAMA convention.

A survey made by MOA six months ago of its exhibitors and directors indicated a strong sentiment in favor of staying in Chicago despite the advantage of dovetailing the MOA show with the NAMA session in Miami Beach.

Catch Breath

The 1965 meeting was deliberately scheduled a month in advance of NAMA's October 16 starting time, permitting those attending both conventions to literally catch their breaths between shows.

Granger said MOA switched to the Pick-Congress because of better availability of dates and
(Continued on page 53)

EDITORIAL

MOA's Tough Choice

Music Operators of America has just had to make a difficult decision. However, Billboard feels now, as it has for the past six months, that the association is making the right choice.

The temptation is great to follow the National Automatic Merchandising Association to Miami Beach during 1965. There is no doubt that the dove-tailing of the MOA and NAMA conventions last October resulted in plus attendance for both groups.

However, the hard realities of the situation are that even NAMA had a drop in attendance at previous Miami conventions. MOA tried a convention in Miami Beach several years ago and it was a near-disaster. To try another—at this point when MOA has made such a magnificent comeback—would be too risky.

There is no doubt that by staying in Chicago in 1965, MOA will lose the added drawing power of NAMA. However, it gains the central location and better business atmosphere that Chicago offers. We can but feel more operators and exhibitors will be impressed by the latter.

EDITORIAL

Letters to Congress

The Federal Reserve Bank's prediction that the nation's coin shortage will be over by next spring is good news. It's difficult to accurately assess the effect this shortage has had on the coin machine industry, but it's reasonable to assume the effect has not been a positive one.

Much of the play received by juke boxes and amusement games is so-called impulse money. If the customer happens to have a coin or two in his pocket and the juke box or amusement game is handy, he'll play. If the coin is not available, he'll often pass it up.

Naturally the regular tavern or cocktail lounge customer will go to the counter for change, but the transient or impulse customer won't, and it's this business that many operators feel they have lost.

Naturally the situation varies in different parts of the country. Some operators haven't felt the problem at all. Others have not been so fortunate.

Despite the fact that the government has predicted the end of the shortage by spring, we feel the suggestion of Lou Boasberg of New Orleans is still worthy of consideration. Boasberg urges operators to write or wire their congressmen and let them know of their problem.

We feel the advantages of such action are twofold: (1) The added contacts will serve as a reminder to the government that the problem still exists. (2) Operators are identifying themselves as legitimate and responsible members of a legitimate and responsible industry that is taking an enlightened approach to the solution of its problems.

Coin Shortage Seen as Worst Ever; Mint Vows Relief by May

CHICAGO—The great coin drought that in the nation's urban centers has forced banks to plead for silver from operators should be relieved by spring.

This was disclosed to Billboard by officials of the Federal Reserve Bank here. By May, they said, a new minting plant under construction in Philadelphia should be producing at a full rate, almost doubling the production capacity of the U. S. Mint.

As a stop-gap measure, additional minting machines have

been installed in the existing minting plants in Philadelphia and Denver.

Op in the Middle

The effect of the shortage on the typical operator has put him in the middle between his banker and his location owners. Operators customarily are prime suppliers of silver for banks. Now, however, operators are obligated to supply coins to their locations, most of which are experiencing an acute coin bind.

Few operators, fortunately, have yet experienced a drop in

business that can be attributed to the coin shortage.

Key cities, New Orleans, for example, are fast becoming faced with profit losses due to the coin drain, however.

Louis Boasberg, of the New Orleans Novelty Company, declared "the business is slowly being choked to death" by the shortage. He urged that operators wire and write their congressmen about this threat to their business.

So acute is the shortage of
(Continued on page 53)

Cincy's 'Royal Lounges' Catch Trade's Eye

By RAY BRACK

CINCINNATI—A plush new brand of billiard parlor with a family-fun format has captured the fancy of the local citizenry as well as the avid interest of tradesmen throughout the country.

A brainchild of the Royal Distributing Company, the new concept in coin-operated billiards is called the "Royal Family Billiard Lounge." Industry observers are speculating already that this location innovation may give impetus to the amusement game business greater than any development in recent years.

The first such lounge was opened just two months ago. Today there are six; the schedule calls for 15 by the end of the year.

Each lounge is equipped with 15 to 20 coin-operated billiard tables, the "Royal" model manufactured by National Shuffleboard. Royal Distributing selects sites, builds or leases space and equips the rooms. The lounges are then sold on a franchise basis, with Royal receiving a percentage of the gross.

"We locate all the lounges in

the immediate proximity of middle-income, family-dominated neighborhoods," reported Clint Shockey, Royal sales manager.

"We're slanting the enterprise to appeal as pure family entertainment, and this is the theme of our advertising."



ONE OF SIX NEW ROYAL FAMILY BILLIARD LOUNGES opened on franchise basis by Royal Distributors during the past two months. Designed to appeal as all-family-fun, the new lounges feature plush decor, wall-to-wall carpeting and vending machine refreshment centers.

A \$2,000 per month advertising budget is allotted to the billiard lounges, utilizing radio, television and daily newspapers.

Vending & Games

Of perhaps greatest significance from the point of view of the coin machine industry, however, is that these family-focused establishments are prime locations for vending equipment and diversified types of amusement games.

"We give our operator customers equal chance to locate equipment in the new billiard rooms," declared Shockey. Typical of the machines placed in each spot are a candy, soft drink, cigaret and coffee machine as well as either a Chicago Coin or United bowler.

No alcoholic beverage is served in the lounges, and, according to Shockey, attendants in the lounges wear handsome red jackets and ties in harmony with the fine appointments and decor of the rooms.

Diversification

The rationale behind Royal's move into the franchise field was wrapped up succinctly by Shockey: "Every industry is di-

versifying today, and there are too many distributors in this field who are not on the alert for diversification opportunities. All types of recreational activities are allied to our business and provide potentially profitable lines of expansion."

Meanwhile, distributors in widely separated sections of the country express interest tempered with a wait-and-see attitude toward the Royal experiment.

Rood Interested

Declared Ron Rood, of Southern Music Distributing Company, Orlando, Fla., "I'm definitely interested in this type enterprise and will be watching Royal's operation closely. If it's profitable for them, I plan to enter it. I think it will take a year to determine if the coin-operated billiard lounge is really going to boom, however."

"We do need something new," he added.

In the opinion of Gil Kitt, Empire Coin Exchange president, "It's a wait-and-see proposition. I'd like to see it tested in the Chicago area. We already
(Continued on page 54)

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Virginians Host Granger, Allen

RICHMOND, Va.—The almost certain passage of a State sales tax in 1966 will be a prime topic of discussion when Music Operators of Virginia holds its sixth annual meeting here Nov. 19-21 at the John Marshall Hotel.

Some 200 operators, guests and assorted members of the coin machine industry are expected to attend. All four juke box manufacturers and all major amusement game manufacturers plus a handful of vending machine firms will be represented with exhibits.

Fred Granger, Music Operators of America managing director, and Nick Allen, MOA's Washington legal counsel, will be featured speakers. Robert J. Habenicht, vice-mayor of Richmond, will deliver the association's official welcome.

Directors Elected

About half of the association's board of directors will come up for election. Officers are elected for two-year terms and still have a year to serve.



FRED GRANGER

A note of nostalgia will be introduced with the attendance of John (Red) Wallace and James

K. Hutzler, both official representatives of the West Virginia association. It was Wallace and Hutzler who together with George Miller, came to Richmond six years ago to help the Virginia group organize.

Passage of a State sales tax was first hinted when the Virginia House was polled privately last year and 68 out of 100 indicated they were in favor of such a measure.

Although the Senate has yet to be so polled, the strong sentiment in the House is thought to be sufficient indication that the tax is a virtual certainty.

Hope for Exemption

Jack Bess, long-time member of the Virginia group and a coin machine industry veteran, noted that the association's main hope was to have nickel and dime sales exempted from the tax.

Bess said that the association felt that 11-cent or higher sales would be a "fair starting point." Bess noted, however, that if operators were forced to pay a tax, their license fees should be correspondingly adjusted.

"Operators can't pass a tax on to the consumer—a retail store can," Bess noted.

Program

The convention will start with a cocktail party Thursday (19) evening, business sessions and exhibits Friday (20) and Saturday (21) and will wind up with the association's traditional banquet and floorshow Saturday evening.

Program arrangements are being handled by Hy Lesnick and Jack Bess, displays by Gil Bailey, Bob Minor and Lesnick. President of the group is Bailey, secretary is Ken A. O'Connor.

Wurlitzer Winners to Bahamas

HOLLYWOOD BEACH, Fla.—Wurlitzer concluded its annual distributor sales meeting here last Friday and promptly took a baker's dozen of its distributors with their wives to the Grand Bahamas for a five-day holiday.

The "islanders" are the winners in the Wurlitzer's annual juke box sales contest. All distributors who exceeded their sales quotas were invited. The group stayed at the Jack Tar Hotel on Grand Bahama Island, where the activities included such diverse pastimes as fishing, skin diving, sailing, golf, swimming, bowling, limbo dancing and, of course, shopping in the tariff-free port on the other end of the island.

Hosts for the affair were Mr.

and Mrs. Bob Bear, Mr. and Mrs. A. D. Palmer, Bert Davidson and Mr. and Mrs. Gary Sinclair.

Distributors in attendance with their wives included Lester Godwin, Hope, Ark.; Peter O. Brandt, St. Louis; R. B. Williams, Dallas; Joe R. Steele, Houston; L. C. Butler, Houston;

L. R. Jones, Indianapolis; Charles Kriner, Indianapolis; Ron Peppel, Seattle; Marshall R. McKee, Portland; W. N. Hawes and A. J. Hawkins, Macon, Ga.; Marvin Roth, Wilkes-Barre, Pa.; Bernard W. Jacobs, Louisville, Ky.; Clayton L. Ballard, Los Angeles, and Gary Sinclair, San Francisco.

Wurlitzer Seminar Draws 40 in Dallas



A BANQUET AT THE BAKER HOTEL topped a five-day Wurlitzer service seminar in Dallas last month. Some 40 operators and servicemen attended.



MRS. HAROLD THAMES, juke box operator in Natchitoches, La., graduated from the service school with high honors. She receives her diploma from C. B. Ross, Wurlitzer service manager.

MONEY to Meet, Dine Nov. 24

NEW YORK—The annual dinner meeting of the Music Operators of New York (MONY) will be held Tuesday, Nov. 24, at the Holiday Inn on West 57th Street, according to Albert Denver, president.

Ben Chicofsky, business manager of the organization, has been in Prospect Heights Hospital in Brooklyn for minor surgery, but he will be out in plenty of time to conclude arrangements for the affair, which will include election of officers for the forthcoming year.

The meeting will get under way at 6 p.m. Items on the agenda include (1) U. S. Internal Revenue Service determinations, (2) New York State Uniform Commercial code and (3) a new combination installation agreement and chattel mortgage.

Coming Soon:

Nov. 18—Coin Machine Operators of St. Joe Valley Meeting, Irvin's Supper Club, South Bend, Ind., 6:30 p.m.

Nov. 19, 20, 21—Music Operators of Virginia Meeting, John Marshall Hotel, Richmond, Va.

Nov. 21, 22—South Carolina Coin Operators Association Meeting, Wade-Hampton Hotel, Columbia, S. C.

Nov. 24—Music Operators of New York annual dinner meeting, West 57th Street, Holiday Inn, 6 p.m.

Dec. 6—North Carolina Music Operators Association meeting, Charlotte, N. C.

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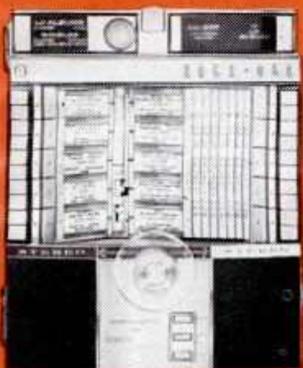
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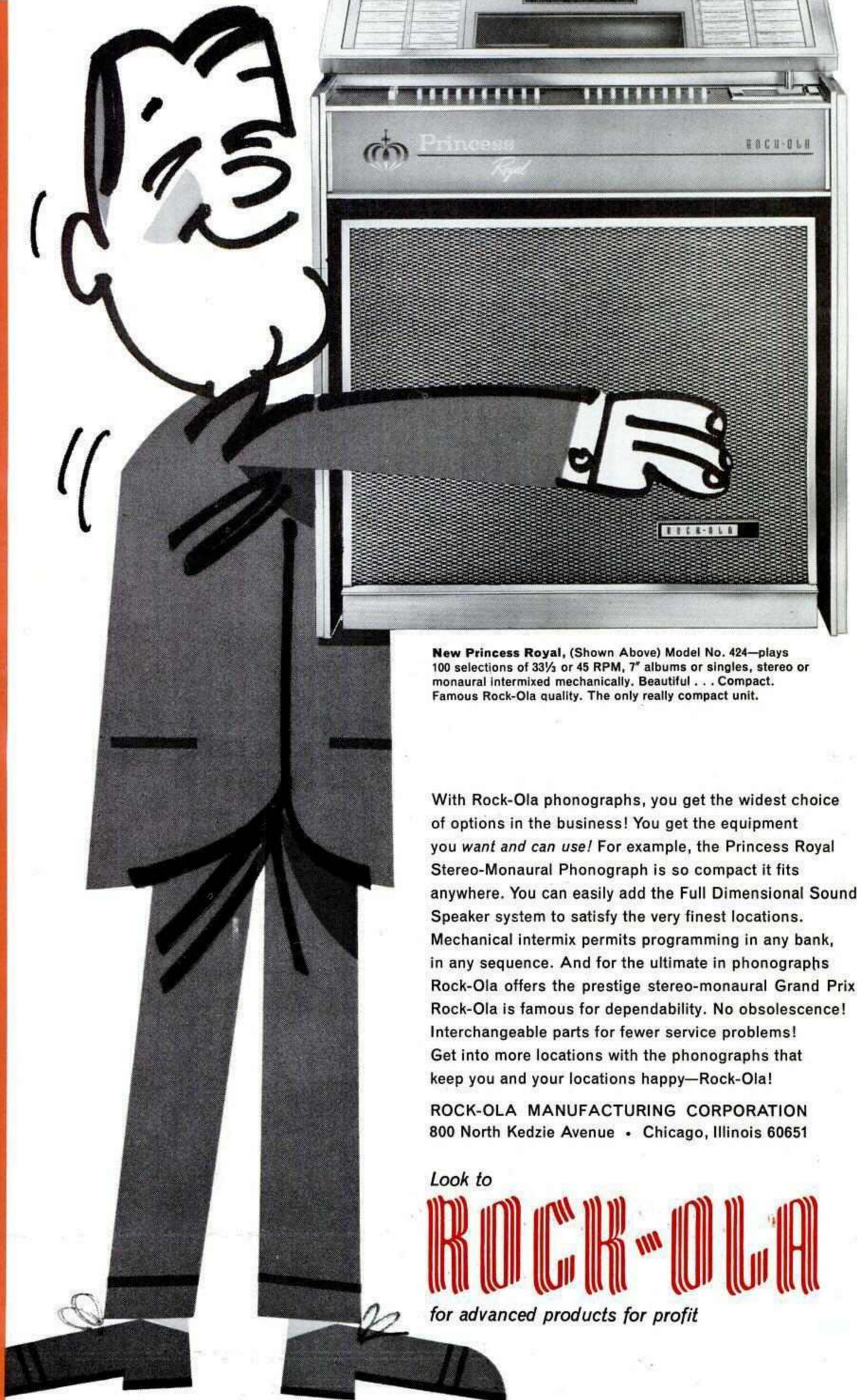
Princess Royal, Model 424—with Full Dimensional Sound. 100 selections, stereo-monoaural. Beautiful, compact . . . at home anywhere. For locations where the ultimate in sound and compactness is required.



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The Grand Prix—prestige stereo-monoaural phonograph—160 selections. 33 $\frac{1}{2}$ or 45 RPM records, 7" albums or singles in any intermix. Full Dimensional Sound. Your key to plush spots. Model No. 425.



New Princess Royal, (Shown Above) Model No. 424—plays 100 selections of 33 $\frac{1}{2}$ or 45 RPM, 7" albums or singles, stereo or monoaural intermixed mechanically. Beautiful . . . Compact. Famous Rock-Ola quality. The only really compact unit.

With Rock-Ola phonographs, you get the widest choice of options in the business! You get the equipment you *want and can use!* For example, the Princess Royal Stereo-Monoaural Phonograph is so compact it fits anywhere. You can easily add the Full Dimensional Sound Speaker system to satisfy the very finest locations. Mechanical intermix permits programming in any bank, in any sequence. And for the ultimate in phonographs Rock-Ola offers the prestige stereo-monoaural Grand Prix. Rock-Ola is famous for dependability. No obsolescence! Interchangeable parts for fewer service problems! Get into more locations with the phonographs that keep you and your locations happy—Rock-Ola!

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Midway's Success Short and Sweet

CHICAGO—In its relatively short history, Midway Manufacturing Company here has become a major force to be reckoned with and has made numerous contributions to the industry's amusement game line-up. In last week's Billboard, Marcine Wolvertine, president, told how the firm was already planning to move to new and larger quarters. Here's a camera's-eye view into Midway's Franklin Park plant today.



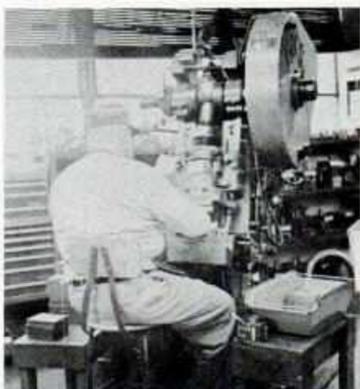
INTENT SOLDERER . . .



CABINET MAKER . . .



CIRCUIT TESTERS . . .



PUNCH PRESSMAN . . .



MARCINE WOLVERTINE'S SON BILL . . .



and HANK ROSS in the front office are among 50-plus employees who crowd the present Franklin Park plant.

Empire Promotes Image

CHICAGO — Empire Coin Machine Exchange has produced a two-color, four-page brochure designed to tell the

company story to distributors and operators throughout the world.

Entitled "The Growing Empire," the booklet describes the Empire product lines, service facilities and defines the firm's Midwest and worldwide sales arrangements.

The main office here is headed up by Gilbert Kitt, president, and Vice-President Joe Robbins. Branch offices are in Detroit, Grand Rapids and Menominee, Mich. Sales in the Milwaukee area are handled under a sub-distributorship arrangement with Hastings Distributors.

"It's strictly an image builder," said Robbins in describing the new promotional flyer.

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Seeburg Picks Up Training Tab

CHICAGO — Servicemen throughout the country are receiving gratis training in vending and phonograph equipment thanks to a recently expanded training program sponsored by the Seeburg Corporation. And it's costing the company about \$200 per student.

"We graduate classes in vending and phonograph equipment every week," reported John Chapin, Seeburg's director of field engineering and training programs. "Each class is composed of 12 to 15 students. We deliberately keep them small. We always have more applicants than we can accommodate."

The week of training is climaxed by a banquet at Mister Kelly's or the London house during which diplomas are presented to the graduates.

"Each group of students brings many surprises," Chapin disclosed. "A lot of human in-

terest stories emerge from our classes. One student recently was quite taken aback by our assembly line techniques here at the plant. He had assumed that a Seeburg phonograph was assembled by one man."

The classes are conducted at the company's home plant at 1500 Dayton Street. Supplementing this instruction, however, are mobile classrooms which take instruction equipment directly to the operating company, making it convenient for operator and staff to obtain instruction during evening hours.

The only expense incurred by operating companies who send their employees to the Chicago school is half the round-trip fare. The other half of the trip is financed for each student by the regional Seeburg distributor. Cost of hotel room, meals and local transportation are borne by Seeburg.

All Chicago training activities are supervised by Freeman Woodhull. He expanded his sphere of instruction last week

to embrace Seeburg's new organ division, organizing a service class for organ servicemen.

Because of the recent acquisition of the Williams and United manufacturing companies, makers of amusement games, it is quite likely that Seeburg will one day provide specialized instruction in amusement game maintenance.

Instructors for the Seeburg service classes are taken from the regular field engineering and factory training staffs. About 500 men have received their service diplomas under the expanded Seeburg program.

Star Shows Plastic Strips For Standards

CHICAGO — Plastic title strips for old standard singles are being produced by Stark Title Strip Company. The plastic strips will enable operators to keep their selection panel uniform, a Star official said.

Norman Morgan, Star executive, noted that up to now, operators had a problem with paper strips for old standards turning yellow.

The new strips are available for a catalog of 100 standards. The catalogs are being distributed to one-stops and State juke box operator associations.

Price of the plastic strip is 7 cents for a card of five titles. Star previewed its new item in last week's Music Operators of America show.

Voters Say No To Gaming in Hot Springs

LITTLE ROCK, Ark.—The hopes of Hot Springs coin machine operators for that city's revival as a profitable resort spa were shattered last week as Arkansas voters rejected an amendment legalizing gambling in the city of warm baths.

With 2,362 of 2,625 precincts reporting, Constitutional Amendment 55 had received 176,344 affirmative against 261,160 negative votes.

The Hot Springs casinos closed in March, cutting the tourist trade drastically. Regional operators, J. Earl Gill, of Gill Amusement Company, and W. E. Lewis, of Lewis Novelty Company, among them, joined forces with county officials and the Hot Springs Chamber of Commerce to work for passage of the legalizing amendment.

"The close-down cut deeply into collections," one operator reported.

The amendment was actively opposed by the State's church groups.

Rumors circulated immediately after the election to the effect that gambling activities might resume in spite of the defeat, but these were squelched by Gov. Orval E. Faubus, carried into a sixth term by the election.

"I consider it obligatory now to keep the casinos closed," he declared. "I will use the State police if necessary."

Under the proposed amendment, seven casino licenses would have been issued to persons with a 10-year minimum residence in Arkansas. Licenses could not be transferred and license holders could not hold interest in any gambling operation outside the State.

Wico Canadian Branch Thrives

MONTREAL—Wico Canada, new branch of the Wico Corporation, Chicago, is doing active domestic and export business with the regular Wico line of coin and vending machine parts and accessories.

Manager of Wico Canada is Roger Laniel, formerly with Federal Amusement Company here. The Canadian Wico branch is located at 9625 Papi-neau Street.

DAUGHTER OF DENVER DISTRIB EYES B'WAY

DENVER—Denver distributor Mike Savio eagerly awaits the day when operators will be programming his daughter Kathy's disks on their Wurlitzer phonos. A star in several local musical comedy productions, Kathy is now studying at the New York Dramatic Academy. She sings, dances and plays dramatic roles.

Recent

STEREO RELEASES

for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

MALCOLM DODDS—Try a Little

Tenderness RCA Camden
Try a Little Tenderness—Never Leave Me—Tender
Is the Night—Call Me Irresponsible—Shangri-La—
Misty

JOHNNY MANN SINGERS—Invisible Tears . . Liberty
Invisible Tears—Everybody Loves Somebody—The
Girl From Ipanema—Al-Di-La—Shangri-La—Hello,
Dolly

Pop Instrumental

JAN GARBER—They're Playing Our Song . . . Decca
I Don't Want to Walk Without You—Candy—I'll Be
Seeing You—Sentimental Journey—I'll Walk Alone
—I'll Never Smile Again

Country & Western

JIM REEVES—The Best of Jim Reeves . . RCA Victor
He'll Have to Go—Four Walls—I'm Gettin' Better—
Stand a' Your Window—Adios Amigo—Billy Bayou

Christmas

BING CROSBY—Merry Christmas Decca
White Christmas—Santa Claus Is Comin' to Town
—Silver Bells—I'll Be Home for Christmas—It's be-
ginning to Look Like Christmas—Silent Night

New Year

GUY LOMBARDO—New Year's Eve With
Guy Lombardo Decca
Auld Lang Syne—The Music Goes 'Round & Around
—Medley: (Additional Old Favorites)—Beer Barrel
Polka—I Want a Girl—Show Me the Way to Go
Home

Wurlitzer Hosts Los Angeles Ops



A RECENT SEMI-MONTHLY SCHOOL on the Wurlitzer 2800 held at the factory branch in Los Angeles drew an interested group of servicemen. Among the top operators in the area attending were Jack Goodman, Jones Music, Long Beach (left); Lloyd Crutts, Melody Music, Sherman Oaks; Clayton Ballard, manager of the Wurlitzer branch, and Harry Burdman, Associated Coin Amusement Company, Inc., Los Angeles.



LEONARD HICKS, center in white shirt, discusses the mechanism of a Wurlitzer 2800 at one of the semi-monthly meetings at the factory branch in Los Angeles. Among the companies sending representatives were Associated Coin Amusement Company, Inc.; Valley Vendors, Melody Music, and Jones Music. Among those attending were Steve Stevens, Don Hushman, Ray Steed, Haruo Macki, Dick Glassford, Luis Gonzales, and Joe Roth.

See End of Coin Shortage

• Continued from page 49

dimes in the delta region, reported Ralph Wcykoff, of Chicago Dynamic Industries, that it has become imperative that amusement games placed in the area have a two-nickel slot.

Hoarding

The causes of the situation as stated by Federal Reserve Bank

officials are hoarding by coin collectors and silver speculators, the population explosion and the great increase in vending machine merchandising during the past few years.

In addition to construction of the new printing plant, the government is taking other steps to alleviate the shortage:

1. No 1965 coins will be minted. The Treasury intends to flood the country with silver dated 1964, thus eliminating their value to coin collectors.
2. Proof sets will no longer be made available to the public. The service in the past has removed millions of newly minted coins from circulation.
3. To stymie silver speculation, the Treasury Department is considering the substitution of aluminum, stainless steel or even plastic for the alloys presently used in U. S. coinage.

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Chicago Music Picture Good; Game Income Trails, Say Ops

By RAY BRACK

This is the second in a two-part series on music and game business conditions in the Chicago area. In last week's survey, operators told how juke box collections were holding their own. In this week's survey, a less optimistic picture is painted for amusement games.

CHICAGO—Local operators of amusement games are joined by distributor spokesmen in viewing the 1964 business picture rather unhappily.

The story was capsuled pretty well by Joe Robbins: "The amusement game business in Chicago hasn't been sensational this year."

Also indulging in understatement, Stan Levin agreed, "Games are not up this year."

Michael Detzek, of Champion Music and Amusement Company, has been dealing in new and used amusement games since 1945. His view of the 1964 business situation was even dimmer.

"Some operators report business is off one-third from last year," he declared. "Pool-table playing has been a mainstay in recent years and many operators report that pool-table play is even down about 10 per cent."

Detzek added: "Amusement business has been dropping steadily for the past few years and will probably continue to decline in 1965."

New Twist Wanted

Turning to operators for comment, Billboard received basically the same report advanced by distributors. Asked what they think are the causes of the steady amusement game profit tailspin, the coinmen offered a consistent explanation: the lack of an exciting new game gimmick.

"We haven't had a genuine new twist introduced in this business since the advent of the pool game," declared Detzek. "Since it was introduced it has been glorified a few times, but nothing completely new has been added."

Stan Levin concurred, declaring: "The lack of exciting new equipment is hurting operators. The industry has had nothing new to offer in the past five years."

Game manufacturers appear to be suffering no letdown in orders, however. Herb Jones, of Bally Manufacturing Company, and Bill Deselm, of United Manufacturing, informed Billboard that summer orders ran above normal this year. Both ex-

MOA to Meet In Chi Again

• Continued from page 49

better accommodations. One advantage of the Michigan Boulevard hotel is a recently remodeled Great Hall which would be an ideal setting for the coin machine association's traditional banquet and floor-show.

The Great Hall has a balcony and built-up stage. Granger said exhibit areas were also larger and were connected by new escalator installations. The hotel also has better facilities for hospitality rooms and suites, Granger said.

Tom Mackey, who handled MOA's account at the Morrison Hotel for many years, will again handle the arrangements at the Pick-Congress.

pressed high final-quarter expectations.

Duplicate Problems

Other problems besetting game operators are much the same as those affecting juke box operations. Urban renewal, with its shrinking effect upon the number of money-making "honky-tonk" locations; the "two-night" town problem; tax bites, which in certain Illinois communities are very large, and location loan difficulties grow-

ing out of increased competition were all named by operators as factors harmful to business.

Almost to a man, local game operators expressed hope that manufacturers would come up with a new amusement idea for 1965.

"Most of us are still driving big cars," confided one operator, "and we're living pretty good. But I wonder how many of us are living off what we made in the past."

Epic Reports Ops Dig Little LP's, Standards

By FRANK LUPPINO

NEW YORK—Mort Hoffman, sales director for Epic Records, told Billboard that juke box operator reaction to the firm's little stereo LP's at the Music Operators of America Convention has been translated into sales at the one-stop level.

There are six stereo little LP's in the initial release and others will follow on a fairly regular basis. The same will hold true for the Epic Memory Lane Series.

Hoffman had Epic distributors survey all one-stops in the country. Each has been shipped one of the new display boxes that contain both the stereo little LP's and the Memory Lane series releases.

Epic feels that certain artists have adult appeal and that by providing special material on little LP's, the operator's best interest are served and, at the same time, artists are given wider exposure. Thus, it is a cooperative effort wherein both sides benefit.

OUR MOA POLL PICKED WINNER

CHICAGO — The run-away victory of Lyndon Johnson by more than 60 per cent of the popular vote was strongly intimated a month ago in a straw poll conducted by Billboard at the Music Operators of America convention here. Coinmen from 30 states preferred Johnson to the tune of nearly two to one over the former senator from Arizona, Barry Goldwater.



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Bally Spook . . . 225	C. C. Champion Ride . . . 525	Mid. Trophy Gun . . . 495
Bally Bull's-Eye . . . 195	Desert Hunter . . . 185	Mid. Del. Shootings Gallery . . . 225
Bally Gun Smoke . . . 195	Dale Gun . . . 65	Mid. Shooting Gallery . . . 195
Bally Moon Raider . . . 195	Ex. Space Gun . . . 95	Mid. Rifle Range . . . 395
Bally Marksman . . . 195	Ex. Gun Patrol . . . 110	Mid. Bazooka . . . 195
C. C. Ray Gun . . . 275	Ex. Pop Gun Circus . . . 225	Pistol Pete . . . 75
C. C. Long Range Gun . . . 425	Ex. Silver Bullet . . . 125	Un. Sky Raider . . . 195
C. C. Pony Express . . . 295	Ex. Six Shooter . . . 110	Un. Bonus Gun . . . 195
C. C. Playland . . . 425	Ex. 150 Shooting Gallery . . . 125	Un. Carnival . . . 135
C. C. Wild West . . . 345	Genco Super Big Top . . . 175	Un. Pirate Gun . . . 195
	Genco Nite Fiter . . . 110	Auto. Sky Fiter . . . 125
	Genco Sky Gunner . . . 100	Squid . . . 250
	Genco Sky Rocket . . . 195	Seeburg Bear Gun . . . 165
	Genco Davy Crockett . . . 195	Seeburg Coon Gun . . . 165
	Genco State Fair . . . 150	Wms. Crusader . . . 225
	Genco Big Top . . . 175	Wms. Hercules . . . 225
	Genco Gun Club . . . 275	Wms. Polar Hunt . . . 150
	Genco Circus . . . 195	Wms. Safari Gun . . . 150
	Genco Jet Gun . . . 110	Wms. Space Glider . . . 275
	Keeney Sportsman . . . 150	Wms. Titan Gun . . . 250
		Wms. Vanguard . . . 185



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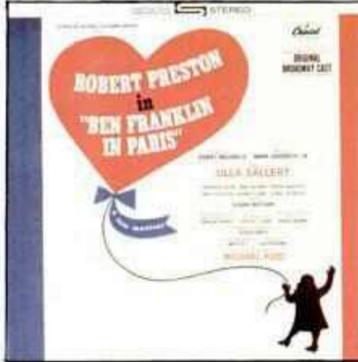


Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

BEN FRANKLIN IN PARIS

Original Cast. Capitol VAS 2191 (M); SVAS 2191 (S)

Robert Preston will be the key to the sales action on this original Broadway cast album. He's as winning on disk as he is on stage and gives the song material supplied by Mack Sandrich Jr. and Sidney Michaels a special flair. Score has some pleasant numbers and the Broadway buffs will be pleased. Ulla Sallert and Susan Watson also come over nicely.



POP SPOTLIGHT

A BIT OF LIVERPOOL

The Supremes. Motown MLP 623 (M)

Currently the top female singing group in the U. S., the Supremes salute the top English groups with a potpourri of the biggest British imported hits. Included in this block-buster of an album are "A Hard Day's Night," "House of the Rising Sun," "Because," and eight other smash hits. Destined for fast chart action!



POP SPOTLIGHT

OLE

Johnny Mathis. Mercury MG 20988 (M); SR 60988 (S)

Johnny's apparent love of the rhythms and melodies of Latin America prompted this album. He demonstrates tremendous sensitivity and feeling as he sings and swings his way through such favorites as "Graciosa," "Babalu" and "Serenata" . . . all performed in Spanish. This one should be a fast best seller!



POP SPOTLIGHT

COME A LITTLE BIT CLOSER

Jay & the Americans. United Artists UAL 3407 (M); UAS 6407 (S)

The boys have a hit single currently in Billboard's top 10. "Come a Little Bit Closer," and a past big hit for the group, "Only in America," are included. The performance is first-rate throughout and the younger set will have no trouble establishing a rapport with the other teen-groove entries.



POP SPOTLIGHT

LOVIN' IS LIVIN' AND LIVIN' IS LOVIN'

Marian Montgomery. Capitol T 2185 (M); ST 2185 (S)

This Mississippi-born gal swings her way into her most commercial package to date. She is equally at home with the down-home blues of "Just a Dream," swinging through "Teach Me, Tonight" or "Put Your Arms Around Me." A great assist from the Dave Cavanaugh band. Marian is destined to fast become a favorite of the public.



POP SPOTLIGHT

THE GOLDEN TOUCH

Don Costa. DCP DCL 3802 (M); DCS 6802 (S)

Don Costa dips a dozen well-known selections into his characteristic opulent orchestral hues. The result is an excellent package of shimmering arrangements which provide new ear interest to such songs as "If I Had a Hammer," "Never on Sunday," or the theme from "Exodus." The album is particularly appealing to the stereophile.

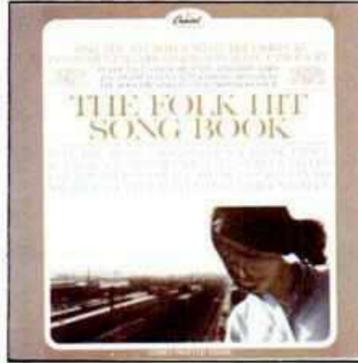


POP SPOTLIGHT

THE GREAT HITS OF 1964 AND SOME GOLDEN OLDIES!

Various Artists. VJ 1112 (M)

All the ingredients of a hit album . . . 12 smash single hits in one package! Included are "Have I the Right" by the Honeycombs, "Let It Be Me" by Betty Everett and Jerry Butler, and three of the Four Seasons' biggest hits, "Big Girls Don't Cry," "Sherry" and "Stay." Teen sales monster!



POP SPOTLIGHT

THE FOLK HIT SONG BOOK

Various Artists. Capitol T 2127 (M); ST 2127 (S)

What better song to sing along with than tunes like "Green Green," "If I Had a Hammer," "Cotton Fields," "Walk Right In?" The album provides the musical accompaniment and the lyrics. Should prove to be loads of fun at parties, camp meetings, fraternity and sorority houses and as an on-the-air gimmick. All the folk tunes are past hits and standards-to-be.



POP SPOTLIGHT

VALENTE & VIOLINS

Caterina Valente. London LL 3363 (M); PS 363 (S)

A perfect album combining the magical vocal talents of Caterina, the sensitive string arrangements of Roland Shaw and a magnificent engineering job! Stand-outs include, "Ebb Tide," "This is All I Ask," "My Coloring Book" and "I Believe." Credited with being one of the finest all-around new talents, Caterina earns every bit of that praise and more.

SPECIALTY SPOTLIGHT

THE FINEST HOURS

Soundtrack. Mercury SRP 2-604 (S)

The interest in Mr. Churchill is as strong as ever. Students of the Churchillian Era, WW II, et al., will want this album as a historical document. The two-record package includes voices of Neville Chamberlain, Franklin D. Roosevelt and John F. Kennedy. Narration is by Orson Welles and Patrick Wymark. Ron Grainer provides music.

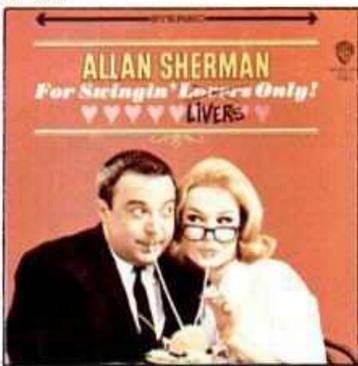


POP SPOTLIGHT

FOR SWINGIN' LIVERS ONLY!

Allan Sherman. Warner Bros. W 1569 (M); WS 1569 (S)

Allan Sherman's march at the head of the comedy parade is once again earned by the prolific folk (?) comedian singer. His clever material is going to get scads of airplay and customers will be wanting to be the first to get this very funny album to play.



CLASSICAL SPOTLIGHT

HAYDN: SYMPHONY NO. 100 IN G MAJOR "MILITARY"; BEETHOVEN: SYMPHONY NO. 6 "PASTORAL"

London Symphony Orch. (Dorati). Mercury MG 50415 (M); SR 90415 (S)

Two of the finest classical pieces ever composed. The London Symphony Orchestra, conducted by Antal Dorati, gives splendid treatment. An excellent LP.



CLASSICAL SPOTLIGHT

MOZART: SYMPHONIES NOS. 31 & 34

Philharmonia Orchestra. (Klemperer). Angel S 36216 (S)

These two seldom recorded Mozart works will prove to be valued additions to the recorded collection. The Philharmonia under the direction of Otto Klemperer produces a top-notch performance, as usual.



CHRISTMAS SPOTLIGHT

CHRISTMAS WITH RONNIE ALDRICH

London SP 44051 (S)

Ronnie Aldrich and his two pianos backed by sensuous strings brings new beauty, warmth and tenderness to 12 Christmas and winter favorites. "White Christmas," "Winter Wonderland" and "The Christmas Song" sound as fresh and shimmering as new fallen snow with the magic of the Aldrich touch and the London Festival Strings. De luxe holiday package.



JAZZ SPOTLIGHT

MY FAIR LADY LOVES JAZZ

Billy Taylor Trio With Quincy Jones. Impulse A 72 (M); AS 72 (S)

Smooth, cool and invigorating all the way. Taylor's efficient piano is tuned beautifully to the bass of Earl May, Mulligan's baritone sax, the vibes, bongos and trumpet work of Don Elliott, and carried along in grand style by Ed Thigpen's drums and the Quincy Jones orchestra. There's plenty of commercial appeal in this album.



C&W SPOTLIGHT

I DON'T CARE

Buck Owens & His Buckaroos. Capitol T 2186 (M); ST 2186 (S)

The market appeal of Buck Owens, coupled with an excellent performance turned in by both Owens and his sidekicks, combine to give this package strong sales potential. This entry appears destined for chart climbing. In addition to dealer interest, country stations will find outstanding programming fare in this one.

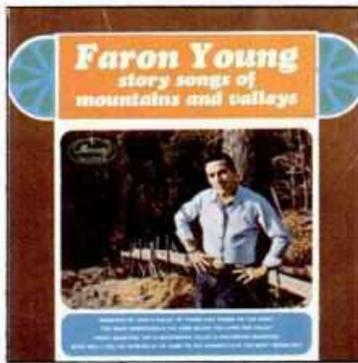


C&W SPOTLIGHT

LIGHTHEARTED AND BLUE

Jean Shepard. Capitol T 2187 (M); ST 2187 (S)

Running the gamut of material from heart-breaking to love to the joy of faith, Jean once again demonstrates in this album why she is one of the best loved and most respected performers and consistent record sellers in the c&w field. Her styling of "I Can't Stop Loving You," "Loose Talk," "Foggy River" and "When Two Worlds Collide" are hard to top! One of her finest.



C&W SPOTLIGHT

STORY SONGS OF MOUNTAINS AND VALLEYS

Faron Young. Mercury MG 20971 (M); SR 60971 (S)

Some time back, Faron had a successful package of "Story Songs For Country Folks." This time he takes the "Story Songs of the Mountains and Valleys," and comes up with a powerhouse. "Valley of Tears" is a winner as is "Too Many Mountains," "Long Black Veil" and "In the Misty Moonlight."



COUNTRY SPOTLIGHT

COUNTRY MUSIC POLKAS

Pee Wee King. Cuca K 2024 (M)

Pee Wee is right in the polka and waltz groove with this one. The old-time tempos are given his new country music treatment and the integration is great. The Collins Sisters and Jack Leonard, a new discovery, fit in perfectly. Everyone's having a grand time. You will, too.