

Billboard

The International Music-Record Newsweekly

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



COLUMBIA ARTIST JERRY VALE and wife Rita celebrate their fourth wedding anniversary at the Copacabana, New York, where Jerry was working.

Record Dealers Huzzah; Columbia Glad It Did It

BY PAUL ACKERMAN

NEW YORK — Columbia's move to stabilize conditions in the record industry through a conservative buying program is generally regarded by the record dealer as a tremendous boon, according to a check in key markets. Many dealers express the hope that other manufacturers will adopt a similarly conservative attitude—and some manufacturers have already done so. Many dealers also express the hope, in virtually a prayerful way, that Columbia will be able to maintain its present policy.

Here in New York, Raul Asevido of G. Schirmer, Inc., said: "The Columbia plan has been unbelievably great for us. It is the best thing that has happened in years. We can stock the Columbia catalog in depth, and the repeat business is marvelous. There is a consistent turnover."

Asevido said that he is now restocking on a weekly basis—"as we used to do 10 years ago. And we are able to service our customers better."

"My purchase figures show that I am buying more Columbia records than ever before." (Continued on page 6)

By REN GREVATT

NEW YORK—Columbia Records, two months after the announcement of its revolutionary album pricing plan, continues to enjoy a dominant position on the charts, and, according to Ken Glancy, vice-president of Columbia Record Sales Corporation, "Sales started climbing around August 1 and we've been doing well ever since."

The sales plan, first announced at the firm's annual convention July 18 in San Juan, P. R., incorporates an all-year-round price of \$2.25 for \$3.98 list records, as against the traditional \$2.47, with commensurate new wholesale pricing on albums carrying higher lists. A key factor of the program is that henceforth there will be no further extra discounts or deals.

At the time of the announcement, (Continued on page 6)

Victor Stars Head O'seas

LONDON — An all-star brigade of RCA Victor country artists is expected to invade the European market for a one-month tour, starting about January 15 next year. Artists likely to make the tour, according to Nashville sources, are Jim

(Continued on page 6)

Miffed Rackers to Meet With Columbia Executives

NEW YORK—A special meeting of the board of the National Association of Record Merchandisers (NARM) has been called for Sunday, Monday and Tuesday (15-17) by President Cecil Steen. Of primary interest is an all-day meeting which the board will hold on Monday at the Americana Hotel with an executive delegation from Columbia Records, headed by William P. Gallagher, the firm's marketing vice-president.

The meeting will be attended by counsel for both Columbia and NARM. Background of the meeting is the fact that individual rack jobbers have made no

secret of their concern over the ultimate effect on their business of Columbia's recently announced, lower, all-year-round album pricing policy.

(Continued on page 6)

Royalties Plan Stirs Up Diskers

By PAUL ACKERMAN

NEW YORK—The proposal by the Music Operators of America (MOA) to increase the mechanical royalty rate in view of the probable removal of the juke box exemption is regarded by performing rights societies as an attempt to confuse the real issue and by record manufacturers as a failure to face up to the true issue.

Mechanical rights cannot logically enter into the present controversy at all. This is the expressed view of copyright owners and their agents. The royalty which is involved is that which accrues from the performing right—the so-called "small rights," as distinguished from dramatic and other rights. The Copyright Act of 1909 specifically exempted the mechanical piano from a levy; now this exemption has been removed.

Herman Finkelstein, general counsel for the American Society of Composers, Authors and Publishers, anent the MOA proposal, stated: "This does not face up to the matter. What is involved is the performing right."

Bob Burton, executive vice-president of Broadcast Music Inc., expressed a similar sentiment. Burton also noted, however, that the concept of a pre-

EDITORIAL

Take Another Look

The MOA came into being years ago as an organization designed to stymie the demands of copyright owners.

Time change: The probable passage of the Celler Bill will remove what many have considered an unfair exemption. The probably passage will also remove MOA's outdated reason for existence.

This is not necessarily fatal—provided that MOA face up to its responsibilities.

Instead of indulging in futile and illogical proposals, such as an increased mechanical fee in lieu of a performance fee, the MOA should seriously apply itself to the task of working out a fair formula for payment in the event the Celler Bill becomes law.

The present MOA proposal would merely pass the burden to segments of the industry which are not really involved.

There is a real need for an organization which can negotiate for the operator and protect his interests over a long term; a need for an organization which can also respect the point of view of others across a bargaining table.

There is need, in brief, for a display of statesmanship—for a new look and a fresher attitude.

Recognition of this will give MOA the soundest basis of service to its industry.

fixed mechanical royalty is already a dead pigeon with regard to any copyright act revision. The Register of Copyrights, Burton pointed out, has already officially recommended the abolition of the compulsory licensing provision of the Copyright Act.

"The trend of thinking, with regard to mechanicals, is counter to the MOA proposal and is in the direction of the report of the Copyright Register . . . so talk of a 4-cent rate is nonsense."

It is also pointed out that at (Continued on page 6)

By AARON STERNFIELD

NEW YORK—Record companies will fight any proposed increase in mechanical royalties to be paid in lieu of performance royalties by juke box operators.

Last week, at the annual convention of the Music Operators of America in Chicago, George Miller, past MOA president, had urged music machine operators to plump for such increases as an alternative to the performance royalty payments.

Juke box operators have been exempt from performance royalties under the terms of the Copyright Act of 1909. However, in virtually every session of Congress for the last 14 years, legislation has been introduced to remove this exemption.

The current attempt, known as the Celler Bill, has passed the House Judiciary Committee and is before the Rules Committee. No previous attempt has ever progressed this far, and chances for its eventual passage are better than ever.

Operators base their arguments against the removal of the exemption on two premises—that they are in no economic position to pay such fees, and that they do pay mechanical royalties.

MOA's attempt to get support (Continued on page 69)

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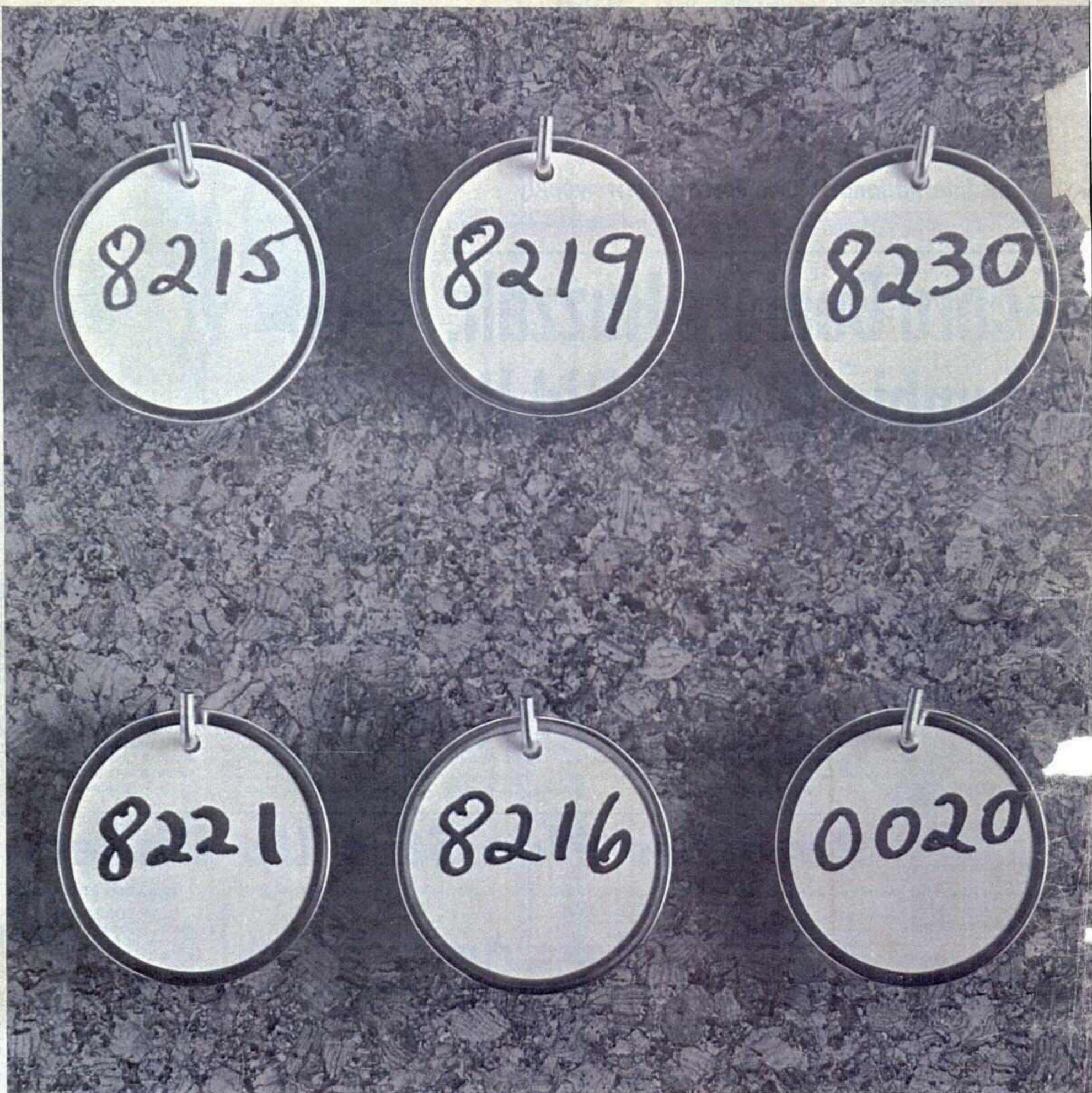
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SEE PAGE 40



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- "Maria Elena"—Los Indios Tabajaras # 8216**
- "She Loved Everybody But Me"—Charlie Rich # 0020 (Groove)**

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Annette by Any Other Name



DURING SEAFAIR CELEBRATION in Seattle, Wash., recently, one of the star attractions was Miss KJR, otherwise known as Annette Funicello. Pictured with Annette here is Pat O'Day, program director of KJR, who accompanied the songstress on three-day visit.

Only Best Acts for O'seas, AFM Head Tells Committee

WASHINGTON — Nothing but the best and the pros in performing arts should be sent overseas in the cultural exchange program. This was the tenor of testimony last week by Herman Kenin, president of the American Federation of Musicians, and a roster of leaders in the performance field before a House subcommittee studying the effectiveness of U. S. entries in the exchange program.

Kenin's testimony did not disparage the talented amateur groups participating, but said the hard facts are that America is in competition with the best Europe has to offer in the way of performing artistry. The cultural exchange is a part of a greater competition between the free and the non-free world. The professional, by the vary nature of

Ed Barsky Closes Shop in Philly

PHILADELPHIA — Edward S. Barsky, Inc., veteran among the town's record distributors, has decided to close up shop with the loss of the Liberty label. Barsky, who dates back to the earlier days, was one of the first to branch out as an independent distributor and has handled many major labels over the years. Liberty Records moves to Marnel Distributors Company, Inc., headed by Marshall Verbit. Loss of Liberty left the Barsky shop with Al-tone, Children's Record Guild, Continental, Dolton, Golden, Living Languages, Request, 20th Fox and Young Peoples Records.

Full Title Listed

NEW YORK — A Billboard single record Spotlight appearing elsewhere in this issue carries an incomplete label designation. The disk, by Robin Rice of "I've Had It," is listed as being on Metro label. The full label title is Metro International Productions.

Phil Skaff in Creative Post For Liberty

HOLLYWOOD—Phil Skaff, who recently resigned his vice-president's post at Kapp Records, last week moved to Liberty Records to take administrative charge of its newly formed creative department. Post is considered to be one of the more important in the label's operation.

Skaff's duties will encompass administrative control and responsibility of all facets of the label's creative operations—from the product itself to art work that will package it.

Skaff will base his operations at Liberty's headquarters here. He joined the record industry in 1955 in a sales and promotion capacity with Chicago's M-S Distributing Company.

Three years later, he became that firm's general manager. In 1961 he was appointed managing director of Kapp Records, and late last year became vice-president of the label.

Capitol Gets 'Zenda' Caster

HOLLYWOOD — Capitol Records last week acquired the original cast album rights to the Broadway musical, "Zenda." The show had its pre-Broadway run in San Francisco on August 9, and moves to Los Angeles September 24, where Capitol will record its LP. The Zenda musical is based on "The Prisoner of Zenda" novel.

ELIOT TIEGEL OUR MAN ON WEST COAST

HOLLYWOOD—Eliot Tiegel has joined Billboard's editorial staff to be in charge of its West Coast news coverage. His office will be in Hollywood.

Tiegel resigned as West Coast information services manager for Columbia Records to take the Billboard post. Before that, he was with Music Vendor and The New York Herald Tribune.

Besides his reportorial background, he has written for national magazines on popular and jazz music.

Tiegel fills the post vacated here a month ago by Lee Zhitto, who was transferred to New York to become the publication's editor in chief.

Singer Sewing People Jump Into Records

By JACK MAHER

NEW YORK—Plans are in the works that may bring a lot of new record outlets to the industry. The Singer Sewing Machine Company has concluded negotiations to get records from Manny Wells' New York rack-jobbing firm.

The Wells firm will rack the 1,700 Singer stores with material from budget lines. In talks between Singer and Wells, however, it was indicated that the rack firm will not only stock Singer with budget LP's but will also slowly begin stocking regular-priced material in the near future. One of the first sets to be included in this plan to bring other than budget merchandise into the Singer stores will be a "Little Drummer Boy" set from 20th Century-Fox in time for Christmas.

The Singer Sewing machine stores are located in a majority of the States. They have, for the most part, sold the company's machines and accessories and materials associated with home-making arts.

SINATRA, LENA SET CARNEGIE RIGHTS SHOW

NEW YORK — Despite the hassle currently involving Frank Sinatra and Nevada authorities the volatile singer is scheduled for three concert appearances here next month.

Sinatra is being investigated by Nevada authorities with an eye to lifting his license to his Nevada-owned lodge for allegedly entertaining a Mafia mogul on the premises.

Nonetheless, Frank turns his eye to loftier things when he joins Lena Horne at Carnegie Hall October 5 and 6 with proceeds going to funds to further Negro voting and education rights.

Sinatra will also emcee a special show at Madison Square Garden October 16 with proceeds going to a similar Negro civil rights fund.

Small Stations Have Hopes For Handcuffs for FCC

WASHINGTON — Several thousand radio stations, particularly the smaller outlets, will root for a recently introduced bill to bar the Federal Communications Commission from putting any limits on broadcast commercial time. The bill carries extra weight because it is authored by Rep. Walter Rogers (D., Tex.), chairman of the House Commerce Subcommittee on Communications—and he will probably call for hearings at an early date.

The FCC has had rule making under way which would go into effect by Jan. 1, to cement some limits on commercial time in broadcasting. One plan being considered would adopt the code of the National Association of Broadcasters, which limits radio commercials (for code subscribers) roughly to one minute 30 seconds per five-minute segment, and up to seven minutes for a single-sponsored full hour. Participating sponsorship limit is 18 minutes per hour, five minutes per 15-minute segment.

Smaller radio broadcasters

have protested to their congressmen that rigid across-the-board limits on commercials could bankrupt their stations—many of which have to program commercials heavily at certain days and seasons to survive. NAB and about 100 per cent of all broadcasters are bitterly opposed to using NAB code limitations or any other formula as part of Commission law.

The Rogers bill would amend the Communications act to forbid any FCC rulemaking on length or number of broadcast commercials. A recent and also highly unpopular proposal was made by FCC Commissioner Lee Loevinger to put no limits on commercials per se, but stations would be required to make news broadcast time at least equal to its advertising time. This would be no joy to record industry, cutting deeply into music time on the most important promotion media for records.

Lee Hazelwood Still an Indie

HOLLYWOOD—Lee Hazelwood will continue as an independent producer for Mercury, RCA Victor and Warner Bros. Records among others, he said last week. Hazelwood said that a Billboard story, identifying him as music director and consultant for Stacy Records and carrying the connotation of exclusivity with that firm was in error. His only connection with Stacy, he said, was a one-year contract to produce Al Casey Records.

Seeco Handles Own

NEW YORK — Seeco Distributing Corporation will directly distribute all Seeco and Tropical phonograph records in the New York area effective September 1.

'All-Things' Star of Hi-Fi Show

NEW YORK—A \$30,000 "all things to all men" Ampex home entertainment center, including a videotape recording system and Heath's do-it-yourself color TV kit, shown for the first time in the East, were among the highlights of the annual New York High Fidelity Music Show last week. The show, featuring four floors of exhibit spaces in the Trade Show Building, ran from Wednesday (11) to Sunday (15).

Aside from these developments the show was virtually without startling new ideas or major break-throughs. Rather, it

was one which seemed to highlight more modest changes from last year, veering to the external, visual side rather than to circuitry.

Much emphasis was to be found on styling in fine wood cabinetry and in the handsomely burnished look of metal trim, fixtures and controls. It appeared to be a conscious effort to awaken a greater demand for high fidelity among women. Displays, which in many cases tended to emulate the warmth and comfort of one's own living room, were obviously intended

to show the lady of the house how the equipment might look in her own home. Simplified, push-button controls, another factor with distaff appeal, were noticed in an increasing number of models.

In connection with the female market, the institute announced the results of a recent survey designed to reveal the woman's attitude toward hi-fi components.

Among other things, this showed that one of milady's prime objections in the past, has

(Continued on page 64)

London Brings Down Int'l Line Price

NEW YORK—London Records has lowered prices on its London International line and simultaneously has kicked off a new "Musical Memories" series of 12 albums.

Leo Hofberg, London executive, noting that Americans travel abroad in greater numbers each year, said the market for international product is a growing one, not yet saturated with product and with little duplication of catalog. It is also, he said, one wherein price selling has not become the factor it is in the pop market.

Hofberg said that the price decreases to \$3.98 mono and \$4.98 stereo were brought about through requests from dealers and distributors.

The London International catalog, which now contains extensive product in at least a score of national and sectional categories, has now been augmented by the "Musical Memories" line with incorporates albums of music from Turkey, Scandinavia, Greece, France, Austria, Hungary, Switzerland, India, Rumania, Bali, Italy and Germany.

A special 39 by 65-inch window display poster, showing a map of the world with reproductions of the various albums has been prepared for dealers on the "Memory" series.

NEWS REVIEW

Kid Adventure Line Live Stuff

One of the most impressive new entities in children's records in a considerable time bowed this week in the form of Adventure Records, a label which kicks off with six new releases pegged at \$1.98 and very much worth the price.

Such relatively ancient tales as "The Invisible Man," "20,000 Leagues Under the Sea" and "Journey to the Center of the Earth" are given thoroughly exciting and most dramatic treatments, which give them an amazingly up-to-date feeling.

Expert casts, and excellent musical backgrounds and sound effects team up to provide real listening fun for kids (age perhaps 8 to 14 or so) and not a few parents.

Liner notes and covers are also done with taste and imagination. In addition to the titles mentioned above, the group includes "The First Man in the Moon," "War of the Worlds" and "Around the World in 80 Days." Packages are numbered simply as Adventure Records, numbers one through six.

REN GREVATT

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SALES IN BAG IN LOUISVILLE

LOUISVILLE—Record sales are in the bag at the King Record Shop here. The dealer's bags are imprinted each week with the current top 40 pop tunes plus five top country-western favorites.

The list, based solely on the shop's previous week's sales, is updated weekly. Reports from the store claim that many people having carried their records out of the store in "top 40 bag" soon return to buy another record after noticing its listing on the bag.

New Label

HARTFORD, Conn.—Chime Recording Studios brought out a new label, Cherry Records, with first sides being cut by Jimmy Vick and the Victors, a group that has been appearing in night clubs throughout New England.

Music License Firm Challenges Statement by Southern Station

NEW YORK—SEASC, Inc., has taken exception to the statement made by Clarence Jones, owner of radio station WQIZ, St. George, S. C., in a story that appeared in the September 14 issue of Billboard.

SEASC contends, concerning Jones' station, that after months of negotiation and station denials of usage of SESAC music, the music licensing firm ascertained by spot monitoring, that the station had played, in violation of the federal copyright law, 17 compositions owned by publishers represented by SESAC.

According to SESAC, monitoring is only done as a last resort after SESAC has exhausted every avenue of negotiations. Under the federal copyright law, damages of \$4,250, plus attorneys fees and court costs, could have been assessed against the station because of the unauthorized performance of such compositions. However, rather than employing the legal remedies that were available to it, SESAC offered the station the opportunity of settling its differences with the firm by signing a performance license for a total fee of \$1,200 for five years which is the standard rate charged other AM stations similar to WQIZ.

Regarding the charge that SESAC "threatened" WQIZ, SESAC said that its position requiring payment for the use of its property as provided for by law is no different from the principal that private property may not be confiscated, seized or used without due process of law.

The courts are the final arbiters of whether property has been illegally appropriated, the SESAC spokesman said. WQIZ preferred not to go to court over usage of SESAC music. Rather, it accepted a SESAC offer of a

performance license providing for payment for the right to use SESAC music and a waiver of SESAC's claim to all prior infringements.

The bulk of the SESAC catalog is American-derived, the spokesman asserted.

The SESAC spokesman went on to say that Jones' contention that SESAC was unable to furnish him with SESAC licensed music was not true.

A company spokesman said that SESAC is at all times ready and able to provide an accurate index card file of its compositions if interested persons visit its offices at 10 Columbus Circle.

The company also states that it will answer inquiries concerning particular works regarding whether such works are in the SESAC repertory. In addition, SESAC also publishes a Schedule "A" which is a list of SESAC affiliates and will assist anyone in obtaining catalogs of the music in its repertory.

BOSTON TRYOUT

Merrick Musical Needs Work

"110 in the Shade," the new David Merrick musical (RCA Victor has original cast album rights) based on N. Richard Nash's "The Rainmaker," as it stood this week (9) on opening night at Boston's Shubert Theater, is something of an unfulfilled promise. There are pleasant and melodic songs by Harvey Schmidt and Tom Jones, but none seems unforgettable. A few of them plead and cajole, but they fail to stir rhythm in the heart.

It is well into the second act before "Is It Really Me" comes along to partially illuminate the piece, possibly the best score of the show. Inga Swenson, the drab, Dustbowl "Lizzie" who is induced to become beautiful, gives it a certain poignancy and appeal, but never quite makes of it the luminous plea that it could be. There is great variation in Miss Swenson's voice, which goes from sweet to spindly, thence to timberous swells. "Love Don't Turn Away" has the potential to be turned into a hit in the hands of a vocal artist, though she manages to get inside the humorous "Raunchy" rather cutely.

Stephen Douglass sings with his usual style, but appears altogether too stern and rock-bound as Sheriff File who finally wins Lizzie. His only chance to shine vocally is in "I Live by Myself and I Like It," but it has too much of a novelty quality to be a singles winner. Robert Horton of "Wagon Train" shows up as Starbuck, the Rainmaker, but he treads a little lightly through the role and needs a bit more bite to set the character of the flashy con man. His "Evening Star" and "Wonderful Music"

seem to need more than he can give them to go over.

A sleeper could be "Little Red Hat," sung gaily and with great agility by a couple of fun-loving kids, Lesley Warren and Scooter Teague. These two kids liven up the show, and that old scene-stealer, Will Greer, is a constant joy as the everloving daddy of this parched town Cinderella. Costumes and sets lend a near-poetic touch to the scorched earth landscapes, but Agnes De Mille's choreography, while dashing enough, looks like a holdover from "Rodeo." There are dry stretches in this Dustbowl "Sleeping Beauty" saga that seem to be waiting for something to happen, and if it is to hit Broadway with a bang it's got to come to life on several levels. This, however, does not appear to be an impossible task.

CAMERON DEWAR

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Await Key FCC Ruling On Store Broadcasting

WASHINGTON—FM broadcasters with subsidiary store-casting operations are watching the furious battle over revocation of FM license of Carol Music, Inc., WCLM, Chicago, at the Federal Communications Commission. In the latest move, the Broadcast Bureau has accused, and the station has denied, that WCLM management had not lived up to programming promises in its regular FM operation and had pactedly turned over its program control in a contract with Merchants Broadcasting System to pipe music into stores and super-markets.

The Bureau also said the station used its subcarrier authorization to carry a weekly all-talk program put on by Newsplex (a subsidiary operation) and used it to broadcast horse race results in such a way as to be of considerable help to Chicago bookies. Newsplex receivers were found in a number of

bookie-joint raids, the Bureau pointed out.

Carol Music, which has been fighting revocation proceedings for over a year, countered all charges. Station said part of its misunderstanding with FCC was due to stubborn behavior by one of the four-member family group that owns the station William G. Drenthe, who shares owner-stock with wife, mother and daughter, allegedly refused to relinquish information asked by FCC.

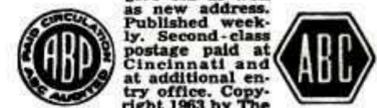
WCLM says it did not carry out promised local-live programming on its FM service because this type of program proved hopelessly unpopular. Station denies turning over broadcast programming control to Merchants Broadcasting System, and said their contract had only to do with commercial spot announcements. Station also denied that its horse-racing broadcasts were of help to illegal gamblers.

LATE SINGLE SPOTLIGHTS

Pop

GAYLE HARRIS

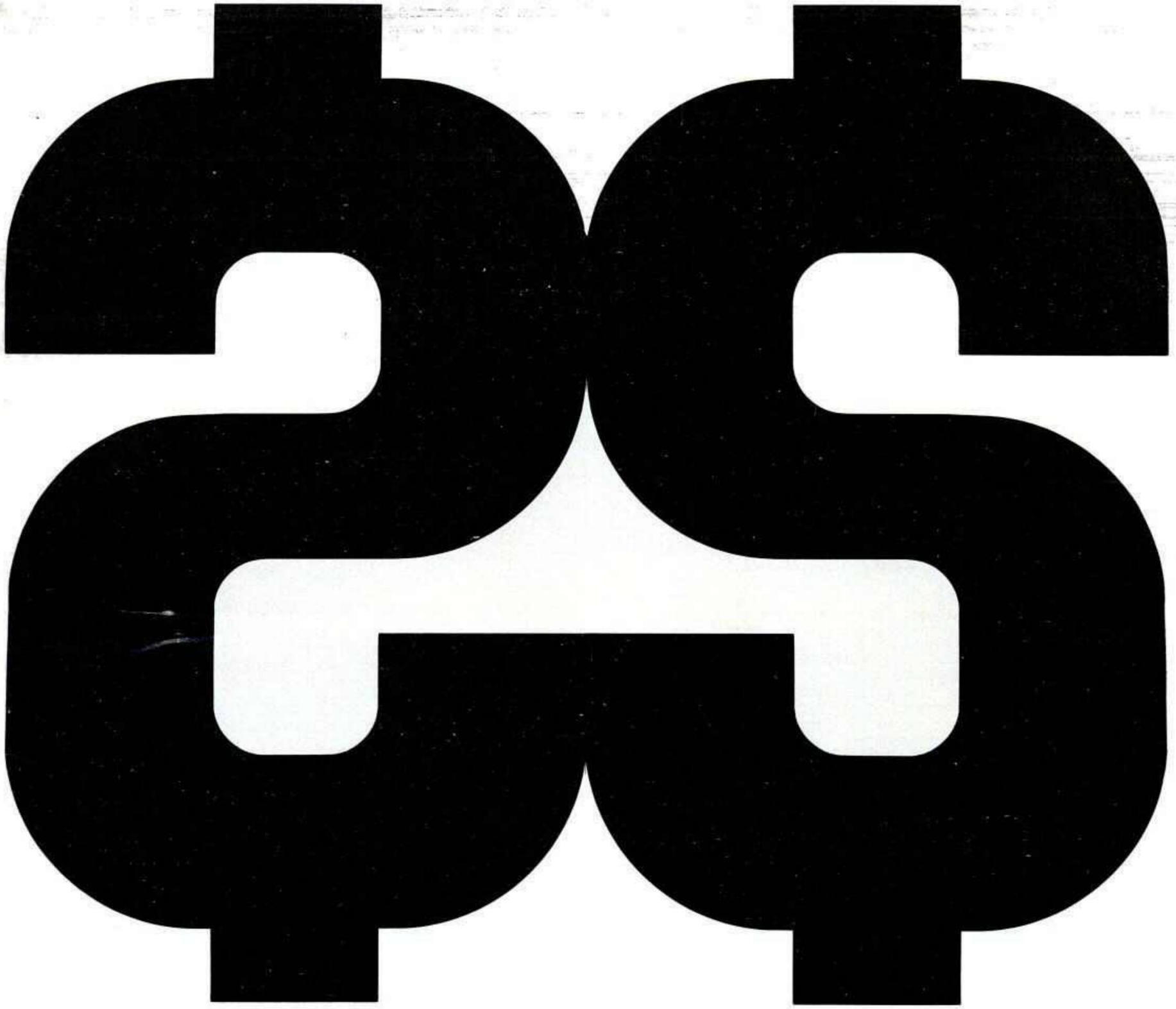
THEY NEVER TAUGHT THAT IN SCHOOL (Pambill-Odin, ASCAP) Carlton 597—Here's one of the best sides from the label in a good spell. It's a good, rocking, teen groover with much of the Detroit sound about it and the lyric packs a wallop. Action already indicated in the West and it could take off elsewhere. Flip is "Don't Make the Angels Cry" (Pambill-Odin, ASCAP).



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Royalties Plan Has Diskers in a Whirl

• Continued from page 1

the present time—and for many years—the concept of a fixed mechanical royalty has been dead insofar as the majority of copyright owners are concerned. Despite the statutory rate of 2 cents per sides sold or manufactured, the rate has been negotiable.

As for record manufacturers, their feeling about the MOA proposal generally is that this is simply an attempt to evade a responsibility by passing the buck to them—the manufacturers.

One of the very real problems of the future will be the matter of setting up a formula for the collection and distribution of monies accruing. Some experts have stated that it would be unwise to put such

sums into the general performing rights pot—be it ASCAP, BMI or SESAC.

Putting the monies into a general fund could lead to inequities in its distribution, and what is suggested as a safeguard is the invoking of the principle of segregation of funds; that is, create a fund separate from the general fund. Much of the general fund is distributed on the basis of broadcast performances. The juke box fund, it is suggested, could be distributed on the basis of another yardstick which would more adequately measure juke box performances.



"Little Miss Surfer," by Larry Reed and the Shados on the Arlen label, is moving big in San Diego, Calif., thanks to local disk jockey plays. Larry, shown above, smiles gratefully to Johnny Holiday of KCBQ, King Richard and Bill Wade of KGB, Jim Simon of KSON and their other deejays helping to make the new single hit the Top 40. As a result of the record the Shados recently guested on Regis Philbin's TV show on San Diego Station KOGO. "Little Miss Surfer" is backed with "Bread 'n' Butter."

(Advertisement)

Columbia Still on Top 8 Weeks After Price Plan

• Continued from page 1

ment, Columbia sales execs readily acknowledged an anticipated slowdown of sales, particularly at certain levels of the business.

"There was indeed an initial slowdown but it didn't last long," Glancy said. "I think part of the first resistance was the failure of some of the retailers, specially the bigger ones, to fully understand the program. For one thing, though the price may actually average out to a higher figure over the year than what they used to pay, we also have a far greater advertising allowance program. Right now, dealers are getting about four times more co-op funds than they used to get.

"And it's paying off," Glancy continued. "Many dealers across the country have been placing really substantial ads." Glancy then exhibited a full-page ad in a St. Louis paper, placed by the Famous-Barr store, a prime retailer there. The ad pictured all Columbia's new August releases and quoted a \$3.19 price for \$3.98 records — this in a market where discounters are well entrenched.

Perhaps the most dramatic

proof of Glancy's statement that sales have been building since the advent of the new program, comes from a check of the best selling album charts. Approximately two-thirds of the new Columbia pop release product announced for August, is now on Billboard's album chart. To be exact, 10 of the albums are now showing up. These include sets by the New Christy Minstrels, Johnny Mathis, Tony Bennett, Johnny Cash, Bob Dylan, Barbra Streisand (the second album), Miles Davis, Ray Conniff and Billy Butterfield, Jerry Vale and Patti Page.

In addition, Glancy said that there is a definite "leveling out" of dealer buying as a result of the program.

"They are buying what they need and they're buying it regularly and that's what we like to see," Glancy said. "As a matter of fact, this buying without loading up on a speculative inventory basis has had another good effect. Our first Bob Dylan album came out a year ago and didn't do anything. Now it's beginning to step out. We think that's because dealers are more willing to try something out if they're not already loaded up with things that don't move too well. We think that's also a positive factor."

Victor Stars Head O'seas

• Continued from page 1

Reeves, Chet Atkins, Floyd Cramer, Skeeter Davis, Hank Locklin, Hank Snow, Don Gibson, Eddy Arnold, Charlie Rich and John D. Loudermilk.

The tour would include Germany, the Benelux countries, Scandinavia and London, with concerts on TV interviews scheduled for each stop. The entire project is in the hands of the RCA International department in New York and its various European affiliates. International division head, Dario Soria, is now in Europe finalizing details of the tour.

The tour comes in the wake of a gradual diminution of importance of America records in Europe, particularly on the British charts. At one time they were a dominant factor. Today they are definitely in the minority. Victor officials, through this latest move, hope to arrest this trend.

ROUND-UP

Dealers Across Country Cheer Columbia Plan

• Continued from page 1

bia product now and have better control over the catalog. This plan is for our own good," he said.

Edwin Zemsky, buyer for the Doubleday shops, said the Columbia plan is definitely a help to the retail business. "It is a good thing," he said, "when somebody has the guts to say this is the price." It is good that there be no haggling over price.

Kurt Schott of The Record Hunter: "We are supporting the Columbia policy 100 per cent. This is a step in the right direction. The move had to be taken, and we are putting more emphasis on the Columbia line." He added that Kapp, among the indies, has taken a similar tack.

A spokesman for Colony stated that the "old type of record retailer is in favor of Columbia's price stabilization move... the catch-as-catch can policy of many companies is not good for the industry."

This dealer, however, posed the question of whether other major labels would go along with the conservative trend, and the answer to this, he felt, was a big factor. He expressed the fear that Columbia, for competitive reasons, might be forced into a position where "it might have to deal with monster retailers." He concluded: "You cannot minimize what they (Columbia) are doing."

Goody Demurs

A jarring note in this chorus of praise was interjected by Sam Goody. Goody maintained that Columbia should charge rack jobbers the same price as retailers.

"We are entitled to the same price break a rack jobber gets because we buy as much as the average rack jobber — yet we pay 10 per cent more. If the rack jobber gets a 10 per cent functional discount, we are entitled to a 20 per cent functional, because we are a catalog house."

Goody, when asked whether he had requested this of Columbia, said he had.

"What did Columbia say?" he was asked.

"They laughed at me," Goody said.

Rackers to Meet With Col. Execs

• Continued from page 1

The feeling of most rackers in this connection, was summed up in a little-publicized resolution passed by the membership at NARM's recent Chicago mid-year meeting. The sense of the resolution was to the effect that the Columbia pricing plan was not in the best interests of the racker.

The pricing situation as it now stands, rackers, both members and non-members of NARM, feel, put them in a difficult profit position. Even though racks still get the standard 10 per cent functional discount, the discount is now figured on the basis of a higher standard price, thus putting racks in the position, according to leaders in this field, of having to raise prices to stay in business.

Both pricing and the so-called warranty which racks are now

H'wood Dealers Happy Over Plan

HOLLYWOOD — Retailers here are unanimous in their approval of the record industry's trend toward conservative pricing, and even volume discounters are taking the move in happy stride.

Among the record dealers, Ethan Caston, Wallich's Music City stores' vice-president, said that his store chain has proved repeatedly that charging full price for a product pays off. During several forays into discounting, the Music City chain found no increase in sales and definitely not in profits.

Despite competition from discounters here, Music City's strict allegiance to full price policies has paid off with an increase over last year in sales. According to the present rate, Caston feels the current year will prove to be the firm's biggest in its history. Sales this month are running a full 5 per cent ahead of last year, a banner year for Music City. Business is so good, Music City is opening its fourth store (in nearby Torrance), and Clyde Wallichs is planning two additional outlets for next year.

Herman Platt, who has the music departments in all the May department stores here, and who has followed the discount policy, said of the industry's previous pricing trend: "It was foolish the way it was going. There didn't seem to be any bottom. Someone took a courageous mission and established what may prove to be a path to business sanity."

May Company used to charge \$2.98 for Columbia's LP's. It has raised its Columbia price to \$3.19. There has been no drop in Columbia sales.

According to Charlie Simms, record buyer for the White Front stores, volume discount chain here, its recent 10 per cent price increase on Columbia LP's has in no way affected the sale of that product. According to Simms, White Front has found it necessary to boost its prices on Columbia products, since that label's move toward price stabilization. However, Simms

(Continued on page 8)

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Across-U.S. Reaction All for Columbia Plan

• Continued from page 6

finds that Columbia sales have not diminished as a result of the price increase.

Boston Retailers And Kind Words

By CAMERON DEWAR

BOSTON—Retailers here are generally enthusiastic about Columbia's price revision plan. As one retailer put it, "This is the greatest thing that has happened in the history of the record industry." For the little man it is helpful because he can buy as

many or as few records at a time without the specter of overstocking.

At Stereo Sound & Music in Boston, Bob Kelley, manager, said: "This is the greatest thing for the retailer in the history of the record business." Kelley went further and said: "What would really make me happy is if every record firm in the industry did it, and the sooner the better." He is chiefly happy with the plan because he is not under the fear of over-buying just to get in on a better price.

Mickey, the head man at the Record Wagon, a one-stop in Woburn, sees no appreciable effect from the scheme since the

company works on a 10 per cent margin, "But," he said, "it will do a great deal of good for the independent operator. The awful fear of being left high and dry with a line of records is now gone, and things will be better when all of the companies do it."

Another enthusiast for the plan is Peter McDermott, manager of Mosher Music. "This is a wonderful program," he said, "and if Columbia maintains it, which I have every belief it will, it should be a boon to the regular price-selling dealer. McDermott said sales had increased greatly since the plan began and was especially pleased with the

response to the big sellers, the Bob Dylan and the second Barbra Streisand albums.

One effect of the plan around town at cut-rate spots was evident. Many of the Columbia LP's were off the stands and those on sale are the hottest numbers.

D. C. Reaction Strong, Mixed

By MILDRED HALL

WASHINGTON — Dealer reaction is strong, if mixed. Three discount stores definitely opposed the trend; five other retailers approved, but only one was wholehearted about it.

Dan Danziger, of the uptown list-price Disc Shop, says his customers will probably never feel a thing, even if every manufacturer levels off on the special price plans. Danziger is "Delighted — delighted!" with the first evidence that manufacturers and dealers may develop stable and businesslike relationship. If they fail this time, he feels "something will have to give in this business."

Discount store, Record Sales, is absorbing price increase in higher-priced items, but some others may have to go up. Manager George Gillespie has his doubts about just how widespread the price conservatism will be. He is sure customers will go along if there is a universal lift in prices that is not too high. But he is skeptical about individuals in the industry. He thinks that there would have to be mass education to convince everybody—all manufacturers, dealers and discounters—that stabilizing is good for business.

'Keen Approval' In Milwaukee

By BENN OLLMAN

MILWAUKEE — Columbia Records' recent move to stabilize its wholesale pricing practices has met with keen approval here.

"And why not?" said one dealer. "Anyone who is against a move like this is also against motherhood and the American flag."

Said veteran dealer Bob Sacks, Bob Sacks Record Shop; "If the thinking behind Columbia's program is carried out this could prove to be the salvation of the entire industry. I'm in hopes that other labels won't force Columbia to change."

According to downtown retailer and one-stop operator Stu Glassman, Radio Doctors, "Columbia has taken a positive step that could go a long way toward ending the chaos in this business. Right now one major label is offering 13 different special deals. We honestly don't know which way to turn. But, when a Columbia salesman comes in (1) we know what we are buying at a specific price, and (2) we know that we are not paying more than our competitors."

Charles Netzow, Bradford Music Company, has joined the Columbia Records band wagon. "I have long been in favor of some sort of formula for stabilization of wholesale prices, even if it would mean lower retail profit margins. Columbia's system now makes it possible for me to offer values to my customers that are comparable to any they can get at other shops.

And I no longer pick up the newspaper and see ads offering new Columbia merchandise at less than my wholesale costs. It looks very encouraging to me."

Dealer thinking on loss-leader items is also destined to be revised as a result of the new Columbia plan, Bob Sacks said.

"It should lead to more sensible mark-ups. And we will most likely all begin to stock more intelligently if this plan takes hold."

'Much Needed,' Say Pitt Dealers

By LEONARD MENDLOWITZ

PITTSBURGH — Unanimous approval of Columbia Records' revising its price was expressed today by Pittsburgh record outlets.

Betty Miller, in charge of the record department at Gimbels, said she was enthusiastic about the Columbia experiment, and that it offered "no problems." She praised the Columbia product as "the best line out."

Barney Stein, head of All-Brands, also praised the Columbia plan and said that the company's product was "much needed." Stein also predicted that other labels would follow suit.

Larry Flanagan, in charge of the Eiben & Irr record outlet, admitted that he was "very happy about the entire plan" and was positive about its continued success.

Mrs. Sylvan Mendlowitz of the McKeesport Music Center in nearby McKeesport, lauded the Columbia action. She observed that it has reduced the record price-cutting practice and has brought more business into more normal lines.

Memphis Ops See More Profit

By ELTON WHISENHUNT

MEMPHIS — Dealers here have expressed general approval of the Columbia move toward album price stabilization. Reason for approval ranged from the potential of higher profits available because of the drop in dealer cost from \$2.47 to \$2.25, to the ability to compete more favorably with discounters.

Retail store operator, Mrs. Margaret Trout, Do Re Mi Record Shop, said: "It has had no affect on our sales yet because we have had a sale on all albums which started just before the price reduction. The only difference now is we make more profit on Columbia albums."

"Our sale price on \$3.98 albums is \$2.75; on \$4.98 albums \$3.75. Thus our profit on a Columbia album is 50 cents and on others 28 cents. We will naturally promote albums on which we make more profit."

"I think all record companies need a uniform price. You can't believe what they tell you any more. It will cut out the guesswork and be easier on their salesmen."

Another optimistic note was expressed by Mrs. Vera Louise Cope, who, with her husband, operate Cope's Record Shop: "We sell the top 150 best selling albums at a reduced price—\$3.98 albums at \$2.87 and \$4.98 albums at \$3.76. "We have sold more Columbia albums since the price reduction. We can meet the discount house price and that helps us stay in business."

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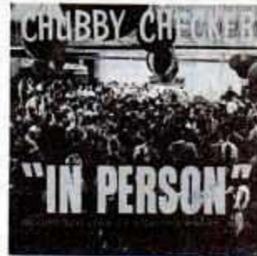
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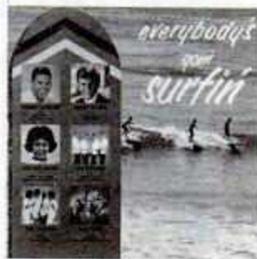
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ALBUM REVIEWS

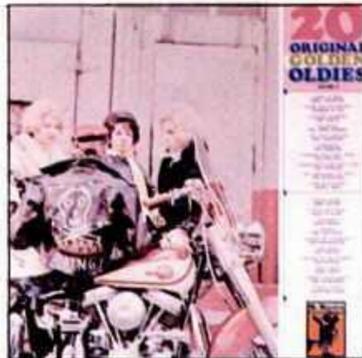
Billboard

SPOTLIGHT PICK

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

POP SPOTLIGHT
20 ORIGINAL GOLDEN OLDIES, VOLUME 3
 Various Artists
 Mr. Maestro III

This Volume III of the series of old rock smashes again highlights the motorcycle set on the cover and packs in a great selection of historic rock hits. Collectors will find "Duke of Earl" by Gene Chandler, "Sixteen Candles" by the Crests, "Crying in the Chapel" by the Orioles, "Over the Mountain" by Johnny and Joe, and 16 other memorable goodies.



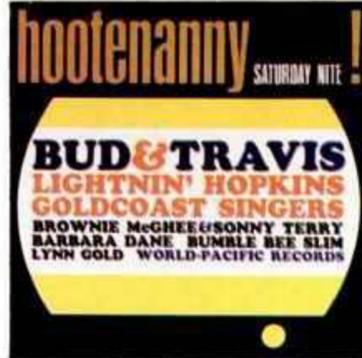
POP SPOTLIGHT
ORIGINAL HITS VOLUME 9
 Various Artists
 Liberty LRP 3325 (M)

Here's a hit package that nicely mixes the old and the new. Hit singles from the past like "Nut Rocker" by B. Bumble and the Stingers, "Pretty Little Angel Eyes" by Curtis Lee and "Raunchy" by Bill Justis are mixed with such recent goodies as "Release Me" by Little Esther, "Linda" by Jan and Dean, and "Charms" by Bobby Vee.



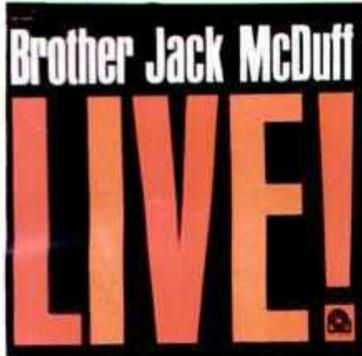
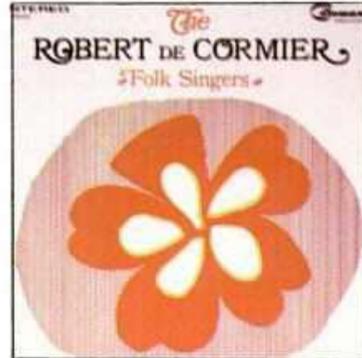
POP SPOTLIGHT
HOOTENANNY SATURDAY NITE!
 Bud & Travis & Various Artists
 World-Pacific WP 1813

Two types of folk music are presented here by a battery of fine performers (Goldcoast Singers, the Folksingers, Lynn Gold, Brownie and Sonny, Barbara Dane, Bumble Bee Slim and Lightnin' Hopkins). Side 1 presents the currently popular approach to folk music, while the flip side emphasizes the Negro-influenced folk blues.



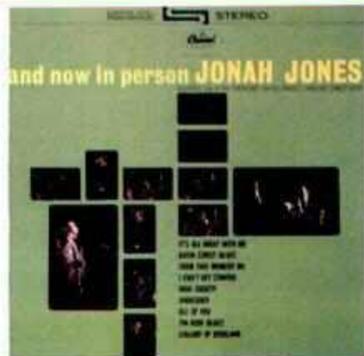
POP SPOTLIGHT
THE ROBERT DE CORMIER FOLK SINGERS

Command RS 853 SD (S)
 Robert De Cormier is well known as the man who organized the Belafonte Singers. More recently he put together a sizable choral group of his own, which bowed at New York's Bitter End folk club. Enoch Light found them there and later cut them with the benefit of the great Light touch for sound. The arrangements here are standouts and the singing is rich and full-bodied. Could all get much play.



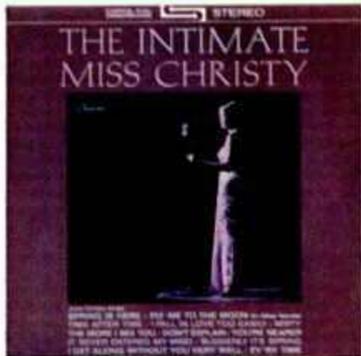
POP SPOTLIGHT
BROTHER JACK McDUFF LIVE!
 Prestige PR 7274

McDuff hit the charts for the first time with his LP titled "Screamin'." This one can be figured to follow suit. It's a swinger recorded at Chicago's Front Room, with the organist ably assisted by a strong tenor saxist in Red Holloway who is out of the Eddie (Lockjaw) Davis school. George Benson on guitar is also a standout. "Rock Candy," "Sanctified Samba" and "It Ain't Necessarily So" are among the top tracks.



POP SPOTLIGHT
AND NOW IN PERSON JONAH JONES
 Capitol T 1948 (M); ST 1948 (S)

Jonah Jones, his bright muted trumpet, and three great sidemen, pianist Pepe Persiani, drummer Danny Farrar and bassist John Brown, get off to a flying start with "It's All Right With Me," and Jonah and boys keep flying through great tunes like "High Society," "Undecided" and "All of You."



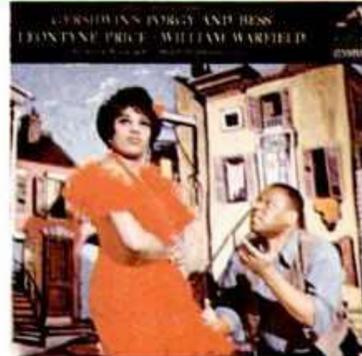
POP SPOTLIGHT
THE INTIMATE MISS CHRISTY
 June Christy. Capitol T 1953 (M); ST 1953 (S)

One of Miss Christy's best albums in some months. Her deep smokey sound is particularly inviting on this album and she is backed simply by guitar or bass or drums, but by little more than all three. Particularly good playing from the few, but important players as the songstress turns in fine performances of "Spring Is Here," "Misty," "Don't Explain" and "Fly Me to the Moon."



POP SPOTLIGHT
NEW DIRECTIONS IN FOLK MUSIC
 Journeymen. Capitol T 1951 (M); ST 1951 (S)

When it comes to city-billy folk singers, the Journeymen can be ranked among the best. They ably tackle some not-too-frequently recorded folk material of substance. Cuts sure to please the growing number of pop-folkies are "Someday Baby," "Country Blues," "Stackolee" and "Ja-Da." Material and approach has the widest commercial appeal.

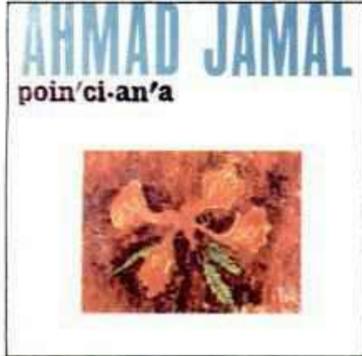


POP SPOTLIGHT
GREAT SCENES FROM GERSHWIN'S PORGY AND BESS
 Leontyne Price, William Warfield. RCA Victor LM 2679 (M); LSC 2679 (S)

One of the most exciting albums in Victor's fall release. Price and Warfield are at the top of their powers in an intense realization of this history-making Gershwin score. Supporting roles are dramatically portrayed by John W. Bubbles ("Sportin' Life") and McHenry Boatwright (Crown). Skitch Henderson conducts.

POP SPOTLIGHT
AHMAD JAMAL
 Argo LP 719

Ahmad Jamal is back in the old swinging groove with this album recorded with appropriate background and night club audience noises. The trio is in close empathy with the late Is Crosby and Vernell Fourrier working tightly with the pianist. The title tunes, "Ivy," "Tater Pie," are a few of the better tracks.



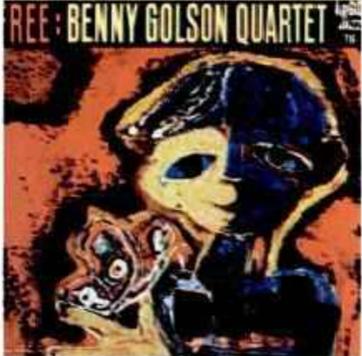
JAZZ SPOTLIGHT
MY POINT OF VIEW
 Herbie Hancock
 Blue Note 4126

Herbie Hancock, writer of "Watermelon Man," is back again with another fine LP, his second for the label. Potent piano abounds and there's a sales-ringing message to be heard in "Blind Man, Blind Man," already released as a single. Hancock's current position as pianist with Miles Davis can't hurt sales either.



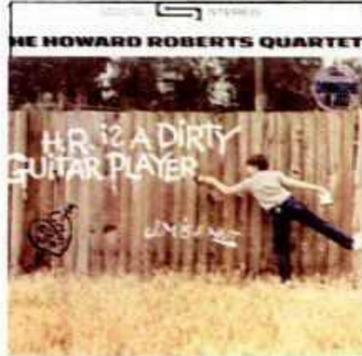
JAZZ SPOTLIGHT
FREE: BENNY GOLSON QUARTET
 Argo LP 716

As Golson explains in his own liner notes here, he is freeing himself of the formalized arranging bonds in this set and simply blowing free. That's a good description. Mixing three standards ("Mad About the Boy," "My Romance" and "Just in Time") with three originals, Benny blows his liquid, unfettered tenor to a good swinging backup from Tommy Flanagan, piano; Ron Carter, bass, and Art Taylor, drums.



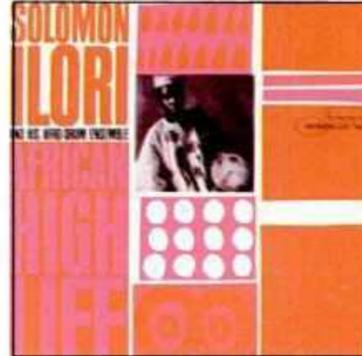
JAZZ SPOTLIGHT
H. R. IS A DIRTY GUITAR PLAYER
 Howard Roberts Quartet
 Capitol T 1961 (M); ST 1961 (S)

Guitarist Howard Roberts turns in his most commercial outing to date. Roberts is backed by some fine organ work from Burkley Kendrix and tight support from drummer Earl Palmer and bassist Chuch Berghofer. "Watermelon Man," "Deep Fry," "One o'Clock Jump" and "Dirty Old Bossa Nova" are tops.



JAZZ SPOTLIGHT
AFRICAN HIGH LIFE
 Solomon Ilori & His Afro-Drum Ensemble. Blue Note 4136

This album could very well be the set that gets the High Life off the ground as an American musical style. The melodic and rhythmic interpretations are simple, straightforward and swinging. They are definitely West African but are distinctly musical and should be more acceptable to U. S. tastes than any High Life music that has preceded them.



CLASSICAL SPOTLIGHT
BEETHOVEN: CONCERTO NO. 4

Van Cliburn; Chicago Symphony (Reiner). RCA Victor LM 2680 (M); LSC 2680 (S)
 Cliburn and Reiner have been together before, and collectors well know, and with admirable results as in the same composer's "Emperor" and the Schumann piano concerto, among others. This newest entry should be a brisk seller.



CLASSICAL SPOTLIGHT
TCHAIKOVSKY: CONCERTO NO. 1

Artur Rubinstein; Boston Symphony Orchestra (Leinsdorf) RCA Victor LM 2681 (M); LSC 2691 (S)
 The combination of the Boston orchestra and Artur Rubinstein are bound to be big dealer box office. The music is familiar and brilliantly performed. The poignant contrasts between Tchaikovsky's deep brooding and fiery moods are well done.



CLASSICAL SPOTLIGHT
THE ROBERT SHAW CHORALE "ON TOUR"

RCA Victor LM 2676 (M); LSC 2676 (S)
 The Robert Shaw Chorale, in its recent visit to Moscow, created almost as much excitement there as Van Cliburn, and here are major portions of the program as presented in the Soviet capital. The offerings range from selections by Mozart and Schonberg to three songs by Ravel, a Russian folk song and a spiritual. A balanced program artfully sung.



CLASSICAL SPOTLIGHT
GREAT SOPRANOS OF OUR TIME

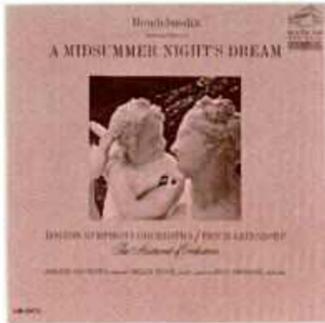
Various Artists
 Angel S 36135 (S)
 This album is designed to tie in with Angel's dealer program which features 97 albums by their top operatic sopranos, Maria Callas, Elisabeth Schwarzkopf, Victoria de los Angeles, Regina Crespin, Birgit Nilsson and Joan Sutherland. Each soprano offers two tracks from one or more of her complete sets. There's an awful lot of talent on these two sides.



CLASSICAL SPOTLIGHT
LEONARD PENNARIO WITH BOSTON POPS/ARTHUR FIEDLER

RCA Victor has matched best selling Arthur Fiedler's Boston Pops Orchestra with a comparative but highly gifted newcomer, Leonard Pennario. The two ably collaborate on the piano-orchestra Rachmaninoff "Rhapsody on a Theme of Paganini" and Frank's "Symphonic Variations/Litoff-Scherzo."

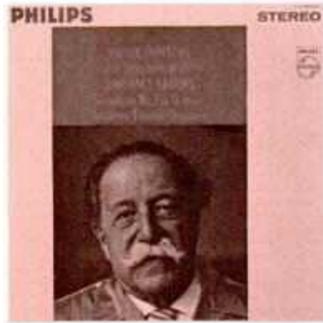
ALBUM REVIEWS (continued)



CLASSICAL SPOTLIGHT
MENDELSSOHN; INCIDENTAL MUSIC TO A MIDSUMMER NIGHT'S DREAM

Boston Symphony Orchestra (Leinsdorf). RCA Victor LM 2673 (M); LSC 2673 (S)

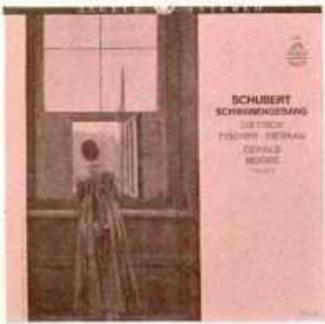
In anticipation of the Shakespeare Quadracentennial, Victor offers an all-star cast in a delightful performance of this popular work. In addition to soloists Arlene Saunders and Helen Vanni, actress Inga Swenson recites passages from the Shakespeare play, selected by Leinsdorf, which lead into the musical sections. A special, de luxe, individually numbered, limited edition of this recording is also available for an additional \$2. The handsome and impressive de luxe edition will be a real eye-catcher, conversation piece, and perfect gift.



CLASSICAL SPOTLIGHT
BRAHMS: SYMPHONY NO. 2 IN D MAJOR

London Symphony Orchestra (Monteux). Philips PHM 500-035 (M); PHS 900-035 (S)

The combination of the Brahms "Second," and the "Academic Overture" with the much-respected name of Pierre Monteux conducting the London Symphony should make this album of much interest to the classical collector. The reading is one of the better of recent versions of the Brahms symphonic work, and should rank high among the list of all-time versions.



CLASSICAL SPOTLIGHT
SCHUBERT: SCHWANENGESANG, D. 957

Dietrich Fischer-Dieskau, Gerald Moore. Angel S 36127

Fischer-Dieskau is probably the definitive male lieder singer singing today, and this recording is a welcome one to the repertoire. The tremendous success Angel had last year with his recording of Schubert's "Die Schone Mullerin" should easily be matched here. Gerald Moore is still the master among accompanists.



CLASSICAL SPOTLIGHT
MEMORIES OF NAPLES

Franco Corelli Angel S 36126 (S)

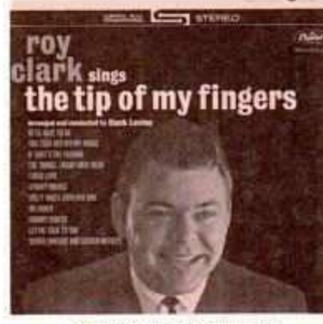
A follow-up to the very successful first album of Neapolitan songs by Corelli, this collection of "pop" Italian tunes finds the tenor in his usual excellent voice. His operatic approach to these songs is a little less than idiomatic, but perfectly exciting, and the support of conductor Franco Ferraris is lush and sympathetic. Should easily be another big one for the popular tenor.



CLASSICAL SPOTLIGHT
STRAUSS: EIN HELDENLEBEN

Boston Symphony Orchestra (Leinsdorf). RCA Victor LM 2641 (M); LSC 2641 (S)

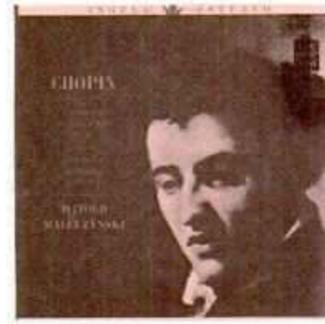
This recording of the Strauss work is bound to rank with the leading versions, of which there are only a half dozen or so. The Boston orchestra is in first-class shape for the test and Leinsdorf deftly leads the symphony's members through the demanding work.



COUNTRY SPOTLIGHT
ROY CLARK SINGS THE TIP OF MY FINGERS

Capitol T 1972 (M); ST 1972 (S)

Roy Clark is one of the brighter of the new country chatters, having ridden the country singles chart for close to three months with the title tune of this new album. Here the young guitarist-singer (and an alumnus of the Jimmy Dean and Wanda Jackson groups) focuses on singing a flock of good, Nashville-oriented tunes like "We Could," "He'll Have to Go," "Sally Was a Good Old Girl" and "The Things I Might Have Been." A strong album debut.



CLASSICAL SPOTLIGHT
CHOPIN: SONATA NO. 2 IN B FLAT MINOR, OP. 35; SONATA NO. 3 IN B MINOR, OP. 58

Witold Malczuzynski Angel S 36122 (S)

This waxing could be entitled "The Many Moods of Chopin." Side 1 is Chopin the resigned and the shadow. Side 2 is the genius free from the preoccupation with death. Here Chopin is expansive. Witold Malczuzynski is masterful in his interpretations of the great composer, no matter what his mood was at the time of composition.



RELIGIOUS SPOTLIGHT
THE GOOD OLD HYMNS

Roger Wagner Chorale. Capitol W 1923 (M); SW 1923 (S)

Few are the choral ensembles who sing hymns or any other type of repertoire, for that matter, better than this one. Here, they have taken what might well be called the standards of the hymn field and given them sensitive a capella readings, employing arrangements true to the hymn book. Included are "Jesus Loves Me," "The Old Rugged Cross," "Abide With Me," "Lead Kindly Light" and "Rock of Ages," among others. A rewarding performance throughout.



LOW PRICE POP SPOTLIGHT
LIVING STRINGS AT A SIDEWALK CAFE

RCA Camden CAL 762 (M); CAS 762 (S)

The Living Strings transport the listener to the sidewalk cafes of the world via lush instrumentation of such gay tunes as "You Can't Be True Dear," "Play Fiddle Play" and "Hi-Lili, Hi-Lo." A few of the sad songs are "My Heart Crys for You" and "Auf Wiederseh'n." There's some nostalgia, too, with "Vienna, My City of Dreams."



LOW PRICE POP SPOTLIGHT
LIVING VOICES SING SMOKE GETS IN YOUR EYES AND OTHER BEAUTIFUL SONGS

RCA Camden CAL 764 (M); CAS 764 (S)

The Living Voices, along with the Living Strings are responsible for much of interest and sales in this low price line. Another fine album of ballad standards and solid programming items here. Title tunes, "End of the World," "Cape Cod" and "Linda," are a few of the fine tracks.

BREAKOUT ALBUMS

★ **NATIONAL BREAKOUTS**

- SAY WONDERFUL THINGS**
Patti Page, Columbia CL 2049 (M); CS 8849 (S)
- THE SONGS I LOVE**
Perry Como, RCA Victor LPM 2708 (M); LSP 2708 (S)

★ **NEW ACTION LP's**

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

- PRISONER OF LOVE . . .**
James Brown, King 851 (M); (No Stereo)
- THE MONKEY TIME . . .**
Major Lance, Okeh OKM 12105 (M); OKS 14105 (S)
- THE BEST OF THE CHAD MITCHELL TRIO . . .**
Kapp KL 1334 (M); KS 3334 (S)
- 3 GREAT BANDS . . .**
Henry Mancini, Al Hirt, Prez Prado, RCA Victor LPM 2722 (M); LSP 2722 (S)
- FOUR STRONG WINDS . . .**
Ian & Sylvia, Vanguard VRS 9133 (M); VSD 2149 (S)
- CATTLE CALL . . .**
Eddy Arnold, RCA Victor LPM 2578 (M); LSP 2578 (S)
- FLATT & SCRUGGS AT CARNEGIE HALL . . .**
Lester Flatt & Earl Scruggs, Columbia CL 2045 (M); CS 8845 (S)
- "TWANG" A COUNTRY SONG . . .**
Duane Eddy, RCA Victor LPM 2681 (M); LSP 2681 (S)

ANNETTE'S BEACH PARTY . . .

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

CALL ME MISTER . . .

Mr. Acker Bilk, Atco 158 (M); SD 158 (S)

12 STRING GUITAR! . . .

Various Artists, World Pacific WP 1812 (M); ST 1812 (S)

HOOTENANNY NO. 2 . . .

Various Artists, Kapp KL 1343 (M); KS 3343 (S)

GREATEST AMERICAN WALTZES . . .

Connie Francis, MGM E 4145 (M); SE 4145 (S)

MISSA LUBA . . .

Les Troubadours du roi Baudouin, Philips PCC 206 (M); PSC 606 (S)

SILVER'S SERENADE . . .

Horace Silver Quintet, Blue Note 4131 (M); 84131 (S)

FOR YOU . . .

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

HOLIDAY FOR PIANOS . . .

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

MARVELETES ON STAGE . . .

Tamla 243 (M); (No Stereo)

SONGS WE SING ON THE ANDY WILLIAMS SHOW . . .

Osmond Brothers, MGM E 4146 (M); SE 4146 (S)

THE MIRACLES ON STAGE . . .

Tamla 241 (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

ALMA MATER MEMORIES
Fred Waring & His Pennsylvanians
Capitol T 1949 (M); ST 1949 (S)

Another warmly appealing, well-carried-out program by the Waringites. The title sets the tone for the strongly seasonal item, which contains renditions, with and without orchestra support, by the big mixed Waring chorale of such traditional songs as "The Whiffenpoof Song," "Hanover Winter Song," "Halls of Ivy," "Gaudemus Igitur," "Sweetheart of Sigma Chi." Also included are "Hills of Old Penn State" and "Moonlight and VPI." College disk shops should take special notice.



POP SPECIAL MERIT

I AM THE GREATEST
Cassius Clay
Columbia CL 2093 (M); CS 8893 (S)

The self-styled "greatest" turns to a new field here with interesting results. The field is that of the spoken word and the pretender to the heavyweight boxing throne launches into some of his own poetry and sketches with such titles as "Will the Real Sonny Liston Fall Down," "I Have Written a Drama, He Said Playfully" and a couple of monologs, like "I Am the Greatest" and "I Am the Double Greatest." Could have fan appeal though hardened critics will recall having heard funnier stuff.



POP SPECIAL MERIT

IT'S A BOSSA NOVA WORLD
Various Artists
Capitol T 1946 (M); ST 1946 (S)

Two worthwhile points are made here. First, that a number of familiar and recent pop hits, adapt themselves very well to the bossa nova beat; secondly, when you put fine players like Laurindo Almeida, Vic Fiedman, Shelly Manne, Bob Cooper, Don Fagerquist, among others, in this 10-man group, you get good music. Tunes include "Tie Me Kangaroo Down, Sport"; "Hava Nagila"; "Sukiyaki"; "Danke Schoen," etc. Spinnable and listenable.



POP SPECIAL MERIT

THE PRISONER'S DREAM
Charles Lee Guy, III
Capitol T 1920 (M); ST 1920 (S)

Since time immemorial, the songs of the prisoner have been just as popular out of prison as within. Charles Lee Guy III sings with an unshakable assurance (he's presently incarcerated in a California jail) a collection of excellent songs penned by Johnny Cash, Spade Cooley and Harlan Howard. Joe Maphis' guitar accompaniment is a genuine compliment to an equally genuine singer of prison folklore. Best track: "The Wall."

(Continued)

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.

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FAITH • LEFTY FRIZZELL • KEN GRIFFIN • JOHNNY

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See 'New Look' in Operations Of Religious-Oriented Field

By MARK-CLARK BATES

NASHVILLE—Reports from major industry leaders in the sacred and inspirational record field indicate an approaching "new look" in religious-oriented music operations.

"New" in the sense that merchandising efforts will be designed more and more around the traditional distributor-retailer set-up.

There was a time when sacred records were sold almost exclusively through church-related book stores. But several authorities in the sacred field have noted a trend towards an expanded merchandising effort among sacred publishers and labels. (See the feature on Word Records, Waco, Tex., in this section.)

John Koshel Jr., assistant to the president of SESAC, the major sacred music licensing society, says two definite trends have developed:

1. Koshel says that the sacred publisher has recognized the growing potential for religious record sales. A result of this realization is the development of several new labels which in most cases are owned by the publishers.

An example of this trend is closely related to the first, Koshel says; namely, an awareness on the part of the sacred music publisher of the importance of getting their songs recorded. This, being largely a matter of good economics.

One drawback on getting sacred material cut, according to several sources, is that writers have limited their potential because of certain fears in regard to how and who would cut the song. Many writers, it appears, are reluctant to free sacred material in fear it might be cut in a manner which the writer could consider sacrilegious.

Mahalia's Voice

Several weeks ago this problem surfaced when Mahalia Jackson, one of the top sacred artists, publicly questioned the advisability of the short-lived "pop-gospel" siege.

But regardless of this problem the sacred field has many plusses going for it.

One of the major revenue sources for sacred music publishers is the book and song book business. One of the major publishers sold 100,000 song books, 45,000 choir collections, 15,000 piano books, and between 275,000 and 300,000 various other religious books last year, Koshel said. He elected not to identify the publisher.

Some of the major Protestant companies are Singspiration, Inc., of Grand Rapids; the Rodeheaver Company; the Nazarene Publishing House, Kansas; the Sunday School Board of the Southern Baptist Convention, and the Concordia Publishing House, a Lutheran church company.

But the sacred field is not limited to the Protestant faith. Two major sacred publishers are the Gregarian Institute of America, noted for their chants, and the McLaughlin and Riley Company, of Boston, both are Catholic church-related operations.

And a new development in the publishing field is a Hymnal designed to be acceptable to both Catholic and Protestant doctrine. It is published

SESAC AN OUTSTANDING LICENSEE IN FIELD

NEW YORK—One of the important licensees of sacred and inspiration music is SESAC. Among the firm's member publishers are such notable producers of religious music as Concordia Publishing House and World Library of Sacred Music.

Concordia Publishing House of St. Louis, an arm of the Lutheran Church-Missouri Synod, has four current catalogs listing over 5,000 compositions. In the past few years Concordia has published cantatas and smaller works by the old Lutheran composers and contemporary composers.

Among the records available from World Library of Sacred Music in Cincinnati: "Chants of the Church," sung by the Monks of Mount Angel Abbey; "Christmas in the Cloister," sung by the Trappistine Nuns; "Mass Prayers" and "One Faith in Song," 21 hymns common to the Catholic and Protestant faiths.

of the World Library of Sacred Music in Cincinnati.

Two Big Ones

Two giants in the sacred record field are Word Records and Duke Records and their subsidiaries, Peacock and Songbird.

Word, headed by Jarrell McCracken, has witnessed spectacular growth during its 12 years of operation. The Waco, Tex., company records some of the top sacred artists in the field including Ethel Waters, Frank Boggs, Burl Ives, the Lutheran Hour Choir, and the Korean Orphan Choir. Word also records several outstanding religious speakers including Billy Graham, Dr. Norman Vincent Peale, Paul Harvey and Walter Judd.

Duke Records, an all-Negro label, has more than 50 artists. Many of their artists, while not chart-makers, sell 50-to-60,000 records per release, according to Bob Garner, Duke sales manager.

Headed by Don Robey, Duke sells to a steady customer. Robey said the field is very lucrative even though their artists are not as well known as pop artists. Several of their mainstays include the Mighty Clouds of Joy, the Dixie Hummingbirds and professor Harold Boggs.

Another sacred label, similar but not as large as Duke, is Ernie Young's Nashboro-Excello combine. Young's Nashville-
(Continued on page 16)

RELIGIOUS MUSIC

Blue Ridge Quartet Bus Even Has Own Phone

By MARK-CLARK BATES

The Spartanburg, S. C.-based Blue Ridge Quartet has staked a claim to an exclusive among the transportation-conscious quartet family. The recently purchased a double-decker super scenic cruiser bus which features air-conditioning, two-way radio, mobile telephone, a snack bar and sleeping quarters for seven. The bus is said to be the only double-decker in private use.

Sing Music, owned by the LeFevres, has moved into a new ultra-modern building in Atlanta. Sing's A. O. Stinson recently cracked the New England television market with the "Gospel Singing Caravan" TV show. Stinson is also scheduling the show in Western markets for the near future.

The Blackwood Brothers are set for Springfield, Mo., September 19; Akron, 20; Detroit, 21, and Dayton, Ohio, 26 and 27.

Smitty Gatlin's Oak Ridge Boys are excited about their new arrangement with Warner Bros. They are one of the busiest gospel groups in the business and are experiencing a real spurt at the present time.

The Oak Ridge Boys just released a new album, "Folk Minded Spirituals for Spiritual Minded Folk," which features banjo and a 12-string guitar.

The Statesmen, headed by Hovie Lister, were named "Best Gospel Quartet of 1963" by the World Youth Council recently. Lister's group is probably the top album seller in the gospel field.

New Skylite releases include "Just a Rose Will Do," by Little
(Continued on page 16)

DEALERS SAY SACRED BRINGS MUCH ACTION

NASHVILLE—A Billboard market survey of 20 record retailers from various parts of the country reflects good news for sacred and inspirational labels, artists, and publishers.

Asked if the dealer gets calls for the sacred product frequently, occasionally, or seldomly, it was found that nine dealers said they get frequent calls, five said occasionally, and six said seldomly.

It should be pointed out that these dealers were picked as representative of the average record shop and are not specialty stores.

When asked if the dealer felt he has an adequate sacred stock eight said yes, 12 said no. And 12 dealers said they plan to stock more sacred product while the other eight said they would continue with the same stock. Only two dealers said they plan to carry less sacred stock.

Five dealers said sacred sales fluctuate while 15 dealers find the sacred market steady.

Like Texas, Word Records Is Big, Big, Big

WACO, Tex.—In true Longhorn State fashion, Word Records has become—in the space of 12 years—a giant of the record industry in the field of sacred and inspirational music.

The founding of the label actually happened almost by accident. Jarrell McCracken, founder and president of Word, was a 21-year-old ministerial student at Baylor University in 1951 when by a twist of fate the label was born.

While attending school McCracken was also announcing for a local radio station. At the suggestion of his friends he combined his radio abilities with his ministerial studies and produced a "sermon" which came to be called "The Game of Life." The taped sermon, which included cheering and band music, was an allegorical contest between the forces of evil and the forces of good.

The taped sermon caught on and requests for records of the production came from various parts of the country. With this, Time magazine carried a feature story on the unusual sermon.

Frank Boggs, a favorite sacred artist among Protestant churches, became Word's first artist and was followed by the Baylor University choir. From that point on McCracken began to add some of the best-known names in the sacred field to his budding giant. Today, Word boasts a roster of sacred talent unequalled by any other label in the world. Included among its artists are Ethel Waters, Burl Ives, Norman Vincent Peale, Billy Graham, the Lutheran Hour Choir and the Korean Orphan Choir.

According to Russ Reid, vice-president of Word, the label has had to create a market for the sacred product. In the past, Reid said, it has been difficult

for a label to get the retailer to stock an adequate supply of sacred and inspirational records.

But Reid sees a trend away

from this as more and more retailers come to realize the market potential for the sacred product.

In the early days and even until today Word has depended on an aggressive merchandising effort to get its product to the consumer. The major sales efforts are concentrated in the following:

1. Bible book stores—Through these stores Word found a consumer market already oriented to the label's music. This effort, Reid said, produces a reasonable amount of Word's sales.

2. Door-to-door sales—Word has approximately 500 salesmen who sell sacred record libraries from door to door. Purchases, Reid said, range from \$24.95 to \$300. Included in the plan are different combinations of records aimed at various age groups.

"We take the position that every home needs the influence
(Continued on page 16)



GOSPEL SINGING BLACKWOOD BROTHERS join sacred specialist Tennessee Ernie Ford for a recent appearance on Ern's ABC TV show.

Coming on this page in future weeks:

Next week
Jazz

October 5
Classical

October 12
Folk

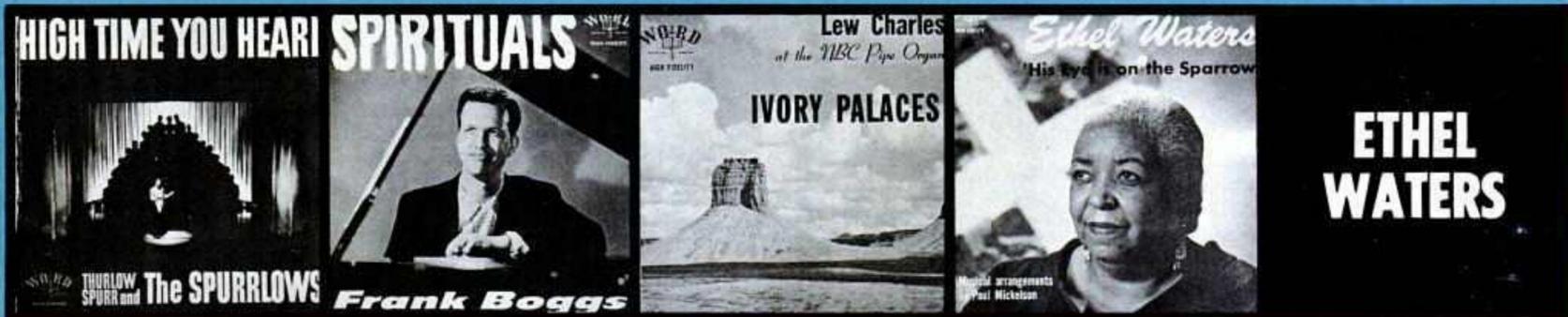
WORD - "The World's Largest Selling Inspirational Label"



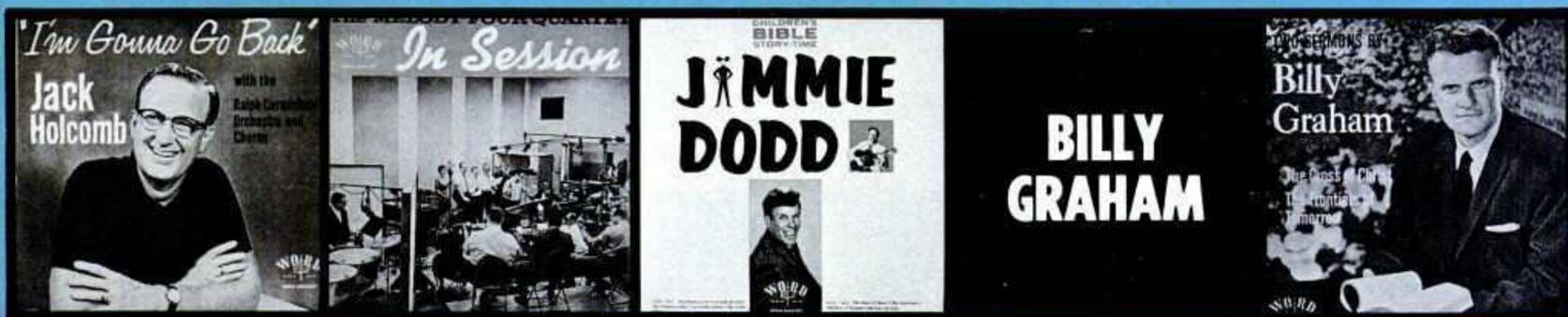
W-3170-LP WST-8104-LP W-3229-LP WST-8130-LP W-3259-LP WST-8140-LP W-3188/2-LP WST-8117/2-LP



W-3242-LP WST-8132-LP W-3255-LP W-4017-LP WST-9003-LP W-3149-LP WST-8082-LP



W-3246-LP WST-8134-LP W-3161-LP WST-8098-LP W-3054-LP W-3100-LP WST-8044-LP



W-3250-LP WST-8135-LP W-3163-LP WST-8100-LP W-3241-LP W-3243-LP



W-3139-LP WST-8077-LP W-3180-LP WST-8114-LP W-3239-LP WST-8131-LP W-3252-LP WST-8137-LP



W-3011-LP W-3276-LP WST-8153-LP W-3094-LP W-7004-LP WST-8034-LP

"W" designates Mono "WST" indicates Stereo



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2. WORD will send you the 50 at a 10% Discount off the regular dealer prices!
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WORD

**RECORD
DISTRIBUTING COMPANY
WACO, TEXAS**

Like Texas, Word Records Is Big, Big, Big

• Continued from page 13

of these records," Reid said. Many of the salesmen work rural areas where there are no record stores. When a salesman finds a home where there is no phonograph he is equipped to sell the consumer a phonograph plus the records, Reid said. "Not only is this helping us to merchandise the Word prod-

uct," Reid said, "but we feel that this is a boost for the entire record industry inasmuch as we have been able to introduce another family to the world of recorded music. Then, of course, it is most probable the consumer will not only buy our product but that of other labels as well."

3. Record club—This method, Reid says, is "very successful."

The Word Record Club was formed in 1957. A combination of direct mail and advertising placed in religious publications is the major communication with the consumer for the club, Reid said.

4. Distributors and salesmen—Word is also distributed to numerous retailers through the normal distributor-retailer set-

Religious Field Has New Operations Look

• Continued from page 13

based labels sell the bulk of their records through radio packages.

Two top writers in the sacred

up. Additionally, the label has salesmen who call on the retailers direct.

Reid feels that the time has come for the sacred and inspirational product to be stocked by all retailers who want a well-rounded and in-depth store. Furthermore, he feels that "retailers who fail to stock the sacred product are missing sales."

"We (Word) are specialists in the sacred and inspirational field," Reid said. "We know what religious people consider religious music, and we produce records with a wide range of appeal from high church to contemporary religious music," he added.

The company, which has been given extensive coverage by Time, Fortune and United Press Features, is today grossing \$2 million annually.

Reid said the present fiscal year will be Word's most successful, and he predicts that with a major effort aimed at placing the product with the retailer the label will continue to witness profit strides befitting the popular image of a Texas bonanza.

field are Moise Lister, whose songs have been recorded by Jimmy Dean, George Beverly Shea, Mahalia Jackson and scores of other leading artists, and Ira Stanphil, of Lancaster, Pa., who wrote the sacred classic, "Mansion Over the Hilltop."

Of course there is another factor in the sacred and inspirational field of major importance: The major label and their artists.

Big Sellers

Columbia features two giant sellers, the Mormon Tabernacle Choir and Mahalia Jackson; Decca has Fred Waring, Red Foley, and a host of country artists who also record sacred music; Capitol claims the Roger Wagner Chorale, Tennessee Ernie Ford and Ralph Carmichael; Randy Wood's Dot label has Dr. Charles Kendall and Pat Boone; RCA Victor spotlights George Beverly Shea, perhaps the top seller in the field, Marian Anderson, the Robert Shaw Chorale, and Elvis Presley, who has sold thousands of hymn albums.

Not to be overlooked is Charlton Heston, who has a strong following for his recorded reading of the Holy Bible. Also, there are numerous artists, particularly in the country field, who record sacred material.

SESAC's Koshel sees a continuing growth for the sacred and inspirational publishing and recording business.

Factors accounting for the growth, Koshel says are that many churches are beginning to realize the importance of records "for spreading their message," and publishers are becoming increasingly aware of the revenue potential for their songs if merchandised properly.

These factors will probably lend impetus in the months ahead to increased sales efforts for the sacred product.

Steve Clark Named V.P.

CHICAGO — Steve Clark, Vee Jay representative in the Atlanta area, has been named vice-president in charge of sales and promotion. Clark is a four-year veteran with the label.

His appointment was announced by Randall Wood, newly named Vee Jay president, who also noted that August was one of the biggest months in the label's history.

Wood cited new material by the 4 Seasons, Gene Chandler, and subsidiary product on FM and Horizon. He said the 4 Seasons' "Golden Hits" LP was already over the 100,000 mark.

Wood said he keenly anticipated an even greater volume in September when Vee Jay would introduce additional new product and a new merchandising program in its Oldies "45" label.

In naming Clark, Wood said he would be responsible for augmenting Vee Jay along modern sales and promotion concepts. He described Clark as "one of the most progressive thinkers in the record business today."

Before joining Vee Jay, Clark held his own firm, Temp Records, for two years, before that, was with the Eastman Kodak Company in sales and promotion for two years. He is a graduate of Knox College in Galesburg, Ill.

Philips Shows Discount Plan

CHICAGO—Philips Records introduced 12 new albums and a new 12½ per cent discount sales plan through a series of regional meetings conducted by the label's executives last week.

Albums by Paul and Paula and Teresa Brewer headline the pop package which includes several additions to the Philips Connoisseur Collection series. Four classical albums round out the August release.

The Philips 1963 World Series of Music sales plan is effective from August 20 through October 15, and provides a 12½ per cent discount on all new product and the entire Philips catalog.

Merchandising aids include a wire-pole assembly for eight die-cut jackets especially suitable for window or in-store display. Philips is also supporting the fall plan with a full-scale publicity and promotion program.

Religious Music

• Continued from page 13

Troy Lumpkin; "The Gospel Harmony Boys"; "The New Stamps Quartet," with Smiling Joe Roper; "The Kingsmen" and "The Northern States Quartet Convention," recorded live in Detroit.

Several publishers have sponsored music schools during the summer. Some of the more successful were under the direction of the Stamps-Baxter Music Company, Dallas; J. M. Henson Music Company, of Atlanta; Stamps Quartet Music Company, Dallas; James D. Vaughan Music Company, Lawrenceburg, Tenn., and the Tennessee Music Company, Cleveland, Tenn.

The Rebels Quartet of Tampa were signed recently to a recording contract with Skylite... The Jr. Blackwood Brothers and the Blackwood Little Brothers will be featured in a series of Wally Fowler shows in the near future.

THE WORLD'S OUTSTANDING INSPIRATIONAL ARTISTS ARE ON:



PEACOCK SPIRITUAL ARTISTS

- THE MIGHTY CLOUDS OF JOY
- THE SENSATIONAL NIGHTINGALES
- PILGRIM JUBILEE SINGERS
- FIVE BLIND BOYS
- THE GOSPEL CONSOLATORS
- THE DIXIE HUMMINGBIRDS
- THE LOVING SISTERS
- THE SPIRITUAL FIVE
- REV. JULIUS CHEEKS
- THE CHARIOT GOSPEL SINGERS
- THE SUNSET TRAVELERS

- GOSPEL MESSENGERS
- THE GOSPELAIRES
- SISTER JOSEPHINE JAMES
- VICTORIA & THELMA HAWKINS
- REV. ROBERT BALLINGER
- CHICAGO GOSPEL CAVALIERS
- REV. CLEOPHUS ROBINSON
- THE SOUL SEEKERS
- SPIRIT OF MEMPHIS QUARTET
- THE GOLDEN ECHOES
- THE HARDEMAN SINGERS
- EXCELLO GOSPEL SINGERS
- THE MIGHTY REDEEMERS
- FIVE SINGING STARS
- THE AWAKENING ECHOES
- THE O'NEAL TWINS
- THE STRIPES OF GLORY
- THE HIGHTOWER BROTHERS
- THE BROOKLYN SKYWAYS
- BROTHER PRINCE DIXON
- THE SOUTHERNAIRES
- REV. W. C. TRAMMELL
- BROOKLYN ALL STAR SINGERS
- SKYLIGHT SINGERS

SONGBIRD SPIRITUAL ARTISTS

- INEZ ANDREWS GIBBS & THE ANDREWETTES
- THE GOSPEL CHALLENGERS
- PROF. HAROLD BOGGS
- THE POWERLITES



PEACOCK AND SONGBIRD RECORDS

DON D. ROBEY, PRESIDENT

DAVE CLARK
NATIONAL REPRESENTATIVE

ROBERT L. GARNER
SALES-PROMOTION

JACK HILL
SOUTHERN REPRESENTATIVE

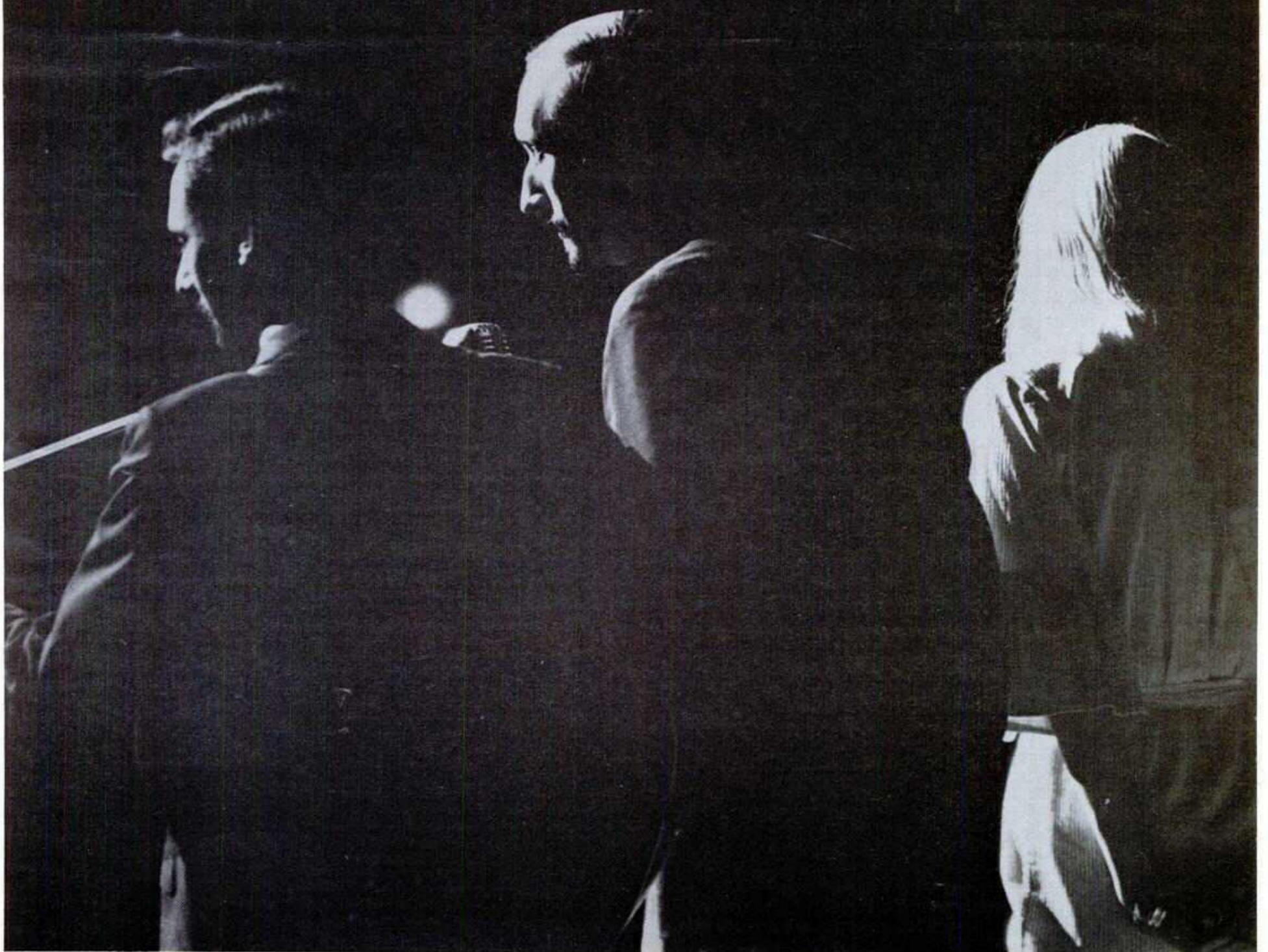
MAURICE HELFER
NORTH CENTRAL REPRESENTATIVE

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IT'S ALL RIGHT" #5385
B/W "AUTUMN TO MAY"

*now available. their new
hit album: IN THE WIND*



Warner Bros. Records, the first name in sound



NOSTALGIA BIT

'I'll Never Smile Again'—Sigh, Sigh

The cup of nostalgia is bubbling over these fall evenings in New York, as the band stand at the Hotel Americana's Royal Box Supper Club takes on the looks of a reincarnation of a much older stand in a much older hotel.

A passer-by hearing a faint, lilting trombone solo, would place the original setting as the Century Room of the Hotel Commodore, or perhaps the Cafe Rouge of the Hotel Pennsylvania.

This week's re-enactment of those earlier scenes was not a dream at all. Rather, it was personable Sam Donahue putting the latest version of the Tommy Dorsey band through its paces in a one-hour production, which had, despite a certain unevenness, some definite high spots.

The engagement produced the New York cafe debut of 19-year-old Frank Sinatra Jr., a lad who sings like, sounds like, and gestures like his father almost to the point where it's unfortunate.

Re-enacting a typical Sinatra-Dorsey scene of the late 1930's, the younger edition sings "Without a Song," "This Love of Mine," "Too Close for Comfort" (from clansman Sammy Davis Jr.'s show "Mr. Wonderful") and finally, with the Pied Pipers, "I'll Never Smile Again."

The sound and the presence is amazingly like the elder Sinatra, a fact which makes for pleasing floorside conversation, but which does not necessarily carve out a bright new career. This is a good, publicity-laden way for Frank Jr. to get himself launched. Soon, however, he should build his own act and his own image and ditch the band showcase. He has the natural singing talent and poise to go it alone if he wants to.

Helen Forrest, often called the voice of the name bands, was the hit of the show in the wind-up spot, and showed herself a wow of a performer. Miss Forrest looks fine, 25 years after her heyday as a band singer, and, if anything, she sings better than ever. Using a six-number turn, she gave the short spell the look and the sound of a complete club act, as she sang "Just One of Those Things," "Lonesome Road" and a group of her own smashes—"I Don't Want to Walk Without You," "I Had the Craziest Dream" and "I Cried for You."



HELEN FORREST

The band itself is fine, and it's cast in the Dorsey, brassy tradition (four trumpets, three trombones, six reeds) with leader Donahue, a three-horn man, taking part in each.

The Pied Pipers, another trade-mark of the old Dorsey crew, are back with "Sunny Side of the Street," "Chicago"



FRANK SINATRA JR.

and "Oh Look at Me Now," and the group has a pleasant sound even though they're not in the same vocal league with the originals. Charlie Shavers contributes an overelaborate, Berrigan-ized trumpet solo and Garry O'Brien handles the Dorsey trombone spots well.

REN GREVATT

LIVING ROOM

Kathy Pert, Shapely—and Warm

NEW YORK — The Living Room on New York's East Side, a posh but highly intimate night club, was filled with a mighty full and rich voice when Kathy Keegan opened Monday (9).

She is a pert and shapely brunet and projects a warmth and sincerity in her delivery that makes it difficult for the listener to think of anything else but her singing.

The thrush's disarming personality was evident in her up-tempo "Gypsy in My Soul," "Call Me Irresponsible" and "A Foggy Day in London Town" were delivered with torchy tenderness and sincerity. The highlight of the evening's performance was an emotion-packed rendition of "The Good Life"—the tune that Kathy has done much for, and has done much for her.

Kathy has a simple, direct

projection and packs emotional sincerity and zest that very frequently reminds one of Judy Garland.

Kathy Keegan's latest LP entitled "The Good Life" has just been released this week by Malibu Records.

GIL FAGGEN

TALENT TOPICS

NEW YORK

Fall is generally considered the off-season in Europe for American tourists, but that's obviously not the case for performing talent. Peter, Paul and Mary, the Everly Bros., Della Reese, Paul Anka, and many more top name record acts are currently en route to various parts of the Continent, for engagements of up to eight weeks.

Connie Francis started work on her forthcoming film for MGM last week. Entitled "Looking for Love," Connie is co-starring with Jim Hutton and Joby Baker. She will record eight new songs for the picture, which goes before the cameras in mid-October.

Bobby Rydell is in line to open at the Las Vegas Sands Hotel later this month for four weeks. After that he flies to the coast for top-secret huddle with 4 Star Productions for projected TV plans.

Chubby Checker returned to the U. S. last week after a two month tour of Europe. While in Germany he cut several sides in German, for local consumption. Also received trophies in both Germany and Italy as most popular American artist there.

SAN FRANCISCO

Though it's not London Week in San Francisco, the city is full of London talent. All at once we have here a touring group of "Beyond the Fringe" at the Geary, "An Evening of

(Continued on page 20)

TV GUEST APPEARANCES BY RECORD TALENT

SEPTEMBER 16-22
(All Times Eastern Daylight Saving)

- TUESDAY 17—RICHARD CHAMBERLAIN
TV-recording artist will be among the performers on the Tonight Show (NBC-TV, 11:15-1 a.m.).
- TUESDAY 17—COUNT BASIE, BROOK BENTON
Both will be featured on the musical portion of the Westinghouse tape-syndicated Steve Allen Show.
- WEDNESDAY 18—MILT KAMEN
Comic will be cutting up on the Tonight Show (NBC-TV, 11:15-1 a.m.).
- WEDNESDAY 18—KYU SAKAMOTO
Capitol's import from Japan will be featured on the Steve Allen Show.
- THURSDAY 19—EDIE ADAMS, GISELE MacKENZIE
An ABC-TV special, the Sid Caesar and Edie Adams Show (10-11 p.m.) with assorted guests.
- THURSDAY 19—PATACHOU
International song stylist will appear on the Tonight Show (NBC-TV, 11:15-1 a.m.).
- FRIDAY 20—LENA HORNE, JONATHAN WINTERS
Both will appear on the season premiere of the Jack Paar program (NBC-TV, 10-11 p.m.).
- FRIDAY 20—BILL DANA
Prior to beginning his own TV series, Jose Jimenez (Dana) will be guested by network co-worker Johnny Carson on the Tonight Show (NBC-TV, 11:15-1 a.m.).
- FRIDAY 20—KAY STARR
Kay sings "Make a Circle" on the Steve Allen Show.
- SATURDAY 21—JACK JONES, MORT SAHL, KAY STEVENS, HARRY JAMES
Top names are among the many who will appear on the premiere broadcast of the Jerry Lewis Show (ABC-TV, 9:30-11:30 p.m.).
- SATURDAY 21—NANCY AMES, VAUGHN MEADER, MIKE SETTLE, CHAD MITCHELL TRIO, ROOFTOP SINGERS
ABC-TV expands its popular Hootenanny show to a one-hour format tonight as new season is premiered (7:30-8:30 p.m.). Jack Linkletter hosts.
- SUNDAY 22—BILL DANA, GARY CROSBY
Comic and crooner premiere the new Bill Dana Show (NBC-TV, 7-7:30 p.m.).

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

ARTISTS' BIOGRAPHIES

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

GARNET MIMMS & THE ENCHANTERS
(United Artists)

NAMES: Garnet Mimms, Zola Pearnell, Sam Bell, Charles Boyer. AGES: All in mid-20's. HOME TOWNS: Mimms, West Virginia; Zola and Sam, Philadelphia; Boyer, North Carolina. BACKGROUND: Prior to forming the group as it now is, each of the members has had considerable solo experience here and, in the case of Zola Pearnell, in Europe. Zola has been with various vocal groups, including the Paul Roberts Choir. Boyer was a five-year member of the spiritual group called the Ambassadors. In addition to their obvious vocal talents, Sam Bell is a songwriter, and Garnet plays a pretty mean piano. The experience behind this newly formed aggregation has been long and, at times, arduous in the making. With "Cry Baby" they have made an auspicious debut on United Artists Records.

LATEST SINGLE: "Cry Baby," in its sixth week on the Hot 100, is still Top 20.



TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

Jerry Vale makes his second appearance at Freedomland this season this weekend, where he'll play the Moon Bowl with Richard Maltby's orchestra. . . . Johnny Tillotson will play the Shell House, Long Island, over this weekend. . . . Teri Thornton starts five weeks at Basin Street East September 19.

MIDWEST

The touring sing along gang of Mitch Miller play the Kansas City (Mo.) Coliseum (16), the St. Paul Auditorium (17), the Dallas Coliseum (18), the St. Louis Arena (19), Chicago's McCormick Palace (20), the University of Detroit Field House (21), and Cleveland's Public Auditorium (22). . . . Phyllis Diller plays for two nights (16-17) at

the Flamingo Club in South Sioux City, Neb.

WEST

Nina Simone closes this week at the Village Gate in New York and hies it out to the Paradise West in Los Angeles September 18 through October 1. . . . Anita O'Day goes into the Losers, Hollywood, for three weeks September 17. . . . A one-night concert September 21 at Santa Monica Civic Auditorium will headline Nancy Wilson and Morey Amsterdam. . . . Phyllis Diller steps in at the Fairmont Hotel in San Francisco for three weeks, beginning September 19. . . . Among the many talents to appear at the Monterey Jazz Festival (20-22) will be John Lewis and the Modern Jazz Quartet, Laurindo Almeida, Carmen McRae, Harry James, Dizzy Gillespie and Dave Brubeck.

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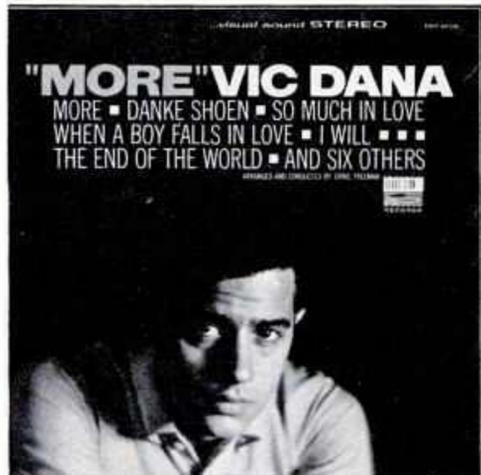
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LIBERTY PRODUCT MOVES

FALL '63 SALES PROGRAM PART 2



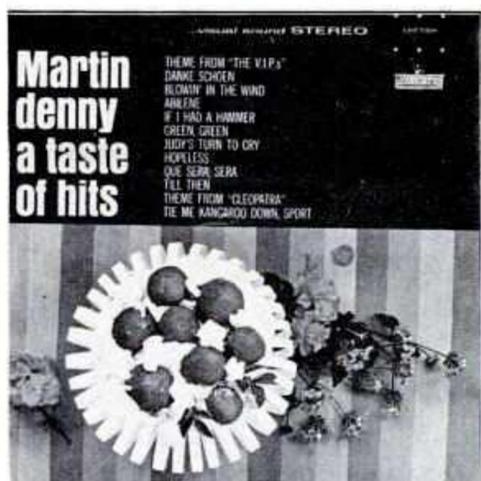
MORE ■ VIC DANA
BLP-2026/BST-8026



MAKE THE WORLD GO AWAY ■ TIMI YURO
LRP-3319/LST-7319



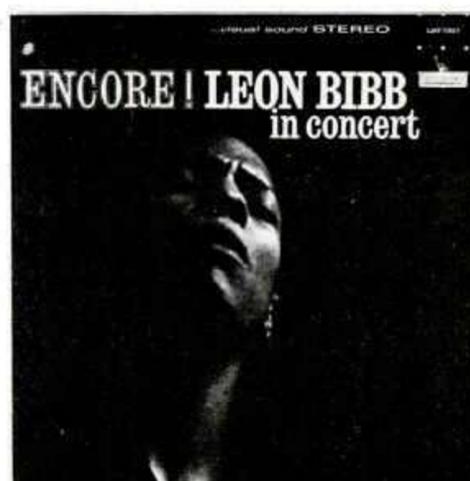
THE WONDERFUL WORLD OF JULIE LONDON
LRP-3324/LST-7324



A TASTE OF HITS ■ MARTIN DENNY
LRP-3328/LST-7328



THE WONDERFUL WORLD OF GENE McDANIELS
LRP-3311/LST-7311



ENCORE—LEON BIBB IN CONCERT
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TALENT TOPICS

• Continued from page 18

British Rubbish," which opens the new theater night club, the Little Fox, and "The Establishment" playing at the hungry i... Another world premiere is slated for the Curran Theater in September, a play entitled "The Tender Heel" with a setting in Florida... The Purple Onion returns to night club entertainment with the opening of comic **Kip King** and the singing voice of **Beverly Saunders**, with music by **Paul Gemignani**. . . . Banjoist **Clanny Hayes** has joined the **Turk Murphy** band and is now playing nightly at Turk's own Earthquake McGoon's. . . . **Dick Stewart**, KPIX teen-age host, is back for his second night club engagement at the Off Broadway. Starting August 30 **Stan Kenton** comes to the club with his complete 22-piece New Era in Modern Music Orchestra. . . . **Jimmy Smith and His Trio** are now whooping it up in the Jazz workshop. . . . **The Committee** is still going strong at its own night spot after several months. The San Francisco-born group has added a new member and increased its repertoire. . . . Comedian **Dave Barry** is pulling them in at Bimbo's, an unusual billing for this club usually given to big shows. Singer **Carol Brent** is with him.

Two musical plays are scheduled to play in San Francisco this fall, one of them a world premiere. "Wilde About Marriage," a musical adaptation of **Oscar Wilde's** "The Importance of Being Ernest," is currently in

rehearsal. Written and composed by **Don de Mistral**, the play features new talent headed for Broadway. Theater and opening date have not been set. . . . **Richard Rodgers' "No Strings"** featuring **Howard Keel** and **Barbara McNair** is scheduled December 2 at the Curran, and is an offering of the 1963-1964 Theater Guild Society season, the only musical in a group of eight plays.

Pete Seeger and the Freedom Singers of Atlanta held a "bon voyage folk music concert" August 17 at the Searsville Lake Park, Woodside. . . . On the Nevada scene are **Jan Garber** and his orchestra at the Mapes Casino in Reno; **Eddie Fisher** in the Celebrity Room, with **Forbes and Villa** at Cal Neva Lodge, Lake Tahoe; the **Lancers**, with **Frank Fanelli** and **Jack Schafer**, at the Crystal Bay Club. . . . **Dean Martin** and **Frank Sinatra** are at the latter's own Cal Neva Lodge through September 5. . . . The **Kingston Trio** is in the Arabian Room of the Dunes Hotel, Las Vegas.

The schedule for Harrah's Club at Lake Tahoe includes **Mitzi Gaynor** through September 8; **Liberace** through September 22, and then **Arthur Godfrey** to October 9. . . . **Sam Butera and the Witnesses** are at Harrah's in Reno through September 11, followed by **Tex Beneke Rax Eberle** and the **Modernaires**, through October 2. . . . The **Four Lads** are at the Holiday Hotel in Downtown Reno. . . . **Jack Soo** and **Juanita Hall** continue their successful run of "Flower

Drum Song" at the Thunderbird, Las Vegas. . . . The **Lettermen** with **George Burns** and **Dorothy Provine** are at the Nugget in Sparks. . . . **Saverio Saridis** and the **Kuban Kossacks** are at Harold's Fun Room, also in Reno.

GODFREY LEHMAN

BOSTON

With a season of expensive acts booked, the Statler-Hilton Terrace Room is tempting the fates with an early opening on Friday, September the 13th. The week end's jam-packed house at the Hampton Beach Casino saw more than 12,000 show up for an evening with **Peter, Paul and Mary**. . . . **Vaughn Meader** was honored at a luncheon this week in his old home town of Waterville, Me. He made his acting debut at nearby Lakewood Theater in "The Tender Trap."

Basil Rathbone, the old Sherlock, will give a program of readings in Peabody October 2. . . . **Allan Sherman**, visiting in Boston with **Richard Rodgers** at the musical "Jennie," discussed a joint venture, a musical based on **Robert Paul Smith's** "Where Did You Go? Out, etc." Sherman plans to write the lyrics. . . . **Patricia Morrison** winding up the South Shore Music Circus season with sell-out houses with "The King and I." . . . The Salisbury Beach Frolics will be required by AGVA to pay **Patti Page** in full for the week when the club was shut down for selling minors liquor. The case of **Nat King Cole** is still pending with AFM.

Patrice Munsel putting new life into "Can Can" at the Framingham Carousel. Every one of the 2,998 seats were occupied opening night. . . . **Mary Martin** and the 30-member cast of

"Jennie" finishes the five-week run at the Colonial and will leave this week for Detroit with the sets in six trailer trucks plus six baggage cars. It'll stay six weeks in the Motor City before essaying Broadway.

CAMERON DEWAR

PITTSBURGH

Perry Como, who hails from nearby Canonsburg, will return "home" to tape an NBC color extravaganza at the Civic Arena on October 3. Hamburg Bros., RCA Victor distributors here, hope to get in on the promotion along with **Como's Kraft Food** sponsors. . . . **Glen Miller** has parted company with **Bill Lawrence, Inc.** after a seven-year record association. . . . Much of the success of the Allegheny County's Fair this past Labor Day week end at South Park was due to the draw of **ABC-Paramount's Frankie Fontaine**, who was paid a reported \$12,500 for his three-day stint. . . . The Civic Light Opera concluded an eight-week season at a reported loss, but the biggest draws were record stars **Robert Goulet**, who opened the season, and **Nat King Cole** who finished it. Goulet drew an estimated 34,000 persons and \$100,000 in eight days while **Cole** lured 31,900 patrons and \$98,000 in seven days. . . . Record Row was saddened over the death of **Lenny Martin**, the pianist-arranger, who was partnered with **Lou Guarino** in Calico and later **Robbie Records**. . . . Record producer **Tim Tormey** is back after a 25-day tour of the Midwest with **Brian Hyland** and **Lou Christie** in the "Summer Shower of Stars." . . . **Chuck Osborne**, local singer, has a promising break-out nationally in **ABC-Paramount's "Come and Walk With Me."**

LEONARD MENDLOWITZ

HOUSTON

Recording artist **Carmen Cavallaro** and **Paul Neighbors'** orchestra are scheduled to be on the opening bill for the reopening of the Continental Room on September 12. . . . The **Stan Kenton** band will be 22 strong when it plays a concert here September 22 at the Music Hall. **Vaughn Meader**, who parlayed the ability to say "vigah" like a famous personage into the hottest record album in history, has opened a two-week engagement at the Continental Houston's French Quarter Club. The **Don Cannon** band will supply the music. . . . The **Kirby Stone Four** and **Patricia Morrison**, the actress and vocalist, are currently appearing at the Cork Club. The **Mel Arvin** Orchestra will play for the show and dancing.

Recording star trumpeter **Al Hirt** and his group have been booked for a one nighter at the Music Hall. . . . The International Club's Continental Room, which has been closed for refurbishing, will reopen September 12. Singer **Dick Krueger** is currently in the club's lounge.

BARRY CANDY

DALLAS

Recording artist and singer **Charlie Applewhite** will headline a show September 20 for inmates at Seagoville Correctional Institute. Others who will make the trip include **Larry McKay, Joan Ross, Shirley Murray** and **Ukie Sherin**. . . . **Mitch Miller** and his gang will present a "Sing-Along With Mitch" concert at the Memorial Auditorium Arena September 18. . . . The Dallas Theater League will present recording artist **Al Hirt** in concert at the State Fair Music Hall September 21.

BARRY CANDY



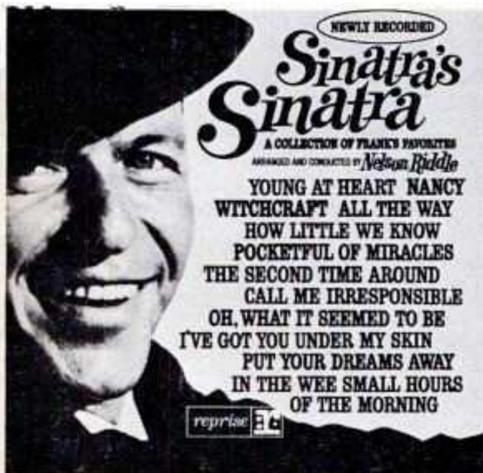
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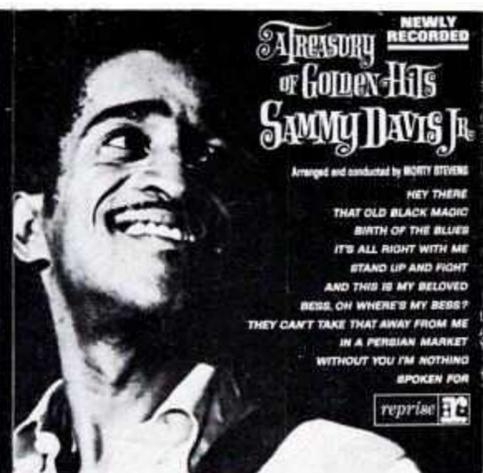
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windfall*

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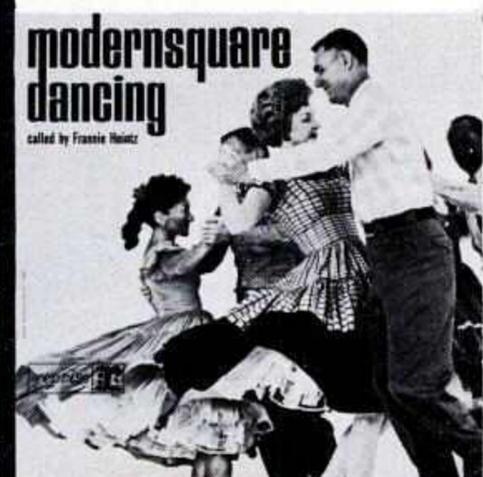
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His Orchestra & Chorus R-6100/R9-6100



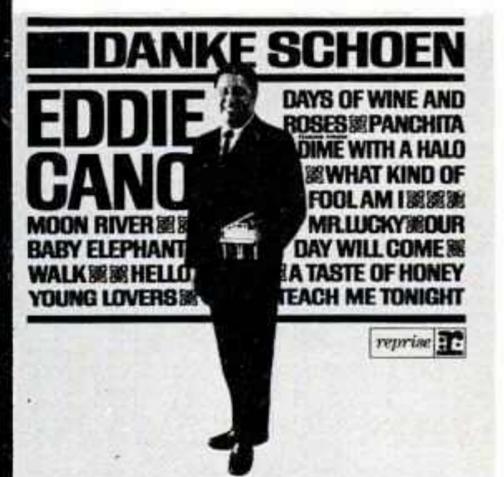
JACK NITZSCHE • The Lonely Surfer
R-6101/R9-6101



MODERN SQUARE DANCING
Called by Frannie Heintz R-6102



TWO FUNNY FOR WORDS • Marty Allan
& Steve Rossi R-6104/R9-6104



DANKE SCHOEN • The Eddie Cano
Quartet R-6105/R9-6105



NEWEST REGULARS to the "Grand Ole Opry" are the Browns—Maxine, Bonnie and Jim Edward. Shortly after announcing their signing, "Opry" manager, Ott Devine, congratulates them backstage.

COUNTRY MUSIC CORNER

By BILL SACHS

Ferlin Husky (Capitol) has been signed to play the annual Policemen's Ball in Meridian, Miss., in November. Pee Wee King worked the affair last year. . . . Jimmy Swan, of Station WBKH, Hattiesburg, Miss., is the writer of Ernest Tubb's new Decca waxing, "The Way That You're Living." . . . Rudy Callicutt and Associates are promoting and sponsoring a country music package featuring Johnny Cash, Roy Acuff, George Jones, Wilma Lee and Stoney Cooper and Clyde Beavers set for the D. C. Armory, Washington, September 21-22. . . . Ray Guyce and His Lonesome Valley Boys are slated to return to the Club Pigalle, Bloomington, Ind., for the winter. The lads play the annual Persimmon Festival in Mitchell, Ind., September 28. Appearing with them on the latter engagement will be Rebert Howell, Britestar recording artist; Jimmy Kutche, of Pic Records; Velma Walls, and comedians Cuzz-in Clem and Effie.

Ernest Tubb and His Texas Troubadours conclude a 16-day trek through Northern California, Oregon, Washington and Idaho for Seattle promoter Jack Roberts at Salem, Wash., September 21. Group is routed for Spokane, Wash., September 16; Lynwood, 18; Blaine, 19, and Belfair, 20. Last Saturday (14), Tubb and his music makers played Seattle's Spanish Castle along with Jack Roberts and His Evergreen Drifters. Next Tuesday (24) Tubb will guest on "Evergreen Jubilee" over

KOMO-TV, ABC-TV affiliate in Seattle. . . . The Wilburn Brothers, Teddy and Doyle, have completed another series of TV films for the American Snuff Company. . . . Earl and Pearl Butler set for personals at Macon, Ga., September 19; Mullins, S. C., 20; Cincinnati, 22; Sumter, S. C., 27; Orangeburg, S. C., 28, and Charlotte, N. C., 29. Dates were arranged by the Jim Denny office, Nashville.

Adolph Eiselt, Columbus, Ohio, a member of the Country Music Association, did a banjo solo on Ted Mack's "Amateur Hour" Sunday (15) over CBS-TV. . . . After an extended tour of Ontario fair dates, Rodeo Records artist Russ Wheeler leaves Toronto late this month for a fortnight's swing through the Maritime Provinces, accompanied by his wife Betty and daughter Lenore. During the Maritime jaunt, Russ will guest on the national CBS-TV show, "Don Messer Jubilee," aired via CBHT-TV in Halifax, and will conduct a number of radio interviews with country d.j.'s in the area. . . . Grandpa Jones and Martha Carson drew a recording-breaking 22,000 in two days, September 1-2, at Camden Park, Huntington, W. Va., according to park owner Bob Burley and promo chief Flem Evans. The booking was arranged by W. E. (Lucky) Moeller, of the Jim Denny Artist Bureau.

Russell Sims and Slick Norris are set to produce an LP and singles on Floyd Tillman at the Gulf Coast Studio, Beaumont, Tex., next week. Sides will be on the Nashville-based Sims Records. . . . The Jim Gemmill office, Richmond, Va., has routed Shirlee Hunter for Lynchburg, Va., September 19-21; Albany, Ga., October 5; Pittsfield, Mass., 10; Newburgh, N. Y., 11, and Poughkeepsie, N. Y., 12. . . . Dave Dudley, currently on tour of the Midwest and South for Key Talent, Nashville, is being backed on the personals by the Roadrunners combo. . . . Jimmy Newman, also working under the direction of Key Talent, has his old buddy Rufus Thibodeaux backworking with him. . . . Buck Owens and His Buckeroos show their wares at Liberal, Kan., September 19; Aurora, Colo., 20-21, and Pueblo, Colo., 26.

Tim Gayle, high on the resurgence lists with his Lorry Raine re-release of "Actress of the Year" and his new c.&w. singer, Cindy Sue Evergreen, who has waxed "Fickle and False," is now headquartered

Wichita Group Sets C.&W. for 19th Yr.

WICHITA, Kan.—The 5,000-member Wichita Independent Business Men's Association has again signed a country music show for its Fall Festival October 5 at the Forum here. This marks the 19th year that a c.&w. show has been engaged for the affair. Harry (Hap) Peebles, Wichita promoter, is producing the show also for the 19th year.

Talent will include Red Foley, the Wilburn Brothers, Don Helm, Wilma Lee and Stoney Cooper, George McCormick, the Clinch Mountain Clan, Johnny Western, Margie Bowes and Ernest Ashworth. The unit will also participate on the first fall tour of the season for the Peebles agency. Cities to be visited include Salina, Kan., September 26; Omaha, 27; St. Joseph, Mo., 28; Kansas City, Mo., 29; Sioux City, Ia., October 1; Sioux Falls, S. D., 2; Lincoln, Neb., 3; Topeka, Kan., 4, and Wichita, 5.

Vic Lewis Spec For Cincy Gardens

CINCINNATI—One of the largest c.&w. packages ever to play Cincinnati will appear at Cincinnati Gardens for two shows Sunday, September 22. Larry A. Moeller, of the Jim Denny Artist Bureau, arranged the show for Vic Lewis in conjunction with the Hamilton County Sheriff's Department.

The talent line-up will include Red Foley, Webb Pierce, Ray Price and His Cherokee Cowboys, Jimmy Dickens, Carl and Pearl Butler, Stonewall Jackson, Porter Wagoner and trio, George Morgan, Jean Shepard, Carl Perkins, the Duke of Paducah, Archie Campbell, and the new Epic recording artist, Shirley Ray.

Lewis, a veteran c.&w. music promoter, reports a heavy advance ticket sale.

at 319 W. 48 Street, New York, and is doing national record promotion for Matt Furin's Bay Uke Records, frequent Nashville etchers. Tim fully recovered from a long bout with illness, is also celebrating his 25th year as a personal manager, writer's agent and music flack. . . . Georgie Riddle, United Records artist now working out of Nashville, did a shot on "Grand Ole Opry" September 6 and guested on the Wilburn Brothers TV show which is carried in 12 major markets. On September 25, Georgie appears with a country music package in Shenandoah, Ia., in a booking arranged by the Bob Neal Agency.

One of the largest c.&w. packages ever to play three consecutive dates in Canada pulled packed houses in Hamilton, London and Toronto during Labor Day holiday weekend (29-31). Included in the package arranged by the Jim Denny Artist Bureau, Nashville, was Webb Pierce, Carl Smith, Minnie Pearl, Faron Young and His Deputies, Stonewall Jackson, Skeeter Davis, Carl and Pearl Butler, Lefty Frizzell, Billy Walker and Bill Anderson. Accompanying the group on the tour was Jack Andrews of the Jim Denny office. The package also played Memorial Coliseum, Buffalo, September 1 to capacity business.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 9/21/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	ABILENE	15
		George Hamilton IV, RCA Victor 8181	
2	2	RING OF FIRE	16
		Johnny Cash, Columbia 42788	
3	3	GUILTY	11
		Jim Reeves, RCA Victor 8193	
4	4	TALK BACK TREMBLIN' LIPS	14
		Ernest Ashworth, Hickory 1214	
5	8	MAKE THE WORLD GO AWAY	7
		Ray Price, Columbia 42827	
6	5	YOU COMB HER HAIR	11
		George Jones, United Artists 578	
7	6	SIX DAYS ON THE ROAD	17
		Dave Dudley, Golden Wing 3020	
8	7	DETROIT CITY	12
		Bobby Bare, RCA Victor 8183	
9	10	THE MINUTE YOU'RE GONE	10
		Sonny James, Capitol 4969	
10	9	8 x 10	5
		Bill Anderson, Decca 31521	
11	12	ACT NATURALLY	24
		Buck Owens, Capitol 4937	
12	13	WE MUST HAVE BEEN OUT OF OUR MINDS	21
		George Jones & Melba Montgomery, United Artists 575	
13	14	A MILLION YEARS OR SO	7
		Eddy Arnold, RCA Victor 8207	
14	11	TOP OF MY FINGERS	12
		Roy Clark, Capitol 4956	
15	18	FADED LOVE	2
		Patsy Cline, Decca 31522	
16	-	LOVE'S GONNA LIVE HERE	1
		Buck Owens, Capitol 5025	
17	17	LITTLE OLE' YOU	10
		Jim Reeves, RCA Victor 8193	
18	15	HAPPY TO BE UNHAPPY	6
		Gary Buck, Petal 1011	
19	21	SANDS OF GOLD	14
		Webb Pierce, Decca 31488	
20	-	UNKIND WORDS	1
		Kathy Dee, United Artists 627	
21	29	IN THE BACK ROOM TONIGHT	5
		Carl Smith, Columbia 42768	
22	23	ANYTHING NEW GETS OLD	4
		Don Gibson, RCA Victor 8192	
23	24	DON'T PRETEND	2
		Bobby Edwards, Capitol 5006	
24	25	I GAVE MY WEDDING DRESS AWAY	6
		Kitty Wells, Decca 31501	
25	-	HEART, BE CAREFUL	5
		Billy Walker, Columbia 42794	
26	-	YOUR BEST FRIEND AND ME	1
		Mac Wiseman, Capitol 5011	
27	27	TELL HER SO	2
		Wilburn Brothers, Decca 31520	
28	30	NOT SO LONG AGO	3
		Marty Robbins, Columbia 42831	
29	26	HALL OF SHAME	5
		Melba Montgomery, United Artists 576	
30	-	LOOSE LIPS	7
		Earl Scott, Mercury 72110	

THE MOST TALKED OF SONG OF THE YEAR!

Ernest Ashworth's TALK BACK TREMBLING LIPS

Hickory 1214

"TEENAGE LETTER"

Jerry Lee Lewis

b/w "SEASONS OF MY HEART"

SUN #384

Jerry Lee Lewis with Linda Gail Lewis

Sun Records

639 Madison Memphis, Tenn.



THE OSBORNE BROTHERS, Sonny and Bobby, snapped as they cut their first session for Decca Records in Nashville last week, just after signing an exclusive management pact with the Wil-Helm Agency. Left to right: Harry Silverstein, assistant a.&r. director, Decca Records; Owen Bradley, Decca's chief a.&r. director; Smiley Wilson, director of talent for the Wil-Helm Agency; Benny Birchfield, a regular with the Osbornes; Bobby Osborne and Sonny Osborne.

We could beat
our gums
and drums

but this says it

LATE SINGLE SPOTLIGHTS

Pop



LESLEY GORE

SHE'S A FOOL (Helios-MRC, BMI) (2:13)—**THE OLD CROWD** (Screen Gems-Columbia, BMI) (2:30)—The thrush has had two smashes in a row and here's another and possibly a two-sider at that. First up is a teen-slanted ballad with lots of feeling, while the flip is a bright, bouncy up-beater which could find equal favor. Good dual-tracking on both sides.

Mercury 72180



RAY STEVENS

SPEED BALL (Lowery, BMI) (2:40)—Stevens is just off his "Harry the Hairy Ape" hit and this should be a fast follow-up. It's a nutty story of a hot-rod maniac with a leather jacket and an eagle on the back and the kids should dig it. Flip is "It's Party Time" (Lowery, BMI) (2:39).

Mercury 72189

VAUGHN MEADER

NO HIDING PLACE (Gallico, BMI) (2:29)—Here's Meader's first on the label and, in fact, his first single. It's a bright, funny parody of the whole folk movement, particularly the...

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- Not Me (The Orlons) C-1054
- 120 Cadence Marches By (The International Collegians) P-4011
- All the Hits, Volume II (Dee Dee Sharp) C-1032
- All the Hits (The Orlons) C-1033
- Wildwood Days (Bobby Rydell) C-1055

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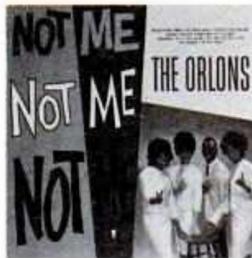
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C-1033



C-1054



P-4011

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- Golden Hits (Chubby Checker & Bobby Rydell) C-1063
- If The Big Bands Were Here Today, Volume II (The Bernie Lowe Orchestra) C-4007
- Let's Twist Again (Chubby Checker) P-7004
- You Can't Sit Down (The Dovells) P-7025

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C-1063

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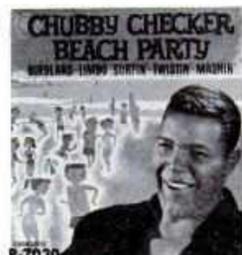
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CAMEO/PARKWAY
LP MONEY-MAKERS**
from TONE DISTRIBUTORS, INC.

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- Chubby Checker's Beach Party P-7030
- The New Sounds of Maynard Ferguson C-1046
- An Era Reborn (Bobby Rydell with the Bernie Lowe Orchestra) C-4017
- Your Twist Party (Chubby Checker) P-7007

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P-7030

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HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 9/21/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	HEAT WAVE Martha & the Vandellas, Gordy 7022	7
2	2	THE MONKEY TIME Major Lance, Okeh 7175	8
3	6	PART TIME LOVE Little Johnny Taylor, Galaxy 722	6
4	4	FRANKIE AND JOHNNY Sam Cooke, RCA Victor 8215	7
5	9	CRY BABY Garnett Mimms & the Enchanters, United Artists 629	3
6	8	MICKY'S MONKEY Miracles, Tamla 54083	4
7	5	FINGERTIPS (Part II) Little Stevie Wonder, Tamla 54080	13
8	11	MY BOYFRIEND'S BACK Angels, Smash 1834	5
9	7	IT'S TOO LATE Wilson Pickett, Double L 717	7
10	3	MOCKINGBIRD Inez Foxx, Symbol 919	14
11	10	HEY GIRL Freddie Scott, Colpix 692	8
12	26	IF I HAD A HAMMER Trini Lopez, Reprise 20198	3
13	21	CANDY GIRL 4 Seasons, Vee Jay 539	8
14	25	SALLY, GO 'ROUND THE ROSES Jaynetts, Tuff 369	2
15	23	DOWN THE AISLE Patty LaBelle & the Blue Belles, King 5777	4
16	14	THEN HE KISSED ME Crystals, Philles 115	4
17	18	JUDY'S TURN TO CRY Lesley Gore, Mercury 72143	7
18	15	IT WON'T BE THIS WAY (Always) King Pins, Federal 12484	10
19	—	BE MY BABY Ronettes, Philles 116	1
20	20	CUT YOU A-LOOSE Ricky Allen, Age 29118	3
21	12	JUST ONE LOOK Doris Troy, Atlantic 2188	14
22	16	I (Who Have Nothing) Ben E. King, Atco 6267	8
23	—	TALK TO ME Sunny & Sunglows, Tear Drop 3014	1
24	—	SURFER GIRL Beach Boys, Capitol 5009	2
25	17	MAN'S TEMPTATION Gene Chandler, Vee Jay 536	8
26	19	WIPE OUT Surfaris, Dot 16479	9
27	—	SUGAR SHACK Jimmy Gilmer & the Fireballs, Dot 16487	1
28	22	TELL ME THE TRUTH Nancy Wilson, Capitol 4991	2
29	—	A WALKIN' MIRACLE Essex, Roulette 4515	1
30	30	DENISE Randy & the Rainbows, Rust 5059	2

Big Bands Get A Piece of Campus Action

PHILADELPHIA — While the folk singers get the center of the stage at the colleges and clubs in the area, the big band names are not shunted out entirely, according to Bill Honney, who heads the William Honney Agency, most active music talent booking office here. Band bookings for the fall include Sammy Kaye, September 14, for the Blueberry Festival at nearby Hammonton, N. J., and Les Elgart the same night at Cedarbrook Country Club here.

Kaye is also set for a September 21 date at Atlantic City's Convention Hall, and Elgart on September 28 at DuPont Country Club in Wilmington, Del. October dates bring Buddy Williams to Franklin & Marshall College, Lan-

Decca Declares Dividend

NEW YORK — Directors of Decca Records, Inc., September 4, declared a regular quarterly dividend of 30 cents a share on the company's stock, payable September 30, 1963, to stockholders of record September 16, 1963.

caster, Pa. (12), and Stan Kenton to Rider College, Trenton, N. J. (26). November dates bring Stan Rubin to the Philadelphia Country Club (16), and Les Elgart plus the Four Freshmen (23) for La Salle College at Convention Hall here. Honney also has Liberace set for a concert November 20 at the Shrine Temple in Harrisburg, Pa.

Adding to the folk singers spread at the area colleges reported earlier, Honney agency set the Chad Mitchell Trio for Villanova University October 5, and the Rooftop Singers December 14 at Gettysburg College, Gettysburg, Pa.

MUSIC AS WRITTEN

Capitol of Canada . . .

G. E. Leatham, vice-president and director of sales for Capitol of Canada, has assumed the additional responsibilities of merchandising and a.&r. formerly handled by Harold S. Smith, who resigned.

NEW YORK

Two new Glenn Miller albums of material previously unreleased are in the works at Victor. The company has 32 tracks of air checks and has received permission from the estate to release same. . . . Columbia is working on a Gene Krupa package to run to two or three LP's in much the same vogue as its Jack Teagarden, Woody Herman, Mildred Bailey sets. . . . There will be another Jackie Robinson benefit for CORE in the Connecticut area shortly. . . . Erroll Garner is being sought by three agencies which want to represent him on the West Coast. . . . Bert Mann and Jack Pleis have written a song for the N.Y.C. Police Athletic league called "Be a Pal to a Little Pal." . . . Bo Diddley is going to Britain with a tour that is being headlined by the Everly Brothers. He is also being handled by Komac Enterprises, his personal management firm. . . . Elliot Mazur is getting phone calls at his Cameo-Parkway offices about the strange sound of the opening of the "Hobo Flats" track on the "More" LP by Clark Terry.

JACK MAHER

PHILADELPHIA

Jean Reed is manager of the record department at the new Liberty Bell Discount Center on the site of Butch's Farmers' Market, and for the opening offered free d.j. sample 45's to the first 1,000 record buyers, plus Bruno Walter's Interview LP to the first 50 classical buyers. . . . Danby Radio Corporation purchased a commercial building on 21st Street to expand its distribution of hi-fi and stereo equipment. . . . After a three-year absence during which time he held forth at Cherry Hill Inn (N. J.), Joe Frassetto will return as conductor of the house orchestra at the Latin Casino show-place on the Jersey side.

Leon Rosen, proprietor of the REC Music Shop in the Roxborough section of the city, has set up a "Stereo Salon" at his store. . . . Chips Distributing taken over by Cameo-Parkway Records as a wholly owned subsidiary to handle its labels. . . . Nearby Barn Arts Center at Riverside, N. J., extended the summer season. Bernie Rothbard booked George Shearing September 2; Gene Krupa, 9, and Lionel Hampton, 22. . . . A three-store chain of \$1 and \$2 Record Shoppes opened with two stores in center of the city and a third in suburban Lansdale, offering all labels at \$1 and \$2, stereo and hi-fi, none priced higher than the store's name. . . . Irv Kolker, of the Le Bistro nitery in nearby Atlantic City, has signed a 10-year personal management contract with recording star Gloria Lynne.

MAURIE H. ORODENKER

CINCINNATI

Vern Hawk, head of Ambat Records, Inc., local one-stop operation, has opened an Ambat branch at 605 North High Street, Columbus, Ohio. Dave Blumberg, formerly with Ambat here, has been placed in charge

of the Columbus branch. . . . Larry Sunbrock, of Paramount Promotions, Inc., Orlando, Fla., has a pop, rock and jazz jamboree set for Cincinnati Gardens, October 5, and the Arena, Cleveland, October 6. Talent for the two showings will comprise James Brown and His Flaming Flames Orchestra, Solomon Burke, Little Johnny Taylor, Theola Kilgore, the Crystals, the Dovells, the Olympics, Ted Taylor, Bobby Byrd, Lou Christie, Steve Alaimo and Anna King. WSAI's Ron Britton will emcee the local proceedings, assisted by the deejay contingent at WCIN. - BILL SACHS

Million Buck Summer Heat, Says Atlantic

NEW YORK—Atlantic Records has announced that its summer sales plan resulted in sales hitting the million-dollar mark. In addition to 16 new Atco and Atlantic releases the firm also specifically noted that sales in depth of catalog merchandise figured prominently in the total. Many factors were credited with piling up the sales, but the catalog buying, distributor incentives and the special advertising fund for distributor were considered key items in the program. The distrib advertising fund will continue to operate through October.

Another key point, according to distributors handling the Atlantic product, was the simplification and revising of the amount of Atlantic and Atco product to a point where 10 Atlantic LP's and four Atcos were released with the incentive plan. Two more Atlantic albums, by hot singles artists, Doris Troy and Barbara Lewis were added to the plan at later dates. Almost all the rest of the albums were of strong selling artists like Acker Bilk, Bent Fabric, Herbie Mann, Bobby Darin, Ray Charles and Hank Crawford.

Milw'kee Cards Golf Tourney

MILWAUKEE — Milwaukee's Fifth Annual Golf-o-Ree, participated in by all segments of the music-record-radio business of Milwaukee and Chicago, will be held here Wednesday (11) at the Tumblebrook Country Club at Pewaukee, a nearby suburb. Arrangements are being handled by Ed (Coffeehead) Larson of WEMP here, and tickets may be obtained from his office.

Larson expects a record-breaking turnout which will include distributors, dealers, juke box operators, radio program execs and deejays. Comic Timmie Rogers has been hired for the occasion.

Ducats cost \$15 for golf, dinner and entertainment. Non-hackers pay \$7.50.

Miss to PR Post

NEW YORK—Marilyn Reiss has been appointed director of the Connie de Nave public relations agency. The appointment coincides with an expansion movement for the firm, with opening of offices in Beverly Hills and various European cities.

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- All the Hits (The Dovells) P-7010
- Bobby Rydell's Biggest Hits, Volume II C-1028
- It's Mashed Potato Time (Dee Dee Sharp) C-1018
- All the Hits (Bobby Rydell) C-1019
- Twist With Chubby Checker P-7001

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Marv McDermott—Vic Faraci



P-7034



P-7010



C-1028

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- Your Twist Party (Chubby Checker) P-7007
- All the Hits (Bobby Rydell) C-1019
- Monster Mash (Zacherley) P-7018

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CHATTON DISTRIBUTING CO., INC.

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P-7033

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from MUSIC CITY RECORD DISTRIBUTORS

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- All the Hits (All the Stars) P-7013
- Twelve Shades of Bluegrass (Bob Johnson) P-7017
- For Teen Twisters Only (Chubby Checker) P-7009
- All the Hits, Volume II (Dee Dee Sharp) C-1032

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sings

YOU GAVE MY NUMBER TO BILLY

SEVILLE-128

THE AMERICAN LONDON GROUP

Billboard breakout (Houston)

MURRAY KELLUM

LONG TALL TEXAN

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THE AMERICAN LONDON GROUP

Terrific air play...

TONY and the VELVETS

SUNDAY

ZOOM
9606

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

SUGAR SHACK

Jimmy Gilmer & the Fireballs, Dot 16487

★ 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.

WHAT'S EASY FOR TWO IS SO HARD FOR ONE . . .

(Jobete, BMI) b/w YOU LOST THE SWEETEST BOY (Jobete, BMI) Mary Wells, Motown 1048 (Washington)

S.P.C.L.G. (Society for the Prevention of Cruelty to Little Girls) . . .

Society Girls, Vee Jay 524 (Conrad-Small Acre, BMI) (Chicago)

NIGHT LIFE . . .

Rusty Draper, Monument 823 (Pamper, BMI) (San Francisco)

STRANGE FEELING . . .

Billy Stewart, Chess 1868 (Arc, BMI) (Washington)

CUANDO CALIENTA EL SOL . . .

Steve Allen, Dot 16507 (Peer Intl., BMI) (Los Angeles)

THE DAY THE SAWMILL CLOSED DOWN . . .

Dickey Lee, Smash 1844 (Hall-Clement, BMI) (Chicago)

I'M LEAVING IT UP TO YOU . . .

Dale & Grace, Michele-Montel 921 (Venice, BMI) (Houston)

LITTLE EEFIN ANNIE . . .

Joe Perkins, Sound Stage 72511 (Mimosa, BMI) (Seattle)

I'M COMING BACK TO YOU . . .

Julie London, Liberty 55605 (Wood, ASCAP) (Chicago)

THEME FROM TOYS IN THE ATTIC . . .

Joe Sherman, World Artists 1088 (United Artists, ASCAP) (San Francisco)

SINGLES REVIEWS



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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



POP SPOTLIGHT

PAUL & PAULA

A PERFECT PAIR

(Raleigh-LeBill, BMI) (2:17)

FIRST DAY BACK AT SCHOOL

(LeBill, BMI) (2:26)—Philips 40142

Two more solid items from the teen-age duo. The first has the lovely, easy ballad sound that's associated with the pair. Side has "Last Date" piano touches while the flip is built on a "boy-gal back to school" theme that's bound to get play from Top 40 jocks.



POP SPOTLIGHT

BRENDA LEE

SWEET IMPOSSIBLE YOU

(Champion, BMI) (2:24)

THE GRASS IS GREENER

(Screen Gems-Columbia, BMI) (2:25)—Decca 31539

Two magnificent sides from Brenda. First is a smart up-beat thing with swing, humor and bright effects. The second is a tune that, when the gal sings it, sounds like a standard. Brilliant performance is backed by strings and chorus.



POP SPOTLIGHT

RANDY LEE

LET ME GO CLIMBING

(Cedarwood, BMI) (2:32)—Philips 40127

This side has a strong, building, spiritual-pop sound. It's got a spirited beat with chorus, strings and other effects that make for excitement. Flip is "Young Days" (Cedarwood, BMI) (2:07).



POP SPOTLIGHT

DALE & GRACE

I'M LEAVING IT UP TO YOU

(Venice, BMI) (2:13)—Montel 921

This side, from Baton Rouge, La., has been picked up for distribution by Jamie. It's got a good chance for the big time. Side has identifiable sound that mixes strong vocal work from the duo with simple retentive melody. Flip is "That's What I Like About You" (Red Stick, BMI).



POP SPOTLIGHT

THE SPINNERS

THE HAPPY HOOTENANNY

(Sigman Seven, BMI) (2:00)—Smash 1845

Wild one here. The side has hard, honking tenor, fast-handclapping and a powerhouse, sizzling sound. The flip is "Nothin'" (Sigma Seven, BMI) (2:28).



POP SPOTLIGHT

THE SHOELACES

WORK SONG

(Locket, BMI) (2:20)—Brite Leaf 4065

Nat Adderley's jazz instrumental gets the rock sound here with potent, loud swing from the combo, honking horns and the works. Flip is "Ball and Chain" (Keynote, ASCAP) (2:21).



POP SPOTLIGHT

THE TARRYTOWNS

ROUGH SURFIN'

(Hillsboro, BMI) (1:43)—Exclusive 2270

Hard-hitting instrumental sound in the surf genre. Guitar and pulsing beat predominate with a wail the teens all like. Flip is "Mansion on the Hill" (Milene, ASCAP) (1:40).



POP SPOTLIGHT

DEE DEE SHARP

WILD

(Kalmann, ASCAP) (2:25)

WHY DONCHA ASK ME?

(Kalmann, ASCAP) (2:26)—Cameo 274

The thrush has two new ones in a style a bit different for her. The first is a warm ballad done in a Detroit style that's got solid singing, strong sound and tight blend of background in vocal group and rhythm. Second side has a beat as well with the same hit sound.



POP SPOTLIGHT

JIMMY SOUL

GO 'WAY CHRISTINA

(Rockmasters, BMI) (2:25)

EVERYBODY'S GONE APE

(Rockmasters, BMI) (2:25)—S.P.Q.R. 3312

Two more potent rockers from Mr. Soul. First has a bit of the calypso with a big beat sound, lots of shouting, and the works. The second side also has big rock kicks with solid band support and the added impetus of what might be called the answer to the monkey trend.



POP SPOTLIGHT

MERLE KILGORE

FIVE MILES DOWN THE ROAD

(Galico, BMI) (2:45)—MGM 13168

Here's a mighty potent country-tinged side that's got everything it takes. The artist sings with pathos, and chorus and ork make the most of the backing. Flip is "Whiskey Road" (Galico, BMI) (2:25).

POP SPOTLIGHT
ROBIN RICE
I'VE HAD IT
 (Benjamin & Shearwater, ASCAP) (2:30)—Metro 3

Rock performance of a new girl with a strong beat, full chorus and philosophical lyric line. Flip is "Wanted" (Figure, BMI) (2:32).

POP SPOTLIGHT
DOUG SALMA
THE SCAVENGER
 (Garpax, BMI) (1:55)—Philips 40131

Title comes from the name of the cat's car. Tune uses hip auto terminology, and the singer uses a Ray Stevens and Dion approach to get his point across. Rocking side has excellent chance. Flip is "Highland Fling" (Garpax-Briarcliff, BMI) (1:58).

POP SPOTLIGHT
GOODLETTSVILLE FIVE
BAILEY'S GONE EEFIN
 (Gallico, BMI) (1:47)
EEF
 (Gallico, BMI) (1:49)—Guyden 2096

Bright, fun-filled, swinging version of the well-known Mr. Bailey here, in eef style. Clunking and swinging make the side go. The flip is another version of the "Eef" theme that could go all the way.

POP SPOTLIGHT
AL CASEY
GUITARS, GUITARS, GUITARS
 (Renda-Guitar, BMI) (2:03)—Stacy 964

Strong blues with the surf sound from the Chicago guitarist. It has a solid chance with gal chorus and strong gut work. Flip is called "Surfin' Blues (Part 1)" (Renda, BMI) (2:38).

POP SPOTLIGHT
OSCAR PETERSON TRIO
HYMN TO FREEDOM
 (Regal, BMI) (2:59)—Verve 10302

Pianist Peterson is backed here by the Malcolm Dodd Singers and the texture of the side has a lovely, inspirational and yet funk-tinged sound. Chance for big play here. Flip is "Hallelujah Time" (Regal, BMI) (2:30).

POP SPOTLIGHT
THE HEARTS
DEAR ABBY
 (Winlyn, BMI) (2:35)—Tuff 5557

A wild swinging side by a group of gals that's bound to catch fire. The effort has big potential and has a wide stomping sound with swing and huge teen appeal. Flip is "Instrumental Background to Dear Abby" (Winlyn, BMI) (2:35).

POP SPOTLIGHT
FERKO STRING BAND
GOLDEN SLIPPER STRUT
 (Damian, ASCAP) (2:05)—Argo 5451

Here's another version of what looks like one of the big new sounds of the future. It's got a strong pounding echo that has the Philadelphia string band sound with shouting gal chorus. Flip is "Ferko's Monkey" (Tonecraft, BMI) (2:00).

POP SPOTLIGHT
JIMMIE RODGERS
TWO-TEN, SIX-EIGHTEEN
DOESN'T ANYBODY KNOW MY NAME
 (Devon Music, BMI) (3:04)—Dot 16527

Jimmie Rodgers has his best piece of material in some time. It's a folk and country styled item from the pen of Rod McKuen that has pathos and nostalgia in a soft context. Chorus and simple backing make it most effective. Flip is "The Banana Boat Song" (Marks-Bryden, BMI) (2:28).

C.&W. SPOTLIGHT
GEORGE JONES AND MELBA MONTGOMERY
WHAT'S IN OUR HEART
 (Glad, BMI) (2:36)

LET'S INVITE THEM OVER
 (Glad, BMI) (2:08) — United Artists 635

The hottest country duo in the business right now and the pair have another potential two-sider on their hands. First up is a searching examination of each other's hearts, while the flip deals with the "other" loves of each. Powerful, emotion-packed wax.

C.&W. SPOTLIGHT
BILLY ED WHEELER
AFTER TAXES
 (Trio-Silverbell, BMI) (2:48)

BLISTERED
 (Quartet-Butterfield, ASCAP) (2:39)—Kapp 550

Two excellent sides by a fine new artist. The chanter is cleffer or co-cleffer of both and he knows how to sing 'em. First is a lament about the effect of all types of taxes and his buying power, while the flip deals with what his gal does to his heart. It's blistered. Either way here.

C.&W. SPOTLIGHT
COLEMAN O'NEAL
ROLL UP THE STREET
 (Yonah, BMI) (2:00)

HERE I AM IN LOVE AGAIN
 (Yonah, BMI) (2:35)—Sims 143

Two fine efforts by an artist to reckon with. First is a weeper about a love that's over and there's nothing left to do. Flip is another effective ditty, in the weeper vein, and it, too, can go.

SPECIAL MERIT SPOTLIGHT
POP DISK
JOCKEY PROGRAMMING

FRANK CHACKSFIELD & HIS ORK
THEME FROM "A NEW KIND OF LOVE"
 (Famous, ASCAP) (2:14)—London 9617

Erroll Garner wrote this theme material for the new film and British maestro Chacksfield hands it a warm reading, featuring the full ork against a catchy, bossa nova-inspired guitar rhythm backing. It merits much play. Flip is "Street of Goodbyes" (Marlyn, ASCAP) (2:45).

(Continued on page 32)

HAVE HITS...WILL TRAVEL

FRANK CHACKSFIELD
Theme from A NEW KIND OF LOVE
 9617
 LONDON RECORDS

LOS MARCELLOS FERIA
CUANDO CALIENTA EL SOL
 10713
 LONDON INTERNATIONAL

NINI ROSSO
CONCERTO DISPERATO
 10716
 LONDON INTERNATIONAL

Absolute Smash
GIAN FRANCO INTRA
 and his orchestra
WHEN IN ROME
 CGD-10904

THE CAMBRIDGE STRINGS
DESPERADO
 9593
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JOHN KEATING
YA-YA
 10521
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SING AND DANCE ALONG
 Edmundo Ros, Chorus, Orch.
 Baia; Amor; Adios; Brazil; Frenesi; Perfidia; Granada; Tico-Tico; Green Eyes; Maria Elena; Besame Mucho; Always In My Heart; Come To The Mardi Gras; You Belong To My Heart; Magic Is The Moonlight; Perhaps, Perhaps, Perhaps.
 St: PS 271 Mo: LL 3271



WILD STRINGS
 Werner Müller and Orch.
 The Breeze And I; Dance Ballerina Dance; Hora Staccato; Moonglow; Ritual Fire Dance; El Rancho Grande; T. D.'s Boogie Woogie; Granada; Vilia; How High The Moon; Lady Of Spain; The World Is Waiting For The Sunrise.
 St: PS 302 Mo: LL 3302



POMP AND CIRCUMSTANCE
 Band of Grenadier Guards
 Entry Of The Boyards; Turkish March from The Ruins Of Athens; Hungarian March from The Damnation Of Faust; Procession Of The Sardar; Radetsky March; Grand March from Aida; Grand March from Tannhäuser; others.
 St: PS 317 Mo: LL 3317



EBB TIDE
 Frank Chacksfield and Orch.
 Ebb Tide; Theme from Limelight; Smoke Gets In Your Eyes; Boulevard Of Broken Dreams; Love By Starlight; Among My Souvenirs; Friendly Persuasion; Laura; Red Sails In The Sunset; I Only Have Eyes For You; Autumn Leaves; Deep Purple.
 St: PS 322 Mo: LL 3322

HOT 100

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

Billboard Award

THIS WEEK	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE	Artist, Label & Number	WEEKS ON CHART
1	2	4	11	BLUE VELVET	Bobby Vinton, Epic 9614	7
2	1	1	1	MY BOYFRIENDS BACK	Angels, Smash 1834	8
3	3	3	6	IF I HAD A HAMMER	Trini Lopez, Reprise 20198	9
4	5	6	14	HEAT WAVE	Martha & the Vandellas, Gordy 7022	8
5	9	29	63	SALLY, GO 'ROUND THE ROSES	Jaynetts, Tuff 369	4
6	6	15	20	THEN HE KISSED ME	Crystal's, Philips 115	6
7	7	12	13	SURFER GIRL	Beach Boys, Capitol 5009	8
8	15	21	39	MICKEY'S MONKEY	Miracles, Tamla 54083	6
9	4	2	2	HELLO MUDDUH, HELLO FADDUH	Allan Sherman, Warner Bros. 5378	8
10	13	31	69	CRY BABY	Garnet Mimms & the Enchanters, United Artists 629	6
11	16	22	35	WONDERFUL! WONDERFUL!	Tymes, Parkway 854	6
12	20	55	90	BE MY BABY	Ronettes, Philips 116	4
13	8	8	12	THE MONKEY TIME	Major Lance, Okeh 7175	11
14	29	45	66	A WALKIN' MIRACLE	Essex, Roulette 4515	5
15	17	20	21	PAINTED, TAINTED ROSE	Al Martino, Capitol 5000	9
16	11	10	15	HEY GIRL	Freddie Scott, Colpix 692	9
17	10	7	8	MOCKINGBIRD	Inez Foxx, Symbol 919	14
18	19	19	30	YOU CAN NEVER STOP ME LOVING YOU	Johnny Tillotson, Cadence 1437	7
19	24	30	33	MARTIAN HOP	Ran-Dells, Chairman 4403	8
20	14	14	19	FRANKIE AND JOHNNY	Sam Cooke, RCA Victor 8215	9
21	22	27	34	THE KIND OF BOY YOU CAN'T FORGET	Raindrops, Jubilee 5455	7
22	25	38	50	LITTLE DEUCE COUPE	Beach Boys, Capitol 5009	6
23	38	66	—	BUSTED	Ray Charles, ABC-Paramount 10481	3
24	12	5	4	CANDY GIRL	4 Seasons, Vee Jay 539	12
25	18	13	10	DENISE	Randy & the Rainbows, Rust 5059	15
26	35	43	74	PART TIME LOVE	Little Johnny Taylor, Galaxy 722	6
27	58	93	—	HONOLULU LULU	Jan & Dean, Liberty 55613	3
28	21	9	5	BLOWIN' IN THE WIND	Peter, Paul & Mary, Warner Bros. 5368	13
29	32	35	40	HEY THERE LONELY BOY	Ruby & the Romantics, Kapp 544	7
30	31	28	29	I WANT TO STAY HERE	Steve & Eydie, Columbia 42815	10
31	34	37	43	PLEASE DON'T TALK TO THE LIFEGUARD	Diane Ray, Mercury 72117	8
32	44	56	84	YMAN	Lonnie Mack, Fraternity 912	5

33	23	11	3	FINGERTIPS (Part II)	Little Stevie Wonder, Tamla 54080	14
34	26	17	9	MORE	Kai Winding, Verve 10295	11
35	42	46	62	ONLY IN AMERICA	Jay & the Americans, United Artists 625	6
36	28	16	16	DANKE SCHOEN	Wayne Newton, Capitol 4989	11
37	40	48	59	WHY DON'T YOU BELIEVE ME	Dupress, Coed 584	5
38	27	24	26	MAKE THE WORLD GO AWAY	Timi Yuro, Liberty 55587	10
39	33	34	36	DESERT PETE	Kingston Trio, Capitol 5005	8
40	52	77	—	I CAN'T STAY MAD AT YOU	Skeeter Davis, RCA Victor 8219	3
41	65	72	—	BUST OUT	Busters, Arlen 735	3
42	39	40	51	LONELY SURFER	Jack Nitzsche, Reprise 20202	7
43	46	50	54	STRAIGHTEN UP YOUR HEART	Barbara Lewis, Atlantic 2200	6
44	55	61	73	BIRTHDAY PARTY	Pixies Three, Mercury 72130	6
45	49	54	71	MORE	Vic Dana, Delton 81	7
46	54	63	83	TREAT MY BABY GOOD	Bobby Darin, Capitol 5019	5
47	48	53	56	QUE SERA, SERA (Whatever Will Be, Will Be)	High Keyes, Atco 6268	9
48	59	74	—	HELLO HEARTACHE, GOODBYE LOVE	Little Peggy March, RCA Victor 8221	3
49	30	26	27	WAIT 'TIL MY BOBBY GETS HOME	Darlene Love, Philips 114	10
50	71	90	—	MEAN WOMAN BLUES	Roy Orbison, Monument 824	3
51	67	—	—	DON'T THINK TWICE IT'S ALL RIGHT	Peter, Paul & Mary, Warner Bros. 5385	2
52	75	—	—	DONNA THE PRIMA DONNA	Dion Di Muci, Columbia 42852	2
53	63	79	97	THAT SUNDAY, THAT SUMMER	Nat King Cole, Capitol 5027	4
54	51	49	53	IT'S TOO LATE	Wilson Pickett, Double L 717	9
55	72	84	—	I'LL TAKE YOU HOME	Drifters, Atlantic 2201	3
56	83	98	—	TWO TICKETS TO PARADISE	Brock Benton, Mercury 72177	3
57	70	80	—	TALK TO ME	Sunny and the Sunlows, Tear Drop 3014	3
58	61	65	76	CHINA NIGHTS (Shina No Yoru)	Kyu Sakamoto, Capitol 5016	5
59	76	89	—	WHAT DOES A GIRL DO	Shirelles, Scepter 1259	3
60	74	91	99	BETTY IN BERMUDAS	Dovell's, Parkway 883	4
61	53	62	72	8 X 10	Bill Anderson, Decca 31521	5
62	36	36	38	DROWNIN' MY SORROWS	Connie Francis, MGM 13160	7
63	41	23	18	WIPE OUT	Surfaris, Dot 16479	14
64	87	—	—	FOOLS RUSH IN	Rick Nelson, Decca 31533	2
65	—	—	—	SUGAR SHACK	Jimmy Gilmer and the Fireballs, Dot 16487	1

66	62	64	68	LUCKY LIPS	Cliff Richard, Epic 9597	8
67	69	81	92	SURFER JOE	Surfaris, Dot 16479	4
68	68	70	82	(I Cried at) LAURA'S WEDDING	Barbara Lynn, Jamie 1260	7
69	50	47	32	ABILENE	George Hamilton IV, RCA Victor 8181	14
70	86	—	—	BLUE BAYOU	Roy Orbison, Monument 824	2
71	66	69	65	LEAVE ME ALONE	Baby Washington, Sue 790	10
72	60	67	87	THIS IS MY PRAYER	Theola Kilgore, Serack 2006	7
73	81	83	93	TELL ME THE TRUTH	Nancy Wilson, Capitol 4991	5
74	94	—	—	DEEP PURPLE	Nino Tempo & April Stevens, Atco 6273	2
75	90	100	—	A LOVE SO FINE	Chiffons, Laurie 3195	3
76	91	—	—	ELEPHANT WALK	Donald Jenkins & the Daylighters, Cortland 109	2
77	80	—	—	HE'S MINE	Alice Wonder Land, Bardell 774	2
78	89	97	—	I'M CONFESSIN'	Frank Ifield, Capitol 5032	3
79	88	95	—	SEPTEMBER SONG	Jimmy Durante, Warner Bros. 5382	3
80	82	—	—	TEENAGE CLEOPATRA	Tracey Dey, Liberty 55604	2
81	84	—	—	ENAMARADO	Keith Colley, Unical 3006	2
82	—	—	—	RED SAILS IN THE SUNSET	Fats Domino, ABC-Paramount 10484	1
83	64	68	78	IT'S A LONELY TOWN	Gene McDaniels, Liberty 55597	7
84	85	87	—	SOONER OR LATER	Johnny Mathis, Columbia 42836	3
85	78	86	96	CHINESE CHECKERS	Booker T. & the M. G.'s, Stax 137	7
86	73	71	88	MAN'S TEMPTATION	Gene Chandler, Vee Jay 536	7
87	79	82	—	MY BABE	Righteous Brothers, Moonglow 223	3
88	97	99	—	CINDY'S GONNA CRY	Johnny Crawford, Del-Fi 4221	3
89	77	78	85	SOMETHING OLD, SOMETHING NEW	Paul & Paula, Phillips 40130	5
90	—	—	—	BABY GET IT (and Don't Quit It)	Jackie Wilson, Brunswick 55250	1
91	95	—	—	DOWN THE AISLE	Patty LaBelle & the Blue Belles, Newtown 5777	2
92	—	—	—	CRY TO ME	Betty Harris, Jubilee 4556	1
93	96	—	—	LONELY DRIFTER	O'Jays, Imperial 5976	2
94	—	—	—	THAT'S HOW IT GOES	George Maharis, Epic 9613	1
95	98	—	94	HEAR THE BELLS	Tokens, RCA Victor 8210	4
96	99	—	—	MR. WISHING WELL	Nat King Cole, Capitol 5027	2
97	—	96	98	FADED LOVE	Patsy Cline, Decca 31522	3
98	100	—	—	YOUR BOYFRIEND'S BACK	Bobby Comstock & the Counts, Lawn 219	2
99	—	—	—	MARIA ELENA	Los Indios Tajaras, RCA Victor 8216	1
100	—	—	—	WASHINGTON SQUARE	Village Stompers, Epic 9617	1

NOT 100—A TO Z—(Publication Houses)

Abilene (Acutt-Rose, BMI)	69
Baby Get It (And Don't Quit It) (Merrimac, BMI)	90
Be My Baby (Mother Bertha-Trio, BMI)	12
Betty in Bermudas (Cameo-Parkway, BMI)	60
Birthday Party (Dandelion-Merjola, BMI)	44
Blowin' in the Wind (Witmark, ASCAP)	28
Blue Bayou (Acutt-Rose, BMI)	70
Blue Velvet (Vogue, BMI)	1
Bust Out (Anny, BMI)	41
Busted (Pamper, BMI)	23
Candy Girl (Saturday-Gavardima, ASCAP)	24
China Nights (Shina No Yoru) (Leads, ASCAP)	58
Chinese Checkers (East, BMI)	85
Cindy's Gonna Cry (Maravilla, BMI)	88
Cry Baby (Rittenhouse-Mellin, BMI)	10
Cry to Me (Mullin-Progressive, BMI)	92
Danke Schoen (Roosevelt, BMI)	36
Deep Purple (Robbins, ASCAP)	74
Denise (Bright Tunes, BMI)	25
Desert Pete (Sleepy Hollow, ASCAP)	39
Donna the Prima Donna (Disal, ASCAP)	52
Don't Think Twice It's All Right (Witmark, ASCAP)	51
Down the Aisle (Sixty-Six, BMI)	91
Drownin' My Sorrows (Merna, BMI)	62
8 x 10 (Moss Rose, BMI)	61
Elephant Walk (Colca, BMI)	76
Enamorado (Lemmar-Kenwater, BMI)	81
Faded Love (Wills, BMI)	97
Fingertips (Part I) (Jobete, BMI)	33
Fools Rush In (Bregman, Vocco & Conn, ASCAP)	64
Frankie and Johnny (Kags, BMI)	20
Hear the Bells (Jobete, BMI)	95
Heat Wave (Jobete, BMI)	4
Hello Heartache, Goodbye Love (Atrium, ASCAP)	48
Hello Mudduh, Hello Fadduh (Curtain Call, ASCAP)	9
He's Mine (Scharber, BMI)	77
Hey Girl (Screen Gems-Columbia, BMI)	16
Hey There Lonely Boy (Famous, ASCAP)	29
Honolulu Lulu (Screen Gems-Columbia, BMI)	27
I Can't Stay Mad at You (Screen Gems-Columbia, BMI)	40
I Want to Stay Here (Screen Gems-Columbia, BMI)	30
I'm Confessin' (Bourne, ASCAP)	78
I'll Take You Home (Screen Gems-Columbia, BMI)	53
If I Had a Hammer (Ludlow, BMI)	8
It's a Lonely Town (Valley, BMI)	3
It's Too Late (Prigan-Correctione, BMI)	54
Kind of Boy You Can't Forget, The (Trio, BMI)	21
Laura's Wedding (Dickson-Hansen, ASCAP)	68
Leave Me Alone (Roosevelt, BMI)	71
Little Deuce Coupe (Sea of Tunes, BMI)	22
Lonely Drifter (Hilde, BMI)	93
Lonely Surfer (Little Darlin', BMI)	42
Love So Fine, A (Jobete, BMI)	75
Lucky Lips (Tiger, BMI)	66
Make the World Go Away (Pamper, BMI)	38
Man's Temptation (Conrad-Karlan, BMI)	86
Maria Elena (Peer Int'l, BMI)	99
Marlian Hop (Screen Gems-Columbia, BMI)	19
Mean Woman Blues (Gladys, BMI)	50
Mickey's Monkey (Jobete, BMI)	8
Mr. Wishin' Well (Screen Gems-Columbia, BMI)	96
Mockingbird (Saturo, BMI)	17
Monkey Time (Curtain-Callier, BMI)	13
More-Dana (Marks, BMI)	45
More-Winding (Marks, BMI)	34
My Babe (Maxwell, BMI)	87
My Boyfriend's Back (Blackwood, BMI)	2
Only in America (Screen Gems-Columbia, BMI)	35

Painted, Tainted Rose (Damian, ASCAP)	15
Part Time Love (Circo-Escort, BMI)	26
Please Don't Talk to the Lifeguard (Joy, ASCAP)	31
Que Sera, Sera (Arista, ASCAP)	47
Red Sails in the Sunset (Shapiro-Bernstein, ASCAP)	82
Sally Go 'Round the Roses (Winyln, BMI)	5
September Song (Henderson, ASCAP)	79
Something Old, Something New (LeBell-Marbill, BMI)	89
Sooner or Later (Elm Drive, ASCAP)	84
Straighten Up Your Heart (McLaughlin, BMI)	43
Sugar Shack (Dundee, BMI)	65
Surfer Girl (Guild, BMI)	7
Surfer Joe (Miraleste-Rubin-Hood, BMI)	67
Talk to Me (Jay & Gee, BMI)	37
Tenage Cleopatra (Saturday, ASCAP)	80
Tell Me the Truth (Kacy, BMI)	73
That Sunday, That Summer (Comet, ASCAP)	53
That's How It Goes (Wanessa, BMI)	94
Then He Kissed Me (Mother Bertha-Trio, BMI)	6
This Is My Prayer (Sylvia, BMI)	72
Treat My Baby Good (T. M., BMI)	46
Two Tickets to Paradise (Benday, BMI)	56
Wait 'Til My Bobby Gets Home (Mother Bertha-Trio, BMI)	49
Waikin' Miracle, A (Planetary, ASCAP)	14
Washington Square (Rayven, BMI)	100
Wizam (Carlson-Edwood, BMI)	32
What Does a Girl Do (Damic, BMI)	59
Why Don't You Believe Me (Brandom, ASCAP)	37
Wipe Out (Miraleste-Rubin Hood, BMI)	63
Wonderful! Wonderful! (Marks, BMI)	11
You Can Never Stop Me Loving You (Ridge, BMI)	1*
Your Boyfriend's Back (Blackwood, BMI)	98

BUBBLING UNDER THE HOT 100

101. MY DADDY KNOWS BEST	Marvelettes, Tamla 54082
102. HAPPY PUPPY	Ben Fabric, Atco 6271
103. HOOTENANNY GRANNY	Jim Lowe, 20th Century-Fox 426
104. THE DAY THE SAWMILL CLOSED DOWN	Dickey Lee, Smash 1844
105. I'M NOT A FOOL ANYMORE	T. K. Hulin, Smash 1830
106. EVERYBODY GO HOME	Eddie Gorme, Columbia 42854
107. JENNY BROWN	Smothers Brothers, Mercury 72182
108. I'LL BELIEVE IT WHEN I SEE IT	Stieras, Goldisc 4
109. LONELY WORLD	Dion, Laurie 3187
110. NIGHT LIFE	Rusty Draper, Monument 823
111. MAKING BELIEVE	Ray Charles, ABC-Paramount 10481
112. MICHAEL	Steve Alaimo, Checker 1054
113. WHAT'D I SAY	Kenny Burrell & Jimmy Smith, Verve 10299
114. LITTLE YELLOW ROSES	Jackie DeShannon, Liberty 55602
115. THE SOUND OF SURF	Percy Faith & His Ork, Columbia 42844
116. SAD GIRL	Jay Wiggins, IPG 1008
117. NOT SO LONG AGO	Marty Robbins, Columbia 42831
118. I'M COMING BACK TO YOU	Julie London, Liberty 55605
119. COTTON FIELDS	Angels, Ascot 2199
120. STRANGE FEELING	Billy Stewart, Chess 1868
121. P. S. I LOVE YOU	Classics, Music Note 118
122. WHAT'S EASY FOR TWO IS SO HARD FOR ONE	Ray Wells, Motown 1048
123. REACH OUT FOR ME	Lou Johnson, Big Top 3153
124. YOU LOST THE SWEETEST BOY	Ray Wells, Motown 1048
125. HALFWAY	Eddie Hodges, Columbia 42811
126. CUT YOU A LOOSE	Ricky Allen, Age 29118
127. FROM ONE TO ONE	Clyde McPhatter, Mercury 72146
128. LITTLE EEFIN ANNIE	Joe Perkins, Sound Stage 72511
129. MARY, MARY	Jimmy Reed, Vee Jay 552

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| #3432 A Lawrence Welk Sing A Long Party | #3292 The Lennon Sisters Sing 12 Great Hits |
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| #3412 Moon River | #3315 Accordion Concert-Myron Floren |
| #3397 Silent Night | #3343 Christmas With The Lennon Sisters |
| #3389 Yellow Bird | #3347 Jimmy Getzoff |
| #3359 Calcutta | #3355 Polynesian Percussion-George Cates |
| #3350 Last Date | #3383 The Voices Of Bob Ballard |
| #3342 Champagne Music | #3398 Sad Movies-The Lennon Sisters |
| #3318 Double Shuffle | #3400 Take Five-George Cates |
| #3317 Lawrence In Dixieland | #3401 New Orleans Dixieland-Bob Havens |
| #3302 Polkas | #3404 Norma Zimmer Sings |
| #3296 Sweet And Lovely | #3405 Frank Scott Plays Harpsichord |
| #3284 To Mother | #3417 Can't Help Falling In Love-The Lennon Sisters |
| #3274 Strictly For Dancing | #3422 Twistin' Twelve Great Hits-George Cates |
| #3251 Songs Of The Islands | #3433 12 Great Hits in Ragtime-Jo Ann Castle |
| #3248 I'm Forever Blowing Bubbles | #3450 Greatest Organ Hits-Jerry Burke |
| #3247 Overtures In Dance Time | #3464 Third Man Theme-George Cates |
| #3238 Great American Composers | #3481 The Lennon Sisters' Favorites |
| #3224 Dance With Lawrence Welk | #3511 The Ballad Of Jed Clampett-Jo Ann Castle |
| #3218 Lawrence Welk Glee Club | #3536 Myron Floren Polkas |
| #3200 Voices And Strings | |

Bernie Wayne

1619 BROADWAY
NEW YORK 19, N. Y.
PLAZA 7-4960

Memo from:

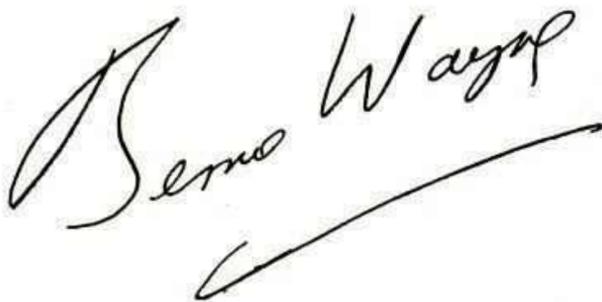
There are several thrilling moments in the life of a composer—the writing of a song—its being published and recorded—and finally, accepted by the public. The biggest thrill of course is when the song reaches NO. 1 IN THE NATION.

On that note I wish to express my THANKS to BOBBY VINTON whose great recording on EPIC RECORDS contributed to making my song

"BLUE VELVET" NO. 1 IN THE NATION

A special Thanks to—the A&R and Sales Staff of Epic Records, Vogue Music, Inc. (Frank Abramson) and to the DJ's, Dealers and Music Operators.

Gratefully,



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by
**TERRY STAR
AND THE STARBELLS**
NA 1008A
NEW ART RECORDS
6600 N. Broad St.
Philadelphia, Pa.

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Betty Harris
Jubilee 5456
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M-M-Marvelous
I'M COMING BACK TO YOU
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(Liberty)
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TODAY'S TOP TUNES

HONOR ROLL OF HITS

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

FOR WEEK ENDING SEPTEMBER 21			Weeks on Chart
This Week	Last Week	Tune Composer-Publisher	
1	2	BLUE VELVET By Wayne-Morris—Published by Vogue (BMI)	4
2	1	MY BOYFRIEND'S BACK By Feldman-Goldstein-Gottcher—Published by Blackwood (BMI)	7
3	3	IF I HAD A HAMMER By Hays-Seeger—Published by Ludlow (BMI)	7
4	5	HEAT WAVE By Holland-Dozier-Holland—Published by Jobete (BMI)	5
5	7	THEN HE KISSED ME By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	4
6	6	SURFER GIRL By Wilson—Published by Guild (BMI)	6
7	13	SALLY, GO 'ROUND THE ROSES By Sanders-Stevens—Published by Winlyn (BMI)	2
8	8	MORE By Ortolani-Olivero—Published by Marks (BMI)	9
9	4	HELLO MUDDUH, HELLO FADDUH! By Sherman-Busch—Published by Curtain Call (BMI)	7
10	20	MICKY'S MONKEY By Holland-Dozier—Published by Jobete (BMI)	3
11	23	BE MY BABY By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	2
12	17	WONDERFUL! WONDERFUL! By Raleigh-Edwards—Published by Marks (BMI)	3
13	15	CRY BABY By Russell-Meade—Published by Rittenhouse-Mellin (BMI)	2
14	9	THE MONKEY TIME By Mayfield—Published by Curtom-Poliro (BMI)	6
15	18	PAINTED, TAINTED ROSE By Sawyer-DeAngelis—Published by Damian (ASCAP)	5
16	28	A WALKIN' MIRACLE By Hugo-Luigi-Weiss-Levy—Published by Planetary (ASCAP)	2
17	12	HEY GIRL By King-Goffin—Published by Screen Gems-Columbia (BMI)	6
18	10	MOCKINGBIRD By C. & I. Foxx—Published by Saturn (BMI)	8
19	26	MARTIAN HOP By Spirt-Lawrence-Rappaport—Published by Screen Gems-Columbia (BMI)	3
20	14	FRANKIE AND JOHNNY By Cooke—Published by Kags (BMI)	5
21	22	THE KIND OF BOY YOU CAN'T FORGET By Greenwich-Barry—Published by Trio (BMI)	3
22	24	YOU CAN NEVER STOP ME LOVING YOU By Slater-Samwell—Published by Ridge (BMI)	4
23	25	LITTLE DEUCE COUPE By Wilson-Christian—Published by Sea of Tunes (BMI)	2
24	19	DENISE By Levenson—Published by Bright-Tunes (BMI)	9
25	11	CANDY GIRL By Santos—Published by Saturday-Gavadima (ASCAP)	9
26	16	BLOWIN' IN THE WIND By Dylan—Published by Witmark (ASCAP)	10
27	—	BUSTED By Howard—Published by Pamper (BMI)	1
28	—	PART TIME LOVE By Hammond—Published by Cireco-Escort (BMI)	1
29	—	HONOLULU LULU By Berry-Christian-Spunky—Published by Screen Gems-Columbia (BMI)	1
30	30	I WANT TO STAY HERE By Goffin-King—Published by Screen Gems-Columbia (BMI)	5

RECORDINGS AVAILABLE (Best Selling Record Listed in Bold Face)

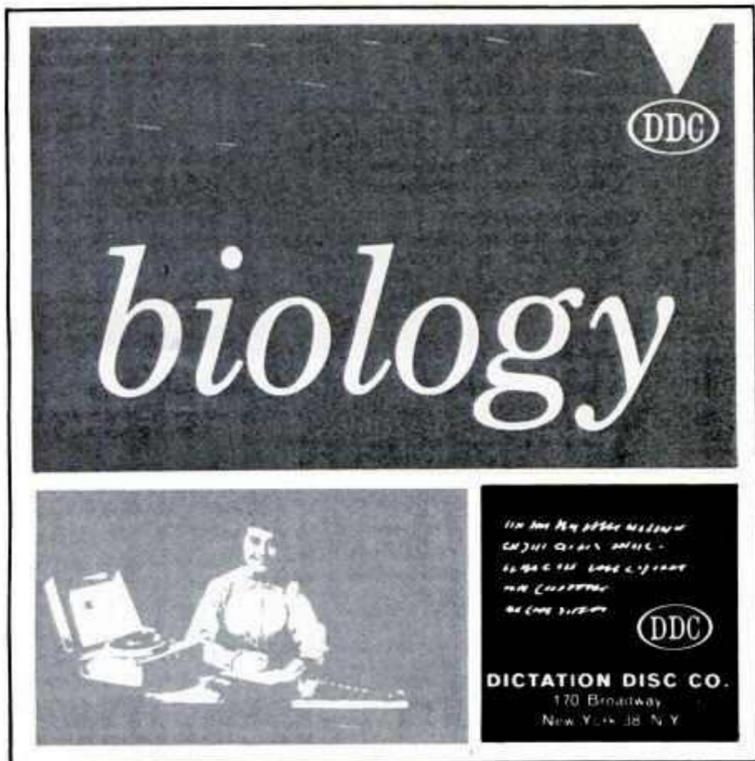
- BLUE VELVET**—Bobby Vinton, Epic 9614.
- MY BOYFRIEND'S BACK** — Angels, Smash 1834.
- IF I HAD A HAMMER**—Tribal Lopez, Reprise 20198; Peter, Paul & Mary, Warner Bros. 5296; Janie Ross, Operators 202; Ernie Adano, Assault 1842.
- HEAT WAVE**—Martha & Vandellas, Gordy 7022; Rene Paulo Group, Hi-Fi 5075.
- THEN HE KISSED ME**—Crystals, Phillies 115.
- SURFER GIRL** — Beach Boys, Capitol 5009.
- SALLY, GO 'ROUND THE ROSES**—Jaynetts, Tuff 369.
- MORE**—Vic Dana, Dolton 81; Martin Denny, Liberty 55571; Clebanoff Strings, Mercury 72151; Earl Grant, Decca 25607; Steve Lawrence, Columbia 42795; Riz Ortolani & His Ork, United Artists 598; Robin Randal, Dery 10018; Katyna Ranieri, London 10027; Della Reese, RCA Victor 8187; Clark Terry & Ben Webster, Cameo 262; Danny Williams, United Artists 601; Kal Winding, Verve 10295.
- HELLO MUDDUH, HELLO FADDUH!** — Allan Sherman, Warner Bros. 5378.
- MICKY'S MONKEY** — Miracles, Tamla 54083.
- BE MY BABY**—Ronettes, Phillies 116.
- WONDERFUL! WONDERFUL!**—Johnny Mathis, Columbia 33048; Tymes, Parkway 884.
- CRY BABY**—Garnet Mimms & the Enchanters, United Artists 629.
- THE MONKEY TIME**—Major Lance, Okeh 7175.
- PAINTED, TAINTED ROSE**—Al Martino, Capitol 5000.
- A WALKIN' MIRACLE**—Essex, Roulette 4515.
- HEY GIRL**—Freddy Scott, Colpix 692.
- MOCKINGBIRD** — Inez Foxx, Symbol 919.
- MARTIAN HOP** — Ran-Dells, Chairman 4403.
- FRANKIE AND JOHNNY** — Sam Cooke, RCA Victor 8215; Jack LaForge, Regina 281; Claire Lane, Petal 1015.
- THE KIND OF BOY YOU CAN'T FORGET**—Johnny Tillotson, Cadence 1437.
- YOU CAN NEVER STOP ME LOVING YOU**—Beach Boys, Capitol 5009.
- DENISE**—Randy & the Rainbows, Rust 5059.
- CANDY GIRL**—4 Seasons, Vee Jay 539.
- BLOWIN' IN THE WIND** — Chad Mitchell Trio, Kapp, 510; Peter, Paul & Mary, Warner Bros. 5368; Jerry Jackson, Kapp 543; Bob Dylan, Columbia 42856.
- BUSTED**—Ray Charles, ABC-Paramount 10481.
- PART TIME LOVE**—Little Johnny Taylor, Galaxy 722.
- HONOLULU LULU**—Jan & Dean, Liberty 55613.
- I WANT TO STAY HERE** — Steve & Eydie, Columbia 42815.

WARNING—The titles "HONOR ROLL OF HITS" and "Today's Top Tunes" are registered trademarks and the listing of the hits has been copyrighted by Billboard. Use of either may not be made without Billboard's consent. Requests for such consent should be submitted in writing to the publishers of Billboard at 1564 Broadway, New York, N. Y., 10036.

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DD4 Dictation Disc (Shorthand) Speed 100/130 wpm	_____
10 SPELLING	_____
30 BIOLOGY	_____
40 CHEMISTRY	_____
50 PHYSICS	_____
60 GEOMETRY	_____
61 ARITHMETIC	_____
90 GENERAL SCIENCE	_____
101 FRENCH	_____
102 SPANISH	_____
103 GERMAN	_____
104 TYPING	_____

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SINGLES REVIEWS

Continued from page 27

★★★★

FOUR-STAR SINGLES

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

POPULAR

- IKE AND TINA TURNER**
★★★★ I'm Going Back Home (Placid, BMI) (1:43) —★★★★ If I Can't Be First (Placid, BMI) (2:12). SONJA 2001
- RON HART**
★★★★ Calhoun the Elephant (Jackpot, BMI) (2:30) —★★★★ The Ghost of Gary (Jackpot, BMI) (2:38). COLUMBIA 42866
- JERRY VALE**
★★★★ Mala Femmina (Ding Dong Romance, BMI) (2:33) —★★★★ Maria Elena (Per Int'l, BMI) (2:52). COLUMBIA 42872
- ETTA JAMES**
★★★★ I Worry About You (Maureen, BMI) (3:04) —★★★★ Two Sides (To Every Story) (Chevis-Salaam, BMI) (2:47). ARGO 5452
- THE BEECHWOODS**
★★★★ I'm Not a Kid Anymore (Merjoda, BMI) (2:02) —★★★★ The Place (Merjoda, BMI) (2:12). SMASH 1843
- TIMMY BROWN**
★★★★ Do the Crossfire (Merjoda, BMI) (2:15) —★★★★ Love, Love, Love (Progressive, BMI) (2:01). MERCURY 72175
- LINK WRAY**
★★★★ Week End (Seabreeze, BMI) (2:10) —★★★★ Turnpike U.S.A. (Florentine - Palmina, BMI) (2:24). SWAN 4154
- DEAN AND JEAN**
★★★★ Tra La La La Suzy (Just Music, BMI) (2:45) —★★★★ I Love the Summertime (Schwartz, ASCAP) (2:30). RUST 5067
- LLOYD McLENNEY**
★★★★ Lonely Drifter (Ametrop, BMI) (2:38) —★★★★ Cruel Words (Ametrop, BMI) (2:33). SEVILLE 127
- BILLY PARKER**
★★★★ I Hurt Me (Instead of You) (English, BMI) (2:02) —★★★★ The Line Between Love and Hate (English, BMI) (2:25). SIMS 146
- THE IMPRESSIONS**
★★★★ It's All Right (Curton, BMI) (2:48) —★★★★ You'll Want Me Back (Curton, BMI) (2:39). ABC-PARAMOUNT 10487
- ISLEY BROTHERS**
★★★★ What'Cha Gonna Do (Three Boys, BMI) (2:18) —★★★★ Surf and Shout (Mellin, BMI) (2:29). UNITED ARTISTS 638

- CATHY CARROLL**
★★★★ Deep in a Young Boy's Heart (December-Original, BMI) (2:52) —★★★★ Every Leaf That Falls (December-Original, BMI) (2:52). CHEER 1004
- STORYTELLERS**
★★★★ I Don't Want an Angel (First Award, BMI) (2:25) —★★★ Down in the Valley (First Award, BMI) (2:12). CAPITOL 5042
- GENE THOMAS**
★★★★ Baby's Gone (Acuff-Rose, BMI) (2:26) —★★★★ Stand By Love (Acuff-Rose, BMI) (2:36). UNITED ARTISTS 640
- COZY COLE**
★★★★ Rockin' Drummer (Northern, ASCAP) (2:09) —★★★ Sing, Sing, Sing (With a Swing) (Robbins, ASCAP) (2:08). CORAL 62379
- HANNAH DEAN**
★★★★ High Noon (Feist, ASCAP) (2:57) —★★★★ You, You, You (Mellin, BMI) (2:13). COLUMBIA 42862
- LaVERN BAKER**
★★★★ Oh, Johnny Oh, Johnny (Foster, ASCAP) (2:35) —★★★★ Itty Bitty Girl (Cotillion, BMI) (2:18). ATLANTIC 2203
- THE VIBRATIONS**
★★★★ Lonesome Little Lonely Girl (Premiere, BMI) (2:32) —★★★ Between Hello and Goodbye (January, BMI) (2:40). ATLANTIC 2204
- TITUS TURNER**
★★★★ Goodbye Rose (Day-Hilliard, ASCAP) (2:50) —★★★★ Young Wings Can Fly (Day-Hilliard, ASCAP) (3:15). COLUMBIA 42873
- THE BROOKFIELDS**
★★★★ They Said It Couldn't Be Done (Boopa Do Do Done) (R.F.D., ASCAP) (2:00) —★★★★ Girls Look Better in the Summertime (R.F.D., ASCAP) (2:20). EMBER 1095
- THE PETTICOATS**
★★★★ Why Does Billy Play in Your Yard (Vine St., ASCAP) (2:05) —★★★★ Surfin' Sally (Taj, ASCAP) (1:50). CHALLENGE 9211
- JOE TEX**
★★★★ You Keep Her (Arc, BMI) (2:40) —★★★★ Don't Play (Arc, BMI) (2:47). CHECKER 1055
- THE ASTRONAUTS**
★★★★ Hot-Doggin' (J.V.P., ASCAP) (2:12) —★★★★ Every One But Me (J.V.P., ASCAP) (2:18). RCA VICTOR 8224
- LORNE GREENE**
★★★★ I'm the Same Ole Me (Painted Desert, BMI) (2:04) —★★★★ Love Finds a Way (Jungnickel, ASCAP) (2:00). RCA VICTOR 8229
- TEDDY AND THE CONTINENTALS**
★★★★ Crossfire With Me Baby (Vince Rago, BMI) (2:45) —★★★★ Crying Over You (Vince Rago, BMI) (2:45). RICHIE 453
- HAL AND JEAN**
★★★★ Hey You Standing There (T. M., BMI) (2:11) —★★★★ Don't Tell Me Lies (T. M., BMI) (1:50). CAPITOL 5041
- JAY WIGGINS**
★★★★ Sad Girl (I.P.G., BMI) (2:17) —★★★★ No Not Me (I.P.G., BMI) (1:45). IPG 1008
- THE SURF BUNNIES**
★★★★ Surf Bunny Beach (Tonto, BMI) (2:05) —★★★★ Our Surfer Boys (Tonto, BMI) (2:30). DOT 16523
- CAMBRIDGE STRINGS**
★★★★ The Minstrels (Branwin-Wemar, BMI) (2:20) —★★★★ Desperado (Chappell, ASCAP) (2:20). LONDON 9593
- THE WELLINGTONS**
★★★★ The Ballad of Davy Crockett (Wonderland, BMI) (2:30) —★★★★ A Whale of a Tale (Wonderland, BMI) (1:50). DISNEYLAND 557
- THE WRAY FAMILY**
★★★★ Down in the Mine (American, BMI) (2:17) —★★★★ Little Shoes (Florentine - Palmina, BMI) (2:34). LAWN 220
- TOMMY SANDS**
★★★★ Only Cause I'm Lonely (Skidmore, ASCAP) (2:08) —★★★★ Cinderella (Screen Gems-Columbia, BMI) (2:12). ABC-PARAMOUNT 10480.
- THE BEATLES**
★★★★ She Loves You (Gil, BMI) (2:18) —★★★★ I'll Get You (Northern, ASCAP) (2:04). SWAN 4152
- THE MANHATTANS**
★★★★ What Should I Do (Little Bunker, BMI) (2:28) —★★★★ Later for You (Little Bunker, BMI) (2:27). AVANTI 1601
- FRANK SINATRA**
★★★★ (YOU BROUGHT) A NEW KIND OF LOVE (To Me) (Famous, ASCAP) (2:37) —★★★★ Love Isn't

**Danish Artists
Mark Big Days**

COPENHAGEN — On Friday (6) two major Danish artists celebrated anniversaries. Osvald Helmuth celebrated his 50th year as an actor and Raquel Rastenni celebrated her silver anniversary as one of the country's leading recording singers. Miss Rastenni has sold more than one million records through the years.

Helmuth is currently on top of the chart with a comedy song called "Opar Eller Nedad" (Up or Down) on Philips. Miss Rastenni is currently represented by a local version of the Japanese hit "Sukiyaki."

Studio Taps Pair

LAS VEGAS — The United Recording Studio here has named Jack Eglash as business manager and Hank McGill has been added to the technical staff.

Just for the Young (Bourne, ASCAP) (2:55). REPRISE 20209

THE PERMANENTS
★★★★ Oh Dear, What Can the Matter Be (Colgems, ASCAP) (2:10) —★★ Let Me Be Baby (Colgems, ASCAP) (2:52). CHAIRMAN 4405

THE DARLINGS
★★★★ Two Time Loser (Westbound, BMI) (2:10) —★★ Please Let Me Know (Westbound, BMI) (1:50). MERCURY 72185

COUNTRY

CONNIE HALL
★★★★ Mark on My Finger (Pamper-Four Star, BMI) (2:25) —★★★★ Second Best (Moss-Rose, BMI) (3:00). DECCA 31542

CARL SMITH
★★★★ I Almost Forgot Her (Tom Cat, BMI) (2:49) —★★★★ Triangle (Regent, BMI) (2:03). COLUMBIA 42858

BUDDY CAGLE
★★★★ Sing a Sad Song (Owen, BMI) (2:30) —★★★★ Love Inside My Door (Le Jean, BMI) (2:15). CAPITOL 5043

ROSE MADDOX
★★★★ Somebody Told Somebody (Le Jean, BMI) (1:57) —★★★★ Let Me Kiss You for Old Times (American, BMI) (2:22). CAPITOL 5038

JOHNNY ELGIN
★★★★ My Worst Habit (Tom Cat, BMI) (2:46) —★★★★ Your Love Is Haunting Me (Tom Cat, BMI) (2:33). KASH 1010

QUANTRELL RADER
★★★★ Early to Bed (And Early to Rise) (Tree, BMI) (2:30) —★★★★ Why Can't the Bells Ring for Mary? (Tree, BMI) (2:39). RCA VICTOR 8213

MERLE KILGORE
★★★★ Old Smokey (Starday, BMI) (2:59) —★★★★ Pinball Machine (Starday-Hoedown, BMI) (2:52). STARDAY 644

POLKA

MYRON FLOREN
★★★★ On the Accordion (2:21) —★★★★ Baruska (Remick, ASCAP) (2:15). CORAL 65573

SPIRITUAL

CHARLES TAYLOR
★★★★ I Will Trust in the Lord (Conrad, BMI) (2:17) —★★★★ I'll Fly Away (Conrad, BMI) (1:33). VEE JAY 932

BROTHER JOE MAY
★★★★ Jesus Said Go (Excellorc, BMI) (2:27) —★★★★ We're Marching On (Excellorc, BMI) (2:13). NASHBORO 786

STAPLE SINGERS
★★★★ I'm So Glad (Conrad, BMI) (2:48) —★★★★ Swing Low Sweet Chariot (Conrad, BMI) (2:30). VEE JAY 930

THE SIM-AIRES
★★★★ I'm a Christian (Excellorc, BMI) (2:22) —★★★★ Lord You've Been Good to Me (Excellorc, BMI) (2:18). NASHBORO 784

SONS OF GLORY
★★★★ What the Lord Can Do (Excellorc, BMI) (2:32) —★★★★ Gonna Talk With the Lord (Excellorc, BMI) (2:32). NASHBORO 785

ANGELIC GOSPEL SINGERS
★★★★ I Shall Know Him (Excellorc, BMI) (2:19) —★★★★ I Want to Go to Heaven (Excellorc, BMI) NASHBORO 787

BUSTING OUT NATIONALLY!!!

**"BUST
OUT"**

THE BUSTERS

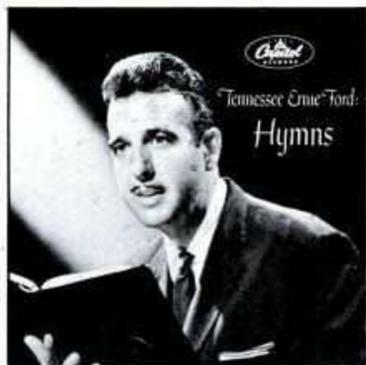
ARLEN 735

ARLEN RECORDS 707 Huntingdon Pike, Rock Ledge, Pa.

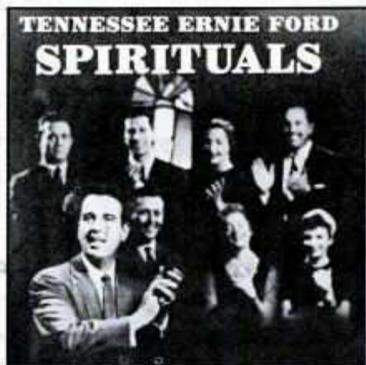
He sells more albums of sacred music than any other recording artist. Because people can hear Tennessee Ernie Ford's warmth and sincerity. Because they like to listen to his great, rich voice. But you know how sincere he is, and how great. So do we at Capitol. That's why we're proud to work with him. As we have for 16 years.



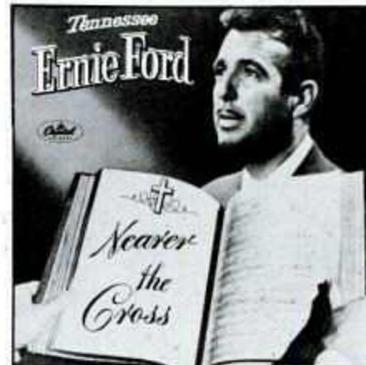
(S) T 1937



(S) T 756



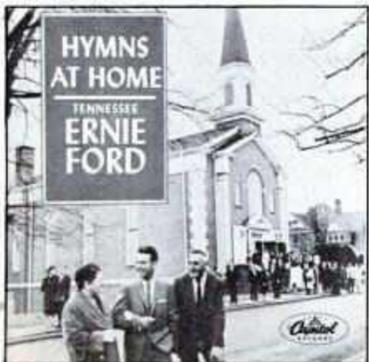
(S) T 818



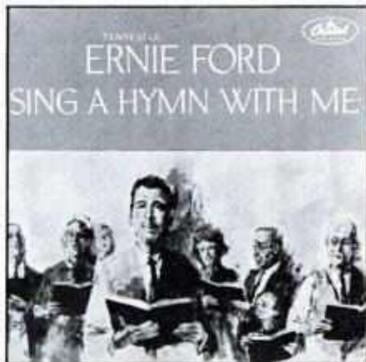
(S) T 1005



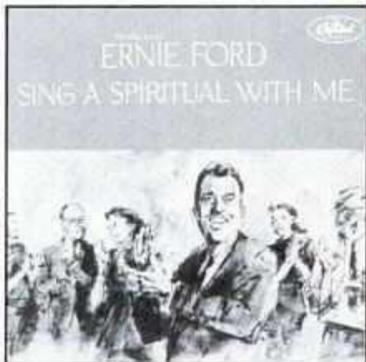
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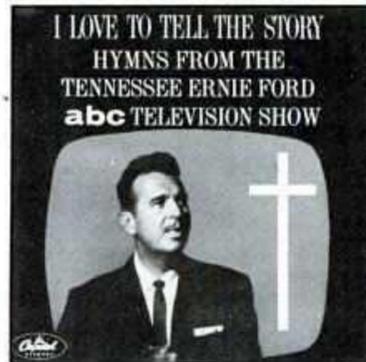
(S) T 1604



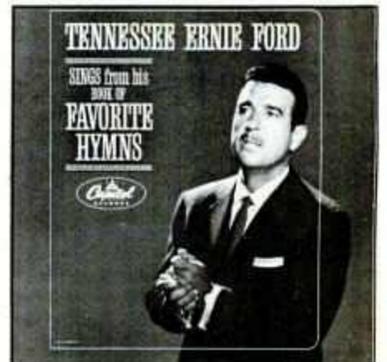
(S) T 1679 ALSO AVAILABLE IN DELUXE SET



(S) T 1680 ALSO AVAILABLE IN DELUXE SET



(S) T 1751



(S) T 1794

TOP 100's

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	MY SON, THE NUT Allan Sherman, Warner Bros. W 1501 (M); WS 1501 (S)	6
2	2	TRINI LOPEZ AT PJ's Reprise R 6093 (M); R9-6093 (S)	10
3	3	BYE BIRDIE Sound Track, RCA Victor LOC 1081 (M); LSO 1081 (S)	22
4	5	PETER, PAUL & MARY Warner Bros. W 1449 (M); WS 1449 (S)	74
5	4	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	36
6	7	WEST SIDE STORY Sound Track, Columbia CL 5670 (M); OS 2070 (S)	100
7	9	SUNNY SIDE! Kingston Trio, Capitol T 1935 (M); ST 1935 (S)	6
8	10	THE JAMES BROWN SHOW King 826 (M); S 826 (S)	13
9	27	★ INGREDIENTS IN A RECIPE FOR SOUL Ray Charles, ABC-Paramount ABC 465 (M); ABCS 465 (S)	4
10	6	LITTLE STEVIE WONDER THE 12 YEAR OLD GENIUS. Tamla 240 (M); (no Stereo)	11
11	11	HOLLYWOOD—MY WAY Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	7
12	8	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	23
13	13	SHUT DOWN Various Artists, Capitol T 1918 (M); ST 1918 (S)	11
14	12	SURFIN' U. S. A. Beach Boys, Capitol T 1890 (M); ST 1890 (S)	21
15	17	★ THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	24
16	19	★ WIPE OUT Surfaris, Dot DLP 2535 (M); DLP 2535 (S)	7
17	16	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	48
18	14	LAWRENCE OF ARABIA Sound Track, Colpix CP 514 (M); SCP 514 (S)	30
19	31	★ RAMBLIN' New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	5
20	15	SO MUCH IN LOVE Tymes, Parkway P 7032 (M); (no Stereo)	8
21	21	HOW THE WEST WAS WON Sound Track, MGM 1E5 (M); 15E5 (S)	23
22	20	JOAN BAEZ, VOL. I Vanguard VRS 9078 (M); VSD 2007 (S)	82
23	28	OLIVER Original Cast, RCA Victor LOC 2004 (M); LSO 2004 (S)	47
24	29	★ BLUE VELVET Bobby Vinton, Epic LN 24068 (M); BN 26068 (S)	7
25	33	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410 (M); ABCS 410 (S)	75
26	25	OLDIES BUT GOODIES, VOL. 5 Various Artists, Original Sound 5007 (M); 8855 (S)	17
27	24	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869 (M); CS 8649 (S)	64
28	22	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	72
29	42	★ JOHNNY Johnny Mathis, Columbia CL 2044 (M); CS 8844 (S)	5
30	38	JOAN BAEZ, VOL. II Vanguard VRS 9094 (M); VSD 2097 (S)	95
31	50	MONDO CANE Sound Track, United Artists UAL 4105 (M); UAS 5105 (S)	10
32	43	★ THIS IS ALL I ASK Tony Bennett, Columbia CL 2056 (M); CS 8856 (S)	5
33	39	★ RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	9
34	55	★ SURF CITY & OTHER SWINGIN' CITIES Jan & Dean, Liberty LRP-3314 (M); LST 7314 (S)	7
35	45	THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER Nat King Cole, Capitol T 1932 (M); ST 1932 (S)	12
36	18	CLEOPATRA Sound Track, 20th Century-Fox FXG 5008 (M); SXG 5008 (S)	14
37	37	SCARLETT O'HARA Lawrence Welk, Dot DLP 3528 (M); DLP 2528 (S)	7
38	47	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	281
39	53	MY SON, THE CELEBRITY Allan Sherman, Warner Bros. W 1487 (M); WS 1487 (S)	36
40	73	THINK ETHNIC Smothers Brothers, Mercury MG 20777 (M); SR 60777 (S)	25
41	63	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	196
42	49	THE BEST OF THE KINGSTON TRIO Capitol T 1705 (M); ST 1705 (S)	68
43	64	CAMELOT Original Cast, Columbia KOL 5430 (M); KOS 2031 (S)	139
44	32	THEMES FOR YOUNG LOVERS Percy Faith & Ork, Columbia CL 2023 (M); CS 8823 (S)	14
45	26	THE CONCERT SINATRA Frank Sinatra, Reprise R 1009 (M); R9-1009 (S)	14
46	34	UNIQUELY MANCINI Henry Mancini, RCA Victor LPM 2692 (M); LSP 2692 (S)	13
47	23	I LOVE YOU BECAUSE Al Martino, Capitol T 1914 (M); ST 1914 (S)	15
48	119	★ ELVIS' GOLDEN RECORDS, VOL. III Elvis Presley, RCA Victor LPM 2765 (M); LSP 2765 (S)	2
49	40	I WANNA BE AROUND Tony Bennett, Columbia CL 2000 (M); CS 8800 (S)	25
50	58	★ FRANK FONTAINE SINGS LIKE CRAZY ABC-Paramount ABC 460 (M); ABCS 460 (S)	5
51	78	★ THE FREWHEELIN' BOB DYLAN Columbia CL 1986 (M); CS 8786 (S)	3

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	56	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432 (M); V6-8432 (S)	54
53	44	IN DREAMS Roy Orbison, Monument MLP 8003 (M); SLP 10003 (S)	6
54	61	BROADWAY—MY WAY Nancy Wilson, Capitol T 1828 (M); ST 1828 (S)	25
55	60	RAMBLIN' ROSE Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	53
56	30	CALL ON ME Bobby Bland, Duke DLP 77 (M); (no Stereo)	11
57	103	★ THE SECOND BARBRA STREISAND ALBUM Columbia CL 2054 (M); CS 8854 (S)	2
58	98	★ PETER NERO IN PERSON RCA Victor LPM 2710 (M); LSP 2710 (S)	3
59	69	WEST SIDE STORY Original Cast, Columbia OL 5230 (M); OS 2001 (S)	154
60	66	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 55001 (M); AMS 80001 (S)	44
61	72	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II Ray Charles, ABC-Paramount ABC 435 (M); ABCS 435 (S)	47
62	41	GENE PITNEY SINGS WORLD-WIDE WINNERS Musicor MM 2005 (M); MS 2005 (S)	8
63	75	THE SMOTHERS BROTHERS AT THE PURPLE ONION Mercury MG 20611 (M); SR 60611 (S)	11
64	74	★ CHUCK BERRY ON STAGE Chess LP 1408 (M); (no Stereo)	5
65	46	LITTLE TOWN FLIRT Del Shannon, Big Top 1308 (M); LPS 1308 (S)	14
66	100	★ GOLDEN HITS OF THE 4 SEASONS. Yee Jay LP 1065 (M); SR 1065 (S)	3
67	35	KINGSTON TRIO #16 Capitol T 1871 (M); ST 1871 (S)	26
68	48	SINCERELY YOURS Robert Goulet, Columbia CL 1931 (M); CS 8731 (S)	38
69	83	★ LET'S GO Ventures, Delton BLP 2024 (M); BST 8024 (S)	4
70	65	SURFIN' SAFARI Beach Boys, Capitol T 1808 (M); ST 1808 (S)	31
71	57	THE 4 SEASONS SING AIN'T THAT A SHAME & 11 OTHERS Yee Jay LP 1059 (M); S 1059 (S)	11
72	51	THIS TIME BY BASIE: HITS OF THE 50'S AND 60'S Count Basie, Reprise R 4070 (M); R9-4070 (S)	10
73	79	SHE LOVES ME Original Cast, MGM A 4118 (M); SE 4118 (S)	14
74	82	THE PATSY CLINE STORY Decca DXB 176 (M); D5B 7176 (S)	4
75	54	HOBO FLATS Jimmy Smith, Verve V 8554 (M); V6-8554 (S)	19
76	62	ROY ORBISON'S GREATEST HITS Monument MLP 8000 (M); (no Stereo)	56
77	36	STILL Bill Anderson, Decca DL 4427 (M); DL 7427 (S)	12
78	97	THE NEW CHRISTY MINSTRELS Columbia CL 1872 (M); CS 8672 (S)	43
79	90	★ PUCCINI: TOSCA Various Artists, RCA Victor LD 7025 (M); LDS 7025 (S)	3
80	91	★ MORE (Soul Surfin') Kai Windling, Verve V 8551 (M); V6-8551 (S)	7
81	109	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine, ABC-Paramount ABC 442 (M); ABCS 442 (S)	33
82	92	★ BRITTEN: WAR REQUIEM Various Artists, London A 4255 (M); OSA 1255 (S)	3
83	67	SHIRELLES GREATEST HITS Scepter 907 (M); (no Stereo)	35
84	115	★ KNOCKERS UP Rusty Warren, Jubilee JLP 2029 (M); (no Stereo)	150
85	89	HEAVENLY Johnny Mathis, Columbia CL 1361 (M); CS 8152 (S)	109
86	59	I'LL CRY IF I WANT TO Lesley Gore, Mercury MG 20805 (M); SR 60805 (S)	11
87	52	TIE ME KANGAROO DOWN, SPORT Rolf Harris, Epic LN 24053 (M); BN 26053 (S)	8
88	84	RAY CHARLES GREATEST HITS ABC-Paramount ABC 415 (M); ABCS 415 (S)	46
89	70	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1173 (M); WS 1173 (S)	47
90	77	PAUL ANKA'S 21 GOLDEN HITS RCA Victor LPM 2691 (M); LSP 2691 (S)	12
91	93	SONGS FOR A SUMMER NIGHT Various Artists, Columbia PM 2 (M); PMS 2 (S)	10
92	101	FLY ME TO THE MOON & THE BOSSA NOVA POPS Joe Harrell & His Ork, Kapp KL 1318 (M); KS 3318 (S)	35
93	117	★ SEVEN STEPS TO HEAVEN Miles Davis, Columbia CL 2051 (M); CS 8851 (S)	2
94	121	★ JUST KIDDIN' AROUND Ray Conniff & Billy Butterfield, Columbia CL 2022 (M); CS 8822 (S)	2
95	102	THE FIRST FAMILY Vaughn Meader, Cadence CLP 3060 (M); CLP 25060 (S)	41
96	95	TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675 (M); SR 60675 (S)	40
97	111	★ SOUTH RAMPART STREET PARADE Pete Fountain & His Mardi Gras Strutters, Coral CRL 57440 (M); CRL 757440 (S)	3
98	87	TIME OUT Dave Brubeck, Columbia CL 1297 (M); CS 8192 (S)	140
99	76	THE LETTERMEN IN CONCERT Capitol T 1936 (M); ST 1936 (S)	4
100	122	★ THE LANGUAGE OF LOVE Jerry Vale, Columbia CL 2043 (M); CS 8843 (S)	3
101	106	HOOTENANNY WITH THE HIGHWAYMEN United Artists UAL 3294 (M); UAS 6294 (S)	3

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	113	THE IMPRESSIONS ABC-Paramount ABC 450 (M); ABCS 450 (S)	4
103	86	STREETS I HAVE WALKED Harry Belafonte, RCA Victor LPM 2695 (M); LSP 2695 (S)	14
104	131	★ NIGHT BEAT Sam Cooke, RCA Victor LPM 2709 (M); LSP 2709 (S)	2
105	71	HAIL THE CONQUERING NERO Peter Nero, RCA Victor LPM 2638 (M); LSP 2638 (S)	26
106	110	TOVARICH Original Cast, Capitol TAD 1940 (M); STAO 1940 (S)	9
107	85	WONDERFUL WORLD OF LOVE... Robert Goulet, Columbia CL 1993 (M); CS 8793 (S)	22
108	94	SINATRA—BASIE Frank Sinatra & Count Basie, Reprise R 1008 (M); R9-1008 (S)	34
109	127	★ WHERE CAN YOU GO FOR A BROKEN HEART George Maharis, Epic LN 24064 (M); BN 26064 (S)	2
110	—	★ SAY WONDERFUL THINGS Patti Page, Columbia CL 2049 (M); CS 8849 (S)	1
111	148	★ BUDDY HOLLY STORY Coral CRL 57279 (M); (no Stereo)	141
112	80	RICHARD CHAMBERLAIN SINGS... MGM E 4088 (M); SE 4088 (S)	34
113	88	SUKIYAKI & OTHER JAPANESE HITS Kyu Sakamoto, Capitol T 10349 (M); DT 10349 (S)	15
114	116	OUR MAN IN HOLLYWOOD Henry Mancini, RCA Victor LPM 2604 (M); LSP 2604 (S)	32
115	96	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2016 (M); CS 8816 (S)	23
116	107	SURFIN' WITH THE ASTRONAUTS RCA Victor LPM 2760 (M); LSP 2760 (S)	8
117	81	SURFING Ventures, Delton BLP 2022 (M); BST 8022 (S)	21
118	68	IT HAPPENED AT THE WORLD'S FAIR Elvis Presley, RCA Victor LPM 2697 (M); LSP 2697 (S)	23
119	114	THE NEW CHRISTY MINSTRELS TELL TALL TALES! Columbia CL 2017 (M); CS 8817 (S)	18
120	99	1963's EARLY HITS Lawrence Welk, Dot DLP 3510 (M); DLP 25510 (S)	25
121	105	LATIN RENDEZVOUS Mantovani & His Ork, London LL 3295 (M); PS 295 (S)	17
122	108	THE VENTURES PLAY TELSTAR, THE LONELY BULL & OTHERS Delton BLP 2019 (M); BST 8019 (S)	38
123	138	BYE BYE BIRDIE Original Cast, Columbia OL 5510 (M); OS 2025 (S)	50
124	—	★ THE SONGS I LOVE Perry Como, RCA Victor LPM 2708 (M); LSP 2708 (S)	1
125	129	LI'L OL' GROOVEMAKER... BASIE Count Basie, Verve V 8549 (M); V6-8549 (S)	3
126	137	DR. NO Sound Track, United Artists UAL 4108 (M); UAS 5108 (S)	9
127	134	I GOT SOMETHING TO TELL YOU... Moms Mabley, Chess LP 1479 (M); (no Stereo)	13
128	133	ALL ALONE AM I Brenda Lee, Decca DL 4370 (M); DL 74370 (S)	29
129	—	★ BLOWIN' IN THE WIND Chad Mitchell Trio, Kapp KL 1313 (M); KS 3313 (S)	19
130	118	STARDUST Boston Pops/Arthur Fiedler, RCA Victor LPM 2670 (M); LSC 2670 (S)	14
131	143	IRMA LA DOUCE Sound Track, United Artists UAL 4109 (M); UAS 5109 (S)	2
132	124	ANDY WILLIAMS MILLION SELLER SONGS Cadence CLP 3061 (M); CLP 25061 (S)	37
133	112	1962's GREATEST HITS BY BILLY VAUGHN Dot DLP 3497 (M); DLP 25497 (S)	31
134	—	★ SEPTEMBER SONG Jimmy Durante, Warner Bros. W 1506 (M); WS 1506 (S)	1
135	—	★ TEEN SCENE Chet Atkins, RCA Victor LPM 2719 (M); LSP 2719 (S)	1
136	142	LIVING IT UP Bert Kaempfert & His Ork, Decca DL 4274 (M); DL 74274 (S)	12
137	104	MURRAY THE K'S 1962 BOSS GOLDEN GASSERS Various Artists, Scepter 510 (M); (no Stereo)	10
138	125	GRAY WALTZ & 11 CURRENT HITS Steve Allen, Dot DLP 3515 (M); DLP 25515 (S)	22
139	120	MUSIC MAN Sound Track, Warner Bros. W 1459 (M); WS 1459 (S)	54
140	136	ROMAN GUITAR Tony Martin, Command RS 816 (M); RS 816 SD (S)	26
141	135	FOR YOUR SWEET LOVE Bick Nelson, Decca DL 4419 (M); DL 74419 (S)	16
142	132	PEGGY LEE MINK JAZZ Capitol T 1850 (M); ST 1850 (S)	9
143	146	LOU CHRISTIE Roulette R 25208 (M); SR 25208 (S)	5
144	147	SUKIYAKA & 11 HAWAIIAN HITS Billy Vaughn, Dot DLP 3523 (M); DLP 25523 (S)	15
145	—	★ THE GREAT ESCAPE Sound Track, United Artists UAL 4107 (M); UAS 5107 (S)	1
146	126	18 YELLOW ROSES & 11 OTHER HITS Bobby Darin, Capitol T 1942 (M); ST 1942 (S)	5
147	—	★ HONEY IN THE HORN Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	1
148	130	LOVE THEMES FROM CLEOPATRA... Ferrante & Teicher, United Artists UAL 3290 (M); UAS 6290 (S)	13
149	—	★ GLORIA, MARTY & STRINGS Gloria Lynde, Everest BR 5220 (M); SDRR 1228 (S)	1
150	128	THE ORIGINAL HOOTENANNY... Various Artists, Crestview CRV 806 (M); CR5 7806 (S)	4

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Billboard HITS OF THE WORLD

ARGENTINA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LA TERZA LUNA	Neil Sedaka (Victor)—Rondak-Fermata
2	2	RIO MANSO	*Ramona Galarza (Odeon)—Lagos
3	3	DESPEINADA	*Pick Ups (Music Hall)—Korn
4	4	MIRA COMO ME BALANCEO	Eduardo Vianello (Victor)—Alfa-Fermata
5	7	EL CAMALEON	*Chico Novarro—Korn
6	5	LA TIERRA (Chariot)	Joe Sentieri (CBS)—Plate-Tempo
7	6	PUNENTE PEXOA	*Trovadores del Norte (CBS)—Lagos
8	8	LA PARTITTA DI PALLONE	Rita Pavone (Victor)—Alfa-Fermata
9	9	DILE	Bobby Rydell (Fermata)—Fermata
10	—	EL BAILE DEL LADRILLO	Rita Pavone (Victor); Violeta Rivas (Victor)—Fermata

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	BOMBORA	*The Atlantics (CBS)—Southern Music
2	3	WIPE OUT	The Surfaris (London)—Pincus Gil
3	2	LONELY SURFER	Jackie Nitzche (Roulette)—No publisher
4	9	DANKE SCHOEN	Wayne Newton (Capitol)—Belinda
5	11	SURFIN' HOOTENANNY	(Al Casey (W & G)—No publisher
6	4	55 DAYS AT PEKING	*Rob E.G. (Festival)—Essex
7	7	HELLO MUDDUH, HELLO FADUHU	Allen Sherman (Warner Bros.)—No publisher
8	6	MOVE BABY MOVE	*Johnny O'Keefe (Festival)—Davis
9	8	SUKIYAKI	Kyu Sakamoto (HMV)—Castle
10	12	JUDY, JUDY, JUDY	Johnny Tillotson (London)—Belinda
11	10	LUCKY LIPS	Cliff Richard (Columbia)—Essex
12	5	EASIER SAID THAN DONE	The Essex (Roulette)—Chappell
13	13	FORGET HIM	Bobby Rydell (Columbia)—Leeds
14	14	SURF CITY	Jan and Dean (Liberty)—Tu-Con
15	15	AVALON STOMP	*The Denvermen (HMV)—Johnny Devlin

BRITAIN

(A special list compiled prior to publication by the New Musical Express, London)

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	SHE LOVES YOU	*Beatles (Parlophone)—Northern Songs, Ltd.
2	1	BAD TO ME	*Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
3	4	IT'S ALL IN THE GAME	*Cliff Richard (Columbia)—Blossom Music
3	2	I'M TELLIN' YOU NOW	*Freddie and the Dreamers (Columbia)—Feldman Music
5	6	I'LL NEVER GET OVER YOU	*Johnny Kidd (HMV)—Leeds Music
6	10	I WANT TO STAY HERE	Steve Lawrence-Eydie Gorme (CBS)—Aldon Music
7	9	YOU DON'T HAVE TO BE A BABY TO CRY	*Caravelles (Decca-Ritz)—Frank Music
8	15	JUST LIKE EDDIE	*Heinz (Decca)—Meridian Music
9	5	SWEETS FOR MY SWEET	*Searchers (Pye)—Hill & Range
10	11	THE LEGION'S LAST PATROL	*Ken Thorne (HMV)—Filmusic
11	7	WIPE OUT	Surfaris (London)—Ambassador
12	12	IN SUMMER	*Billy Fury (Decca)—Skidmore Music
13	16	DANCE ON	*Kathy Kirby (Decca)—Sydney Bron
14	8	TWIST AND SHOUT (EP)	*Beatles (Parlophone)—Northern Songs, Ltd.
15	13	I'M CONFESSIN'	*Frank Ifield (Columbia)—Francis, Day & Hunter
16	26	I WANT TO STAY HERE	*Miki and Griff (Pye)—Aldon Music

This Week	Last Week	Title	Artist
17	14	TWIST AND SHOUT	*Brian Poole and the Tremeloes (Decca)—Sherwin Music
18	17	STILL	*Karl Denver (Decca)—Peter Maurice
19	23	COME ON	*Rolling Stones (Decca)—Jewel Music
20	—	STILL	*Ken Dodd (Columbia)—Peter Maurice
21	—	APPLEJACK	*Jet Harris-Tony Meerrhan (Decca)—Essex Music
22	25	TWO SILHOUETTES	Del Shannon (London)—Vicki Music
23	29	SURF CITY	Jan & Dean (Liberty)—Aldon Music
24	27	WHISPERING	*Bachelors (Decca)—Herman Darewski Music
25	20	DEVIL IN DISGUISE	Elvis Presley (RCA)—West One Music
26	20	THE CRUEL SEA	*Dakotas (Parlophone)—Jaep Music
27	—	FRANKIE AND JOHNNY	Sam Cooke (RCA)—Kags Music
28	18	SUKIYAKI	Kyu Sakamoto (HMV)—Welbeck/Benz
29	—	WISHING	Buddy Holly (Coral)—Nor Va Jak Music
30	22	DA DOO RON RON	Crystals (London)—Aberbach

DENMARK

(Courtesy Quam Musikbureau)
*Denotes local origin

This Week	Last Week	Title	Artist
2	1	OPAD ELLER NEDAD	Osvald Helmuth (Philips)—Multitone
5	2	DEN LILLE GYLDNE RING	(Little Band of Gold)—*Gustav Winckler (Sonet) Winckler Music
3	3	SUKIYAKI	Kyu Sakamoto (HMV)—Imudico
4	4	KOM NED PA JORDEN IGEN	Gitte Haenning (HMV)—Imudico
9	5	HEY MAMA	Frankie Vaughan (Philips)
1	6	DEVIL IN DISGUISE	Elvis Presley (RCA)—Belinda
10	7	THERE GOES MY HEART AGAIN	Fats Domino (Karusell)
6	8	LUCKY LIPS	Cliff Richard (Columbia)—Belinda
8	9	SIG DEJLIGE TING	*Poul Bongaard (Tono)—Imudico
—	10	HVEM BLI'R DIT NAESTE OFFER MR! SWEET-HEARTS?	*Sys Gregers (Tono)

EIRE

(Courtesy Irish Times, Ltd., Dublin)

This Week	Last Week	Title	Artist
1	1	DEVIL IN DISGUISE	Elvis Presley (RCA)—West One
2	6	KISS ME QUICK	Royal Showband (HMV)—West One
3	2	SWEETS FOR MY SWEET	The Searchers (Pye)—Hill & Range
4	3	TWIST AND SHOUT	Brian Poole and the Tremeloes (Decca)—Sherwin
5	7	TWIST AND SHOUT (EP)	Beatles (Parlophone)—Northern Songs, Ltd.
6	8	DA DOO RON RON	Crystals (London)—Aberbach
7	—	BAD TO ME	Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
8	10	JUST FOR YOU (EP)	Chuck Winter (Pye)—Cross/Acuff-Rose, Campbell-Connelly/Keith Connolly/Keith Prowse
9	—	IN SUMMER	Billy Fury (Decca)—Skidmore Music
10	4	I'M CONFESSIN'	Frank Ifield (Columbia)—Francis, Day & Hunter

FRANCE

This Week	Last Week	Title	Artist
1	2	DA DOU RON RON	Johnny Hallyday (Philips)
2	1	SI TU VEUX ETRE HEUREUX	Claude Francois (Fontana)
3	3	PENDANT LES VACANCES	Sheila (Philips)
4	5	WATCHING YOU	Sylvie Vartan (RCA)
5	4	C'EST MA FETE	Richard Anthony (Columbia)
6	6	ELLE ETAIT SI JOLIE	Alain Barriere (RCA)
7	8	QUI AIME-T-IL VRAIMENT	—Francoise Hardy (Vogue)
8	7	CHAIN GANG	Eddy Mitchell (Barclay)
9	10	FILE, FILE, FILE	Frank Alamo (Barclay)
10	—	QUAND UN AIR VOUS POSSEDE	Sophie (Decca)

FRENCH (WALLOON) BELGIUM

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

This Week	Last Week	Title	Artist
1	1	N'EST-CE PAS MERVEILLEUX/CRIER TON NOM	*Adamo—Ardmore & Beechwood (Pathe)
2	2	DA DOU RON RON	Johnny Hallyday—Belinda Music (Philips)
3	5	PENDANT LES VACANCES	—Sheila—Acuff-Rose (Philips)
4	—	I'M MOVIN' ON	Matt Lucas—Belinda Music (Philips)
5	—	C'EST MA FETE	Richard Anthony—Brauer (Columbia)
6	8	SI TU VEUX ETRE HEUREUX	Claude Francois—Ardmore & Beechwood (Fontana)
7	7	SANS TOI MA MIE	*Adamo—Rudo (Pathe)
8	—	DEMAIN TU TE MARIES	Patricia Carli—P. Plum Pub. (Bel Air)
9	3	JE ME SENS BIEN	Petula Clark—Bens (Vogue)
10	—	JOHNNY GUITAR	The Spotnicks (Discostar)

HOLLAND

(Courtesy Platennieuws, Amersfoort)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	CIMERONI	Anneke Gronloh (Philips)—Altona
2	3	IK HEB EERBIED VOOR JOUW GRUIZE HAREN	Gert Timmerman (Telefunken)—World Music-Brussels & Int. Music
3	2	LUCKY LIPS	Cliff Richard (Columbia)—Belinda
4	4	DEVIL IN DISGUISE	Elvis Presley (RCA)
5	5	THERE GOES MY HEART AGAIN	Fats Domino (ABC-Paramount)
6	6	ATLANTIS	The Shadows (Columbia)
7	7	OH DONNA CLARA	Die Regento Stars (Tivoli)—Basart L.C.
8	8	BUONA NOTTE BAMBINO	Rocco Granata (CNR)—Picture Music, Joop Portengen
9	9	RITME VAN DE REGEN	Rob de Nijs (Decca)—Chappell
10	10	BARCAROLE IN DER NACHT	Connie Francis (MGM)

HONG KONG

(All titles on Qualiton label)
*Denotes local origin

This Week	Last Week	Title	Artist
1	—	DEVIL IN DISGUISE	Elvis Presley (RCA)
2	—	DROWNING MY SORROWS	—Connie Francis (MGM)
3	3	LUCKY LIPS	Cliff Richard (Columbia)
4	—	JAMES BOND THEME	Al Caiola (UA)
5	5	SUKIYAKI	Kyu Sakamoto (Capitol)
6	1	TWIST IT UP	Chubby Checker (Parkway)
7	—	I'M AFRAID TO GO HOME	—Brian Hyland (ABC)
8	—	HELLO HEARTACHES, GOODBYE LOVE	—Little Peggy March (RCA)
9	—	THOSE LAZY-HAZY-CRAZY DAYS	—Nat King Cole (Capitol)
10	—	BLUE ON BLUE	Bobby Vinton (Columbia)

HUNGARY

(All titles on Qualiton label)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	POPOCATEPETL TWIST	Marta Zarai and Janos Vamosi—Caravelle, Paris
2	2	TWIST AGAIN	Janos Koos—Kalman Music, New York
3	3	MEG IDE ODA HUZ A SZIV	*Laszlo Araczk—Editio Musica
4	4	ILYEN A TWIST	*Kyri Ambrus—Editio Musica
5	5	MIKOR JOSSZ MAR ENFELEM	(Quando, Quando)—Katalin Sarosi—Ritmi e Canzoni, Milano
6	6	KIT ERDEKEL	*Janos Koos—Editio Musica
7	7	NEM VAGYOK IDEGES	*Gyorgy Korda—Editio Musica
8	8	FOGJ EGY SETAPALCAT	*Lehel Nemeth—Editio Musica
9	9	VAN E REMEKEBB	*Eva Mikes—Editio Musica
10	10	JUCI, JULI, JULIA	*Eva Mikes—Editio Musica

ISRAEL

(Courtesy Kol Israel Broadcasting)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	DEVIL IN DISGUISE	Elvis Presley (RCA Victor)—Presley, BMI
2	1	I'M CONFESSIN'	Frank Ifield (Columbia)—Francis, Day & Hunter
3	5	BLUE ON BLUE	Bobby Vinton (Epic)—Famous Music
4	4	HORA OF LOVE	*The Roosters (Kol Israel)—ACUM
5	—	GYPHY WOMAN	Rick Nelson (Decca)—Hilliard-Doral, BMI
6	9	IL BALLO DEL MATONE	Rita Pavone (RCA Italy)
7	10	I WISH I WERE A PRINCESS	—Little Peggy March (RCA Victor)—Atrium ASCAP
8	7	WHEN YOU SAY 'NO'	*The Roosters (Kol Israel)—ACUM
9	8	ANOTHER SATURDAY NIGHT	—Sam Cooke (RCA Victor)—Kags Music
10	6	SUKIYAKI	Kyu Sakamoto (HMV)—Bens Music-Welbeck Music

ITALY

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

This Week	Last Week	Title	Artist
1	1	SAPORE DI SALE	*Gino Paoli (RCA)
2	2	QUORE	*Rita Pavone (RCA)
3	4	QUELLI DELLA MIA ETA'	—Francoise Hardy (Vogue)
4	3	HEY PAULA	Paul & Paula (Philips)
5	5	STESSA SPIAGGIA STESSO MARE	*Piero Focaccia (CGD)
6	7	ABBRONZATISSIMA	*Eduardo Vianello (RCA)
7	6	GRAZIE PREGO SCUSI/IL TANGACCIO	*A. Celentano (Clan)
8	8	ERI UN'ABITUDINE	*John Foster (Style)
9	13	SE MI VUOI LASCIARE	*Michele (RCA)
10	9	I WATUSSI	*Eduardo Vianello & i Flippers (RCA)
11	14	PRIMA DI TE, DOPO DI TE	—*Catherine Spaak (Ricordi)
12	10	A NEW ORLEANS	*Adriano Celentano (Jolly)
13	11	PER QUESTA VOLTA	Richard Anthony (Columbia)
14	12	CUANDO BRILLA LA LUNA	*Marcellos Ferial (Durium)
15	—	THANNO VISTO DOMENICA SERA	*Isabella Iannetti (Royal)

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	LET'S GET TOGETHER	Hayley Mills (Gamma)—Brambila
2	1	ENEMIGOS	*Sonia Lopez (CBS)—Pham
3	4	THE GUNS FROM NAVARRONE	—Al Caiola (Gamma)—Grever
4	3	DESPEINADA	*Los Hooligans (Orfeon)—Reimsa
5	6	MEDIA VUELTA	*J. A. Jimenez (RCA); *Javier Solis (CBS)—Pending
6	5	POPEYE	*Apon Boys (Peerless)—Pending
7	9	LA MANO DE DIOS	*J. A. Jimenez (RCA)—Emmi
8	8	DE MIL MANERAS	*Sonora Santanera (CBS)—Emmi
9	10	LLEGO BORRACHO	*J. A. Jimenez (RCA)—Emmi
10	7	FOOTBALL	*Sonora Santanera (CBS)—Reimsa

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	SUKIYAKI	Kyu Sakamoto (HMV)—Carl M. Iversen
2	1	DEVIL IN DISGUISE	Elvis Presley (RCA)—Belinda
3	5	WELCOME TO MY WORLD	—Jim Reeves (RCA)—No publisher
4	4	LUCKY LIPS	Cliff Richard (Columbia)—Belinda
5	3	DE TUSEN SJORS LAND	*Ray Adams (Manu)—Musikk-Huset
6	6	SINGEL OG SAND	*Oikabilamo (Philips)—Edition Lyche
7	7	EI SNERTEN SNELLE	*Wenche Myhre (Triola)—Egil Monn Iversen
8	9	SER DU JAN SA HILS FRA MEG	*Ase Thoresen (Triola)—Sweden Music

This Week	Last Week	Title	Artist
9	8	SWEETS FOR MY SWEET	Searchers (Pye)—Robert Mellin
10	—	IN SUMMER	Billy Fury (Decca)—No publisher

PERU

(Courtesy La Prensa, Lima)
*Denotes local origin

This Week	Last Week	Title	Artist
1	3	LA TERZA LUNA	Neil Sedaka (RCA)
2	7	LO SEGUIRE (I Will Follow Him)	—Little Peggy March (RCA)
3	2	LA PERA MADURA	—Pepe Miranda (Virrey)
4	1	EL LADRON	—Sonia Lopez (Columbia)
5	4	TEMA DEL DR. NO	—Al Caiola (United Artists)
6	9	DETRAS DEL AMOR (Follow the Boys)	—Connie Francis (MGM)
7	—	MAGIA BLANCA (Mujer Endiablada)	—Chuco Avellanet (Sono)
8	8	EL CIGARRON	—Hugo Blanco (Polydor)
9	—	EL TWIST DE LA GORDA	—Los Caporales (Virrey)
10	—	TODO LO QUE HAGO ES SONAR (All I Have to Do Is Dream)	—Richard Chamberlain (MGM)

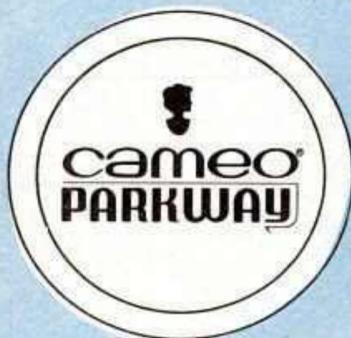
PHILIPPINES

(Courtesy Southern African Record Manufacturers and Distributors' Assn.)

This Week	Last Week	Title	Artist
1	1	THE END OF THE WORLD	—Skeeter Davis (RCA)—Filipinas
2	2	A MILLION THANKS TO YOU	—Pilita Corrales (Villar)—Mareco
3	9	MORE	—Steve Lawrence (Columbia)—Mareco
4	7	WIPE OUT	—The Surfaris (Dot)—Mareco
5	8	CRAZY	—Faye Tucker (Sonodot)—Federal Manufacturers
6	5	ONE MORE BLESSING	—Jerry Vale (Columbia)—Mareco
7	—	NO MAN CAN STAND	

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International NEWS REPORTS

New Japanese Label a Major

TOKYO—A new major diskery named Nippon Crown Company has been formed. Firm was formed with 400 million yen (which is equivalent to \$1,110,000) invested by top-ranking companies such as Mitsubishi Electric Company, Bridgestone Tire Company, Idemitsu Oil Company and several others.

Personnel structure consists

of S. Ito, ex-managing director in charge of record business department of Nippon Columbia, as well as the managers of a.&r., publicity, advertising and sales departments who all have resigned from Nippon Columbia.

Three recording producers have already joined this label from Nippon Columbia and several star singers are expected to join the label as well. A batch of 10 singles are expected to debut December 1. The firm is negotiating to represent overseas labels as promptly as possible. Records will be custom pressed until a new pressing plant is constructed.

BELGIUM

Telstar Orbiting Two New Albums

By JAN TORFS

Stuivenbergvaart 37, Mechelen

Johnny Hoes is off to a very good start with his own Telstar label on which he released an LP called "Meisjes en soldaten" (Girls and Soldiers). This LP is at this moment the best seller of all LP's. The second Telstar LP, called "Accordeon Souvenirs," is doing the same thing.

In a few weeks, Adamo's first LP will be released, immediately followed by a second one. The first one will be filled with his biggest hits, while the second one will be composed of "chansons." Delizia, Adamo's 11-year-old sister, is also going to make her first record of songs by brother Salvatore. . . . Robert Cogoi is also preparing a LP. For the first time he will bring a French version of an American record called "Detroit City." . . . "Lawdy, Lawdy," a former recording by the Cousins, has been recorded in France, by two different artists: Colette Dereal and Bob Azzam. Title is now "La-haut, la-haut." . . . One of the best new releases of this week is Trini Lopez' "If I Had a Hammer" on Reprise. The record has been running very well from the first day it was released.

"Bo Diddley" by the late Buddy Holly, one of the songs from his album "Reminiscing" is played so often by Radio Luxembourg (English programs) that Siemens Belgium, distributors of the Coral label, simply had to release this song as a single. . . . Newcomers on the Belgian market: "Dance, Dance, Dance" by Joey Dee on Roulette, "Wipe Out" by the Surfariis on Dot, "Be Careful of Stones You Throw" by Dion on CBS.

Adamo has a good chance with "N'est-ce pas merveilleux." In only a couple of weeks thousands of records were sold. Richard Anthony released his fourth record in four weeks! This time it is "Les beaux jours" as always on the Columbia label.

An unfortunate error in the Belgium column of July 20 garbled the name of one of EMI's leading executives. On a business trip to the country at that time with Ken East was Frank Chalmers.

BRITAIN

Issue Delyse LP On London in U.S.

By CHRIS HUTCHINS
News Editor,
New Musical Express

One of the most important deals ever clinched for Delyse Records has just been signed by its managing director, Isabella Wallich. The company's "A Nation Sings" album is to be issued in the U. S. on London as a result of her negotiations with British Decca.

The LP, recorded at the Royal Albert Hall in May, features 5,400 voices of the massed Welsh choirs and is already a hot seller in many countries. Mrs. Wallich has also inked a deal with the vice-president of Wanamakers (of Philadelphia) for Delyse's album "The London Record" to be featured during the store's British Productivity Week in November and as a result the platter is to get U. S. release on Pickwick next month.

Pat Boone—who has already spent more time in Britain this year than in America—returns on October 7 to make another movie for 20th Century-Fox—"The Horror of It All"—a satire on horror films.

Selecta, the distribution firm which is a subsidiary of Decca, is not after all issuing the Anthony Newley-Peter Sellers album "Fool Britannia" which is out here on Ember. Selecta issues all of the label's other material but turned this one down in the same way that Decca refused to release it. So Ember boss Jeff Kruger is pushing the album, a fast seller, out through nine smaller distributors which he uses in addition to Selecta.

For the third time this year a British tour by Duane Eddy has been canceled. The guitar star was to have started a three-week stint here for promoter Arthur Howes on October 4, but Howes has been unable to arrange an exchange group for Eddy's Rebels and so the deal has fallen through. Instead Del Shannon has been inked by Howes for the same dates. . . . Britain's hot-

TEEN-AGE SHOW SET IN BELGIUM

BRUSSELS — Radiodiffusion-Television Belge will add a number of new shows to its roster of musical programs. The Belgian network, through the efforts of its leading music-minded exec, Benoit Quersin, will begin airing a daily show catering to the teen-age public. It starts October 5. On the same day a weekly jazz program begins. There will also be a new record of the day show running on a daily basis beginning in October. Quersin has been handling a new show on Radio Luxembourg since August 3 at 11 a.m. every day.

test disk property of the moment, the Beatles—EMI sold 500,000 copies of their latest single "She Loves You" within eight days of its release — will headline a Christmas show at one of London's biggest theaters, Finsbury Park Astoria. . . . It is being promoted by their manager Brian Epstein and will also feature another of his artists, Billy J. Kramer (whose first two disks have both hit the No. 1 spot). Rolf Harris will cut short his American visit to be back in time to take part in the show.

In brief, past and present British popsters abroad include: John Leyton to Hamburg for an appearance on the TV program "Studio B" on October 3 to promote his German-language recordings; Heinz to Hamburg on October 10 for a major TV date and then to Stockholm for TV and radio; Frank Ifield booked for two weeks in cabaret at Sydney's Chevron Hilton Hotel from December 31 prior to two TV appearances in New Zealand; Mantovani and his ork to make their West Indies concert debut in Jamaica on November 6; Helen Shapiro for a Far East tour commencing February 1.

Visitors

Harvey Schein of American Columbia was in for talks at Philips on his way back to the U. S. from the Continent. . . . Capitol's newly appointed European director Richard Risling came in for discussions about future release plans at EMI. . . . Sol Shapiro of the William Morris office arrived for unspecified talks at Fosters following the recent death of prominent director Hyman Zabl. . . . Visiting America was promoter Don Arden and Philips a.&r. man Johnny Franz. . . . Freddy Cannon was due last weekend for a promotional visit of about 10 days which will include appearances on BBC-TV's "A Swingin' Time" and ABC-TV's "Thank You Lucky Stars." . . . Roy Orbison and Bob Luman flew in for the start of their tour with Freddy and the Dreamers, and Tommy Roe for his with Billy J. Kramer.

Tin Pan Alley Music pub-

FLYING OBJECTS ARE IDENTIFIED

ROME — Are flying disks really the revenge of the juke box? Signor Pasquale Cucciani, 31, is pondering the idea as he waits for the stitches in his forehead to be removed. Like so many of his Roman compatriots he was enjoying the cool summer evening air at a sidewalk cafe while he listened to the music of a juke box when he was suddenly hit by a whirling object which well at his feet and broke into a thousand pieces. It was a 45-r.p.m. disk which had come from a window which interrupted his reveries.



SIGNING: Philippine songbird Pilita Corrales is signed up by Manuel P. Villar of Villar Records (left), in the presence of musical director Polding Silos (seated) and Billboard correspondent Louis Ma. Trinidad.

Pit Italian Regions In Pop Music Test

By SAM'L STEINMAN

Out of the ashes of "Canzonissima," the year-end song competition sponsored by RAI-TV in conjunction with a national lottery, has come the new "Gran Premio," which will pit 16 Italian regions against each other in a 15-week song competition.

Professional singers will stand as sponsors for amateurs in being selected in auditions in

lishes the latest Paul and Paula title, "Something Old, Something New." Essex has two highly potentials in "If I Had a Hammer" and the new Tony Bennett issue, "This Is All I Ask." . . . Business is closely watching a new Beatles' composition, "The Love of the Loved" which has been recorded by their manager's first girl singer, Cilla Black for Parlophone release next week. It is published by Northern Songs.

CANADA

Exhibit Touts Local Talent

By WRAY RUTLEDGE

Canadian talent has had the widest possible acceptance in the 10 days of the Canadian National Exhibition, with the use of exclusively Canadian performers by CKEY radio at their remote broadcast station. Each night a new and different group of performers worked and their audiences have been running to an estimated 1,200 to 2,000 people each evening. Of the many groups appearing Little Ceasar and the Consuls, newly pacted by Canadian Columbia, have drawn the largest audience. Among the other stars appearing were Ritchie and the Midnights, the Lincolnaires, the Emeralds, Robby Lee and the Disciples, and Tommy Shield and the Sterlings. Four of these have been pegged for recording contracts.

To continue for a moment on Canadian talent, Stan Klees of Tarmac Records announced that two topnotch performers, Jay King and Shirley Mathews have been signed by Bob Crewe's Genius, Inc. Crewe, who has been making frequent visits to Canada of late, was most impressed by the performers, and sessions were set for September 3, 4, 5

each area. In the first round's initial event, the Piedmont (Turin) will compete against Liguria (Genoa) on Thursday, September 26. Other first-round eliminations will follow for the next seven Thursdays.

Four quarter finals will take place between November 21 and December 12, with the semi-finals on December 19 and 26. Finals will take place on January 6, Epiphany, a national holiday which will insure a maximum TV audience.

With a company of 250 in charge of the programs, the first rounds will take place in theaters in various parts of the nation where the TV cameras will pick them up. Successive programs will come from Milan and Rome studios with a special locale for the finals to be announced. Whether RAI, which has been seeking to outdistance San Remo as sponsor of the leading national song event, will succeed this year remains to be seen since San Remo has already announced new steps to strengthen its programs which begin 24 days after the conclusion of "Gran Premio."

in New York. Five top names from the Columbia Records c.&w. roster appeared at the Maple Leaf Gardens. Appearing were Carl and Pearl Butler, Carl Smith, Lefty Frizzell, Stone-wall Jackson, and Billy Walker.

After a two months' vacancy RCA Victor has filled its national promotion and publicity job with Jack Ellis. Billboard welcomes "Jack to the happy through. . . . Mickey's Monkey" on the Tamla label has been picked up by CKEY air personality Dave Mickie. In a natural tie in, CKEY is giving away six giant-sized, stuffed monkeys to listeners. Good crowds and sales resulted from the Marvlettes appearance in Chatham, Ontario.

Dealers and rackers and one stop operators in Toronto, Canada, were terated to a slick and sophisticated presentation of new product from MGM-Verve and its allied lines manufactured and distributed by Quality Records Limited. Visiting Quality for the presentation of product were Gene Moretti, International chief for MGM, Sol Handwerker, and Gerry Schoebaum and Claus Petermann of DGG in Germany.

Quality's Stan Dorling says
(Continued on page 51)

Cameo-Parkway Meteoric Climb Only the Beginning, Says Lowe

PHILADELPHIA—Two telephone men were completing installation of several direct long-distance telephone lines in the office of Cameo-Parkway's general manager, Harry Chipetz, last week.

One of the men, who was training the other, opened a panel behind Chipetz's desk revealing a jungle of multi-colored wires.

"It wasn't long ago when I came up here to install two phones," the one phoneman said, turning to his companion, "and now look at it—there's just no more room on this panel for any more telephones," he said.

Although a myriad of telephones is not necessarily a legitimate sign of success, it certainly is for Cameo-Parkway. The telephones symbolically represent the astronomical expansion of the company during the past six and one half years.

The label's beginning in 1956 as Bernard Lowe Enterprises was hopeful and modest. By 1958 the gross sales totaled nearly \$630,000. Cameo-Parkway's 1962 Annual Report revealed a gross sales figure of \$8,900,000.

Billboard's Year-End Review stated:

"Cameo-Parkway wound up its greatest year in 1962. The company has a total of 17 singles represented by five artists in the top 50 of Billboard's Hot 100 chart, best showing in its history."

Although the telephone lines run into many an important office at the label, the most im-



MOST EFFORT at Cameo-Parkway is team effort. Art Director Ollie Weismuller (in shirt sleeves) discusses album cover entry with Herman Kaplan (seated left), Bernie Lowe and Allan Cohen (standing) the label's comptroller. —Photo by Paul Josef

portant Call Director installation is in the office of Cameo-Parkway's chief decision maker, Bernie Lowe.

"The success of this company is our ability to anticipate what the teen-agers want and get there early with it," said Lowe.

"I feel, in regard to our future expansion, that there are two major areas to consider: what is available to Cameo-Parkway and what is not available to

Cameo-Parkway," Lowe said.

"Obviously the classics and movie scores are not available to us and we have no intention of pursuing and unrealistic course in those directions," Lowe said. "However, the areas of budget merchandise and sensible diversification are open to us and we will continue to experiment and explore these and other areas," he said.

The label has been closely as-

sociated with the major dance crazes which have swept the nation during the past six or more years. Many people so closely associate the Twist, Hully-Gully, etc., with the company that it is thought of as the originator of most of the dances.

"We were not first with any of these dances, nor did we invent them," said Lowe. "Our ability to sense when the right

(Continued on page 50)



THE COMBINED GENIUS of Kal Mann (left) and a.&r. director Dave Apple is applied to writing a forthcoming hit tune for recording on Cameo-Parkway. Mann and Lowe, a writing team long before the company got started, have been responsible for penning most of the label's big sellers. —Photo by Paul Josef



ONE OF THE IMPORTANT factors contributing to the success of Cameo-Parkway is that all of the major executives are also top a.&r. men. President Bernie Lowe (second from left) listens to playback with Dave Edelman, album co-ordinator (right of Lowe); Joe Tarsia, chief engineer (right background); Robert (Red) Richards (seated), and unidentified a.&r. man. —Photo by Paul Josef

Pre-Testing Formula Key To C-P Rise

PHILADELPHIA — One of the important factors in the success of so many of Cameo-Parkway releases is the label's "pre-testing" formula.

Always changing and updated, the "formula" is based on tight teamwork and communications between top company execs, a.&r. men, promotion men, field men and dealers keyed to keeping up with what's going on around the nation.

Net Earnings Stay Okay

PHILADELPHIA — The Cameo-Parkway financial picture as reported July 29, 1963, looks like this:

Net sales, 1963: \$2,588,062; 1962, \$3,896,341. Net earnings, 1962: \$442,640 as against \$530,431 in 1962. Earnings per share, down 18 cents to 70 cents from 88 cents last year.

While sales dropped 33 per cent for the period, earnings declined only 20 per cent, reflecting increased operating efficiency. In addition, the company is continuing to broaden its earning base by developing new artists. For the first six months of this year, the label had 13 records by nine different artists in the Top 100. Of these 13 hit records, nine were in the top 30 recorded by six different artists.

Building Covers 22,000 Sq. Ft.

PHILADELPHIA — Of the 100 Cameo-Parkway employees, more than half are assigned to the company's pressing plant located in the Philadelphia suburban community of South Hampton.

The Silver Plastics operation, headed by Harry Silverstein, former owner of the firm, is set up in a building occupying 22,000 square feet of space and boasting 22 presses. It was purchased in July 1962.

The Silver Plastics pressing plant handles outside pressing orders as well as Cameo-Parkway assignments.

CHUBBY RUNS WITH OLIVER

PHILADELPHIA — Among the forthcoming Cameo-Parkway album releases will be the coupling of twister Chubby Checker with Sy Oliver's 15-piece jazz band. The album, which will be arranged by Oliver, will also include heavy use of strings.

C-P Expansion Plan Under Way

PHILADELPHIA — Cameo-Parkway's headquarters here at 1405 Locust Street, a constant beehive of activity, has been bursting at the seams for some time now.

The phenomenal growth of the company has brought with it the usual headaches of overcrowdedness and cries for more space. Cameo-Parkway's Bernie Lowe, well known for not letting any grass grow under his feet, has embarked on a major physical expansion program.

Work is under way in a building one block south of the company's present location which is being designed to house two recording studios, a.&r. and executive offices. The label has a five-year option on the entire building located on the southeast corner of Broad and Spruce streets. They are customizing one entire floor—building everything from scratch and some very elaborate blueprints.

The building presently houses Cameo-Parkway's new master

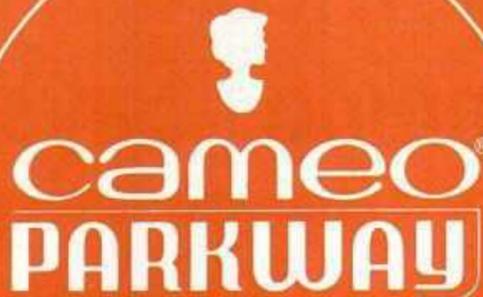
recording studio measuring 45 feet long by 30 feet wide. The studio and 12 by 30-foot control room feature saw-tooth soundproofing from floor to ceiling, Tuflex rubberized and insulated flooring, vibration-proof air conditioning, tapered V ceiling and recessed playback speakers.

Studio 2, still under construction, will be 18 by 32 feet and will feature a floating floor. Expensive soundproofing is essential for both studios as the new building is located at one

of Philadelphia's noisiest intersections (buses run both on Broad and Spruce streets and the Broad Street Subway runs directly beneath the building).

In a corridor behind the smaller studio is a bank of three nine-foot echo chambers that will be tied into both recording studios.

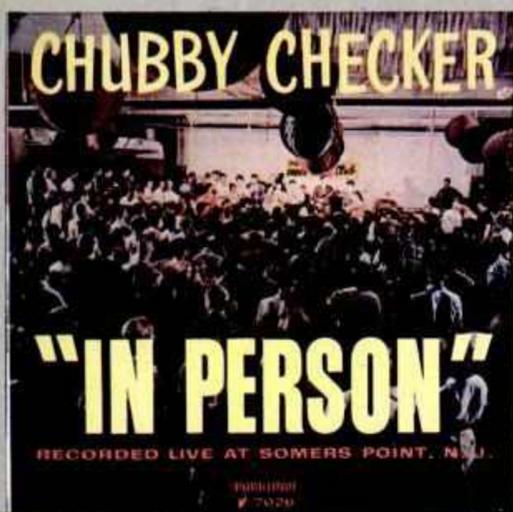
Cameo-Parkway's president, general manager and a.&r. chiefs will have private offices on the same floor.



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P-7026



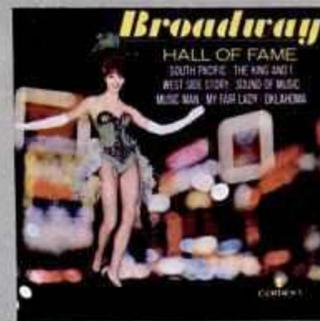
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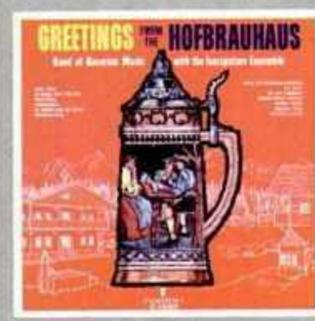
P-7017



C-1034



C-1038



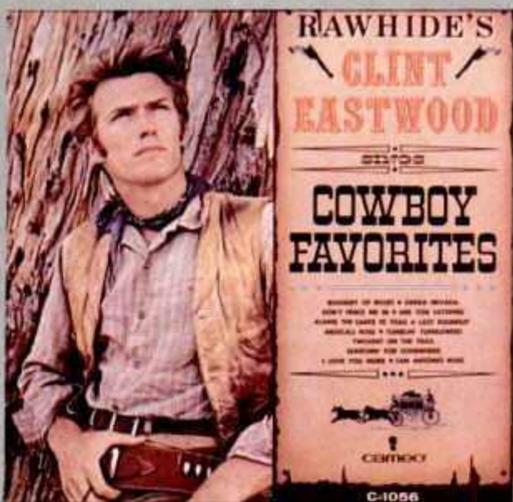
C-1065



C-1062



C-1063



C-1056



P-7033



P-7034



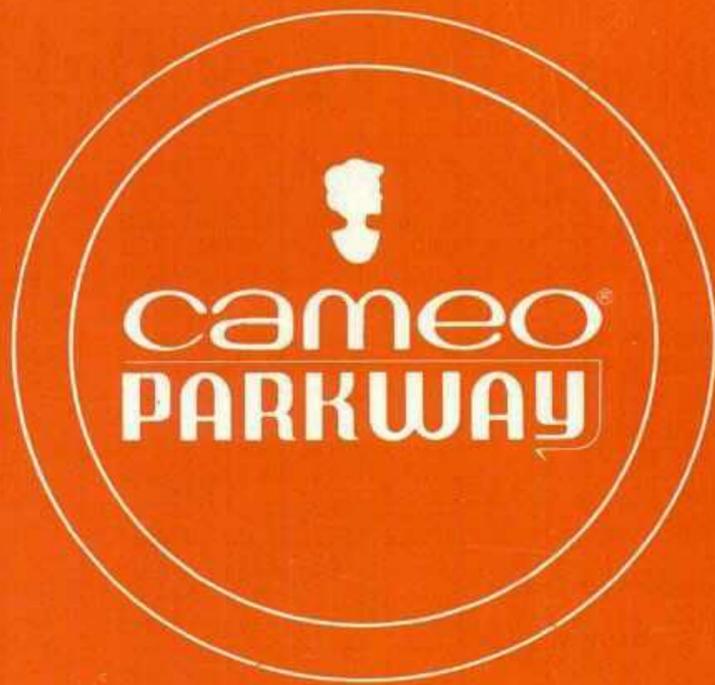
C-1061



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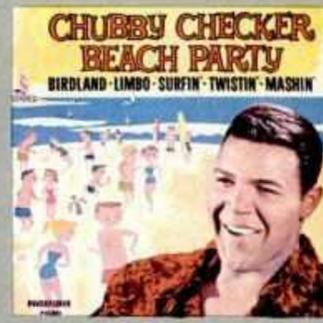
BILLING: October 10th
November 10th
December 10th



P-7032



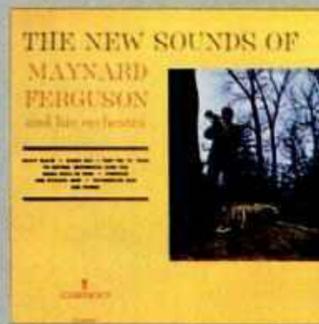
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C-1046



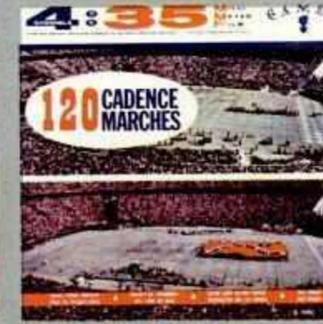
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C-1035



C-4011

ON CAMEO / PARKWAY

Mixing Them Up Success Secret In Cameo-Parkway Disk History

PHILADELPHIA—"Diversification is the key to growth for a young record label," says Cameo-Parkway's president, Bernie Lowe.

The label, which is certainly in the hit-pop-rock groove, has embarked on a full-scale program of product diversification ranging from big band to jazz and country-western.

The label has made major strides in the areas of big band instrumentals with LP offerings by the Bernie Lowe orchestra entitled "If the Big Bands Were Here Today (Vols. I & II) which found favor with many deejays as well as big band lovers. In addition, Bobby Rydell joined the Bernie Lowe orchestra recently for an updated musical big band exploration of "An Era Reborn."

Cameo-Parkway's acquisition

of TV cowboy Clint Eastwood represents the label's major entry into the country-western field. The LP is named "Rawhide's Clint Eastwood Cowboy Favorites."

"We will only release country-western records and LP's if they've got wide appeal," says Harry Chipetz, Cameo-Parkway's general manager. "We only strive for hits," he said.

The sounds of jazz may now be heard around the diskery's new recording studio. Among the recently added a.&r. men are Elliot Mazer (piano and vibes), former a.&r. for Prestige, and jazz pianist Jimmy Wisner, who are teamed with Cameo's LP chief, Dave Edelman, in producing Clark Terry and Maynard Ferguson on albums, among others. Ferguson's newest release on the label is "Come Blow Your Horn."

Diversification has brought

and will bring new artists to the Philadelphia company. Joining Clint Eastwood on the label are TV stars Merv Griffin, Chet Huntley, Greensleeves (Ed Bak-ey) and John Zacherle—whose "Scary Tales" is set for release soon—and thrush Helen O'Connell.

Cameo-Parkway is going all-out to find and develop pop male and female adult-oriented vocalists and groups in the order of Tony Bennett, Johnny Mathis, Connie Francis, etc.

A growing catalog of ethnic material is another phase of diversification with Jewish, German and polka all-time hits albums.

Last, but certainly not least these days are the folk offerings entitled "American Folk Songs," by Raun MacKinnon; "Folk Song Favorites," by the Three Young Men From Montana, and "Greensleeves," by Greensleeves.



HERMAN KAPLAN, sales and promotion manager, checks out a list of Cameo-Parkway distributors and fieldmen with secretary. —Photo by Paul Josef

Cameo-Parkway Meteoric Climb

• Continued from page 39

time to release our recordings of these dances was the primary factor in their being successful for us . . . timing is the whole thing," observed Lowe.

Last year Cameo-Parkway paid its stockholders 70 cents a share the first six months against 80 cents a share for the same period the previous year. The

dividend, close to last year's, was achieved without the benefit of the Twist.

"There is really little difference in going public and offering shares to the general public," observed Lowe. Of course, with stockholders to think about there is more pressure to try to do better-go faster," Lowe said.



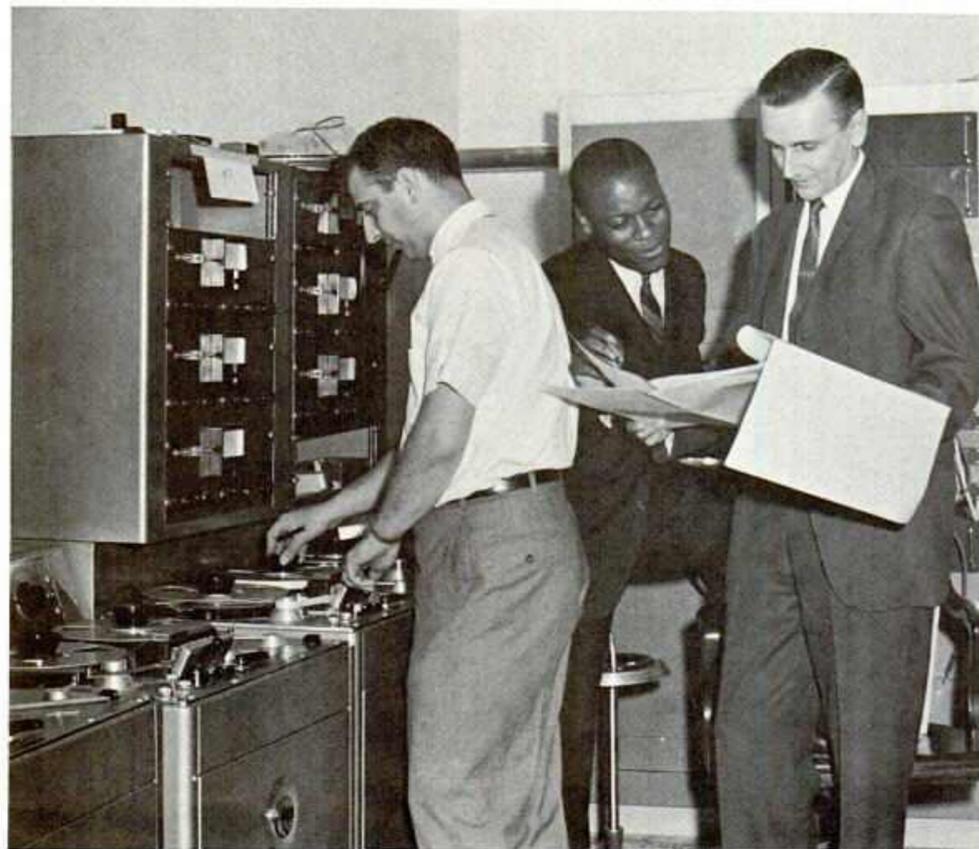
SAM CASALE (seated at desk), as Cameo-Parkway a.&r. co-ordinator, arranges for every recording session. Casale hires and pays the musicians used on each date, sets up studios and assigns a.&r. men. Sam, who started his career with the Glenn Miller band as a band boy, also handles the copyright department. (Photo by Paul Josef)



THERE'S ALWAYS much to discuss when William Berger, Cameo-Parkway's director of production, and Joan Byrne, foreign department, meet. Bill handles all distributor orders, record production orders, shipping problems and plant inventories. Joan helps handle the correspondence with foreign distributors, analyzes artists contracts, royalties due, rates of exchange and credit matters. —Photo by Paul Josef



VINCE RYMANSKI checks over stock inventories with assistant. Rymanski handles duties of shipping and purchasing in addition to managing the label's licensing department.



A.&r. TEAM GOES OVER editing work with Cameo-Parkway's chief engineer Joe Tarsia on company's newly equipped control room. —Photo by Paul Josef

THE MAN RESPONSIBLE for producing exciting album and single covers for Cameo-Parkway is Ollie Weismuller. As art director, Ollie turns out more than 15 record jackets a month, most of which he does himself. The others are produced under the supervision of the Californian.

(Photo by Paul Josef)



DAVE EDELMAN (left), Cameo's album co-ordinator, observes a Maynard Ferguson session with the label's new jazz a.&r. man, Elliot Mazer (center). A.&r. director Dave Apple is at controls. —Photo by Paul Josef

International News

• Continued from page 38

that out in Winnipeg two of Canada's more imaginative radio men **Dave Lyman**, and **Del Correy** of Radio station CKY have come up with a Swedish title that could tongue-tie the most experienced announcers, "Fryksdalstansen by **Rune Ofwerman**. This instrumental, who could believe this was a vocal, has so excited the record buying public of Winnipeg that Quality's branch has been ordering daily. If Stan can get enough DJ's to learn how to pronounce the title, he might have a hit.

An independent production out of Montreal has caught the ear of Carlton Records, and release is now being set for a disk called "Surfin' Sue & Charmin' Willie" by **Gordon and Sue**. . . . **Harold Pounds** of Sparton tells of a new local disk out of Hamilton, Ontario, which is getting strong reaction. The performer is **Dallas Harnes** who wrote both sides. "Chain Gang" is getting the early reports. . . . Condolances go to CFRA's **Les Lye** who suffered great personal misfortune with the loss of his daughter in an auto crash. He and his wife also suffered very serious injuries.

Reaction in Calgary, Edmonton, and Vancouver to "Torqua Two" by the **Fireballs** on Quality. These artists have been very strong sellers throughout this market even at times when they were not showing on charts, but this newly recorded single has been to the top of the CICA, CHED and CJOC charts in the cities mentioned. . . . Back in the harness after vacation and programming CKEY's chart is **Ed Houston** who reports the new **Peggy March** and **Skeeter Davis** disks look like hits. . . . CFGM metro Toronto's all country and western station is going all out on the new **Slim Whitman** LP called "Yodelling."

HOLLAND

Sopot Prizes Go To Rutten, Porter

By **SKIP VOGD**
Joh. Camphuystr. 189,
The Hague

Jazz singer **Edwin Rutten** has won one of two prizes during a song contest in the Polish town Sopot. The other winner was the American night club singer **Lulu Porter**.

The Dutch jazz-pianist **Pim Jacobs** will write the music for the new **John Korporaal** feature film "De Vergeten Medeminaar." **Pim Jacobs**, who also provided the accompaniment for **Bert Haanstra's** "Glass" and "Zoo," and for **Fons Rademaker's** feature film "The Knife" will augment his trio for the film chore. . . . Two RCA favorites, **Harry Belafonte** and **Jim Reeves** came also with new records on the market: **Belafonte** with "This Is Your Land" and **Jim Reeves** with "Just Walking in the Rain." Same goes for new material on the label by **George Hamilton IV** and **Floyd Cramer**. **Elvis Presley** has moved quickly here. His "Devil in Disguise" single broke into charts at No. 4 position.

In His Master's Voice's SGI-repertoire a new EP-recording by singer-guitarist **Hans van Deventer**. . . . Bovema's Atlantic label released its first items by a.o. **John Coltrane**, **Ornette Coleman** the **High Keys** and **April Stevens-Nino Tempo**. Bovema's Warner Bros. will have some hot news for many **Everly Brothers**

and **Peter, Paul & Mary** fans in Holland. Negotiations are going on to arrange their personal appearances in this country in September. No dates have been fixed yet.

Top performers inked and ready to bow on the Artone label shortly, include the **Leedy Trio** (novelty group which will be a headliner on TV during the coming season); The **Kilima Hawaiians** (Holland's oldest and foremost Hawaiian ensemble, currently at the Funkausstellung in Berlin), and **Wilfred de Faria** (a singer-guitarist from Surinam who toured the Carribeans and Latin-America for SRO houses during the 1957-1958 season).

Chubby Checker's two performances at the Kurhaus in Scheveningen on August 4 met with much enthusiasm from the fans who drove to The Hague's seaside-resort. Artone rush-released "Twist It Up" on **Cameo-Parkway**. . . . A new teen-age-ensemble from Amsterdam, **ZZ and the Masks**, made their stage debut. The group has been pacted by Artone.

ISRAEL

'Town' Release Revives Memories

By **AZARIA RAPOPORT**
73, Ahad Haam St., Tel Aviv

"Once Upon a Town," a new record taped in Israel for fall release under Famous Records, will bring more songs and memories of the old-time Jewish Shtetel, the small townships in Eastern Europe razed to the ground during the Nazi holocaust.

Ben Bonus, the American Jewish actor and singer, follows his previous success (on the same label) with "Songs of My People." He spent two months in the country collecting folks songs and checking authenticity. Bonus intends to return to Israel next summer with his actress-wife, **Mina Bern** (known to local audiences since the early 40's), to bring American-Jewish musical comedy to Yiddish-speaking audiences here.

ITALY

Top CBS Stars Ready for Tour

By **SAM'L STEINMAN**
Piazza S. Anselmo, 1, Rome

Entering upon its second year of Italian activity, CBS is preparing for its big splurge by presenting its personalities in the flesh to the public. Three names have been proposed to the San Remo Festival's new international aspect—**Andy Williams**, **Steve Lawrence**, **Eydie Gorme**.

Former has just come out with his first recording in Italian, "Can't Get Used to Losing You." **Dion** is due in Italy during October to tape a new TV show while **The Brothers Four** will return to Milan in January to do another TV special with p.a.'s in the offing.

A reverse tactic is also in the works. **Ornella Vanoni**, who records for Ricordi which distributes CBS, is going to Broadway with the Italian musical, "Rugantino," and she has already

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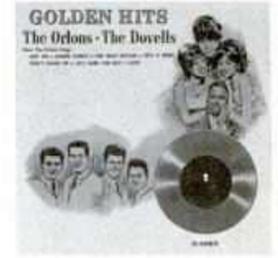
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(The Three Young Men From Montana)	
Million Sellers	P-7028
(Chubby, Dee Dee, Bobby, The Orions, The Dovells)	
South Street (The Orions)	C-1041

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Twelve Shades of Bluegrass (Bob Johnson)	P-7017
South Street (The Orions)	C-1041
The New Sounds of Maynard Ferguson	C-1046

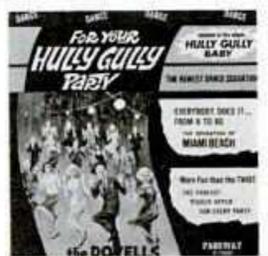
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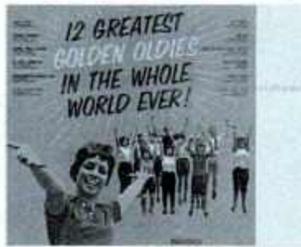
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- Golden Hits (Chubby Checker & Bobby Rydell) C-1063
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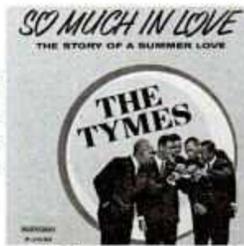
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- All The Hits, Volume II (Bobby Rydell) C-1040
- The Best of Washington Humor (Chet Huntley) C-1044
- Hully Gully (The Dovells) P-7021

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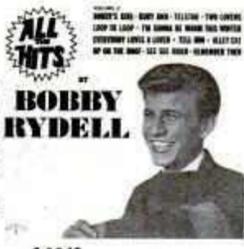
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- All The Hits, Volume II (Bobby Rydell) C-1040
- South Street (The Orlans) C-1041
- The New Sounds of Maynard Ferguson C-1046
- Limbo Party (Chubby Checker) P-7020

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C-1040

WENDY DISTRIBUTORS, INC.

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Tel.: MARK 3-5845

cut the hit disks of the show for Columbia distribution in U. S. Another Ricordi artist apt to be heard soon on Columbia is **Catherine Spaak** who is starring in "The Empty Canvas," shooting here in English, for which she will record a new theme song.

Nico Fidenco, whose disks passed the million mark two years ago, has renewed his contract with RCA Italiana for another five-year period. His fame as a composer matches his standing as a singer. . . . **Rita Pavone** who leaped from nowhere to the top of the Italian pop song world in one year after winning **Teddy Reno's** "Festival of the Unknown," acted as godmother of the second event at Ariccia, possibly the youngest godmother on record since it came just after her 18th birthday.

Domenico Modugno sings eight songs in his newly released film, "Everything Is Music," of which he is also the director. In several instances, the screen is filled with Technicolor scenes of beauty while the voice of the "Volare" author is heard. . . . Vis-Radio, which has a large stable of traditional Neapolitan vocalists, has joined the new voices movement with a record five newcomers, **Evi Angeli, Flora Gallo, Marilena, Nando Young** and **Athos Martini**. Youngest of the lot is **Martini** who is 10 years-old.

Giuseppe Verdi's 150th anniversary is being honored by RAI-TV with a competition in all 13 nations of the European Broadcasting Union with finals to be seen on Italian TV. One man and one woman will be chosen in each country and ultimate test will consist of singing two operatic numbers, one by Verdi and one by free choice. . . . Whether RAI has taken a first step toward entering the record business is not definite but the indications are favorable. Organization has just broadcast three disks entitled "Voices and Images of 1962" with year's leading events on the first two. Third is concerned with last year's Italian presidential election. . . . The "Hully Gully," which seems to be bigger than ever here today, has been issued by CGD in the **Chubby Checker** rendition. . . . **Gino Paoli**, recovered from his self-inflicted gunshot wound, and **Umberto Bindi** were the two vocalists honored this year at Bari with Golden "Take-Blocks." . . . Italmusica is now offering a label known as P.I.G.

Union of Italian Music Publishers (UN.E.M.I.) now comprises 94 different publishing houses of which 70 are located in Milan. Other 24 have headquarters in Rome, Naples, Florence, Bologna, Trieste, Novara, Bergamo and Faenza. **Eugenio Clausetti** is president. . . . German singer **Britta Martell**, who records for Polydor, has moved her headquarters to Italy, singing in Italian as well as in her native tongue. . . . **Giacomo Rondinella** is now on a new label, Italsud, which is being distributed by Arcobaleno of Naples. . . . CLAN is now putting out a special edition of its disks exclusively for jukebox use with portraits of its five names, **Adriano Celantano**, owner of the label, **Don Backy, Miki Del Prete, Mariano Detto** and **Gino Santerecole** prominently featured on it.

While **Rita Pavone** continues to hold top place with her Italian version of "Heart," considerable interest is being evoked in the forthcoming Italian tour by **Wayne Newton** who launched the number for Capitol. Original version is now available here. . . . First European Festival of Popular Music is being organized for Milan by **Joe Napoli**, known for his annual jazz event at Comblain La Tour, Bel-

gium. Among those who will appear is **Mahalia Jackson**.

Both **Alma Cogan** and **Lionel Bart**, composer of "Oliver," were among musical guests at this year's Venice Film Festival. . . . Latest American for whom **Voce del Padrone** has started a campaign is **Eddie Heywood** who has been released on an LP, "Fast and Slow" (Liberty) as well as on 45's. . . . RCA Italiana has arranged a meeting of the two young ladies who have been topping the song lists in Italy and the U. S. **Rita Pavone** and **Little Peggy March**, both on RCA, of course. Their careers in their respective countries have been built on similar lines. . . . **Miranda Martino**, who has just come forth with a Neapolitan album, will star on a show dedicated to Neapolitan song September 14 on TV. . . . Graz, lots!

JAPAN

Grammophon Ties 2 Knots

By J. FUKUNISHI
108 Kakinokizaka
Meguroku, Tokyo

Nippon Grammophon finalized deals with two new labels, Microphon (Argentina) and Prosadon (France) through Deutsche Grammophon and will release debut disks on Polydor shortly. Nippon Columbia also concluded a contract with Phonag Music Production of Vienna and is merchandising Phonag's chamber music recordings.

The sound track of MGM picture, "V.I.P.s," directed by **Miklos Dozza**, is coming out on Nippon Columbia as special release September 20 in tie-in with the opening of the film. . . . The total record production for the first six months 1963 is 24,970,638 records (\$25,433,691 at manufacturers' prices).

Billy Eckstine arrived September 5 under the sponsorship of Kyodo Kikaku Enterprises and will give two concerts at Kosei Nenkin Hall September 10 and 11. He is also booked to appear from September 9 to 18.

NEW ZEALAND

World Issue For Anzac Tune

By FRED GEBBIE
Box 5051, Auckland

Two young Auckland composers, **Bill Ivory** and **Graham Rosling** have just had word that their tune "The White Rabbit" will receive international release. Viking Records released **Peter Posa's** recording here in New Zealand and American representative has arranged for the disk's release in Belgium, France, Italy, Spain, United Kingdom and at press time, two U. S. distributors are bidding for the rights.

Apart from tunes such as "Now Is the Hour," this local composition is the first pop to get overseas approval and could put New Zealand composers on the map.

Viking has followed up the success of "White Rabbit" with a new LP from Posa, and also hope to score on the international market with **Herma Keil's** "We're Going Dancing," already creating interest with three overseas companies. American spokesman **Walter Hoffer** will

(Continued on page 56)

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and ROLL"

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Preston Carnes

Top 20 in Detroit

"SOMEONE"

Stacy #966

STACY

CHICAGO

16,
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International News

• Continued from page 52

handle all negotiations for Viking. . . . Biggest local single for HMV in many a day proved to be Jim McNaught & Pauline Bramley's "Swinging on a Star." . . . Octagon Records chief John . . . has tied up with TV's Colin Broadley. They have gone into the retail record business. Two of Octagon's acts that went big with a packed Town Hall audience were c.&w. star Ken Lemon and the Sheratons. . . . Jack Thompson, top pianist in the country has recorded a selection of tunes taken from his TV show "Song at Twilight," out on the HMV label.

Anybody who has visited New Zealand will be aware of our national problem: hotels and hotel conditions. HMV artist and comedian Rod Derritt has come up with an EP containing these choice numbers: "Rugby Racing and Beer," "Six o'Clock Swill" and "Kiwi Hotel." . . . Elvis Presley's "Devil in Disguise" has already outsold his last hit here since it is all the more impressive which it is the first in some time not promoted along with a Presley movie.

NORWAY

Talent Hunt Feeds Disk Wave

The wave of domestic recordings continues. An important factor in this is Norsk Phonogram's a.&r. man Rolv Wesenlund, who travels from town to town to discover talent. He visited Trondheim recently and made recordings with four unknown singers and bands in Alesund. The diskery's newest recording artist, Sverre Johnsen, changed his name to John Norman on his latest Philips disk, "Hoplost" c/w "Beautiful Dreamer."

Iversen & Frogg has three new local pressings out and begins fall with recordings by their artists Bort Erik Thoresen, the Bjorklun Sisters, newcomer Arvid Johansen, all on Triola label. The company's star singer Per Asplin, who was entertaining at the world famous Hotel Savoy in London, has been assigned the lead in Danish film "A Day Without Lying" and four of the songs from the film were issued this week (all composed by the artist himself) on the Triola label. The records will be issued by Metronome in Denmark. . . . Both Warner Bros. and Reprise are represented in Norway by Egil Monn Iversen, the first by the main company and the latter by the Nor-Disc A/S the affiliate.

Iversen & Frogg, which recently signed to represent 20th Century-Fox Records in Norway, ordered a couple of "Cleopatra" albums, but is watching the British reaction to singles product. The hit market in Norway is very dependent on what happens in Great Britain, states Rolf Syversen of Iversen & Frogg. "It is too inconvenient for us to import records from the U. S., so we'll wait until EMI gets started," he said.

The publishing firm of Harald Lyche is working hard to reintroduce themselves on the market again after a number of quiet years. They have secured the rights for "Bad to Me," "The Cruel Sea," "Judv's Turn to Cry" and "By the Way," together with local hit "Fiskarlat."



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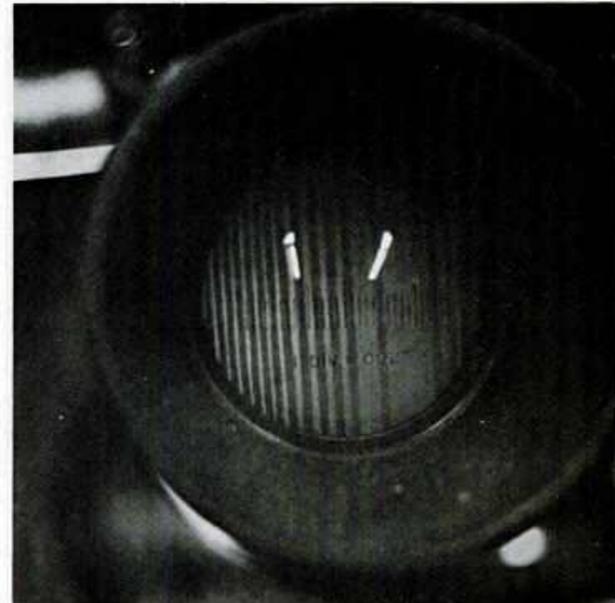
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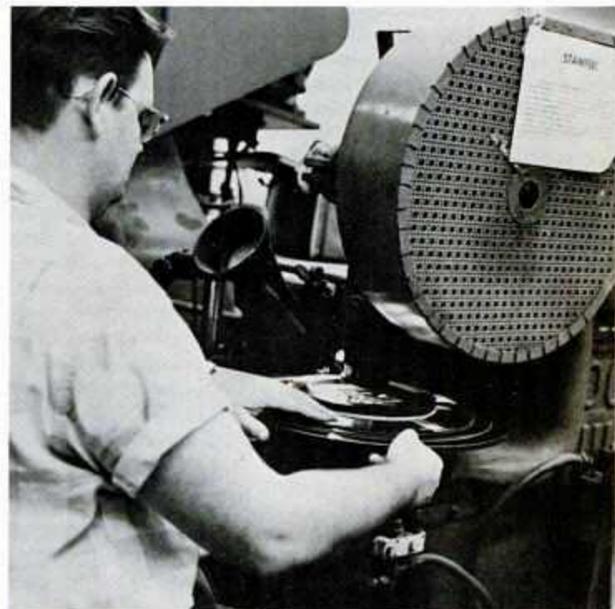
MOLD CORRECTION

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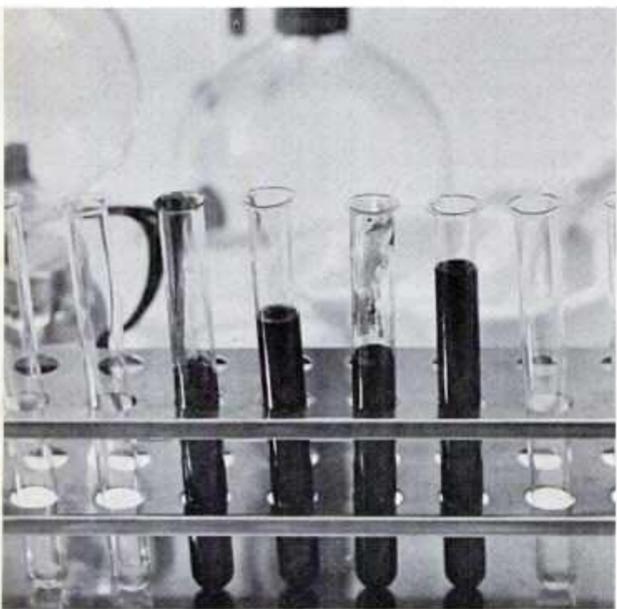
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Stereo FM Picking Up Steam in South, West and the Big Town

By GIL FAGGEN

NEW YORK—The importance of stereo in FM broadcasting has become increasingly more evident with many important FM stations around the nation either launching or increasing stereocasting.

WSB-FM, Atlanta, increased its live stereo broadcasting two hours from 10 p.m. to midnight this month. Prior to the increased stereo hours, WSB-FM formerly broadcast in stereo from 3 to 10 p.m.

Atlanta's only live stereo station began separate programming in stereo in June, 1962. The independent operation of WSB-FM has been highly successful in a short time. Elmo Elles, general manager, said the station went into the black in May with increasing sponsorship of its "quality" programming and currently enjoys great domination of the metropolitan Atlanta FM audience.

Another outstanding Southern FM station, WBT, Charlotte, recently celebrated its first year on the air by doubling its FM multiplex stereo programming to 40 hours weekly.

Charlotte's only FM stereo station, WBT-FM programs are highly diversified, featuring stereo releases of Broadway shows, symphonies, operas, dramatic and poetic readings (the station has been granted exclusive permission by London Records to broadcast 20 of Shakespeare's plays as performed by the Marlowe Society and Professional Players).

The 100,000-watt FM'er also mails monthly program schedules to stereo listeners in the Charlotte area.

W. Va. FM

WEPM-FM, the first station to broadcast stereo in Eastern West Virginia, began a regular schedule of stereo broadcasts Monday through Friday 7 to 9 p.m. last month.

G. Leslie Golliday, general manager of the Martinsburgh station plans to expand the two-hour daily broadcasts in the future to bring stereo into area homes at other times of the day.

Texas stations are going into stereo in a big way with Houston's KQUE-FM scheduling a total of 88 hours of broadcasts per week.

KEEZ-FM, San Antonio, which features stereo broadcasts

FM DOUBLES IN DECADE

NEW YORK — FM radio is growing—but fast! More than 1,100 FM stations are on the air today, about twice as many as there were 10 years ago—there were 563 in 1953.

The new glamour of FM stereo has been the impetus behind the tremendous growth in the past few years. One-fifth of the 1,200 FM stations on the air today broadcast in stereo, and the total is going up all the time.

daily, is now presenting a full weekend of stereo music, according to Charles Balthrop, station owner. KEEZ-FM is programming stereo music from noon Saturday till midnight Sunday, in addition to its regular features.

WTOL-FM will air Toledo's first stereo FM broadcast Sunday (15) at 2 p.m. The program, entitled "Sunday Stereo Matinee" will be the first broadcast of its kind in Toledo radio history, according to Ken Shaw, assistant commercial manager.

The station plans initially to broadcast 42 hours a week in stereo, with program scheduled from 10 to noon and 6 to 11 p.m. Monday through Friday, 7 to 10 p.m. on Saturdays and 2 to 6 p.m. on Sundays.

WTOL-FM, which recently moved into new facilities in the WTOL Building in downtown Toledo, is owned and operated

by the Community Broadcasting Company.

Newcomers

Other newcomers in FM stereo are WDVR, which hit the air in Philadelphia this past May with the city's first 24-hour stereocasting, and WABC-FM, New York.

WABC-FM, which began FM multiplex stereocasting for its entire evening schedule last month, will launch a 13-week series of live stereo orchestral concerts beginning September 27.

"This will be the first live FM stereo series ever presented in New York. The sponsorship of the series by Atitalia Airlines offers FM listeners an opportunity to experience FM stereo with a realism and brilliance never before heard in New York," said Alexander Smallens Jr., station director.

Smallens also announced that WABC-FM has completed an exclusive arrangement with the BBC, London, to present 21 BBC special stereo concerts for this fall and winter.

FM Leaders

Among the top stalwarts in stereocasting are WTFM, Fresh Meadows, N. Y., and KPEN, San Francisco.

WTFM, New York's only full-time FM stereo outlet, not too long ago signed a contract with Show magazine for the "New York Today" and "New York Tonight" programs whereby a full rundown on where to go and what to see by day and night helps keep listeners up to date on shows, art exhibits, eateries and sports.

Last month multiplex stereo

(Continued on page 62)

Radio-TV PROGRAMMING

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

VOX JOX



By GIL FAGGEN

ARE YOU TIGER? WMCA (New York) talker (11:05 p.m.-1 a.m.) **Barry Gray** captured by the camera at the Central Park Zoo trying to get the word straight from the animal's mouth as to the whereabouts of "Tiger." The elusive and yet unseen "Tiger" may be heard on WMCA purring her sexy weather intros through the day.

HELP!!! The following stations vitally need promotion records: WJCD (Seymour, Ind.) featuring "middle of the road" programming from the Hot 100. . . C.&w. Station KHIL (Willcox, Ariz.) also plays pop releases. . . **Buddy Dean** at KCJH (Arroyo Grande, Calif.). . . **Jim Greeley** on WRCO (Richland Center, Wis.) playing pops heavily. . . WFBS, which broadcasts 24 hours a day to Fayetteville, Spring Lake and one of the largest military installations in the world, Fort Bragg, N. C. P.d. is **Ted Ours**. Staffers include: **Bill Lee, Bill Sellers, Pete Owen, Gary Bond, and Don Webb**. . . WAEB (Allentown, Pa.) needs disks too. Contact **Jay Sands**, p.d. . . Please send those country-gospel-bluegrass releases to **Jimmy Avants** c/o WTTC (Towanda, Pa.). . . WKME (Michigan State U., East Lansing, Mich.) needs pops, c/o **Steve Meuche**, p.d.

OPPORTUNITY KNOCKS: **Keith Sterling**, production manager at CKLG (Vancouver, B.C.) is on the hunt for top air personalities from anywhere on the continent. The non-rock station is located in one of the most active and competitive radio markets in Canada.

ON TOUR: Decca's **Steve Clayton** will perform his latest "Make-Up Kit" on the **Buddy Deane Show** (WJZ-TV, Baltimore) Tuesday (10) and the "Mike Douglas" Group W TV show seen in Cleveland, Boston, Pittsburgh, Baltimore and San Francisco Thursday (12). Clayton visited deejays in Chicago Wednesday (11). . . Ohio's pretty Callicoats received a pick on WHLO (Akron). "They are so pretty how could I resist," said **Warren Duffy**. "The Bitter End" by the Callicoats was a Spotlight in last week's Billboard. . . The **Dovells** recently dropped by to say hello to the WJPS "Yes-Men" **Byron Zint, Jack Comer** and **Dave Wood** during a **Dick Clark** road show in Evanston, Ill. . . The **Brandywine Singers** appeared Thursday (5) with WJAR's (Providence) mid-day deejay **Lad Carleton** to introduce

their new Joy release, "Summer Come and Gone."

RECORD BREAKER: Marvin Dean, Warner Bros. East Coast rep, reports that **Alan Sherman** broke all records during his recent weekend Freedomland (New York) stint.

WFLA (Tampa - St. Petersburg, Fla.) is distributing a handsome "Top Rated Tune List." . . **Tony Mammarella's** Swan Record labels carry the public service slogan aimed at the school kids, "Don't Drop Out." WINS General Manager **Mark Olds** will chairman the IRTS Collegiate Broadcasters Conference Committee.



O.K., now get your big feet off my disk! WNEW's (New York) **William B. Williams** is offered pen by Vice-President and General Manager **John B. Sullivan** to sign his new Metromedial outlet. The new pact will allow Williams to make "extended" television appearances.

Don Howard, former KCQB (San Diego, Calif.) morning deejay, took over the 2 to 6 p.m. slot on KOGO, the Time-Life NBC affiliate in San Diego. Howard will feature interviews with top artists, new records and current hits.

Jerry Blavat has been given an additional two hours (6 to 10 p.m.) on WHAT (Philadelphia). Blavat was dropped by city-owned WCAM across the river in Camden when it scrapped its rock and roll type music last week. "The Geeter" begins his new stanza Monday (16).

Elmo Ellis, program director, WSB - Radio, upped to station manager. . . **Bobb Moser** promoted from program director to general manager at WWFM (Lancaster, Pa.) **Stew Kurtz** moves into p.d. slot. . . **J.**

(Continued on page 62)

RSI Adds Stereo LP's to Service

NEW YORK—Record Source International announced this week that stereo albums will be provided to stations who use the RSI Monthly Selective Album Service available to all radio stations. The monaural service, inaugurated last March has proved so popular that the stereo offering has been made.

RSI was formed three years ago to provide stations with album and single releases as well as standards, classics and semi-classics. More than 2,000 stations have participated in one or more of the various plans offered.

Singles subscription services available are: "The Hot 100"—the best of the new singles—10 records shipped each week (52 weeks for \$175 or 18 weeks for \$60); "Easy Listening" (no rock and roll)—six records shipped each Thursday; (52) weeks for \$110 and 18 weeks for \$40, and "Country Music"—eight singles shipped each Thursday plus two LP's each month (52 weeks for \$175 or 18 weeks for \$60).

Stations who need to supplement their current libraries or are about to launch new program formats will find the RSI catalog contains easy listening,



BILLBOARD'S REVIEW PANEL (sometimes known as the three bad guys) reviews an average of 150 new singles and 50 new LP's each week. From this group they pick the "Spotlight Winners"—the new releases with the strongest potential. Staff men **Jack Maher** (left), **Gil Faggen** (standing), and **Ren Grevatt** are the experts. Faggen is RSI programming director.

golden hits, comedy, classical, original cast Broadway shows, vocalists and folk offerings with new categories being added and the old ones revised periodically.

Albums are available on either subscription or a one-time purchase. Subscription monthly

album services are: popular (10 LP's each month—\$150 a year or four-month fee of \$55); classical (10 LP's each month—\$150 a year or four-month fee of \$55), and jazz (five LP's each—\$75 a year or four-month fee of \$30).

CORE

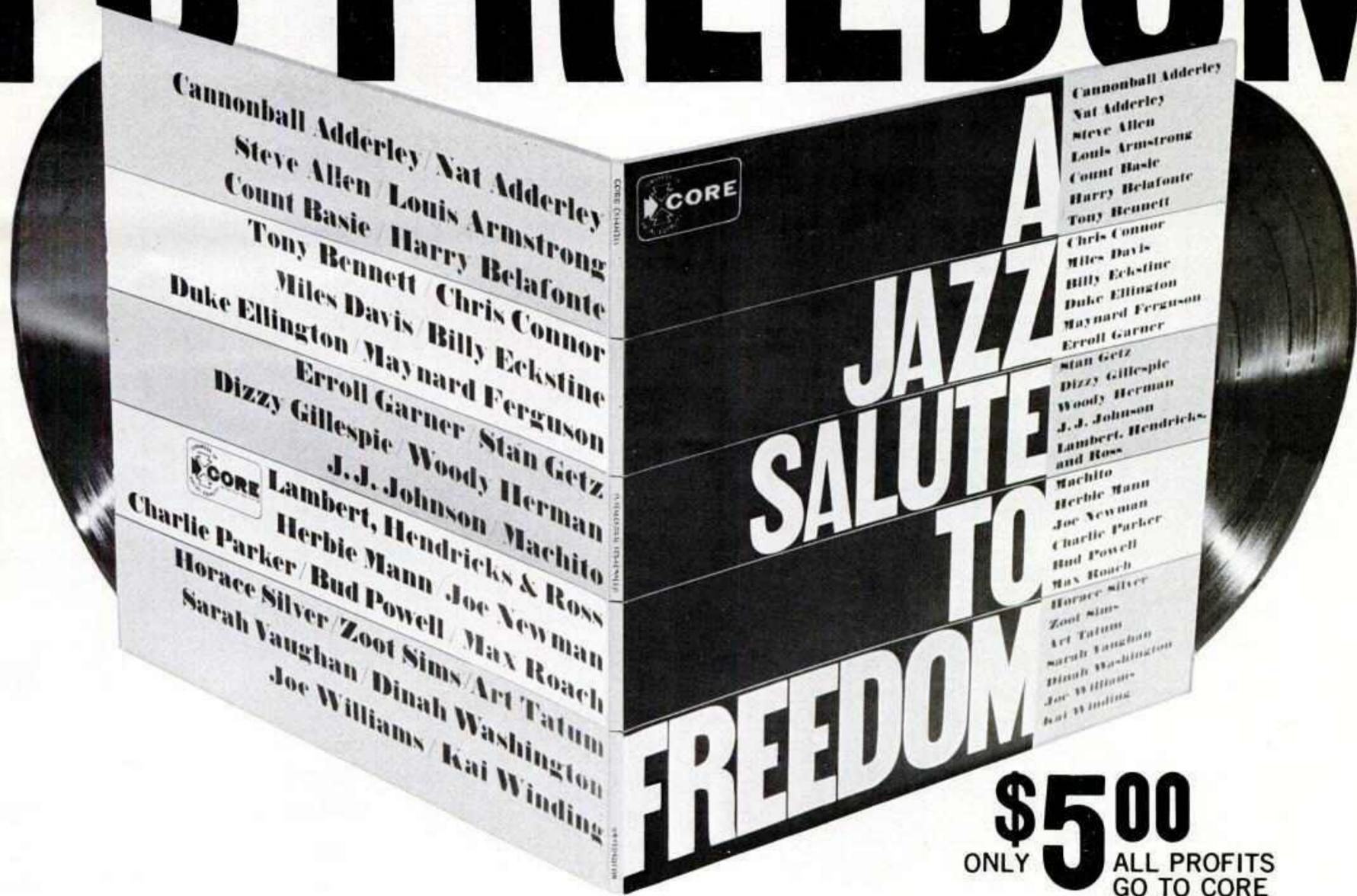
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- For Twisters Only (Chubby Checker)P-7002

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- The Wah-Watusi (The Orlons)C-1020
- All The Hits, Volume II (Bobby Rydell)C-1040
- All The Hits (The All Stars)P-7013

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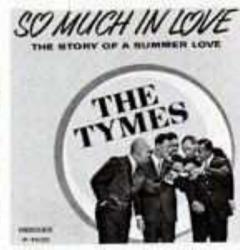
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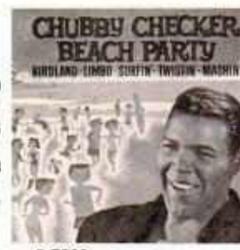
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PROGRAMMING**

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**BEST TRACKS
FROM THE NEW
SPOTLIGHT LP'S**

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

POPULAR

AHMAD JAMAL—(Argo LP 719) "Ivy" (E. H. Morris, ASCAP) (2:45)

BROTHER JACK McDUFF LIVE! (Prestige PR 7274) "Rock Candy"

AND NOW IN PERSON—JONAH JONES—(Capitol T 1948, ST 1948) "It's All Right With Me"

THE INTIMATE MISS CHRISTY—June Christy (Capitol T 1953, ST 1953) "Fly Me to the Moon" (3:12)

NEW DIRECTIONS IN FOLK MUSIC—Journeyman (Capitol T 1951, ST 1951) "Someday Baby"

LIVING STRINGS AT A SIDEWALK CAFE—(RCA Camden CAL 762, CAS 762) "My Heart Crys for You"

LIVING VOICES SING SMOKE GETS IN YOUR EYES AND OTHER BEAUTIFUL SONGS—(RCA Camden CAL 764, CAS 764) "Shake Me I Rattle" (BMI) (3:17)

JAZZ

FREE: BENNY GOLSON QUARTET—(Argo LP 716) "Sock Cha Cha" (Saturn, BMI) (7:10)

H.R. IS A DIRTY GUITAR PLAYER—Howard Roberts Quartet (Capitol T 1961, ST 1961) "Deep Fry" (2:23)

COUNTRY

ROY CLARK SINGS THE TIP OF MY FINGERS—Capitol T 1972, ST 1972) "We Could" (Acuff-Rose, BMI) (2:51)

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
		TITLE, ARTIST, LABEL	
1	1	BLUE VELVET, Bobby Vinton, Epic 9614	7
2	3	WONDERFUL! WONDERFUL!, Tymes, Parkway 884	6
3	4	PAINTED, TAINTED ROSE, Al Martino, Capitol 5000	9
4	5	YOU CAN NEVER STOP ME LOVING YOU, Johnny Tillotson, Cadence 1437	7
5	2	FRANKIE AND JOHNNY, Sam Cooke, RCA Victor 8215	9
6	6	BLOWIN' IN THE WIND, Peter, Paul & Mary, Warner Bros. 5368	13
7	11	HEY THERE LONELY BOY, Ruby & Romantics, Kapp 544	7
8	10	I WANT TO STAY HERE, Steve & Eydie, Columbia 42815	10
9	7	MORE, Kai Winding, Verve 10295	12
10	9	DANKE SCHOEN, Wayne Newton, Capitol 4989	11
11	—	WHY DON'T YOU BELIEVE ME, Duprees, Coed 584	5
12	8	MAKE THE WORLD GO AWAY, Timi Yuro, Liberty 55587	10
13	12	DESERT PETE, Kingston Trio, Capitol 5005	8
14	19	I CAN'T STAY MAD AT YOU, Skeeter Davis, RCA Victor	3
15	15	STRAIGHTEN UP YOUR HEART, Barbara Lewis, Atlantic 2200	6
16	17	MORE, Vic Dana, Dolton 81	7
17	—	TREAT MY BABY GOOD, Bobby Darin, Capitol 5019	5
18	—	DON'T THINK TWICE, IT'S ALL RIGHT, Peter, Paul & Mary, Warner Bros. 5385	2
19	—	THAT SUNDAY, THAT SUMMER, Nat King Cole, Capitol 5027	4
20	—	TWO TICKETS TO PARADISE, Brook Benton, Mercury 72177	3

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
September 22, 1958**

1. Volare (Nel Blu Dipinto Di Blu), D. Modugno, Decca
2. Bird Dog, Everly Brothers, Cadence
3. It's All in the Game, T. Edwards, MGM
4. Little Star, Elegants, Apt
5. Rockin' Robin, B. Day, Class
6. Patricia, P. Prado, RCA Victor
7. Just a Dream, J. Clanton, Ace
8. Tears on My Pillow, Little Anthony & the Imperials, End
9. Poor Little Fool, R. Nelson, Imperial
10. My True Love, J. Scott, Carlton

**POP—10 YEARS AGO
September 19, 1953**

1. Vaya Con Dios, L. Paul-M. Ford, Capitol
2. You, You, You, Ames Brothers, RCA Victor
3. Oh, P. W. Hunt, Capitol
4. Dragnet, R. Anthony, Capitol
5. No Other Love, P. Como, RCA Victor
6. P. S.: I Love You, Hilltoppers, Dot
7. Crying in the Chapel, J. Valli, RCA Victor
8. Eh Cumpari, J. La Rosa, Cadence
9. Ebb Tide, F. Chacksfield, London
10. I'm Walking Behind You, E. Fisher, RCA Victor

RHYTHM & BLUES—5 Years Ago—September 22, 1958

- Little Star, Elegants, Apt
- Rockin' Robin, B. Day, Class
- Bird Dog, Everly Brothers, Cadence
- It's All in the Game, T. Edwards, MGM
- Volare (Nel Blu Dipinto Di Blu), D. Modugno, Decca

- Just a Dream, J. Clanton, Ace
- Tears on My Pillow, Little Anthony & the Imperials, End
- Patricia, P. Prado, RCA Victor
- Win Your Love for Me, S. Cooke, Keen
- My True Love, J. Scott, Carlton

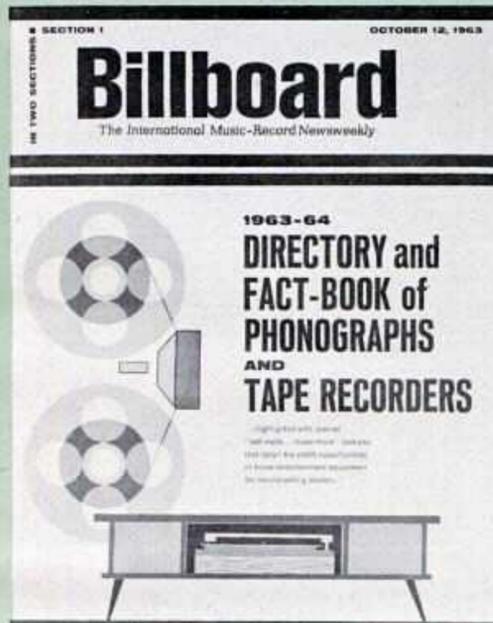
Bill Gavin's Programming Newsletter
Will Return Next Week.

COMING . . . A TRIPLE POWERHOUSE!

3 whopping new additions to Billboard's impressive roster of reference annuals . . .

each one a handsome 8½ x 11 separate edition for year-round desk-top use . . .

each one a dramatic new opportunity to reach specific areas of the industry with peak impact!



1963-64 DIRECTORY & FACT-BOOK OF PHONOGRAPHS & TAPE RECORDERS

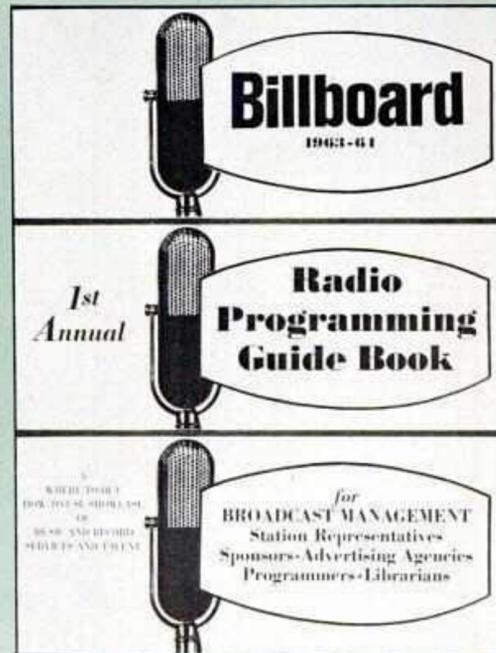
Date of Issue: October 26

Advertising Deadline: October 3

The one complete buying and selling guide to all makes, models and prices of phonograph and tape equipment.

Photo catalog of all current lines available — Preview of new fall models — Detailed information on special features, technical improvements, finishes and other vital selling points — How-to features — Merchandising and display articles — Success stories.

Full distribution to Billboard's entire subscriber list . . . including Billboard's specific audience of record selling dealers who account for some 40% of all phono-tape sales annually.



1st ANNUAL RADIO PROGRAMMING GUIDE BOOK

Issue Distributed: November 1

Advertising Deadline: October 17

A where-to-buy how-to-use showcase of music and record services and talent.

Directory, description and vital contract data on all radio programming aids and services available — Directory of LP library services and costs — Directory of top musical commercial creators and producers — Candid panel discussion by the nation's top programmers — Deejay surveys — Top tune charts — and much more.

World-wide distribution to radio stations, radio/TV network sponsors and their ad agencies, major newspaper, radio and TV columnists, motion picture and TV producers, directors and heads of studios, entertainment editors of newspapers and major consumer magazines, talent buyers and bookers . . . in addition to all of Billboard's subscribing broadcasters, talent buyers, reviewers, professional artists and record manufacturers.



THE WORLD OF COUNTRY MUSIC

Date of Issue: November 2

Advertising Deadline: October 4

The first complete documentation of Country Music and its international aspects.

Biographical directory of country music artists and writers — A comprehensive country music discography — Billboard's annual Country DJ Poll Awards — Country Music radio directory — Special features and articles on the country music pioneer people and firms, the influence of country music in the pop record field, the influence internationally, the performing rights societies and their role in the development of the country field, the Nashville story . . . and a dozen other exciting facets of the booming country music scene.

Distribution to Billboard's entire subscriber roster . . . plus bonus distribution at the annual WSM Deejay Convention and the CMA meet. Special distribution to radio/TV ad agencies . . . PLUS . . . 30,000 consumer copies to be sold via radio spots on the top country stations of the nation!

Don't Miss These 3 Dramatic New Advertising Opportunities . . .

Contact Your Nearest Billboard Office Now!

NEW YORK

CHICAGO

HOLLYWOOD

NASHVILLE

LONDON

NEW RELEASES from CHESS

"Michael"

by

Steve Alaimo

CHECKER #1054

"Two Sides"

b/w

"I Worry About You"

by

Etta James

Argo #5452

"Strange Feeling"

by

Billy Stewart

CHESS #1868

"I'm Your Part Time Love"

by

Mitty Collier

Chess #1871

CHESS

PRODUCING CORP.

2120 S. Michigan Chicago 16, Ill.

Team Spirit at WMCA Starts With Ruth Meyer

By GIL FAGGEN
(Another in a series.)

NEW YORK—The post-war, post-TV radio industry has developed its own stereotypes: had-selling, colorful salesmen; fast-talking, oftentimes temperamental announcers; and even the harried public relations men battling those misnamed "radio-TV" columnists who somehow manage to devote most of their space to the little tube. Major market program directors seem to present still another stereotype: they are, first of all, usually men. Their principal job is thought to be riding herd on a half dozen unstable deejays, all of whom regard themselves as the only "stars" on the station!

Ruth Meyer, WMCA's program director, is hardly the football coach type p.d., or the sort that holds the title but spends most of the working day on an air shift. Nor is she a deejay personality type—which no doubt accounts for one of WMCA's much heralded attributes—team spirit. As far as Ruth Meyer is concerned, every airman is a star and she expects each one to perform like one.

She is also, to say the least, very much a "she." She has a thorough knowledge of the fine arts . . . running from grand opera to rare wines (and is currently studying French). She combines a host of other qualities and credits which, by the standards of most stations, make her assignment to program director in the nation's largest and perhaps most fiercely competitive market a natural.

Creative Thinker

Meyer is a creative thinker, a great in-fighter and an able coordinator. Among the many ideas she has introduced to the New York market has been the "Good Guy Sweatshirts," which have taken the town by storm. No matter how progressive a sta-

tion's top management, it will always be necessary for a good p.d. to put concepts and ideas across that may seem at the time too far out to the top brass. Ruth's reputation as an in-fighter is second to none. As an organizer, the dynamic p.d. has whipped the staff into a tight-knit team that has earned her the respect of the WMCA air talent as well as her counterparts in Gotham broadcasting.

How did a maverick like Meyer ever get to be program director of one of America's top-rated stations? Ruth was the typing speed champ at Kansas City, Kansas Junior College; she wrote a sports column for a Kansas City weekly; she worked at two Kansas City radio stations (like WMCA Vice-President and General Manager Stephen B. Labunski, she cut her modern radio teeth with the Storz stations, generally recognized as the first to build audience appeal with repeated "hits" and relatively short play lists), and she held down the creative director's job at Trainor-Christenson - Barclay Advertising.

The sound over which Ruth Meyer presides is like the work and planning behind it—hard to label or pigeonhole. It's a lot more than so-called "Top 40." The station blends public service with its hit-tune music, campaigning for legislative reapportionment in the State (aided and abetted by hilarious spot announcements by Ruth) and battled for enforcement of New York City's housing codes.

The WMCA schedule, which carries swinging, exuberant B. Mitchell Reed right up to the two-hour public affairs discussions over which commentator Barry Gray presides, seven nights weekly, highlights the flexible program policy to which Ruth Meyer (for whom Bach counts as high as Chubby Checker) is perfectly geared.

Stereo FM Picking Up Steam in South, West and the Big Town

• Continued from page 58

broadcasting over KPEN celebrated its second anniversary and entered its third year on the air in the San Francisco Bay area.

The past two years have seen the conversion of KPEN's complete schedule to stereo coupled with a rapid public acceptance of stereo to the degree that nearly 50 per cent of FM homes on the Peninsula are stereo-equipped.

James Gabbert and Gary Gielow, co-managers of KPEN and both avid stereo boosters, say: "Stereo has put radio back in the living room for the first time since television."

Owners Cited

Gabbert and Gielow, who earlier this year were cited by the Electronic Industries Association and members of the FCC as the operators of America's leading stereo stations, have put KPEN in the black. Within two months after it began stereo-casting, the station's income from new sponsors more than offset the cost of new equipment,

according to a station spokesman.

An intensive promotion campaign which began before the station hit the airwaves has been a key factor in KPEN's stereo success. KPEN's management also attributes close co-operation between the station and the major record distributors as another important factor leading to a total stereo day. Consequently the distributors have found a powerful partner in their sales efforts with the significant boost in sales of stereo recordings given by KPEN in the area.

KPEN has moved into the field of live public service stereocasts including the presentation of San Francisco Symphony orchestra and religious services from Grace Cathedral on Nob Hill.

Last month KPEN aired its first stereo drama, "This Lonely Heart," written by Arch Oboler and directed by Wayne Jordan, featuring a professional cast in a unique type of radio vehicle fully utilizing multiplex stereo to heighten dramatic effect. Additional stereo dramas are in the works which will utilize the talents of producers and actors from any Bay Area workshop theaters.

when answering ads . . .

Say You Saw It in
Billboard

No-Commercials Air Show Makes Bow in Chicago



ED COOPER



THOMAS H. COULTER

CHICAGO—Something new in radio sponsorship, a program underwritten by a national advertising agency with no commercials, broke in here Monday (9) on WBBM, the big Columbia Broadcasting System owned-and-operated outlet.

The show is "Business Day," a five-minute-per-evening business round-up broadcast from the floor of a local brokerage house. Host is Ed Cooper, a broadcasting veteran of many years.

The unique aspect of the whole thing, however, is that this marks the first time an advertising agency has sponsored a radio program anywhere in the country.

The same agency pioneered television sponsorship last season when it presented "Mid-America Marketing on the March" on a local station.

According to Wade executives, the thinking behind the whole venture is to have business executives think in terms of advertising agencies—specifically in terms of Wade Advertising. They feel radio is an excellent medium to attract the attention they desire.

Also interesting is the view at WBBM. Jack Bivans, who fathered the whole Wade program through, feels this may be just the beginning. He thinks advertising agencies have a story to tell—on radio.

VOX JOX

• Continued from page 58

Peter Boysen takes over program reins at KAGE (Winona, Minn.). . . . Bill Mayer, former KYW (Cleveland) deejay, joins WDOK, that city, in sales capacity. . . . Ed Bonner joins WING (Dayton, Ohio) sales staff from WKRC (Cincinnati). . . . Deejay and news announcer Bob Olson departs KIST (Santa Barbara, Calif.) to assume similar duties at KEYT-TV, that city. . . . Lee Gray appointed program director of WABY (Albany, N. Y.) and production consultant for WNDR (Syracuse). Gray will continue his regular morning show on WABY.

DIAPER CHANGE: It was a girl Saturday (7) for the Larry Gars of WLBG, Laurens, S. C.). . . . WIBG's Hy Lit and his wife Miriam (Miss Philadelphia 1956) parents of a girl, and WHAT's Gene Shays also welcomed an heiress.

Ron Shaffer reported out as WHK (Cleveland) music director.

Don Elliott Heald, air personality and sales manager for WSB-Radio (Atlanta) and TV named TV station manager.

It's certainly too early to think in terms of a mass appraisal of radio by agencies throughout the country, but radio executives here are watching the Wade-WBBM program with a great deal more than casual interest.

If it clicks as expected, agencies could well be hearing a lot of knocks on their doors from the radio fraternity.

The significance of advertising agency sponsorship could also have interesting programming ramifications. The Wade approach is to associate itself with a very prestige-type show that is bound to attract businessmen by its format.

But how about other formats? Is there a place for music? And if so, what type music?

The answer could be an interesting one. Particularly as it effects the stations' appraisal of Top 40 or rock-and-roll programming. Advertising agencies have a lot of money to spend, and if stations feel they can come in for a percentage, a programming adjustment would not be out of the realm of possibility.

The "Business Day" show hosted by Ed Cooper will be broadcast directly from the floor of Hornblower and Weeks in Chicago. Besides marketing and merchandising news—not to mention a summary of the day's closing quotations—Cooper plans to feature an impressive roster of business leaders.

First is Thomas Coulter, chief executive officer of the Chicago Association of Commerce and Industry.

Initial run of the show is 26 weeks.

A Smash!
Ray Barretto comes thru again!
RAY BARRETTO
"ENAMORADO"
Tico 424
ROULETTE RECORDS
1631 B'way, N. Y., N. Y.

HOTEL FORREST
49 ST.
West of B'way
New York City, Circle 6-3252
In the Heart of Times Square
"At the Crossroads of the World"
NEW, SENSATIONAL ONE-RATE PLAN!
Every Single room \$7.50
Every Double room \$11
new only
FULLY AIR CONDITIONED
21" TV & Hi-Fi in EVERY ROOM
SPECIAL GROUP RATES
GARAGE adjacent to hotel
SHOW ROOMS available
Day-Evening-Week

Billboard Buyers & Sellers

CLASSIFIED MART

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

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

FOR SALE—100 ASSORTED NEW 45 RPM's, \$8.50; \$77.00 per 1,000. Paul V. Lee, Record Distributing Co., 4546 So. Park Drive, Metairie 20, La. se28

HAYDN SOCIETY RECORDS

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

Send for current catalog

ESOTERIC, INCORPORATED
P. O. BOX 1799
HARTFORD, CONN.

National Distributors for
HAYDN SOCIETY RECORDS

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

RECORD PROMOTION & PUBLICITY

"20 Years of Record Experience"

JOE PETRALIA RECORD PROMOTION

Park Sheraton Hotel
Suite 267 55th St. at 7th Ave.

New York 19, N. Y.
Phone: JU 6-6935

PRESSING, PLATING

NO JOB TOO SMALL — QUALITY pressing. Low cost. Special bonus with this ad only. No charge for shipping anywhere in the U. S. or Canada. The House of Wax, 1733 Broadway, N. Y. C. CI 7-2159. np-ap18

MISCELLANEOUS

DEMO RECORD FROM YOUR TAPE. Info. Box 6096, Marietta, Ga.

WANTED TO BUY

WANT RECORDS—45's, SURPLUS returns, overstocks, cut-outs, etc. Harry Warriner, Knickerbocker Music Distributors, 453 McLean Ave., Yonkers, N. Y. Phone: GREENleaf 6-7778. se28

USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

FOR SALE

FOR SALE: FIFTY (50) LATE MODEL Kiddie Rides. Part of these rides are on location. These do not need rebuilding. For information write: AA Distributing, 2209 Cumling St., Omaha, Neb. ch

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

MISCELLANEOUS

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

Write to: Joe Pace
Dept. 525, Billboard
2160 Patterson St.
Cincinnati, Ohio, 45214

Price: \$1.00 per copy

BUSINESS OPPORTUNITIES

Brand-New "INTERNATIONAL MUSIC-RECORD DIRECTORY" & "BUYER'S GUIDE"

packed with Pages & Pages of Names and Addresses

of Leading U. S.

- Record Mfrs.
- Music Publishers
- Record Distributors
- One-Stops
- Rack-Jobbers
- Coin Machine Mfrs.
- Coin Machine Distribs
- Parts Suppliers
- Special Services
- Importers & Exporters

Each listing arranged alphabetically and geographically by State.

Only Few Copies Left . . . \$1.00 prepaid! Send request and payment to: Billboard Joe Pace, Dept. B 2160 Patterson St., Cincinnati, Ohio 45214

MOSS

(Music Operators Stereo Service)
A regular program of 33 1/2 stereo singles for Operators.

Developed by RSI* in cooperation with Rock-Ola Rowe-AMI and Wurlitzer.

DON'T MISS FULL COLOR ANNOUNCEMENT OF MOSS PACK RELEASE #6 IN THIS ISSUE

*Record Source International, A Division of Billboard.

PAINTING GAME OPERATORS: 5X7 frames, \$43.25/1000 (5000 lot); cards, \$4/1000. Free sample. In stock. Other sizes. Penn. Photomounts, Box 87, Glenolden, Pa. oc5

THE COMPANY THAT REALLY GOES after more business can get more business. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed below for your convenience. ch-np



"HOW TO GET YOUR SONG RECORDED"

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

- Your Song and What to Do With It.
- How to Make a Demo Record.
- Protecting Your Song and Yourself.
- The Songwriter and Performing Rights Societies
- Starting Your Own Record Label.

Plus: List of Active Record Companies, Leading U. S. Music Publishing Firms, Recording Studios and Wholesale Record Distributors of the U. S.

Written by Bob Rolontz, former music editor of Billboard and executive with record companies.

Single copy \$2.50. Cash with order. Send check or money order to Watson-Guptill Publications, Inc., 1564 Broadway, New York 10036, N. Y., with this advertisement and your name and address. Copy will be sent postpaid. N. Y. C. residents add 4% sales tax.

MISCELLANEOUS

Attention, Radio Stations: Important Message.

If you need help in securing exactly the right records and albums for your music programming — YOU CAN GET IT FROM RSI.

Over 1800 satisfied station users—and the list grows with every mail. If you have any special record problems, call or write to find out how RSI can help you. No obligation, of course.

RSI

Record Source International
1564 Broadway, New York 36, N.Y.
PL 7-2800

Highly Desirable SPACE AVAILABLE

Specially suited for record company or music publishers. Private offices, reception areas. Stock and storage space.

Midtown Manhattan area.
BOX 512
c/o Billboard
1564 Broadway, New York 36, N.Y.

SECOND EDITION, "JOCKEY JOKER" now ready. A complete file of one-line gags for deejays. Nos. 1 and 2 each \$2.50. Show-Biz Comedy Service (Dept. JJ-2), 65 Parkway Court, Brooklyn, New York 11235. oc5

TIMES SQUARE OFFICE SPACE

1560 Broadway
New York City
700 sq. ft. to 10,000 sq. ft.
Air-conditioned, fully modernized, moderate rentals.
Renting office on premises.
Phone: H.G. SHEPHERD
at CI 5-8975

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

1564 BROADWAY
N.Y.C.
Times Square Office
Space for Rent.
8700 Square Feet.

Central Air Conditioning.
Very Reasonable Rental.

Contact

KENNETH LAUB
of Collins Tuttle & Co.
261 Madison Ave.
New York 16, N. Y.
Telephone:
Murrayhill 2-4020

\$2000 WAITING FOR ANY (ONE) WELL known singer or group under exclusive contract to major pop label, which authorizes him to choose a song periodically for his release, if he will choose one of my clients songs. Personal managers, promoters, agents inquiries invited. All will be answered confidentially. E. E. Greene, P. O. Box 833, Riverside Sta., Miami 35, Fla.

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

EMPLOYMENT SECTION

SITUATIONS WANTED

A-1 MECHANIC AVAILABLE. REPAIR, rebuild any coin-operated machines. Also work route. Have tools and testers. Sober, reliable. Ted Andersen, 137 S. Fourth St., Steubenville, Ohio 43982. Telephone 283-1320.

PUBLICITY, PUBLIC RELATIONS, PROMOTION. Experienced writer, trade releases, fan magazine features, bios. Recent major record mfg. Exp. Avail. immediately. Box CBB-29, c/o Billboard, 2160 Patterson St., Cincinnati 14, Ohio.

when answering ads . . .

Say You Saw It in Billboard

The Company that
REALLY goes after
more business **CAN**
get more business . . .

by consistent
advertisements in
Billboard's

Buyers and Sellers'
CLASSIFIED MART

It's a proven, economical way to arouse prospect interest, to make sales and to increase profits!!!

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

CLASSIFIED RATES
Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for _____ consecutive issues.
Classification: _____ Size: _____
 Set regular classified style. Set boxed classified style.
 Amount enclosed.
Copy: _____

Company Name _____ Authorized by _____
Address _____
City _____ Zone _____ State _____
Please enclose your payment. We do not bill for classified ads.

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway New York, N. Y., 10036
1520 N. Gower St. Hollywood, Calif., 90028
188 W. Randolph St. Chicago, Ill., 60601

'All-Things' Unit Show Star

• Continued from page 3

been her husband's tendency to play the set too loud. This must have been revealed to exhibitors well in advance, because many of them used banks of headphones to demonstrate audio equipment, a fact which produced a notable lack of the expected and somewhat traditional Hi-Fi Show chaos of competing sound.

Hair-Do Solved

Yet another device designed to get the ladies more interested in high fidelity was a set of earphones from Freeman Electronics which fit under the chin of the woman with the pyramid type high hair-do. (See photo this page.)

Kits—for various home entertainment devices—seemed more prominent than ever with at least nine manufacturers showing various types. Heath was the leader, with its color TV kit (\$349, plus \$49.95 for cabinet); black and white TV kit introduced earlier this year, and a home electronic organ kit for \$349.95 (takes only 60 hours to build) in addition to its standard line of amplifier, pre-amp and tuner kits. Also showing various audio component kits were Benjamin Electronic Sound, Dynaco, Eico Electronic Instruments, Fisher Radio, Harman-Kardon, Lafayette Electronics and H. H. Scott.

Electro-Voice was showing various speaker enclosure kits, while Rek-O-Kut demonstrated a series of turntable kits.

Traditional Entries

Among those present were Command Records and Audio Fidelity Records, two traditional Hi-Fi Show entrants. Three FM radio stations, all of whom are involved in stereo programming, were also present.

These were WDHA - FM, Dover, N. J.; WLIR-FM, Garden City, N. Y., and the Concert Network, comprising stations in New York, Boston, Hartford and Providence.

The Record Industry Association (RIAA) was also an exhibitor, with executive director Henry Brief manning the booth.

The display showed disk manufacturing processes, with prize drawings for record albums a daily feature. Plans called for the presence of various record artists to sign autographs for fans.



FREEMAN ELECTRONICS of Los Angeles had the housewife with the piled-up hair-do in mind when it introduced this new version of stereo headphones at last week's New York High Fidelity Show. The headset may be worn in standard, over-the-top style for those with a flat-top hair-do effect, or under the chin for those with a flair for the teased-up coiffeur.

All Things to All Men



MOST COMPLETE and easily the most expensive home entertainment center ever produced was shown last week by Ampex at the New York High Fidelity Music Show. Known as the Signature V, the set contains a Videotape TV recorder, color television, stereo tape recorder-playback and stereo phono. The unit will be retailed at the moment, only through the Neiman-Marcus department store in Dallas. Only one model now exists but others are planned. List price is \$30,000, with the video tape recorder alone accounting for close to half of this cost.

Efficiency, Service Keys To Rack Suppliers Climb

By O. R. ALLEN

DALLAS—"A supplier for 80 discount houses in 15 States and still growing," that's the boast of "Rack Suppliers," based here and managed by Vice-President Gene Ackerman.

Supplying the Gibson Discount group, which has stores primarily in cities with less than 100,000 population, the Dallas record supplier operates on the increasingly popular theory of big volume and low profit. Ackerman's Dallas quarters contain space for 2,100 separate album titles, not including promotion or children's lines. "Among these 2,100," Ackerman explained, "we will have available 90 per cent of the stock ordered by any individual store."

Operating without salesmen, the firm sends out monthly mimeographed sheets to all the stores in the chain, listing the records recommended that month. "However," Ackerman explained, "this sheet is just a guide. We'll secure any records the stores want, whether or not they are on this list."

A favorite promotion involves monthly specials—such as the Kingston Trio, Bobby Darin, Ray Charles and others—in which records are sold at cost because "we feel this strengthens our entire record department."

Gross business this year for the concern will be between \$2,500,000 and \$4 million. Big variation in the estimate is due to the rapid growth of the chain, making it difficult to tell exactly how large it will be at year's end, according to the executive.

Despite the size of the volume, the Dallas firm employs only six workers. "We don't have big overhead, and we don't have executives who merely sit around. Everybody works in our shop," Ackerman said.

Though there is a good market for general pop material, major factors in the sales picture are religious and country and western records according to Ackerman. Particularly slow are original cast albums. Serving a 15-State market carries with it a variety of problems. One is the strictly regional popularity of artists in his or her part of the country. "We often receive requests for local artists, who have been recorded locally," Ackerman said. "In such cases we

(Continued on page 65)

EQUIPMENT NEWSLETTER

Duck-Billed Platypus Revisited

By DAVE LACHENBRUCH

DUCK-BILLED PLATYPUS revisited. In our column last August 31, we expressed fear that the record dealer who continues to ignore the visual aspects of home entertainment may join the ranks of pterodactyls and other critters who failed to adapt. We're happy this week to turn over this space to a very literate rebuttal by John Cornell. Mr. Cornell writes in the field of audio components and high fidelity and is a contributing editor of a major trade magazine. As his reply indicates, he, too, is interested in the future of the phono and record dealer. Here are Mr. Cornell's comments:

By JOHN CORNELL

Somehow I feel I've been called a Duck-Billed Platypus.

I refer to Dave Lachenbruch's piece which adroitly analyzed the extinction facing the phono-record dealer if he persists in giving the video business to appliance stores by default.

There was plenty of food for thought in the article. And certainly Mr. Lachenbruch and I are rooting for the same team. But I challenge some

Phono-Tape

MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

Getting Buyer at Home Is Cozy Way to Sell

PENDLETON, Ore.—A "1-2-3-Punch" system based on home demonstration plus a personal follow-up call has proved far and away the ideal method for selling expensive stereo tape recorders, according to Dick Glenn, owner of the Town Shop here.

Glenn, a retailer of cameras, hi-fi and TV, found that most of his regular customers had at least a mild interest in tape recorders. He also found that home demonstration was the best way to develop that interest.

Bundling the customer off with a few albums of pre-recorded tape, several blank tapes, extra mikes and foot switches, Glenn makes a loose arrangement for a Sunday call after the family has had two days to experiment with the recorder. Actually, the appoint-

ment is anything but "loose" since it's the critical sales point. Calling at the appointed time, Glenn usually is offered coffee or a drink. Then he demonstrates the recorder to the whole family, shows how to patch music from radio, television set or phono, attaches the foot switch to show its usefulness in home business dictation and sets up a multiple microphone hookup to show how stereo can be most easily recorded.

Glenn thus makes sure that the machine becomes practically irresistible to the family. His net results—19 out of 20 home demonstrations result in a sale, even where the tape recorder is up in the \$400 bracket.

The Oregon dealer also asks for the names of friends or

(Continued on page 67)

News Briefs...

NEW YORK — Emerson Radio has declared a 60 per cent per share dividend for the 39-week (three quarter) period ended August 3 of this year. Per share earnings for the same period last year were 79 cents.

... **Robert S. Alexander**, a former vice-president of IT&T in New York, has become vice-president in charge of manufacturing for Zenith Radio Corporation. ... **Dan R. Cavalier** of Chicago has been named merchandising manager of Philco's consumer products division, Philadelphia. ... **Magnavox Organ Division** has three sales appointments in recent weeks. **Fred Mekeel** has been named regional sales manager for the Far West;

Thomas E. Boyle, for Canada (he'll headquarter in Chicago); **Jack Mara**, for a territory stretching from Buffalo to Cleveland.

Darrell H. Boyd has been named marketing manager for consumer products of the Revere-Wollensack division of Minnesota Mining and Manufacturing (3-Ms). Boyd had been project manager for the 3-M Revere tape cartridge system, which is now well off the ground in various markets. Boyd now will supervise unification of all sales programs concerned with consumer-directed photographic products, reel-to-reel tape systems.

(Continued on page 67)

of the particulars — some seriously, some with tongue in cheek.

Let me jump right into the middle of the article:

"It's interesting that no one ever proposed silent TV..."

From my observations, a widely practiced use of radio in sportscasting is when a viewer tunes off the TV sound and listens to a preferred radio account of the game. Not to mention the fan, namely me, who listens to radio while working around the yard — even though the game is available on TV in the house.

I listen to ALL my news on radio—and don't feel I'm missing anything by not seeing some actor mouth the lines.

To sort of reverse the plot and also take in the crack about "pictureless talkies" being an absurdity:

I have news for you.

I LISTEN TO TV, often as not, for the comfort of a divan which affords no view of our TV screen from my prone position.

I find it relatively seldom that I am impelled to sit up to check the video action. I'm sure Mr. Minow (wherever he is) would not be surprised

(Continued on page 66)

GET 'EM ON THE PHONE AND THEN SELL, SELL . . .

(Editor's Note: Good promotional and merchandising ideas, particularly at the retail level, are valuable to the total record industry. Billboard will publish newsworthy instances of this, as the Coghill-Simmons story below.)

DALLAS—The latest example of the efficacy of telephone solicitation to bring traffic to the phono-record dealer comes from Coghill-Simmons Music Company here.

Charles Simmons became concerned over the fact that many people to whom his firm had sold expensive players apparently rarely visited the store to purchase records. The store, which is a suggested list price outlet, tried a new tack to correct this. Simmons ran a sale in the record department which spelled out sizable savings on all labels.

Simmons adds: "Then we went back through our files for almost two years and pulled the names of these people who had bought record players. Everyone in the store during the day would take his share of this file and call these people and cordially invite them in to our sale. This personalized type of invitation worked. . . . In all of those names, and there were hundreds of them, only two people showed any sign of resentment. . . . Most who were called thanked us profusely for remembering them, and a very high percentage came in and bought."

Simmons uses radio consistently—and newspapers less frequently—as promotion media. "But," he says, "we never had a promotion in this store which gave us as good a return as did this personalized telephone solicitation program. We intend to try other variations of this idea in the future."

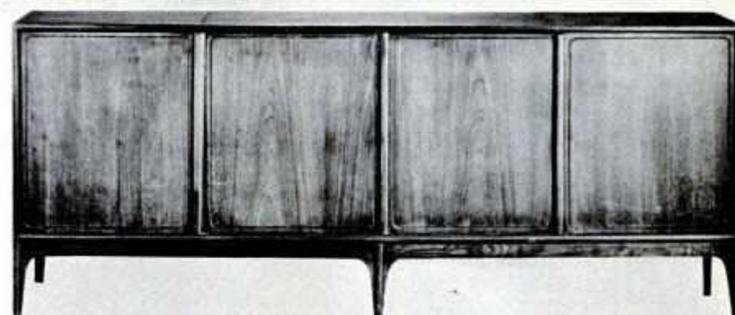
John Woolford To Musictapes

CHICAGO—John Woolford, for the last four years director of sales for Mercury's classical division, has been named classical consultant for Musictapes, Inc., tape firm here headed by Peter Fabri.

In addition to general duties in the classical area, Woolford will head a special educational sales project aimed at placing the entire Musictapes catalog in over 2,000 school libraries. The new Musictapes executive will headquarter in New York.

Fabri said Woolford's addition was part of the firm's overall buildup heralded by a fall merchandising drive featuring an extensive advertising and promotion campaign.

Pilot's 'Poly-Triad' Sound Chambers



Pilot Radio has announced the new Tempo stereo console with AM-FM-FM stereo. The unit contains six speakers isolated in the firm's exclusive Poly-Triad sound chambers and 25-watt stereo amplifier. The Contemporary lowboy is available in walnut with hand-rubbed oil finish or in black ebony. The unit comes under the terms of Pilot's new warranty program, under which all solid state consoles and portables carry two-year parts guarantees and one-year service warranties. All other consoles are covered by one-year parts and 90-day service warranties.

In Colorado, Wyoming, New Mexico, Western Nebraska and Utah, order your . . .

GREAT NEW FALL CAMEO/PARKWAY LP MONEY-MAKERS

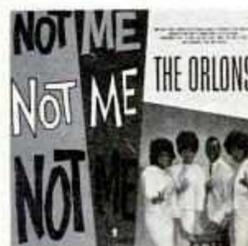
from PAN AMERICAN RECORD SUPPLY CO.

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- Not Me (The Orlons) C-1054
- All The Hits (Bobby Rydell) C-1019
- Twist With Chubby Checker P-7001
- Monster Mash (Zacherley) P-7018

Don't Wait—Order the Great New Fall Cameo/Parkway Money-Makers Now!

WIRE . . . PHONE . . . WRITE



C-1054

PAN AMERICAN RECORD SUPPLY CO.

36 S. Santa Fe, Denver 23, Colorado

Tel.: (303) 722-5731

In New York City, Westchester, Nassau and Suffolk Counties, order your . . .

GREAT NEW FALL CAMEO/PARKWAY LP MONEY-MAKERS

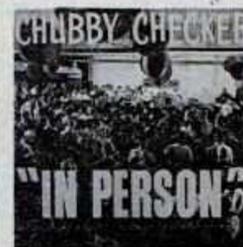
from MALVERNE DISTRIBUTORS, INC.

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- Chubby Checker In Person P-7026
- The Best of Washington Humor (Chet Huntley) C-1044
- Do the Bird (Dee Dee Sharp) C-1050
- More (Theme from Mondo Cane) (Clark Terry) C-1064

Don't Wait—Order the Great New Fall Cameo/Parkway Money-Makers Now!

WIRE . . . PHONE . . . WRITE



P-7026

MALVERNE DISTRIBUTORS, INC.

547 W. 52nd St., New York, N. Y.

Tel.: CO 5-1871

In North & South Carolina, order your . . .

GREAT NEW FALL CAMEO/PARKWAY LP MONEY-MAKERS

from ARNOLD DISTRIBUTING CO.

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- Biggest Hits (Dee Dee Sharp) C-1062
- Down To Earth (Chubby Checker & Dee Dee Sharp) C-1029
- Do The Bird (Dee Dee Sharp) C-1050
- All The Hits (The All Stars) P-7013

Don't Wait—Order the Great New Fall Cameo/Parkway Money-Makers Now!

WIRE . . . PHONE . . . WRITE



C-1062

ARNOLD DISTRIBUTING

2704 Freedom Drive, Charlotte, N. C.

Tel.: 399-9741

NEW DEALER PRODUCTS

FM Tuner



Harman-Kardon's new F-1000T FM tuner. The all-transistor unit, which contains automatic stereo "logic" switching, will be shown at the New York Hi-Fi Show this week, among other H-K units.

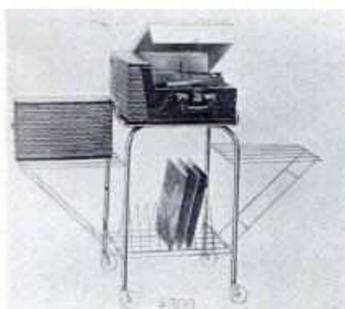
lar steel body rides on three-inch clear plastic casters. List price is \$16.95.

Scott Amplifier



H. H. Scott has introduced its Model 340B, FM stereo tuner/amplifier, complete in one housing as shown. The unit contains a 70-watt amplifier. Scott will show this, among other new components, at its display at the Hi-Fi Show in New York this week.

Stereo Cart



Le-Bo Products, manufacturer of an expanding line of accessories, has introduced this new stereo phono cart and combination record storage center. Known as Model 300, the unit holds the basic phono unit plus one or two remote speaker units. Below is storage area for up to 60 LP's. The plated tubu-

Stereo Amplifier



Eico Electronic Instruments has introduced Model 2036 classic series stereo amplifier shown above. The unit offers 28 watts of continuous power (14 watts per channel). Decorator styling employs an extruded aluminum panel, brushed silver on the upper half and brushed pale gold on the lower half. In kit form, the price is \$74.95; completely wired unit lists at \$114.95.

Efficiency, Service Key to Success

Continued from page 64

simply advise the store to obtain the record from the local source.

"Eighty per cent of the needs of all the stores are basically the same. It's the odd 20 per cent which causes the problems," Ackerman said. "But this 20 per cent is important in terms of both goodwill and dollar volume and we do our very best to handle all these special orders," he stated. "We also send out the top 80 singles," he said, "and we stress that all the stores carry the top 40." Ackerman attends all new store openings in the Gibson chain to help the management with their record departments. His help in-

cludes instruction in display, rotating the stock so that the current best-selling albums are most prominent and easy to get at, and in ordering efficiently.

On the subject of promotion, he said, "We advertise with the store on a co-operative basis. That is, we help with the advertising expenses incurred while promoting the record department. This is a 50-50 venture. Out distributors usually do the same for us."

In the 15-State area of the chain there are several stores with over 12,000 in record inventory. Ackerman said he felt good business economics demands a minimum inventory of \$4,000 for each location."

EQUIPMENT NEWSLETTER

Duck-Billed Platypus Revisited

• Continued from page 64

to hear that I sometimes smugly describe the inevitable action to my daughter—without taking a peek.

Lachenbruch says, too, that poor old aural radio is primarily used for such things as background music for shaving or beach parties.

I don't know how it is in your city, but Dodgers fans are so enamored of game narrators Vin Scully and Jerry Doggett that a good percentage of them take their transistor radios to the ball park. They want the radio lads' versions of rhubarbs or technical points, knowing Vin and Jerry are right on top of the action and have the place wired for instant info.

To take it from the top and get into more hardnosed business aspects of the discussion, we can't challenge Lachenbruch's deference to the Billboard survey showing slightly less than 50 per cent of phono-record dealers to be in the television set business.

To those in the quality sound business this seems a fairly high percentage. This considerable segment of the record and tape consuming market is well aware of the problem, however. Far from sticking their heads in the sand, the dealers wrestle with the situation constantly.

In one of California's largest and most reputable music stores recently, I was told, "We're getting out of television—that rat race!"

This store sells everything from piccolos to pipe organs, the BIG kind. It is a musicians' headquarters, it features records and it offers the standard "good" consoles. It's strictly solvent and handles only a few "components." But it figures TV as a bad deal.

ANOTHER AUDIO SPECIALTY STUDIO, at about the same time, suddenly turned its back on sound systems so customized they were in the architect's plans. "COLOR TV!" was the new sign which appeared in the window.

But there was still another change. With a new partner now sparking things, the store has decided it did wrong in featuring TV. Henceforth the partners will not give TV a top billing—nor will they service TV sets. But they will put TV sets in the custom sound-systems which still are enough of their sales to keep a cabinet shop constantly busy. This should please Mr. Lachenbruch.

Another problem that gets constant attention and crystal-ball gazing is records vs. tape.

Some audio specialists, it is true, have abandoned records to the discount house and/or "the friendly neighborhood appliance store." Others offer no tape at all.

But it they have quit the record business, it wasn't necessarily because they didn't study their particular situations. They hoped they had something solved.

I know one major dealer offering the biggest array of pre-recorded tape in Southern California. He uses tape for all demo purposes. But another dealer, equally favorable to tape, still pushed records. "Tape is still far too expensive compared with excellent records," he reports his customers tell him.

A dozen dealers will give you a dozen answers.

The article under discussion mentioned tape primarily in connection with a video tape recorder—promised for about \$160 next year by a British company. I agree this could challenge the consumer sound business—and probably was the biggest point in the article.

(Joe Tushinsky, president of booming Sony-Superscope, recently declared, "Today anyone who doesn't handle tape just isn't in the sound business." He was referring to some other duck-billed dealers who are letting camera and type-writer shops get a foothold in this field, Mr. L.)

WHAT GIVES ME PAUSE, however, is the ghost of that "facsimile newspaper" that the public was assured 20 years ago was just around the corner. One was virtually promised in every home. Newspapers were to be as extinct as the dodo bird by now.

(It reminds me of the helicopters everyone was to be flying long before now. Then somebody discovered even an expert plane pilot frequently can't qualify in a whirlybird.)

Just another couple of challenged paragraphs: "Even with music, sight enhances sound. If this weren't true, people would not bother to go to concerts."

Come, now!

By this reasoning, nobody would attend televised musical events. It also ignores the fact that the elite go to concerts to be seen, too. And even the nuttiest audiophile admits the best stereo can't achieve utter reality.

Finally: "We've never seen a combination TV-refrigerator..."

Here I have to agree, but I think Mr. Lachenbruch and I should get together and make a billion bucks on this cool combo.

Those appliance people are missing the boat!

NOTE: At the risk of being accused of trying to have the last word, let me say that I agree with many of Mr. Cornell's points. TV very definitely is a price-cutting rat-race—the way some appliance dealers handle it—but it needn't be. I agree that there always will be aural records, aural tapes and aural radio. But video records are coming—no question about it. And, incidentally, so are facsimile newspapers, but not until there's a video phonograph in every home first. But not TV-refrigerators. TV-washing machines, maybe.—DL.

The Crest of Good Living
in
CINCINNATI

Ohio



HOTEL
Sinton

Finest in hospitality. Crystal Dining Room. Visit the Lamp Post Corner restaurant. Jet Chef for quick service. 700 rooms. Air-conditioning. TV.

FROM \$6

Joseph Massaglia, Jr., President
Walter Latscha, Manager

Across the U.S.A. and in HAWAII

MASSAGLIA
HOTELS

- SANTA MONICA, CALIF. Hotel Miramar
 - HARTFORD, CONN. Hotel Bond
 - CINCINNATI, O. Hotel Sinton
 - HONOLULU Hotel Waikiki Billmore
- CHICAGO MIDWEST HEADQUARTERS
BOOKING OFFICE 200 E. WALTON DE 7434
World famed hotels
Teletype service—Television

Wells—Wails!

**"You Lost the
Sweetest Boy"**

Motown 1048

HITSVILLE STRIKES AGAIN!

TAMLA/MOTOWN RECORDS
Detroit, Mich.

**RECORD PROCESSING
AND PRESSING**

45 R.P.M.—33 $\frac{1}{3}$ R.P.M., any quantities.
Complete Record Service.
Includes Labels—Processing—Masters.
Send your tape—we do the rest!
SONGCRAFT 1650 Broadway
New York 19, N. Y.

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

This advertisement is neither an offer to sell nor a solicitation of an offer to buy any of these Securities.
The Offering is made only by the Prospectus.

Not a New Issue

September 12, 1963

330,000 Shares

Handleman Company

Common Stock
(\$1 Par Value)

Price \$12 per Share

Copies of the Prospectus may be obtained in any State
from only such of the undersigned and other dealers
as may lawfully offer these securities in such State.

- | | |
|---------------------------------|----------------------------|
| E. F. HUTTON & COMPANY INC. | BAKER, SIMONDS & CO., INC. |
| PAINE, WEBBER, JACKSON & CURTIS | BACHE & CO. |
| FRANCIS I. duPONT & CO. | W. C. LANGLEY & CO. |
| SHEARSON, HAMMILL & CO. | WALSTON & CO., INC. |

**GLEN'S NEWEST
"SAME OLD
PLACES"**

Capitol #5037



DON'T
FORGET
PFC.
RITCHIE



ADAMS
Now playing W. Germany for Uncle Sam

Re-Fixture Now For Christmas Sales

L & L ENTERPRISES

P. O. BOX 58, UNIVERSITY STATION
SEATTLE, WASHINGTON



THE NORTHWEST'S
ONLY EXCLUSIVE
MANUFACTURER
OF PHONOGRAPH
RECORD FIXTURES



when answering ads . . .

SAY YOU SAW IT IN BILLBOARD

**VISIT
NEW YORK**
stay at the
PLYMOUTH
in Radio City

Moderate rates, private bath in every room, television, radio, dining room, coffee shop, garage. Within walking distance of all transportation and entertainment. Accommodations for 1000.

TAKE A TOUR!
Includes room rent and sightseeing — nightclubs, theatres, United Nations, Radio City . . . Contact your Local Travel Agent or write:

Reservation Manager
THRIFTOUR PLAN
For Exciting Savings
at the

**HOTEL
Plymouth**
West 49th STREET bet.
B'WAY and RADIO CITY

**RAY AGEE
YOU HIT ME
WHERE IT HURTS**

Shirley #111

Distributed by
ATLANTIC RECORDS
1841 B'way, New York, N. Y.

**A Solid Smash
JOE HINTON'S
"BETTER TO GIVE
THAN RECEIVE"**

BACKBEAT 539
DUKE-PEACOCK RECORDS
2809 ERASTUS, HOUSTON 26, TEX.

Getting Buyer At Home Cozy Way to Sell

• Continued from page 64

neighbors who may have some interest in a tape recorder and jots them down in a pocket notebook. Then he snips his next recorder ad from the paper and sends it to the referred prospect with a letter explaining that he has sold a recorder to one of his neighbors, and asks if the customer would like a similar demonstration. Fishing with the letter gets quite a few prospects, as does a follow-up telephone call if there is no response to the original mailing. Glenn picked up no less than 40 additional tape recorder sales so far this year from asking for such referral tips.

Incidentally, Glenn created a lot of humor and publicity when a small boy brought in a deodorized pet skunk recently and offered it in trade on an item. Realizing the public relations value of this idea, Glenn displayed the skunk in the window with a price tag on its neck as a trade-in and a sign in the back explaining how the skunk happened to arrive at the store.

Going further, he offered the pet animal as a prize in a letter-writing contest under the title of "Why I Would Like to Own That Skunk!" Literally thousands of letters poured in, the skunk was paraded up and down the sidewalk in front of the store wearing a small jacket with the store name, and local newspapers had a ball describing the event.

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.

PHONOS LISTING OVER \$500

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	6/22/63 Issue	3/30/63 Issue		
1	1	1	Magnavox	54.8
2	2	3	Fisher	12.7
3	—	—	Zenith	9.5
4	3	—	Curtis-Mathes	6.8
5	4	4	RCA Victor	6.3
6	—	—	Packard-Bell	4.5
			Others	5.4

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.

6/22/63 Issue: Pilot (5); Electrohome (5).

3/30/63 Issue: Pilot (2); Clairtone (5).

News Briefs...

• Continued from page 64

tems and the Revere cartridge tape system.

Also at 3-M last week came the announcement of the retirement of 59-year-old W. W. Wetzel from his post as vice-president and general manager of 3-Ms. Dr. Wetzel will be suc-

ceeded by M. C. Hegdal, 52, a longtime co-worker. The two pioneered the development of magnetic tape. Wetzel's actual retirement will come in 1964, but he will remain after that as a consultant.

Reeves Soundcraft has named

Eyes & Ears All in One

HONG KONG—The "spectacle radio," a new Hong Kong product, has found most encouraging markets in the United Kingdom and France. The spectacle radio, designed by Shyam S. Singha, are eyeglasses incorporating a one-band radio with three transistors and a choice of three local stations. It weighs 2½ ounces.

The left temple of the frame carries three transistors and a miniature 1.4 volt battery not bigger than a button, but with a life of some 48 hours, and an on-off knob which also controls the volume. The knob for tuning is situated on the right temple.

A hearing tube, complete with ear plug, is fitted on the left temple and conveys the program to the listener. The designer, who had been working on this idea in England, said that when his firm decided the "spectacle radio" was commercially feasible, he was sent to Hong Kong to organize its manufacture.

Why was Hong Kong chosen as the site? Because batteries from the United States, transistors and other electronic parts from Japan could easily be obtained here. More than 10,000 of these sets have been exported since the first shipment was made to the United Kingdom in June by a local company.

C. Henry Laird as Midwestern regional manager, according to John S. Kane, vice-president and general manager. Laird, formerly with Beattie Coleman, Inc., succeeds Arthur H. Hoffman, who resigned.

STARTING TO BREAK BIG
"LOVE KITTEN"
 by
NOREEN CORCORAN
 Vee Jay #555

RECORDS
 1449 S. Michigan Ave.
 Chicago 5, Ill.

From American International's Spectacular Surfing Film!!

ANNETTE'S BEACH PARTY
 BV-3316

It's on Vista of course

Their Biggest Hit
THE EMOTIONS
 sing
A STORY UNTOLD
 Fox 430
 Exclusively on
 20th Century-Fox Records

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

SPOTLIGHT ON JAZZ COMING OCTOBER 12

Billboard—the only business publication covering the Jazz field on a regular basis

... NOW PRESENTS ITS

ANNUAL JAZZ SPECIAL

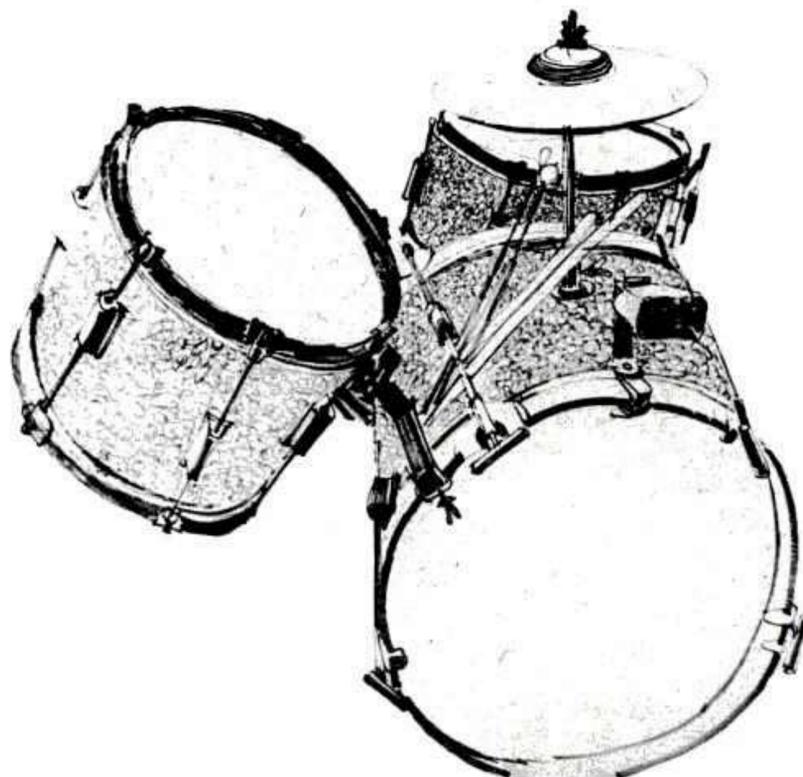
A FULL EDITORIAL WRAP-UP OF THE NATIONAL AND INTERNATIONAL JAZZ SCENE . . . FROM BASEMENT BISTROS TO CARNEGIE HALL—FROM PROGRESSIVE TO THIRD-STREAM . . . AND HOME AGAIN

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

RESERVE AD SPACE NOW

ADVERTISING DEADLINE: OCTOBER 2

Billboard New York Chicago Hollywood Nashville



In Hawaii, order your . . .
GREAT NEW FALL
CAMEO/PARKWAY
 LP MONEY-MAKERS

from MICROPHONE MUSIC, INC.

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- Bye Bye Birdie (Bobby Rydell) C-1043
- Enchantment From Hawaii (The Hawaiian Islanders) C-1035
- Don't Knock The Twist (Chubby Checker) P-7011
- Limbo Party (Chubby Checker) P-7020

Don't Wait—Order the Great New Fall Cameo/Parkway Money-Makers Now!

WIRE . . . PHONE . . . WRITE



P-7011

MICROPHONE MUSIC

605 Coral Street

Honolulu, Hawaii

In Oklahoma and Texan Panhandle, order your . . .

GREAT NEW FALL
CAMEO/PARKWAY
 LP MONEY-MAKERS

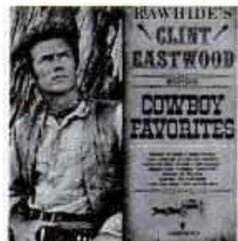
from B & K RECORD DISTRIBUTING

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- All The Hits For Your Dancin' Party (Chubby Checker) P-7014
- Rawhide's Clint Eastwood Cowboy Favorites C-1056
- 12 Greatest Golden Oldies in the Whole World Ever (Original Recording Artists) P-7031
- Biggest Hits (Dee Dee Sharp) C-1062

Don't Wait—Order the Great New Fall Cameo/Parkway Money-Makers Now!

WIRE . . . PHONE . . . WRITE



C-1056

B & K RECORD DISTRIBUTING

120 N.W. 23rd Oklahoma City, Okla.

Cliff Keeton

Tel.: JA 5-7500

In Minnesota, North Dakota, South Dakota, Iowa, Nebraska, Western Wisconsin, order your . . .

GREAT NEW FALL
CAMEO/PARKWAY
 LP MONEY-MAKERS

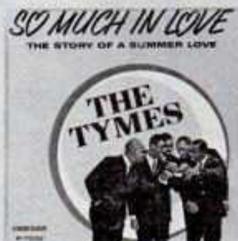
from HAROLD N. LIEBERMAN CO.

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- So Much In Love (The Tymes) P-7032
- American Folk Songs (Raun MacKinnon) P-7024
- Bobby's Biggest Hits (Bobby Rydell) C-1009
- It's Mashed Potato Time (Dee Dee Sharp) C-1018

Don't Wait—Order the Great New Fall Cameo/Parkway Money-Makers Now!

WIRE . . . PHONE . . . WRITE



P-7032

HAROLD N. LIEBERMAN CO.

257 Plymouth Avenue N., Minneapolis 11, Minnesota

Tel.: (612) FE 2-3336

In Western Pennsylvania, Northern West Virginia & Eastern Ohio, order your . . .

GREAT NEW FALL
CAMEO/PARKWAY
 LP MONEY-MAKERS

from STANDARD DISTRIBUTING CO.

Great New Fall Product Like This, By Proven Sales-Winning Artists Like These:

- Twelve Shades of Bluegrass (Bob Johnson) P-7017
- All The Stars—Biggest Hits, Pull Pix (Chubby, Bobby, Dee Dee, Dovells, Orlons, Tymes) P-7033
- Chubby Checker's Beach Party P-7030
- Bye Bye Birdie (Bobby Rydell) C-1043

Don't Wait—Order the Great New Fall Cameo/Parkway Money-Makers Now!

WIRE . . . PHONE . . . WRITE



P-7017

STANDARD DISTRIBUTING CO.

1705 5th Ave., Pittsburgh 19, Pa.

Tel.: AT 1-8831

ALBUM REVIEWS

Continued from page 10

JAZZ SPECIAL MERIT

THE ELLINGTON ERA
 1927-1940 (3-12") VOL. I

Duke Ellington & His Ork
 Columbia C3L 27

Here's a fine set of the collector. The three-LP package is packed with some of the great Ellington recorded performances. The set is filled with definitive versions of historic Ellington masterpieces like "Black and Tan Fantasy," "Mood Indigo," "The Mooch," "Blue Harlem" and many more. The package is also dotted with the great names associated with Duke through the years.

CLASSICAL SPECIAL MERIT

ITALY'S IMMORTAL TITO SCHIPA

Capitol T 10337

One of the most beloved tenors of the century, Schipa is heard here in a program of pop Italian songs in performances recorded in the 20's and 30's—many of them unavailable in the U. S. since 1941. His lyrical approach and light voice are nostalgically appealing. The recording sound is excellent.

COUNTRY SPECIAL MERIT

ROY ACUFF SINGS AMERICAN FOLK SONGS

Hickory LPM 115

Roy Acuff's fans around the world will enjoy him as much as ever here as he takes a side excursion into the more frankly folk-based material than his normal selection. Roy and the Smoky Mountain Boys have re-created such treasures from the past as "Letter Edged in Black," "Shut Up in the Mines," "Red River Valley," "Birmingham Jail" and others equally tied to the distant past. A lot of nostalgia here with heaping helpings of the genuine old-time sound.

SPOKEN WORD SPECIAL MERIT

TALES OF THE FRIGHTENED VOLUMES 1 AND 2

Boris Karloff
 Mercury MG 20815 (M); SR 60815 (S)
 Mercury MG 20816 (M); SR 60816 (S)

Mystery writer Michael Avallone has authored a series of short horror tales to appear as pocketbooks soon from Belmont books. A number of these have been packaged into a moving series for records with narration in the hair-raising style of Boris Karloff. The screeching bears strongly Hitchcockian touches, as the master horror storyteller reads six tales on each disk, with suitable sound effects and musical accompaniment. A professional job all the way and horror story fans will find plenty of excitement.

★★★★

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

PIANO WITCHCRAFT OF CY COLEMAN
 Capitol T 1952 (M); ST 1952 (S)

SURFIN' HOOTENANNY AND ELEVEN OTHER SURFIN' HOOTENANNY SONGS
 Tom & Jerry. Mercury MG 20842 (M); SR 60842 (S)

EVERYTHING UNDER THE SUN
 Three Suns. RCA Victor LPM 2715 (M); LSP 2715 (S)

OLAY! O.K.!!
 Ruth Olay. Everest 5218 (M); 1218 (S)

JAZZ

A TOUCH OF PEPPER
 John Young Trio. Argo LP 713

MY MOTHERS EYES
 Sonny Stitt. Pacific Jazz PJ 71

CATCH ME!
 Joe Pass. Pacific Jazz PJ 73

FOR SWINGERS ONLY
 Lorez Alexander. Argo LP 720

CLASSICAL

SWEET PIPES
 Bernard Krainis. Columbia ML 5875 (M); MS 6475 (S)

BACH CHORALE PRELUDES
 Edouard Commette. Angel S 26119 (S)

ELGAR: ENIGMA VARIATIONS COCKAIGNE OVERTURE
 Philharmonia Orchestra (Barbirolli)
 Angel S 36120 (S)

PAGANINI: QUARTET IN A; HAYDN: QUARTET IN D
 Barcelona String Quartet. Baroque BU 1818

COUNTRY

16 GREAT COUNTRY SONGS BY GREAT COUNTRY ARTISTS
 Various Artists. Banff 3003

COMEDY

YOU WON'T BELIEVE YOUR EARS
 Wes Harrison. Philips PHM 200-103 (M); PHS 600-103 (S)

INTERNATIONAL

THIS IS JUAN JOSE!
 Columbia EX 5107

LATIN AMERICAN

CARLO BUTI'S BEST!
 Capitol T 10347

A ESPANA IN A VERY SPANISH MOOD
 Los Cinco Latinos. Columbia EX 5103

RHYTHM & BLUES

T-GONE WALKER
 Capitol T 1958

SACRED

TV REVIEW OF FAVORITE GOSPEL SONGS
 Palmetto State Quartet. Skylite SRLP 6007

GOSPEL MOODS THAT THRILL
 Wally Varner. Skylite SRLP 6006

SPOKEN WORD

A LITTLE TREASURY OF 20TH CENTURY AMERICAN POETRY, VOLUME II
 Various Artists. Colpix PS 1001

A LITTLE TREASURY OF 20TH CENTURY AMERICAN POETRY, VOLUME I
 Various Artists. Colpix PS 1000

A LITTLE TREASURY OF 20TH CENTURY BRITISH POETRY, VOLUME I
 Various Artists. Colpix PS 1002

SHAKESPEARE: THE RAPE OF LUCERNE (2-12")
 Marlowe Dramatic Society and Professional Players. London A 4251 (M); OSA 1251 (S)

SPIRITUAL

THE GLORYLAND MARCH & OTHER GOSPEL FAVORITES
 Masters Family. Starday SLP 246

THE PATTERSON SINGERS
 Vee Jay LP 5032

AS YOU SOW, SO SHALL YOU REAP
 Charles Taylor. Vee Jay LP 5033

★★★

THREE-STAR ALBUMS

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

POPULAR

TWELVE SHADES OF BLUEGRASS
 Johnny Johnson & the Lonesome Travelers. Parkway P 7017 (M); SP 7017 (S)

COUGH!
 Oscar Brand. Elektra EKL 242

THE SPECIAL WORLD OF GEORGE WOOD AND KATIE
 Ava A 17 (M); AS 17 (S)

MUSIC BY CANDLELIGHT
 Eugene Jelensnik, Carlos Arroyo. Gold Leaf 2001

BROADWAY HALL OF FAME
 Ork & Chorus Conducted by Dave Stephens. Cameo C 1034 (M); SC 1034 (S)

LONESOME BEDROOM BLUES
 Curtis Jones. Delmar DL 605

RAY RIVERA SINGS LIGHT & EASY
 Rivoli R 20

CLASSICAL

YOUNG TALENT SHOWCASE BOYS' CLUBS OF AMERICA
 Various Artists. Spoken Arts SA 212

SPIRITUAL

I'LL SERVE THE LORD
 Argo Singers. Vee Jay LP 5053

LATIN AMERICAN

THE SOUL OF THE TANGO
 Serenata Tropical. Epic LP 18026 (M); BF 19026 (S)

COUNTRY & WESTERN

16 GREAT GUITAR INSTRUMENTALS
 Various Artists. Banff 3002

INTERNATIONAL

SICILIA NOSTRA
 Various Artists. Capitol T 10344 (M)



A NEW LINE OF COUNTER GAMES at \$69 each were introduced last week by J. Frantz at the giant Music Operators of America show in Chicago. Balls are shot up and drop over a series of horizontal pegs. Object is to catch the ball with a moving receiver or aim it into a stationary target. Themes include baseball, basketball, football and a Pot-of-Gold novelty idea.

Firms to Fight Boost

• Continued from page 1

from the record companies this week took off like a lead balloon.

Henry Brief, executive director of the Record Industry Association of America, called the proposal "unsound, unreasonable and unworkable."

An RIAA statement charged that the increased mechanical royalty proposal "is based on the misconception that record companies manufacture records especially for use on juke boxes."

It added that "since juke box operators buy only those records that will have been played most frequently, most hit records have been on the market for weeks before they first make their appearance in a juke box."

"This does not even take into consideration the hundreds of records released by this industry that never find their way into juke boxes at all. As a consequence, there is no possible means for the industry to foretell which records will be purchased by juke box operators and which will not."

The RIAA statement continued that "such a proposal would necessarily make the record manufacturing industry a guarantor, insurer and collecting agency of royalties for the holders of copyrights on records played on coin operated machines."

RIAA also pointed out that since most operators buy their records from one-stops, the man-

ufacturers don't know which records are ultimately purchased by non-commercial consumers and which are purchased by operators.

Although MOA did not propose that it pay a special per-record fee for material used in juke box play, RIAA opposes this as a possible solution. It pointed out that the House Judiciary Committee several years ago had rejected such a proposal as "fundamentally and economically unsound, principally because it would require duplicate facilities for the manufacture of the same records and would seriously burden the wholesale and retail distribution of records because of the onerous requirement of maintaining two inventories for the same record."

The RIAA statement is significant not in that it discloses any change of attitude (record manufacturers have always opposed such hikes), but that it represents the first time that the record industry has come out openly against the MOA position.

In the past, MOA has uttered strong murmurings for increased mechanicals as a last resort against the removal of the performance fee exemption, but the record industry hasn't taken them too seriously.

As long as passage of the exemption removal did not appear imminent, the proposal for increased mechanicals were merely academic.

But this is no longer the case. Repeal of the Copyright Act of 1909 insofar as it applies to juke box operators is a strong probability.

If this increased mechanicals were put into effect, the juke box operator would still have the threat of exemption removal hanging over his head. ASCAP isn't likely to give up on the performance royalty fight. In the long run, the juke box operator might wind up paying both increased mechanicals and performance royalty fees—providing he still has enough money left to stay in business.

But the outlook for the operator is bleak with regard to his efforts to stop the Celler Bill. He can expect no support from the record companies, and his Congressional friends aren't numerous enough to kill the bill.

Probably the best he can hope for is that he can strike a deal with the licensing societies, with the fee schedule kept at a reasonable level. And if he takes this attitude, he'll probably look to MOA as his bargaining agent.

CHALLENGE K.C. PINBALL TAX

KANSAS CITY, Kan.—An October 2 hearing is set here on a suit challenging constitutionality of the city's new pinball machine ordinance which became effective July 1. Some 80 persons with coin-operated machines in their businesses contend the ordinance is invalid. The measure provides for revocation of the city amusement device license if a \$250 federal gaming tax stamp is purchased for the same machine.

New York Yields on Coinpool in Taverns

NEW YORK — The New York State ruling which has held that a coin-operated six-pocket pool table may not be operated in taverns is no longer valid. That's the essence of a ruling recently handed down by Bernard J. O'Connell, New York City Commissioner of Licenses.

Straight pool tables require a special license, one of the provisions of which is that the devices may not be placed on premises which serve alcoholic beverages. In effect, this shut off coin operators from their prime locations—the taverns.

The test ruling came as a result of a request from U. S. Billboards, Inc., Amityville, N. Y., manufacturer.

Cites Differences

Al Simon, U. S. Billboards head, pointed out that though his product is played in the same manner as regular pool, the dimensions of the table are smaller than that of a regulation pool table and that there is now a way of returning the balls that are put in the pocket as a result of a scratch.

He pointed out that the inser-

tion of a coin gives the player 15 predetermined balls, all smaller than regulation size. He added that an experienced pool player would injure his game to a great extent by playing on such a table, which is intended only as an amusement device.

Commissioner O'Connell rule that the table made by U. S. Billboards does not require a billiard parlor license and that it is subject only to the same Common Show requirements demanded of any other amusement device.

Impact of Ruling

The ruling indicates that six-pocket tables, heretofore banned outright without billiard parlor licenses, will be approved if they differ substantially from the regulation non-coin tables.

The U. S. Billboards line is being shown at the current Music Operators of America convention. The Comet six-pocket series comes in four sizes and the Rotation Bumper Pool comes in two sizes. The latter has a ball viewer enabling the player to engage in a rotation contest.

Coin Machine

OPERATING

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 • RECENT STEREO RELEASES • BULK VENDING

COIN GROUP VOWS: IT WON'T HAPPEN AGAIN

CHICAGO—With a recently passed \$10 State juke box tax still in their craw, a handful of Illinois operators met here last week to form what will be the State's first active operator association.

"We don't know if we can do anything about this new law, but we sure can see that something like this doesn't sneak up on us again," a spokesman for the group said.

The State's first juke box tax was signed into law recently before operators knew it was even being considered. It was part of a general coin machine bill which placed a uniform levy on all equipment.

Operators throughout the area were considerably rankled—particularly since they felt they had no chance to plead their case in the State capital.

Only active juke box association in the State is Recorded Music Service Association — a Chicago group.

The new State group is being organized by Les Montooth, Peoria, and Lou Casola, Rockford. Casola is also president of Music Operators of America, and Montooth is a director.

First Meeting

The pair is sending letters to operators in the State and are shooting for an initial membership-organization meeting for Chicago, October 14.

Montooth and Casola are also inviting interested operators to contact them personally.

Attending an initial meeting in Chicago besides Montooth and Casola, were Buddy Hashman, Springfield, M. Schaffner, St. Louis, and Mrs. Johnson, Moline.

40 Coin Machine Vets Get Together in Chi

CHICAGO—Some 40 veterans of the coin machine industry held their first annual meeting at the Morrison Hotel here during the Music Operators of America convention.

The group, without a name, charter, papers of incorporation, officers or treasury, was organized by Willie Blatt, Miami operator.

Unwritten by-laws provide that the group meets once a year, discuss old times, and do not transact business during the session.

Only money collected for the first meeting was \$5 from each person present, an amount sufficient to cover the cost of the breakfast.

Blatt thought of the meeting about 24 hours before it was held. Invitations were passed by word of mouth. Members agreed that requirements for membership be flexible, the only proviso being that the person be

a member of some years' standing in the industry.

Oldest coinman from a point of service at the breakfast was Clint Pierce, MOA director from Brodhead, Wis. Pierce entered the business in 1911 as an operator of coin pianos.

Other old-timers at the session included Fred Zemke, Milt Green, Harry Snodgrass, Aaron Sternfield, Dick Steinberg, Bill Cannon, Fletcher Blalock, Albert Whetby, Sam Bushnell, Sam Dichter, Lou Casola, Carl Pavesi, Frank Fabiano, Joe Orleck, Joe Mangone, Joe Ash, Jim Tolisano and Sam Taran.

Also, Jim Hutzler, Johnny Bilotta, Bob Slifer, Pete Gertz, Max Hurvich, Harry Hurvich, Al Denver, Teddy Blatt, Leon Taksen, Dave Stern, Art Daddis, C. C. Bishop, Lou Wolcher, Barney Sugarman, Kenny Glenn, Ed Ratajack, Dave Bond, Irwin Margold and Jack Mitnick.

Cinebox Reports Orders on Rise

CHICAGO — Whatever hit Cinebox, the Italian-made cinema juke box, made at the recent Music Operators of America convention—and it was substantial—is small in comparison to the splash the machine appears about to make around the country.

Cinebox executive E. R. Ratajack announced the firm did just under \$1,000,000 "in actual, confirmed orders," nothing short of phenomenal for the short time the machine has been out.

When the machine, listing at around \$5,000, Ratajack came up with a solid 200 or more orders during the three day show. The veteran coin machine executive said he also signed up some 12 distributors at the conclave. Names are to be announced later.

Ratajack added that already almost 200 Cinebox machines are on location around the country. He claims a nine-week average gross of \$130.

Best locations, said Ratajack, are the high traffic areas. He said Cinebox has had excellent results in such places as discount centers, bus stations, air line terminals, motel bars and highway snack bars.

The novel juke box-movie machine combination was easily the most unusual piece of equipment to be shown at a coin machine show in recent years.

The setting at the recent MOA convention did nothing to detract from the appeal either. The machines were housed in a separate room, dimly lit, with red-leopard-clad

maidens serving cool bubbly water to the patrons.

Whatever heat wasn't generated by the milling customers and scarlet ladies, could have come from the torrid dance routines playing on the machine. It looked like Danceland U.S.A.—only with a more mature approach.

When first introduced, Cinebox was offering a diet consisting entirely of foreign travelog-type material. Recently however, the firm has made connections with U. S. record company interests, and a number of U. S. pop artists are slated to produce new releases for the machine (Billboard, September 14).

If all goes as scheduled, Cinebox could become quite a factor in the coin machine business before year's end.

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EUROPEAN NEWS BRIEFS

10-Year Tie

HAMBURG—Nova Apparate Gmgh is observing a decade of its link-up with Rock-Ola. Nova imports the Rock-Ola mechanism and assembles the phonograph in Hamburg, largely from European components. This procedure, introduced when currency restrictions prevent the wide-open importation of juke boxes, proved phenomenally successful. It was the major factor in putting Rock-Ola at the top in Continental sales. The Nova-Rock-Ola tie-up is based to large extent on the friendship of David C. Rockola and Al W. Adickes, the Nova chief.

Introduces Top Tuner

HAMBURG—Erich Schneider is introducing the new Wurlitzer 2700, with the top-tune automatic selector. Wurlitzer 2700 promotion is geared to the theme that while compacts have their place, up-and-coming operators demand prestige boxes with "greater play appeal." The 2700 plays 45 or 33 disks in hi-fi or stereo.

Wall Pinball In

BOCHUM, W. Germany—Comes now the compact pinball. Elektronik - Appratabau Aisch & Melchers KG is introducing what it calls a "world novelty"—Euromat, a wall pinball. The firm says Euromat is designed to meet the demand for more European-designed games.

Euromat was designed on the basis of a poll of operators in all of the European Common Market countries as to what they desired most in a coin game.

It is regarded as a pioneering piece of equipment in this respect—the forerunner of equipment tailored to European tastes. Euromat carries a one-

year guarantee and is completely automatic. It is compact enough to fit the smallest location.

Fringes O. K. in Saar

SAAR—German coin machine manufacturers are catering to employes, who now have some of the best working conditions in German industry.

A prime example is the firm of Dr. W. Hansberg, Neunkirschen, in the Saar, manufacturer of the SAAR soccer game. To get and keep skilled labor in labor-short Germany, the Hansberg firm concentrates its production in a tree-shaded rural setting, and encourages its employes to operate small farms in their free time.

The Hansberg plant is equipped with a large swimming pool, which is open to workers every day. A Hansberg worker reported, "Money no longer is everything with a job. Almost every job pays enough these days. Now it's the extras that count."

Austria Studies Payout

VIENNA—The Austrian trade is studying a proposal for British-style payout machine operation.

This would involve siting payouts in what technically would qualify as private clubs, with entrance restricted to members. It would also permit operators to check and control clientele and, presumably, would meet police objections to certain aspects of past payout operation in Austria.

Payouts were summarily banned 18 months ago. Police objected that minors were patronizing the machines. The private club type of operation also would enable operators, at least in theory, to give prizes for pinball and bingo machines.

May Try Coin Boccie

CADENABBIA, Italy—Chancellor Konrad Adenauer's passion for boccie, the Italian bowling game, is prompting several Italian manufacturers to experiment with production of a boccie coin game. Boccie is an old Italian game akin to English lawn bowling. However, it had lapsed almost into the limbo of forgotten regional past-times until the German leader discovered boccie on his first holiday in Italy six years ago. Adenauer at once became enamored of the game and plays it continually, even at home in Germany. Adenauer's fascination with the game has boomed boccie to new popularity, and Italian game producers are trying to capture some of this popularity for a coin game.

Entertain Visitors

COPENHAGEN—Skandinavisk Grammophon Aktieselskab, Danish subsidiary of E.M.I., is playing host to a stream of visitors representing phonograph manufacturers on both sides of the Atlantic.

The visitors have come to inspect Skandinavisk Grammophon's phonograph set-up. In Denmark, the E.M.I. subsidiary is pioneering the so-called "integrated musical entertainment," which means that the company handles music all the way from the note in the recording artist's throat to the phonograph customer's coins.

In theory, its operation of juke boxes should antagonize Denmark's phonograph operators and stir a hornet's nest in the trade generally. In practice, however, the operation is being conducted smoothly and appar-

ently to the satisfaction of all concerned.

Skandinavisk Grammophon employs its own operators, each with his specific area of responsibility. The E.M.I. subsidiary operates several hundred phonographs, by number a third of all phonographs sited in Denmark.

Recordings under all labels are provided, and no effort is made to monopolize the market for E.M.I. pressings.

Seek Oldest Juke Box

GENEVA—The Swiss Coin Machine Operators' Association has launched a contest to locate the oldest juke box in Europe.

Leading Swiss candidate in the vintage box derby is a phonograph on exhibit at the railway station of Gland. This machine was built by the Swiss inventors Mermod Freres between 1885 and 1890.



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says: **Walter Waldman**
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says: **Irv Blumenfeld**
General Vending Sales Corp.
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Dallas Collections Run Even With 1962; Loan Problem

By O. R. ALLEN

DALLAS—Operator and distributors polled in the Dallas area agree for the most part that business in 1963 has remained just about the same as in 1962.

James Otto, Paradise Music, says collections have held up, even though the number of locations is down a little.

Otto could discern no particular trend in programming, stating that his own programming was, to a certain extent, pegged to the requests of customers. He said he has a number of requests for rhythm and blues numbers and to a lesser extent for jazz.

"Quite often there are requests for gospel numbers," Otto said. But these requests are not so much by titles as by groups such as the Clouds of Joy, the Five Blind Boys and the Theodore Cleveland Group.

Mrs. J. A. Bigbie at Bigbie Music and Cigarette Service said that there is a business increase on her routes caused by new residential areas, new construc-

tion and shopping areas. She noted a number of calls from managers of private clubs in new luxury apartment projects requesting boxes for their locations.

She noted the increasing popularity of country and westerns.

Jim Browning, owner and operator at Big D Music, believed that business is good now and that it is slightly better than last year.

"There are no marked programming trends in the area," he said, adding, however, that, "they are placing more stereo boxes. Personally, my locations are using more country and western because most of my spots are in taverns. I am not using much stereo because the recordings are not available in great quantities in the type music I program."

All interviewed agreed that there are no legislative problems in this area.

Loan Problem

Concerning commissions, loans and bonuses, Browning said, "You almost have to make loans

to get a good location. I have loans on practically every location."

Browning said, "I occasionally suffer a loss. Generally, I take a mortgage on the business fixtures, etc. This cushions a loss, should the location owner not make it. A loan contract is sort of insurance on your location."

He is optimistic about future business, and sees a better year upcoming.

Arthur Rubin, owner and operator at R&M Music Company, said that business is fair, about the same as 1962. Conditions here for making loans are good, he said. You must make a loan to get a location, he added. However, he went on, the obligation of the loans creates protection for your location.

He believes that business will continue about the same.

Sidney Julius, owner-operator of Music Mark, Inc., does not

think business is better than last year, about the same. "However," he added, "Dallas is not a place where expansion is easy because all of the city is dry except one precinct. That cuts possible locations." He said that about the only way to expand is to buy out another route or to merge.

He believes that loans to acquire locations is something with which we have to live.

(Continued on page 86)

*"Colorful! Compact!
Captivating! The new Rock-Ola
Capri II is great. Especially with
optional Full Dimensional Stereo."*



says: **Joe Grillo**
Flower City Distributors, Inc.
Rochester 9, New York

*Fantastic! Never have I
seen such advanced engineering as in
the Rock-Ola Rhapsody II phonograph
and the new Caravelle Cigarette Vendor!*



says: **Carl Happel**
Badger Novelty Co., Inc.
Milwaukee 16, Wisconsin

*You'll like the new
Rock-Ola Automatic Volume
Control. It operates completely
without tubes. Ends that service
problem for good!*



says: **Virgil Kirby**
Arizona Amusement & Vending Co.
Tucson, Arizona

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WITH EXTRA BALL FEATURE**
**2 DROP TARGETS THAT
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BUY THE BEST — BUY WILLIAMS

BULK VENDING

Prospects Seem Ripe for Continuing NVA Upswing

CHICAGO — Milton T. Raynor, National Vendors Association's legal counsel, called last week's director meeting the "first in many years without a major problem."

In a sense, he was right. Not only NVA, but the entire bulk vending industry has just gone through what is probably the best year in its history. And prospects that the upward trend will continue are excellent.

This doesn't mean, however, that everything is peaches and cream. A lot of "minor" problems do exist and it's obvious neither Raynor nor the rest of the membership are taking them lightly.

Don Mitchell, co-counsel with Raynor, set the meeting's first serious note with a warning against some "prominent dangers" in capsule vending.

Mitchell described the capsule business as profitable for operators, distributors and manufacturers. But he warned the trade lest an unrealistic picture be given the public and a lot of "fast buck" interests and other "undesirable elements" invade the industry.

Mitchell also had two specific warnings on machine contents. (1) If any piece in the capsule machine has a retail value in excess of the coin deposited, the machine is subject to the \$250 federal gambling tax. (2) Machines carrying merchandise with a great disparity of value—for example, nickel items mixed with 20-cent items, all vending at a single coin—endanger the machine's status as a legitimate vendor of merchandise.

Adverse Legislation
Mitchell noted that once the machine is taken out of the legitimate merchandise vending category, the bulk industry was in trouble and could be subject to considerable adverse legislation.

Mitchell also made an oblique membership pitch, noting that many of the violations of health and other regulations were by people who were not NVA members and thus not aware of proper operating rules.

"However, these people can hurt the industry as much as anyone else," Mitchell said. "It's important that we get them into NVA to protect ourselves."

Milton T. Raynor followed Mitchell with a more direct reference to membership. He discouraged the idea of assessments or donations to make up a financial deficit. "Such a thing

would weaken the moral fiber of the association," he emphasized.

New Blood
"The only way for the association to stay healthy is to keep getting in new blood," Raynor said.

A resolution aimed at spurring distributors to get more members was also passed. The resolution changed a long-standing NVA policy that its attendance list at conventions be made available to exhibitors.

Under the new ruling, all attendance lists are confidential and exhibitors are further prohibited from soliciting names of guests in any way.

Sponsors of the resolution argued that up to now, distributors were reluctant to bring members (their own operator customers) to the NVA conventions lest the operator be solicited directly by the exhibitors.

Raynor also warned that operators could expect some federal legislative problems because of a general tightening as a result of the Kennedy tax reform program.

A lot of loop holes are being plugged, Raynor said. The government will be increasingly concerned about new sources of revenue.

Rolfe Lobel announced that the association's next convention had been set for the Deaville Hotel in Miami around mid-April. He noted that entertainment had been planned for all three nights.

NVA's 1965 convention is scheduled for New York, simultaneously with the World's Fair in the same city.

Some 75 persons attended last week's meeting. Besides the general meeting, a member of charm manufacturers had exhibits in their hotel rooms.

Oak Victor in Beaver Suit

DALLAS—Oak Manufacturing Company of Culver City, Calif., has been awarded a final settlement in its infringement suit against Beaver Company. Tarlet and Grodin, of this city, formerly Beaver distributors, and defendants in the suit, have now become sub-distributors for the Oak firm under the subsidiary, Jackson Vending Machine Company.

Meanwhile, Thomas P. Mahoney, patent attorney for Oak, and the firm's general counsel, Arnold J. Provisor, have filed suit against Harvey Industries and Harold Probasco. Oak charges Probasco with manufacturing machines under the name, King Koin, incorporating features he helped design for Oak while employed by Oak.

It was also reported that Buy-More Vending Corporation, Baldwin, N. Y., and Hermitage Music Company, Nashville, both have made out-of-court settlements with Oak on other suits.

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* Today Is a Good . . . *
* **5c ROCKET MIX** *
* We've got it!! 18 assorted ring *
* styles with center plugs, and 18 *
* assorted beautiful charms that *
* vend one at a time in your *
* Rocket Charm Machine. *
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The Finest for Vending Flat Pack Products
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BULK VENDORS
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ACORN HOT NUT VENDOR
Fail Safe Mechanism
Coin Control Interchangeable
1c, 5c, 10c, & 25c Or Foreign Coins
One Year Unconditional Guarantee
Easy Portion Adjustment
All Materials Approved By Health Authorities
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THE OAK TREE—6
Will Take All Size Acorn Machines
No Need to Disassemble Upper Row of Machines to Service Bottom Machines
Stand Takes Up Only 1 1/4 Square Feet of Floor Space
Cast Iron Base Weighs 30 Pounds
Base Measures 13x16 Inches
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Wheels Mounted on Rear of Base for Easy Moving
Stand Can Be Assembled and Ready for Use Within 5 Minutes
Assembly Instructions Packed in Each Carton
Shipping Weight 45 Pounds

Time payments available on OAK machines to all distributors

oak MANUFACTURING CO., INC., 11411 Knightsbridge Ave., Culver City, Calif.
Write for the name of your nearest OAK distributor

Never FBI Man, Rollins Asserts

BOSTON — Richard Rollins, veteran bulk vending executive, this week informed Billboard that reports identifying him as a former employe of the Federal Bureau of Investigation are in error.

Rollins had served in several government posts, among them assistant special agent in charge of New England for the Office of Price Administration, in the Department of Agriculture and as an agent for a congressional committee.

However, Rollins emphasized that he never did claim to be connected with the FBI. Currently with Leaf Brand, he formerly held executive sales posts with Cramer Gum and Beaver Vending, resigning from the latter post about three months ago.

CAPSULE IS PUTTY IN EPPY'S HANDS

JAMAICA, N. Y. — Eppy Charms, Inc., introduced a "Bouncing Putty" as a 10-cent capsule item this week. The properties of the putty allow a variety of uses. It can be stretched like rubber, rolled into a ball and bounced, shattered like glass and used as a transfer to pick up print from newspapers. The firm is making a two-color decal available for use in machines merchandising the item. The putty is packed in capsules for shipment.

CIGARETTE MACHINES
National (13 Col.) . . . \$225.00
National 9 M . . . 75.00
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Rowe C-320 (11 Col.) . . . 125.00
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SCRIPTO PEN VENDORAMA
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ASSORTED COLORED GEM SET RINGS
(7 assorted boys' styles set with highest quality imported stones)
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Exclusive distributors for the finest in bulk vending
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Whatever your bulk vending requirements might be, we can serve you.
Always a complete stock of outstanding Northwestern machines, parts and supplies.
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520 Second Avenue, North Birmingham, Alabama
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Eppy Announces Early Yule Deal Premiums

NEW YORK—Christmas may come early this year for customers of Eppy Charms, Inc. According to George Eppy, president of the firm, free Christmas decorations suitable for indoor or outdoor use will be given as premium under two deals currently being introduced.

One deal offers a pair of electric Christmas Candles to any operator who orders a special Eppy charm mix of 9,000 assorted plated charms.

Standing 39 inches high, the candles are a bright red with an orange flame and a golden base, and are illuminated by an approved cord set which lights bulbs inside the flame and candle.

The other deal available to operators offers an electrically illuminated Santa Claus and Reindeer set for every purchase of \$100 worth of Eppy's charm and gimmick assortments. The three-dimensional set includes a colorful Santa riding a sleigh plus two prancing reindeers. Molded of sturdy plastic, the illuminated set stands almost three feet tall and is approximately five feet long. The deal itself consists of some 17,000 assorted charms and gimmicks. Included in the package are Plastic Clowns, Penguins, Space Ships, Gold Loving Cups, One Piece Bullets, Gold Plated Footballs, Plated Furniture, plastic Travel Cases, the series 45 and 57 charms, the Competition mix and the 25 Gimmick mix.

Orders may be placed at any Eppy warehouse. The deal expires on November 30.

Gagliardi Dies

PHILADELPHIA — Michael Gagliardi, 34, manager of Active Amusement Company's parts department for 18 years, died here Saturday (24). He leaves a wife and three children. Gagliardi began working for Joe Ash at Active while he was a high school student.



THE VERSATILITY of Acorn bulk vendors by Oak Manufacturing Company, Culver City, Calif., is shown at the Baby Zoo of Jungleland in Thousand Oaks, Calif. This one, filled with pellets for animals, has a diversified clientele of a llama, goats and people. The pellets sell for 5 cents.

—Photo by Sam Abbott

Weird-O's Just the Thing For Kiddies in Supermart

DENVER—The most profitable mix in the entryway to large supermarkets has definitely swung away from food items to novelties, according to Frank Thorwald, dean of vending route operators here.

At the entryway, where children naturally pause as soon as they enter, Thorwald has taken advantage of the psychological impact of weird-o's, varmints, and capsule novelties to start children clamoring for such items on sight.

The more grotesque or frightening a weird-o may be, the greater market it seems to have for youngsters, and even teenagers, Thorwald reports.

For example, at a large King Sooper in the Western suburbs of Denver, one of his weird-o vendors shows worms crawling out of apples, rolling eyes, faces expressing horror, etc. Varmints, tarantulas, spiders, eight-armed octopi, fuzzy caterpillars and varieties of worms show far better returns than would customary gum and confections.

Thorwald points out: "You can't fight popularity." By

maintaining non-edible specialties such as this at every possible supermarket entrance location, he maintains he has picked up volume substantially. Farther inside the store, near the cash registers, gum, peanuts, candy corn, jelly beans, maintain their consistent popularity, but up front it takes something spectacular and out of the ordinary to literally stop entering children in their tracks.

Seek Trade Lexicon

HAMBURG—German phonograph manufacturers are supporting efforts to compile a universal service lexicon, which standardizes, in all the main languages the names for phonograph parts and servicing procedures.

At present, translation between languages is catch-as-catch-can, with no two servicing experts, in different language areas, necessarily agreeing on the standard term for a part, once it is translated from German into English or from French into Spanish.

A definitive phonograph lexicon is required, according to a proposal before the German trade, to facilitate exports, and languages should include German, English, French, Italian and Spanish — and possibly Arabic.



2 RINGS FOR 10c

Machines Empty Faster With These Beauties in 'Em

Here's value that pleases all mothers . . . will please you, too.

Widest variety — over 60 different rings. All stoned. Unlimited combinations.

ONLY \$38.00 per M Capsuled Labels available.

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5 Skillman Street * Roslyn, N. Y. Phone: 516 MA 1-5500

New ACORN 200 Capsule Vendor

5c, 10c or 25c Vend—11-Lb. Globe



This new Capsule vendor has the industry talking. Will pay for itself on one loading. Will accurately vend capsules filled with lighters and other select jewelry items.

We have largest variety of 5c, 10c and 25c capsule items in stock. New items are always coming in. Send for list #609 of these fast-moving items.

Write for complete catalog of new and reconditioned machines.

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NOW! SOMETHING NEW TO KEEP 10¢ CAPSULE MACHINES HOT!

Fire Away 2-STAGE Feather Rocket

SHOOT'S UP TO 200 FT. INTO THE AIR!

USES HARMLESS CAPS (Included) IN CAPSULES (10¢ VEND) — \$40./M FOR PRIZES (packed with 6" feather) — \$55./M

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HEADQUARTERS FOR LARGEST SELECTION OF SUPER 10c CAPSULE MIXES

Write for free information on 10c Capsule Vending and illustrated price lists of other vending items.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

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World's Largest Selection of Miniature Charms



10c ATLAS MASTER Capsule Vendor

Northwestern MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



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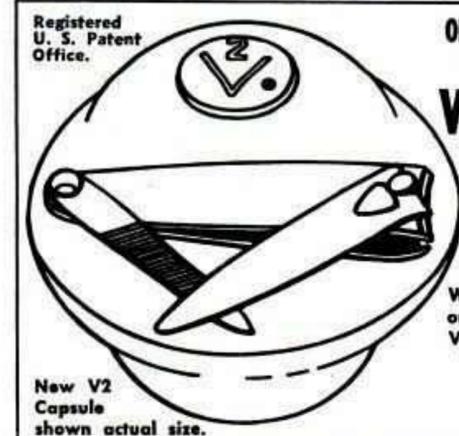
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N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. Model #33, 1c Porc. Converter for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00
Accorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.74
Pistachio Nuts, Jumbo Queen, White	.67
Pistachio Nuts, Large Tulip	.72
Pistachio Nuts, Vendor's Mix	.65
Pistachio Nuts, Sheik, Red	.55
Cashew, Whole	.64
Cashew, Butts	.61
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.37
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.47
Hershey-els	.47
Rain-Blo Gum, 72 ct.	\$.32
Mail-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Blo Ball Gum.	.34
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.

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Say You Saw It in Billboard

All Hands Applaud Chicago MOA Dinner

CHICAGO — The big Music Operators of America banquet show wasn't quite the marathon it was some years ago—but it came close.

Last week's extravaganza paraded some 12 acts across the stage in almost three hours—a virtual throw-back to the days when MOA shows often ran as much as five hours with as many as two dozen acts on the bill.

A lot of operators felt the comparatively short shows of recent years lacked the excitement of the old-time dazzlers, so the bell was again rung for Hirsh de La Viez of Washington, who came through in the best of traditions.

Bennett Shows

As is usual, the MOA wingding had a few surprises—in this case, the unexpected appearance of Tony Bennett, who wound up the show with a medley of his favorites.

The operators also got a treat with a special "MOA Song,"

done by the J's with Jamie (Columbia). It was a parody to the tune of Wimoweh, and while a bad mike may have kept a lot of the audience from catching every word, there was no loss of appreciation from the hundred or so sitting up front.

RCA Victor's Joe Williams opened the evening and thereafter followed such names as Al Martino (Capitol), Nina Gaylo (Heartbeat), Li'l Wally (Jay Jay), Billy Barnett (Mt. Vernon), the Mark V (Heartbeat), and Roy Clark (Capitol).

Henny Youngman's humor supplied a welcome change of pace, as did the dancing of the Rudy Noel troupe and the magic of Jimmy Ravel. Sig Sakowicz supplied considerable color — both with his emcee antics, and his chameleon-styled changes of tuxedo jackets that alternately splashed red, silver, beige and a few other modest shades over his equally modest 300-pound svelt outline.

B. Lazar Dies; Founder of Pittsburgh Firm



B. D. LAZAR

PITTSBURGH—Benjamin D. Lazar, who founded the B. D. Lazar Company here in 1919, died here recently. Lazar came to this country from Rumania as a young boy, was graduated with honors from Homestead (Pa.) High School and earned a four-year scholarship to the University of Pittsburgh, where he was graduated summa cum laude.

He was a veteran of World War I and was active in the civic and religious life of Pittsburgh.

Lazar built up his distributorship to a state-wide organization which at one time had branches in Philadelphia, Scranton and Reading. For the last several years he was the Rock-Ola distributor for Western Pennsylvania.

His brother, Josiah D. Lazar, who was a co-founder of the firm, takes over as president.

Other survivors include his wife and two daughters, Mrs. Betsy Kanarek and Mrs. Learita Garfield.

Ops Run Democratically

COPENHAGEN—The Danish coin machine trade reports great success with operating its trade organization, Dansk Automat Brance, on "town hall meeting" lines.

Dansk Automat Brance claims to be "the most democratically conducted trade organization in the world." It has a membership

of 50. The membership meets semi-annually, rotating meetings from town to town.

There are no committees. Instead, all problems are discussed openly and decisions are taken by a majority vote of the entire membership. The organization was formed for phonograph operators but opened its membership to operators generally a year ago.

Truly a revolution in the industry! That's the new Rock-Ola Rhapsody II and the Advanced Design Caravelle Cigarette Vendor.



says: **Michael J. Stanley**
Michael J. Stanley Co.
Mercer Island
Seattle, Washington

"At last, a "money counter" you can depend on for trouble-free precision operation. Rock-Ola scores again in '64!"



says: **Al Levine**
Music & Vending Corporation
Boston, Massachusetts

Greatest combo yet—the Rock-Ola Capri II and the new Advanced Design Caravelle Cigarette Vendor!



says: **Fritz Stanislav**
Pan American Sales Co., Inc.
San Antonio 10, Texas

Terrific together—the Rock-Ola Capri II and the new Advanced Design Caravelle Cigarette Vendor!



says: **Gordon Stout**
Gordon Stout Company
Pierre, South Dakota

For trouble-free performance, easy servicing, it's Rock-Ola '64! Design simplicity right down to the plug-in needle cartridge, snap-in diamond stylus!



says: **Abe Susman**
State Music Distributors, Inc.
Dallas, Texas

Whirling Dervish Shown at MOA

CHICAGO—A bowling game which incorporates the principle of a variable speed turntable was introduced here last week by Forward Industries, Inc. The Whirling Dervish features a shuffle-type game that offers revolving turntable target on the floor of the alley.

The idea of the game is to roll the ball across rollover switches located next to out-holes, and onto the turntable which has two holes, one marked with the Whirling Dervish emblem.

As the ball drops through the hole a bell rings, the shoot again sign on the back glass lights up and drum units score the number of points a player has earned.

Should a player miss the Whirling Dervish hole he still scores for dropping into any of the other pockets on the base table or on the turntable. Points are awarded on the speed with which the turntable is spinning when the ball drops through the dervish hole.

Point values for each roll are flashed on the back panel prior to the players shot, and will remain the same for both players if two are playing.

The one-or-two player game offers 10 shots for a dime plus a free ball for every shot that goes through the Whirling Dervish hole.

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25 BOWL-A-RAMAS 20" size, 8' Sections available. WRITE FOR PRICES. 25 AML L-200. SPECIAL PRICE	Rowe refrig. \$275 5s Sandw. 375 Tasty 20 candy (Rowe) 375 Seventy-seven Candy 195 Fruit-O-Matic 4s 475 Du. Grn. CandyMery 150 8s 185 Hebel 3s Ice Cream 225 Hebel 5s Ice Cream 375 Vendo 210 Ice Cream 375 Vendo 210 Milk 375 Hollywood Popcorn 110 Keeney Cup Popcorn 225 Automatic Popcorn 135 National 11 Cig. 165 Continental 20 Cig. 185 Continental 30 Cig. 225 DuGrenier 11 Cig. 125 Eastern 22 Cig. 125 Seeburg 22 Cig. 175 Rowe Ambas. 14 Cig. 125 Smokeshop V-18 Cig. 185 Bottle Vendors 4s 185 Rowe Showcase 5s 235 Pastry 145 Stoner 80 Pastry 145 Cole 3s 295 Apco Coffee Shop 295	Auto Test 4425 Bally Little Champ 295 Bally Fire Engine 395 Bally Western Express 425 Bally Speed Boat 395 Big Bronco 295 Chuck Wagon 425 Cow Pony 425 Champion Horse 395 Elsie The Cow 225 Highway Patrol 595 Helicopter 595 Kamel Ride 495 Lightning Horse 295 King's Choo-Choo 250 Moon Rocket 595 Motorcycle 325 Indian Scout 595 Pony Express 175 Round World Trainer 395 Space Ship 275 Sandy Horse 350 See-Saw Clown 225 Twin Merry-Go-Round 295 Toonerville Trolley 375

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2029 PROSPECT AVE. CLEVELAND 15, OHIO
All Phones, Tower 1 6715

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Sales Manager

A terrific team for top profits—the Rock-Ola Rhapsody II and the new Advanced Design Caravelle Cigarette Vendor!



says: **H. B. Brinck**
H. B. Brinck Co.
Butte, Montana

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Memphis Running Out of Coins

MEMPHIS — Coin-operated machines of all types, pay phones, parking meters and sandwich and plate lunch machines in industrial plants are the major factors which have caused an acute coin shortage in Memphis, the Federal Reserve Bank branch reported last week.

J. P. Garbarini, assistant cashier, said the city is using twice as many coin as six years ago.

Another factor causing the shortage, he said, is a policy of Southern Bell Telephone & Telegraph Company and several banks to ship coins out of town. The phone company ships coins to its Nashville office. (Nashville has a surplus of nickels and dimes.) Local banks ship coins to smaller banks in the Midsouth area.

Coin Machine Growth

But the major factor, said Garbarini, is the tremendous growth of coin-operated machines in the past few years in this area.

Operators deposit coins in local banks, but bankers say these deposits are not adequate

to meet current coin demands and they must go the Federal Reserve Bank for more.

"There was no great demand for half dollars until the advent of the phonographs which took

half dollars, coin changers and self-service dry cleaning plants," said Garbarini. "If cigarets were increased from 35 cents to 50 cents in vending machines, there would be an even greater demand for the half dollar."

Coins Flow Out

He said Memphis is called a "lost coin city" by the Federal Reserve Bank because coins flow out rather than in. He said the Memphis branch must acquire from government mints or other reserve bank branches 72 per cent of its pennies, 76 per cent of its dimes, 35 per cent of its quarters and 33 per cent of its half dollars.

"If a coin shortage were to develop all over the country it would send us begging," said Garbarini. If this develops, a local financial crisis would follow, he said.

Bottlers estimate there are

10,000 soft drink machines in the city. Cigaret machine operators have some 2,500 machines on location. A survey showed another 10,000 machines of assorted type, not counting coin phones, said Garbarini. This includes about 1,000 phonographs and 500 games.

With this total, more than \$70,000 in coins are tied up in machines at all times, he said.

Wurlitzer Puts Emphasis on Programming

CHICAGO—Wurlitzer placed the emphasis on programming at its MOA exhibit, with machines set up featuring the Ten Top Tunes, Golden Oldies and the MOSS pack.

The first-named is Wurlitzer's 10-tunes-at-a-time feature, with selections made from top-selling singles. Golden Oldies uses the Ten Top Tunes feature, but limits programming to standards, mostly nostalgic material. The MOSS pack features five 33 stereo singles taken from top-selling albums.

Wurlitzer bowed its new 5121 speaker which fits on the company's wall boxes and enables the operator to get the effect of a new speaker without buying the entire wall box unit. Selling for about \$40, the speaker may be mounted on all Wurlitzer Model 5200 and Model 5250 wall boxes by use of a simple drilling template.

The company also distributed a four-color folder promoting the MOSS pack and telling operators that the album cover holder for displaying the sleeve miniature is available through Wurlitzer distributors.

Jerry Lambert Named Head of Conn. Ops

HARTFORD, Conn. — Jerry Lambert was elected president of the Music Operators of Connecticut at a recent State-wide dinner meeting at the Shoreham Oaks Motor Inn here.

Other officers elected were Phil Tolisano, vice-president; Frank Marks, secretary; Tony Wilkas, treasurer; Mike Banas, sergeant at arms, and Joe Ficca and Isadore Resnick, delegates at large.

Guests included Carl Pavesi, president of the Westchester Operators Guild; Eddy Berest, president of the Cigarette Operators Association; Jim Hunter and Phil Sweeney, from the Wurlitzer Boston factory branch; Irv Kempner, Runyon Sales; Mac Perlman, Atlantic-New York Corporation, and representatives from Dave's One-Stop and Globe Records.

Abe Fish, past president, spoke on diversification and the need for local associations.

BUY
Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

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

Never have I seen such easy serviceability! The Rock-Ola Capri II and the new Caravelle Cigarette Vendor will truly amaze you!



says: Peter J. Geritz
Mountain Distributors
Denver, Colorado

Styling was never so magnificent! The Rock-Ola Rhapsody II and the new Advanced Design Caravelle cigarette vendor top them all!



says: Vic Conte
Victor Conte Music Co.
Utica 3, New York

"Terrific! Just Terrific! Never before so many outstanding features on two magnificent phonographs. You've done it again, Rock-Ola!"



says: H. R. Sanders
Sanders Distributing Company
Nashville 10, Tennessee

You'd have to see it to believe it! Every component in the new Rock-Ola Caravelle Cigarette Vendor slides out completely without need for tools!



says: David Stern
Seacoast Distributors, Inc.
Elizabeth 4, New Jersey

"If you want magnificent sound...remarkable versatility, you'll go for the new Rock-Ola Rhapsody II."



says: Gil Kitt
Empire Coin Machine Exchange
Chicago 22, Illinois

THANK YOU, Mr. Distributor
THANK YOU, Mr. Salesman
THANK YOU, Mr. Mechanic
THANK YOU, Mr. Operator

We offer our sincere appreciation for all your efforts in the past in making our line the success it is, and for the wonderful reception you have given our new line of coin and non-coin operated pool tables at the M.O.A. Show.

Irving Kaye Co. Inc.

363 Prospect Place, Brooklyn 38, N.Y. STerling 3-1200

"Built up to a standard, not down to a price."

the
FUTURE
with a
promise



Osca on Feet

AMSTERDAM — Holland's home-grown phonograph, the Osca, is getting sea legs. Osca is winning popularity—and sales—as the "yachtsman's music hall." The Dutch phono-

graph's compact format makes it ideal for installation in yachts and power boats, as well as larger craft. Some Dutch shipyards are now offering the Osca as standard equipment. Two yachts recently launched for tycoons have a total of six Oscas sited at various locations aboard ship. For the seagoing trade, Osca can be mouted in a gyroscope chassis.

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

Just think of it! Even the Control Center on the new Rock-Ola Caravelle Cigarette Vendor slides out completely without need for tools.



says: **T. W. Hughes**
S & H Distributing Co., Inc.
Shreveport, Louisiana

You'll have to see it to believe it! The amazing design and engineering of Rock-Ola Rhapsody II and Capri II phonographs, and the new Caravelle Cigarette Vendor.



says: **John Wallace**
Allied Sales Company
Oak Hill, West Virginia

"Orchids to Rock-Ola" The new Capri II and the Advanced Design Caravelle Cigarette Vendor are truly magnificent.



says: **Joe McCormick**
Musical Sales, Inc.
St. Louis 3, Missouri

"If you want magnificent sound . . . remarkable versatility, you'll go for the new Rock-Ola Rhapsody II."



says: **Paul Laymon**
Paul A. Laymon, Inc.
Los Angeles 15, California

At Random at MOA



Panel Set Up to Determine MOSS Future Releases

NEW YORK — A six-man panel — three operators, two one-stops and a Billboard representative—has been set up to determine the programming for future releases of the Music Operators Stereo Service.

MOSS is a bi-weekly programming service sponsored jointly by Rock-Ola, Rowe-AMI and Wurlitzer. The product consists of a five-pack of 33 stereo selections taken from five best selling albums. Each single is accompanied by a four-color

album reproduction for display on the juke box, and five title strips.

Operators on the panel are Byron Waggoner, Wichita, Kan.; John Trucano, Deadwood, S. D., and Mrs. Vivian Sweet, Madison, Wis. Lew Choate, Seattle One-Stop, Seattle, and Fred Sepiora, Singer One-Stop, Chicago, are the one-stop representatives. Marty Klein, MOSS co-ordinator, represents Billboard.

Every other week the panel

will be sent the five albums selected by Billboard's review panel from weekly Album Spotlights and LP chart listings.

From the material available on these albums, the panel selects the 10 sides to be used in the MOSS release. Selections will be limited to material not available elsewhere as singles.

The panel will also recommend albums from which future MOSS packs could be compiled, and its recommendations

(continued)

French See Cinema Juke Box Winning Battle for Acceptance

PARIS—Many French trade experts now feel that the world phonograph operating trade is on the verge of a technical revolution—the cinema juke box.

France is the center of the film phonograph trade, which is now two years old. Reports arriving here from the Continent and from Britain, strongly indicate that the film phonograph

is winning the battle for acceptance, despite the strong reservations still held by many trade leaders.

Robert Charlot, president of the French trade association, S.N.P.A., believes the film phonograph is already a fact of operating life, and both a challenge and opportunity to the getting operator.

"You must give the French manufacturers credit," says Charlot. "The United States, usually so far ahead in equipment for the coin machine trade, so far has developed nothing like it. The cinema juke box is certain to expand, particularly in Europe."

Most trade analysts here draw a parallel between radio and television in trying to pick a trade niche for the film phonograph. While there will always be a place for the phonograph,

(continued)

Rock-Ola Bows New Line To Operators at MOA

CHICAGO—Operators from around the country got their first look at Rock-Ola Manufacturing Corporation's new Rhapsody II and Capri II phonographs and Caravelle cigaret vender at last week's Music Operators of America convention at the Morrison Hotel here.

The new models had previously been shown at a series of regional distributor meetings and are slated for showings around the country during the Rock-Ola distributors' official open house week September 16-21.

Both the new 160-selection Rhapsody II and 100-selection Capri II play 45's and 33's interchangeably, and both, of course, are stereo. The Rhapsody II also comes in a 418SA version which plays a seven-inch Little LP.

The Caravelle cigaret machine is a 20-selection, all-electric model.

Rock-Ola also introduced new wall boxes (160 and 100-selection models), new eight-inch and 12-inch auxiliary speakers, new remote volume control unit and a universal wall box bar bracket.

Both the Rhapsody II and Capri II have been modernized

and restyled from the previous year. Highlights of each of the models include:

Rock-Ola Mech-O-Matic Intermix Changer intermixes 33's, 45's, stereo and monaural records in any bank, in any sequence. The 7-inch LP can also be intermixed on the Model 418SA. The unit has no wires,

(continued)



CAPRI II

Seeburg Issues 4th Edition of Little Catalog

CHICAGO — The Seeburg Sales Corporation this week released the fourth edition of its Little LP catalog — seven-inch 33 stereo disks with three bands to a side.

Some 420 selections are contained in the catalog, 118 more than were in the last edition which was issued in May. Seven new labels — Checker, Grand Award, London-American, Monument, Pacific Jazz, Smash and Telefunken—bring the total of labels to 45.

The catalog has an international flavor — with British, Italian, Portuguese, Spanish and Hawaiian albums.

The 52-page catalog contains cover reproductions of the 420 albums, list artists alphabetically in each of nine musical classifications. All tunes titles in each album are also listed.

Neb. Operators To Get Report on MOA Conclave

COLUMBUS, Neb. — Nebraska operators will receive a full report on the recent Music Operators of America convention when the Music Guild of Nebraska holds its regular fall meeting here at the Evans Hotel September 14-15.

President Frank Holys and Mrs. Holys and Mr. and Mrs. Doc Strol will be hosts. The meeting will feature equipment exhibits, a business meeting, plus a swinging two-day social program. A cocktail party and dinner will be held Saturday evening with a wind-up banquet Sunday.



RHAPSODY II



CARAVELLE

Recent

STEREO RELEASES

for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

- NANCY WILSON—Broadway—My Way Capitol
- JOHNNY MATHIS—Rapture Columbia
- THE MILLS BROS.—The End of the World Dot
- AL MARTINO—The Exciting Voice Capitol
- DINAH WASHINGTON—Drinking Again Roulette
- CHARLESTON CITY ALL STARS—The Roaring 20's Grand Award
- TAMMY GRIMES—The Unmistakable Tammy Grimes Columbia
- FATS DOMINO—Here Comes Fats Domino ABC-Paramount

Pop Instrumental

- JOHNNY LONG—Golden Hits Everest
- PETER DUCHIN—At the St. Regis Decca
- BOOTS RANDOLF—Yakety Sax Monument
- LAWRENCE WELK—1963's Early Hits Dot
- TONY MOTTOLA—Romantic Guitar Command
- THE SUNSETTERS—Music After Sunset Heartbeat
- CHARLIE SPIVAK—Sweet Trumpet in Soft Moonlight Decca

Jazz/Rhythm & Blues

- SONNY ROLLINS—Brass & Trio Verve
- HANK BALLARD—Jumpin' King
- GERALD WILSON—Moment of Truth Pacific Jazz
- KAI WINDING—Suspense Themes in Jazz Verve
- SONNY STITT—At the D.J. Lounge Argo
- VARIOUS ARTISTS—The Compositions of Dizzy Gillespie Riverside

SEEBURG ARTIST OF THE WEEK

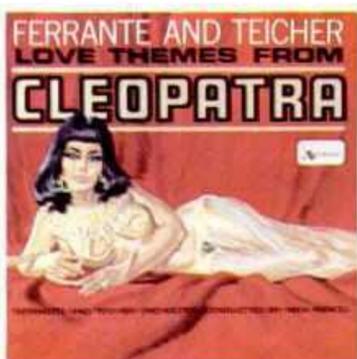
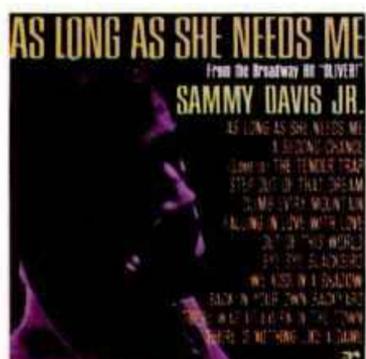
- GUY LOMBARDO—Lombardo With a Beat Capitol (Pop Instrumental)
- LITTLE JUNIOR PARKER—Driving Wheel Duke (R&B Vocal)
- THE SMOTHERS BROTHERS—Two Sides of the Smothers Brothers Mercury (Folk Vocal)

All titles listed are custom 33 1/2 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York, N. Y. 10036.

MUSIC OPERATORS STEREO SERVICE

<p>BYE BYE BLACKBIRD RSI • SAMMY DAVIS JR. • STEREO</p>
<p>WE KISS IN THE SHADOW From Reprise Album "As Long as She Needs Me"</p>
<p>TAKE GOOD CARE OF MY BABY RSI • ANITA KERR • STEREO</p>
<p>JOEY From RCA Album "Tender Words"</p>
<p>DEVOTION RSI • FERRANTE & TEICHER • STEREO</p>
<p>SANDS OF TIME From U.A. Album "Love Themes From Cleopatra"</p>
<p>END OF A LOVE AFFAIR RSI • GLORIA LYNNE • STEREO</p>
<p>THIS COULD BE THE START OF SOMETHING BIG From Everest Album "Gloria Lynne at Las Vegas Thunderbird"</p>
<p>TROUBLE IN MIND RSI • JIMMY SMITH • STEREO</p>
<p>I CAN'T STOP LOVIN' YOU From MGM Album "Hobo Flats"</p>

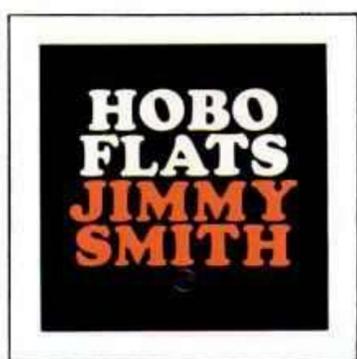
RECORD SOURCE INTERNATIONAL AND **ROCK-OLA** OFFER MUSIC FOR ADULT PROGRAMMING THROUGH **MUSIC OPERATORS' STEREO SERVICE**



YOUR FAVORITE HIT TUNES
Selected for your listening pleasure
FROM THE BEST OF LP ALBUMS
See 33 1/3 stereo title strips below



HEAR THEM NOW
IN FULL DIMENSIONAL
STEREOPHONIC SOUND
BY ROCK-OLA



**A STEREO FIVE PACK OF THE
10 TOP CUTS FROM THE BEST
LP SHOW TUNE ALBUMS**

**PICKED BY BILLBOARD'S
MUSIC EXPERTS FROM ALL
THE TOP LABELS**

**RECORDED ON 7-INCH 33-1/3
RPM MICROGROOVE RECORDS**

**A NEW PACK OF FIVE M.O.S.S.
PICKS DELIVERED ANYWHERE
IN THE UNITED STATES IN**

**ANY QUANTITY EVERY TWO
WEEKS AT GOING ONE-STOP
RATES**

**IT'S THE GREATEST EXTRA
PLAY-PROMOTING, MONEY-
MAKING SERVICE EVER
OFFERED MUSIC OPERATORS**



SIXTH RELEASE
Bye Bye Blackbird
RSI • AS LONG AS SHE NEEDS ME • REPRISE • STEREO
We Kiss in the Shadow

Take Good Care of My Baby
RSI • TENDER WORDS • RCA • STEREO
Joey

Devotion
RSI • LOVE THEMES FROM CLEOPATRA • U.A. • STEREO
Sands of Time

End of a Love Affair
RSI • GLORIA LYNNE AT LAS VEGAS THUNDERBIRD • EVEREST • STEREO
This Could Be the Start of Something Big

Trouble in Mind
RSI • HOBO FLATS • MGM • STEREO
I Can't Stop Lovin' You

This all-new Rock-Ola Album Sleeve Holder Insert can be ordered by Rock-Ola Operators from their local Rock-Ola Distributors for the Rock-Ola Rhapsody II, Model 418 or the Capri II, Model 414, De Luxe Stereo Monaural Phonographs. Attractive miniature album covers display Rock-Ola showcase tunes and special stereo title strips permit easy patron selection. Miniature album covers and special title strips are furnished complete in each M.O.S.S. five pack.

WITH THE ROCK-OLA FULL DIMENSIONAL SOUND SYSTEM, THE SOUND OF THESE 33 1/3 STEREO RECORDINGS VIRTUALLY COMES TO LIFE... RICH IN TONE, CRISP AND CLEAR AS NEVER BEFORE HEARD FOR COMPLETE CUSTOMER ENJOYMENT. SUBSCRIBE TODAY TO THIS NEW HIGH-PROFIT SERVICE. SEE YOUR LOCAL ROCK-OLA DISTRIBUTOR, OR WRITE: RECORD SOURCE INTERNATIONAL, 1564 BROADWAY, NEW YORK 36, N. Y.

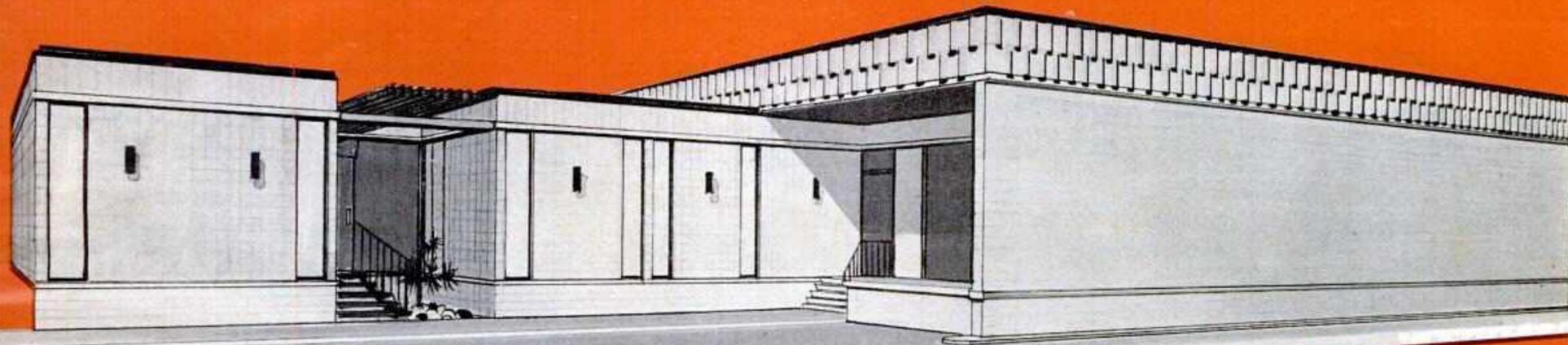
LOOK TO

ROCK-OLA

FOR ADVANCED PRODUCTS FOR PROFIT

ROCK-OLA MANUFACTURING CORPORATION
800 NORTH KEDZIE AVENUE • CHICAGO 51, ILLINOIS

SANDLER DISTRIBUTING COMPANY Builds Impressive New Quarters



President Irving Sandler, a veteran in the coin machine business, presides over one of the finest distributor setups in the industry.



Solly Rose, Sales Department and Robert Crosby, Service Manager and Irv Sandler plan their Grand Opening festivities.

WURLITZER DISTRIBUTOR OPENS "THE DOORWAY TO FRIENDLY SERVICE"

One of the real power houses in the automatic music business, Sandler Distributing Company open their new quarters at 236 Girard Avenue North, Minneapolis, Minnesota, Sunday, September 22.

Long a Distributor for Wurlitzer phonographs and remote equipment, Sandler Distributing's new quarters will find few rivals in the industry for beauty, convenience and facilities to serve phonograph operators.

Wurlitzer congratulates Sandler Distributing Company. Their service to Wurlitzer operators, long recognized for its excellence, is sure to attain even greater heights in these tremendous new quarters.

You Get the Big Money Makers from
WURLITZER

THE WURLITZER COMPANY • 107 YEARS OF MUSICAL EXPERIENCE
NORTH TONAWANDA, NEW YORK



BOB EDINGER, regional sales manager for Rowe AC Services, presents a "Top Distributor Award" to Paul Cohen, Herb Rosenthal and Bill Hamel of Banner Specialty Company, Pittsburgh, top winner in region II of Rowe AC accelerated sales contest.

Kaye Shows New Tables

CHICAGO—The Irving Kaye Company presented a colorful display of its new professional and home-use lines and introduced its Mark V, latest in the El Dorado series of coin-operated pool tables at the MOA convention. Also presented in the company's seven-booth display area were modifications on the older lines.

Irving Kaye, president of the firm, along with Art Daddis, sales manager, and Howard Kaye, introduced the Mark V pool table, a regulation four and a half by nine-foot six-pocket table that utilizes a three piece slate top.

The new model, along with the earlier models of the El Dorado series, is available with complete Formica finish, in addition to the stained wood finish which has been standard with the older tables.

New Features

Other new features added to new and previously existing models are: Large casters which enable the operator to level the table without having to lift it off the ground; and a battery-operated electric drop chute which replaces the standard ABT chute which replaces the standard ABT push chute. This latter feature is now available on the Klub Pool as well as the new jumbo models exhibited here. Matching the new optional finishes on the tables is a complete range of pastel colored cloths available on all existing models in addition to the new tables.

The coin operated lines shown at the convention included the De Luxe Continental line, designed specifically for billiard parlor use. These six-pocket tables are standard professional size four and a half by nine feet. The Ambassador series, also premiering at the show, is a non-coin operated table constructed for home use. It is available in the standard professional size and is a six-pocket model.

Both the Continental and Ambassador lines are available with optional finishes, colored cloth tops, and the new caster leveling feature.



Drive for Payout O. K.

PARIS — French operators are organizing a campaign for the restoration of payout machines, which were banned in 1937.

The French operators' association is petitioning for canceling of the payout ban on the grounds that conditions prompting the ban no longer prevail, and that experience in West Germany has demonstrated that

payouts can be operated without complaint, insofar as infringement of the law is concerned.

French payout machines were introduced at the turn of the century and operated without serious difficulty until the first world war. Operation resumed after the first war and proceeded harmoniously until big-stakes machines were introduced in 1929, which brought payouts generally into disrepute.

At last! A cigarette vendor with famous Rock-Ola design simplicity. The new Caravelle is really the last word!



says: **Robert "Bob" Nims**
A.M.A. Distributors, Inc.
New Orleans, Louisiana

The new Rock-Ola Caravelle Cigarette Vendor hasn't skipped a trick. It even offers an optional "match saver" feature that vends matches with each pack, or requires customers to press match button.



says: **Budge Wright**
Western Distributors
Portland 5, Oregon

Now at last! Famous Rock-Ola Design Simplicity in two great products: the Rock-Ola Caravelle Cigarette Vendor and smart new Rock-Ola Rhapsody II.



says: **Frank, Jack, Tom, Joe Greco**
Greco Brothers Amusement Co., Inc.
Glasco, New York

Designed to be the talk of the industry. That's the new Rock-Ola Advanced Design Caravelle Cigarette Vendor. And no wonder with features like finger-tip price change controls!



says: **Strike Rothrock**
Amusement Distributors, Inc.
Houston, Texas

For top vending versatility, the new Rock-Ola Caravelle Cigarette Vendor has really got it! Lets you vend promotional items—socks, lighters—even merchandise them in attractive display circle.



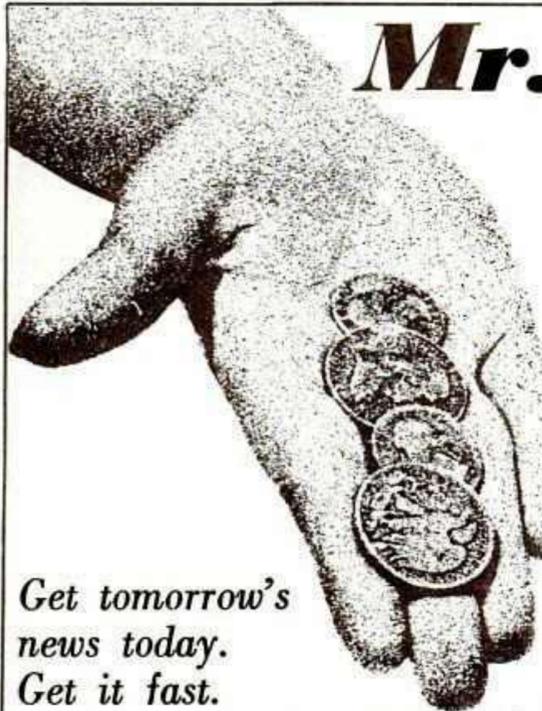
says: **Joe Ash**
Active Amusement Machines Co.
Philadelphia, Pennsylvania

A terrific team for top profits—the all new Rock-Ola Caravelle cigarette vendor and the Rhapsody II phonograph.



says: **Earl Montgomery**
S & M Distributing Co.
Memphis 4, Tennessee

Mr. Coin Man



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

Weekly dollars and sense information in every area of your fast-paced industry . . . profit ideas—current trends and forecasts—legislation affecting your operation—new machines—new products—new services—new money-making ideas.

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Get it fast.
Get it often. Get Billboard.

'HUNTLEY-BRINKLEY SEG' MAY FEATURE CINEBOX

PHILADELPHIA — A report on the Cinebox, Italian-made cinema juke box, may be presented on the "Huntley-Brinkley Show" over NBC-TV, according to Dave Rosen, local Cinebox distributor. Rosen reports that an NBC camera crew, headed by manager Tom Barrett, spent several hours filming the Cinebox installation at the B.M.S. Amusement Arcade in Asbury Park, N. J. Barrett said that the film will be considered for a future Huntley-Brinkley program. Rosen has been active in promoting coin machines on local radio and television. He recently arranged for a film on automatic merchandising to be shown over WRCV-TV here.

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64 Pages—Fully
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Eye Italian Court Ruling

By SAMUEL STEINMAN

ROME — Watchful waiting appears to be the keynote of the automatic games industry in Italy as a result of the filing of the Constitutional Court's (highest in the land) decision holding the licensing provision known as "Article 110" for automatic games unconstitutional. The decision handed down June 28 now opens way for new regulations from Department of Interior which is being awaited by the industry.

The decision destroyed the old definition concerning "games of chance," holding that the definition must be more specific such as "aleatory games" (depending on a throw of the dice, so to speak) and "apparatuses for aleatory games."

Thus, it becomes entirely wrong for local authorities to refuse to license vending and amusement games on the ground that the section gave them full control over installation and use of all automatic machines.

While the law would seem to make the unlimited installation of juke boxes, pinball machines and vending apparatuses possible, there has been no rush to take advantage of the situation pending a fuller announcement of licensing requirements since the court decision did reserve an area of determination where certain machines might be regarded as anti-social.

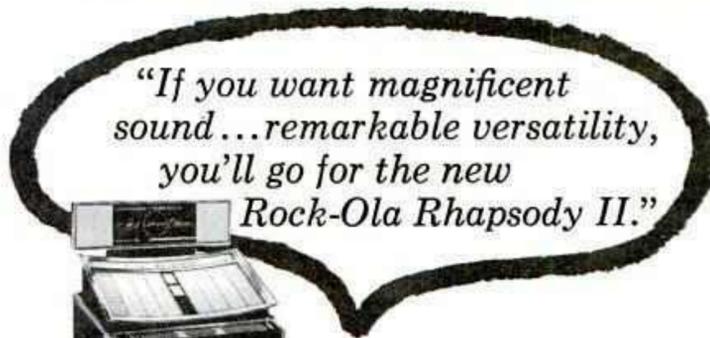
SAPAR, Italian automatic machine organization, is urging

that the interior minister organize a mixed commission including industry, government and public representatives which would examine each machine manufactured or imported and decide whether or not it met the requirements of the newly defined law.

In order to strengthen its position in fighting for such a commission, Bruno Mancini,

head of SAPAR, has called upon all members to refrain from taking any step in the newly opened fields until there has been an opportunity to discuss the plan with the ministry.

It is likely that the industry will heed Mancini's call since SAPAR initiated the fight to declare "110" unconstitutional and carried it on for five years before winning its point.



"If you want magnificent sound...remarkable versatility, you'll go for the new Rock-Ola Rhapsody II."



says: Albert Calderon
Calderon Distributing Co., Inc.
Indianapolis, Indiana



Truly magnificent! Both in beauty and performance. You've done it again Rock-Ola with the new Advanced Design Caravelle Cigarette Vendor!



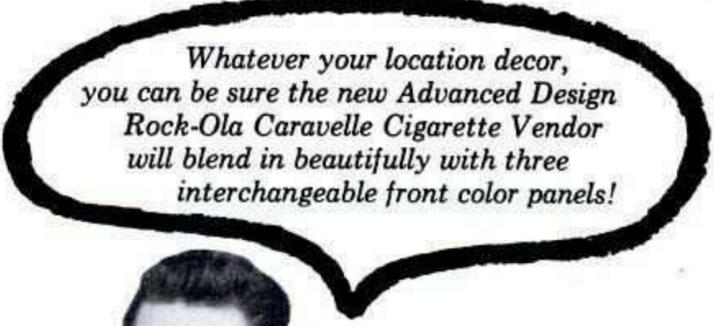
says: Hymie Zorinsky
H. Z. Vending & Sales Co., Inc.
Omaha 2, Nebraska



Brilliant designing! The new Rock-Ola Caravelle Cigarette Vendor tops anything yet for fastest, easiest servicing!



says: Albert Simon
Albert Simon, Inc.
New York 18, New York



Whatever your location decor, you can be sure the new Advanced Design Rock-Ola Caravelle Cigarette Vendor will blend in beautifully with three interchangeable front color panels!



says: Romine C. Hogard
Tulsa Automatic Music Co.
Tulsa, Oklahoma

U.S. Billiards Shows Pro Pool Tables

CHICAGO—U. S. Billiards showed the first in a de luxe new line of Professional pool tables along with its familiar bumper pool and regular six-pocket models at last week's Music Operators of America convention.

The Professional line will be available in all sizes. The models are designed to be the top of U. S. Billiards' line. Features include metal stands, one-piece aluminum rail, and the standard U. S. Billiards hinged-top.

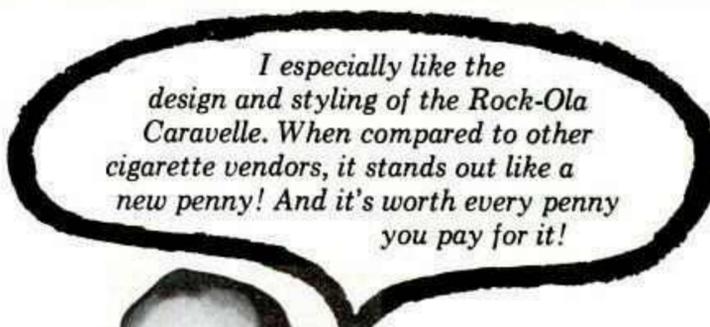
The bumper pool tables are available in two sizes: 56 inches by 40 inches and 75 inches by 43 inches. The revolutionary hinged top is standard. The tables have aluminum bumpers, formica cabinet, recessed coin chute, slate tops and metal ball release and viewer.

The Comet six-pocket pool table is available in four sizes: Model 6700 measures 67 by 35; Model 7700 measures 77 by 40; Model 8200 measures 82 by 42, and Model 9100 measures 91 by 47.

Cabinet and legs are covered by formica with complementary aluminum gold corners and trim. Lid swings away as it does on all U. S. Billiards models. Slate and rails do not have to be removed for service or cleaning. The lid opens only with a master key.

The tables have no drawer, have recessed scoring unit and coin chutes, and legs are bolted on for easy installation. All balls return on the shooters end. Other features include separate coin box, rubber cushions, high-quality slate tops and metal ball release.

Showing the machines at last week's MOA show were Al Simon, Al Goldhush, Al Dinzillo, Harry Berger and Stanley Nankof.



I especially like the design and styling of the Rock-Ola Caravelle. When compared to other cigarette vendors, it stands out like a new penny! And it's worth every penny you pay for it!



says: Rubin A. Franco
Franco Distributing Co., Inc.
Montgomery, Alabama

Profit Champ

chicago coin's All New,
Location Proven,
2 PLAYER



Sun Valley
PIN GAME

NEW! EXCLUSIVE
"LIFT-OUT"
SELF-LOCKING
PLAYFIELD!

Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

Ambat Opens in Columbus

COLUMBUS, Ohio — Vern Hawk, head of Ambat Records, Inc., Cincinnati, one-stop operation, last Monday (9) opened a branch bearing the same firm name at 605 North High Street here to serve the Columbus and Northern Ohio area. Dave Blumberg has been placed in charge of the local Ambat branch.

FELLOW HERE HAS ANSWERS TO EVERYTHING

CHICAGO—James Thomas Mangan, the first man to lay claim to the moon, and the first to give coin machine operators a coin from the same celestial body, last week published his 19th book, "Perfect Living."

As the author himself modestly states, the book isolates the cause of all human miseries, dissatisfactions and failures by proving the presence in each person of two separate souls, each trying to beat down the other into abject submission—and failing.

The author notes he has "combined his enormous experience in parapsychology, cybernetics and space to produce a book that is really a manual in personal automation."

Another of Mangan's books has been called "the most stolen library book in America."

MOA Candid Shots



Fischer Bows Empress Line

CHICAGO — Fischer's new Empress line was showcased in regal surroundings encompassing the entire end of the amusement game exhibit room at last week's Music Operators of America convention here.

The two models—92 and 101—stood on satin-covered stands at opposite ends of the hall. In between was an attractively decorated array of point-of-sale and promotion material.

Both Empress models are available in mahogany and walnut. The 92 measures three and one-half by seven feet, the 101 measures four by eight feet.

The tables have adjustable legs, aluminum-cast corners and multi-color interchangeable side panels. Fischer's Bill Weikel said the tables supplemented the firm's well-known Crown and Royal series models.

Besides Weikel, Fischer's booth was manned by Marvin Mertes, Ewald Fischer, Sam Bayne and Pat Parris.

The new Rock-Ola Rhapsody II and Capri II are the greatest yet! I like the new "common" receiver feature. It lowers inventory, cuts costs!



says: **Larry F. LeSturgeon**
LeSturgeon Distributing Co.
Charlotte 1, North Carolina

Versatility? The new Rock-Ola Caravelle Cigarette Vendor has really got it. Lets you vend any brand of cigarettes—even the 'Benson & Hedges' type box!



says: **A. L. Ptacek, Jr.**
Bird Music Distributors, Inc.
Manhattan, Kansas

Fantastic! Never have I seen a cigarette vendor with so much advanced styling. Bravo Rock-Ola! The new Caravelle is great!



says: **J. D. Lazar**
B. D. Lazar Co.
Pittsburgh 19, Pennsylvania

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Say You Saw It in Billboard

Egyptians Seek Licensing Deal On Juke Boxes

CAIRO — Egyptian interests are reported planning to open negotiations for the licensed production here of a European juke box for sale throughout the Middle East and parts of Africa.

The Egyptian government is understood to have approved partial financial backing. Government support was obtained on the basis of surveys showing a potential market for 2,500 phonographs annually in Arab countries.

Government sources said several European boxes are under consideration for manufacture, but the one receiving closest study is the Swiss-built Jupiter. The government is backing juke box production under its program not only to conserve foreign exchange but to build prestige in the Arab world through national production of as many widely used industrial products as is practical.

Seeburg Profit Hits Record High

CHICAGO—Seeburg Corporation net profits for the nine months ended July 31, reached a record \$1,555,163, equal to 82-cents per share, compared to a previous record of \$1,047,075, or 55-cents per share, set a year ago.

Per-share earnings in both years are based on the 1,891,454 common shares presently outstanding. Sales also hit a new high of \$40,220,580, compared with \$37,857,803 in the same period last year.

Third quarter results also represented a record for the period. Net profits were \$495,876, equal to 26-cents per share, on sales of \$12,920,867. In the third quarter of 1962, earnings were \$391,501, equal to 21-cents per share on sales of \$12,534,650.

It was the eleventh consecutive quarter in which the company's sales and earnings increased over the comparable period of the preceding year.

Rock-Ola Bows Its New Line

Continued from page 80

no micro-switches or electronic aids for changing motor speeds or spindle sizes.

Full dimensional stereo sound is achieved by combining cone tweeters at the top of the machine, with the main unit speakers at the bottom, and "pre-angling" or "beaming" the sound for maximum effect. (Standard with Rhapsody II, optional with Capri II.)

Plug-in needle cartridge and snap-in diamond stylus.

Feather touch tone-arm set down is achieved by a resistor circuit on the gripper arm motor which slows action on the tone arm to save wear and tear on records, and lengthens needle life. A muting delay relay circuit also allows the tone arm to be muted during the set-down and entry into the first record groove, eliminating tone-arm feed-in noise.

A "common" receiver system (Model 1764) for the 100 and 160-selection wall boxes.

Stereo - monaural amplifier with tubeless automatic volume control.

French See Cinema Juke Box Winning Battle for Acceptance

Continued from page 80

experts of the Charlot school believe that successful operating in the future inevitably will stress film phonographs.

France has developed two film phonographs, Scopitone and Telebox Caravelle, and is a major Continental (licensed) producer of the Italian Cinebox. All three boxes show sound color films on entertainment themes.

Test Locations

C.A.M.E.C.A., manufacturer of Scopitone, has several thousand film phonographs in operation in Europe, and has orders backlogged. There are 1,000 Scopitones operating in France and 100 in West Germany at specific test locations. In Paris, a poll of Scopitone locations finds nearly unanimous operator endorsement.

Emil Jacques, proprietor of a bar in the Etoile district, admits, "I resisted the idea of testing a cinema juke box. They seem only a fad and they have not worked out in the past. But I have been amazed at the results with the new boxes."

In West Germany, Scopitone is being introduced by Helmut Rehbock, the AMI distributor. German trade opinion remains divided on the future of the film phonograph, but the odds are shifting in its favor.

In Britain, Cinebox has been distributed for over a year by Filmbox Equipment Company, Limited. Several hundred Cineboxes are now in operation in Britain, and their acceptance is now taken for granted by British operators. Rather, operators, both in the U. K. and on the Continent, are no longer debating the popularity of the box, but how fast and how deep to invest in it.

This seems significant for the U. S. operating trade. For experience in Europe indicates that the film phonographs being offered today have little in common with past experiments in this direction.

Furthermore, the tremendous advance of television has created a receptive atmosphere for the film juke box. C.A.M.E.C.A. executives report: "Sales all over Europe have far exceeded our expectations. With all our faith in our product, we still underestimated the demand created for a 'live' juke box by television. Europe has gone ga-ga over TV, and there seems no doubt on the basis of our trials that juke box operators will have to cater to the video vogue."

Manufacturers of Scopitone, Cinebox and Telebox Caravelle are unanimous that their prod-

uct's final acceptance will probably be determined by the U. S. market's verdict. Reports from the U. S. on tests with Cinebox, which is receiving the most exhaustive American testing of the three boxes, are being studied closely here.



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says: Bud Patton
Patton Music Company
Modesto, California

Rock-Ola uses the words "Advanced Design" to describe the new Caravelle Cigarette Vendor. After you've seen it, you'll know they mean it! Every feature is great!



says: Joseph N. Abraham
Lake City Amusement Co., Inc.
Cleveland 3, Ohio

Panel to Determine MOSS Releases

Continued from page 80

will weigh heavily in the Billboard review group's decision.

Operator and one-stop personnel on the panel will be rotated from time to time so that all sections of the country will eventually be represented.

Meanwhile, Caroline Collett, administrator of Record Source International, the Billboard division which operates the MOSS program, disclosed that to date some 10,000 MOSS five-packs have been produced, and 6,691 of them have been sold.

Some 24 one-stops and 55 juke box distributors are participating in the program, while 71 operators are buying directly from the Cincinnati fulfillment office.

By distributor, some 14 Rock-

Ola, 7 Rowe-AMI and 34 Wurlitzer outlets currently order product.

Latest Release

This week, MOSS pack No. 6 was released. Material was taken from the following albums: "As Long as She Needs Me," Sammy Davis Jr., Reprise; "Tender Words," Anita Kerr, RCA Victor; "Love Themes From Cleopatra," Ferrante and Teicher, United Artists; "Gloria Lynne at Las Vegas Thunderbird," Gloria Lynne, Everest, and "Hobo Flats," Jimmy Smith, MGM.

The release of the current pack brings to 30 the number of singles in the program. Labels represented include Kapp, Command, RCA Victor, Warner Bros., Capitol, Colpix, Reprise, Dor, London, Mercury, Liberty, 20th Century-Fox, Atco, United Artists, Everest and MGM.

Artists represented now include Enoch Light, Henry Mancini, Peter, Paul and Mary, Peggy Lee, Peter Nero, Frank Sinatra, Count Basie, Lawrence Welk, Mantovani, the Kingston Trio, Arthur Fiedler and the Boston Pops Orchestra, Hugo and Luigi, Jackie Gleason, Erroll Garner, Nat King Cole, Chet Atkins, Acker Bilk, Sammy Davis Jr. and Ferrante and Teicher.

All of the material released is standard product geared for long-term steady play rather than for short earning spurts.

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COINMEN IN THE NEWS

New York Briefs

Howard Kaye, holding down the shop while his father, Irving, is out of town, reports that floor

sales at the recent MOA convention were the best in years. . . . **Abe Lipsky**, Art Brier, of Smokeshop; **Al Denver**, president of the Music Operators of New York; **Ben Chicofsky**, also of Music Operators, and **Willie Blatt**, Miami, all were en route to the Nevelle Country Club., Ellenville, N. Y., for the combined New York-Westchester-New York State Operators Guild meetings and outing last weekend. The previous week, all were on hand in Chicago. . . .

Thieves Strike at 7 Memphis Stops

MEMPHIS—Coin machine thieves struck at seven locations in a five-block area last week doing hundreds of dollars in damage to the machines, Police Chief James C. MacDonald reported.

Luckily, the chief said, the machines had been serviced during the day of the burglaries and the burglars got only about \$30 from drink and cigaret machines.

One location owner, Roy Kelly, 3713 N. Watkins, told police the thieves tried to break into his machines, were unsuccessful but did about \$75 in damage trying to get in.

Drew Canale, Canale Enterprises Inc. and chairman of Memphis Music Association's anti-burglary committee, said major loss to operators usually is damage done to the machines by thieves.

Perry Wachtel and Norm Berkowitz, De Perri Advertising, New York, worked hard on the program for the joint meetings. . . . **Nate Sugarman**, Runyon Sales, and his wife **Sheila**, recently became parents of a daughter, **Susan**. They also have a boy.

Irving Holtzman, United East Coast, headed for the New York operators at the Nevelle right after attending the confirmation ceremonies for **Bill Cahn's** son last Saturday. Cahn is Nassau

County District attorney. . . . **Murray Kaye**, Atlantic New York, will miss the Nevelle affair due to the recent death of his mother-in-law. . . . **Nick Melone**, American Shuffleboard Company, well on the road to recovery after his operation, is expected back at his desk Monday morning. **Sol Lipkin** handled the American Shuffleboard exhibit in Chicago.

DENNIS HYLAND

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6-POCKET POOL TABLE, 7' 315

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United Royal	\$195	Drive Mobile	\$125	Bally ABC	145
Bally Trophy	195	Jet Pilot	195	Bally Congress, Reg.	150
Bally Lucky	185	Pollard Football	125	Bally Lucky	145
Bally Challenger	295	Field Goal	95	United Handicap	175
United Holiday	745	5' Am. Basketball	145	Keeney Diamond	95
		Shot	95	Keeney Bonus	95
		Wms. '62 World Series	375	United Mars	125
		Keeney Sportsman	145	Chicago Coin Bliker	125
		Exhibit Rifle Gallery	85	Chicago Coin Venus	125
				Keeney Palisades	145
				Chicago Score Line	125
				United Shooting Stars	75

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Fastest, easiest loading I've ever seen—that's the new Rock-Ola Caravelle with "tilt-out" cigarette vendor columns!



says: **Raymond, Richard Brown**
Brown Brothers, Inc.
Minneapolis 11, Minnesota

Dallas Report

Continued from page 73

Peggy Griffin, secretary at American Distributing Company, said that their company is having a better year, with the same promised for next year.

She noted a particular trend toward country and western during the past few months.

"Competition and loans here are terrific," she said. "You either put out a loan or you don't get a location. We have the same problems here with losses on loans made. However, it can't be helped. There are more loans now than in the past."

Tom Collum, owner of Rite Music Company, said, "Business is fair, though not really good."

Regarding loans, he said, "It is a very bad and a very serious problem. Generally, a businessman will borrow from a bank, but most tavern owners borrow from juke box operators. It does insure the operator to a certain extent of his location, but here, the big operators with lots of money just about have it made. They can make bigger loans and more of them. Money here, in this case, is not a business tool, it is a weapon."

FOR SALE

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Keeney Sportsmen	\$ 95.00
Bally Spinner	145.00
United Chief Shuffle	85.00
Bally Official Jumbo	195.00
Bally Congress Shuffle	75.00
C.C. Championship Shuffle	65.00
Gottlieb Miss Annabelle	185.00
Gottlieb Texan	225.00
Keeney Go Cart, New	295.00
United Mercury Shuffle	95.00
CC Player's Choice	195.00
Gottlieb Rocket Ship	95.00
United Jumbo	195.00
CC King Bowler	215.00
CC Queen Bowler	295.00
CC Red Pen Shuffle	295.00

Phonos—Wall Boxes

Wurlitzer 2400, 2404, 2410	\$349.00
Wurlitzer 2500, 2504, 2510	449.00
Wurlitzer 2300	449.00
Seeburg 200 Sel. WB	39.50
AMI 120 WB	15.00
Wurlitzer 5210 WB	49.50
Wurlitzer 5207 WB	25.00
Seeburg 3W1 WB	18.50
AMI Lyric 100	395.00
AMI F 120	145.00
AMI Bar Brackets	2.70
AMI G 120	225.00
Seeburg C	125.00
Seeburg B	95.00
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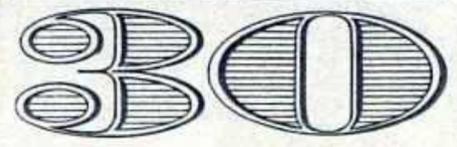
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CONNIE FRANCIS My Thanks To You MGM	RAY CHARLES Modern Sounds in Country and Western Music, Vol. I ABC-PARAMOUNT	KITTY WELLS Kitty's Choice DECCA
ANDY WILLIAMS Moon River COLUMBIA	MILES DAVIS Miles Davis at Carnegie Hall COLUMBIA	JIM REEVES A Touch of Velvet RCA VICTOR
FRANK SINATRA/COUNT BASIE Sinatra-Basie REPRISE	PETE FOUNTAIN Let the Good Times Roll CORAL	PATSY CLINE Sentimentally Yours DECCA
BRENDA LEE All Alone Am I, Vol. I DECCA	RAY CHARLES Modern Sounds in Country and Western Music, Vol. II ABC-PARAMOUNT	RED FOLEY The Red Foley Show DECCA
FRANK SINATRA The Great Years CAPITOL	PETE FOUNTAIN Pete Fountain's Music from Dixie CORAL	LEON McAULIFF Cozy Inn ABC-PARAMOUNT
SAMMY KAYE Come Dance with Me DECCA	QUINCY JONES I Dig Dancers MERCURY	HAWKSHAW HAWKINS The All New Hawkshaw Hawkins KING
FRANK SINATRA Sinatra and Strings REPRISE	GLORIA LYNNE Gloria "Blue" EVEREST	LESTER FLATT/EARL SCRUGGS Hard Travelin' COLUMBIA
EVERLY BROTHERS The Golden Hits of the Everly Brothers WARNER BROS.	OSCAR PETERSON TRIO WITH MILT JACKSON Very Tall VERVE	HANK THOMPSON Cheyenne Frontier Days CAPITOL
JULIE LONDON Latin in a Satin Mood LIBERTY	DUKE ELLINGTON/COUNT BASIE First Time COLUMBIA	PATSY CLINE Encores API/EVEREST

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AND THE ANGELS SING: Collecting their well-earned Billboard No. 1 Award for their Smash recording of "My Boyfriend's Back" are Barbara, Jiggs and Peggy, collectively known as the Angels. Making the presentation is associate editor Ren Grevatt.



MOA HONORS TO COLUMBIA: Mort Hoffman (l.) of Columbia Records accepts MOA Award from Hirc de La Viez, producer of banquet show at Chicago Morrison Hotel. Award was for most constant supplier of good records to juke box operators.

Billboard

PHOTO GALLERY OF Newsmakers



RCA's EDDY ARNOLD tells members of MOA convention the role of country music in juke box play. Panelists included (l. to r.) Aaron Sternfield (Billboard); Royce Greene, South Carolina operator, and Lou Ptacek, Kansas operator.



BARE IN FILM DEBUT: Bobby Bare, RCA recording artist, is shown during shooting of Warner Bros. "A Distant Trumpet," with Larry Ward (r.), who is star of ABC-TV's series "The Dakotas." A first for Bare.



FOR OPENERS: Donna Lee and James Mitchum were on hand for Columbia recording star Paul Horn when he opened recently at San Francisco's Purple Onion.



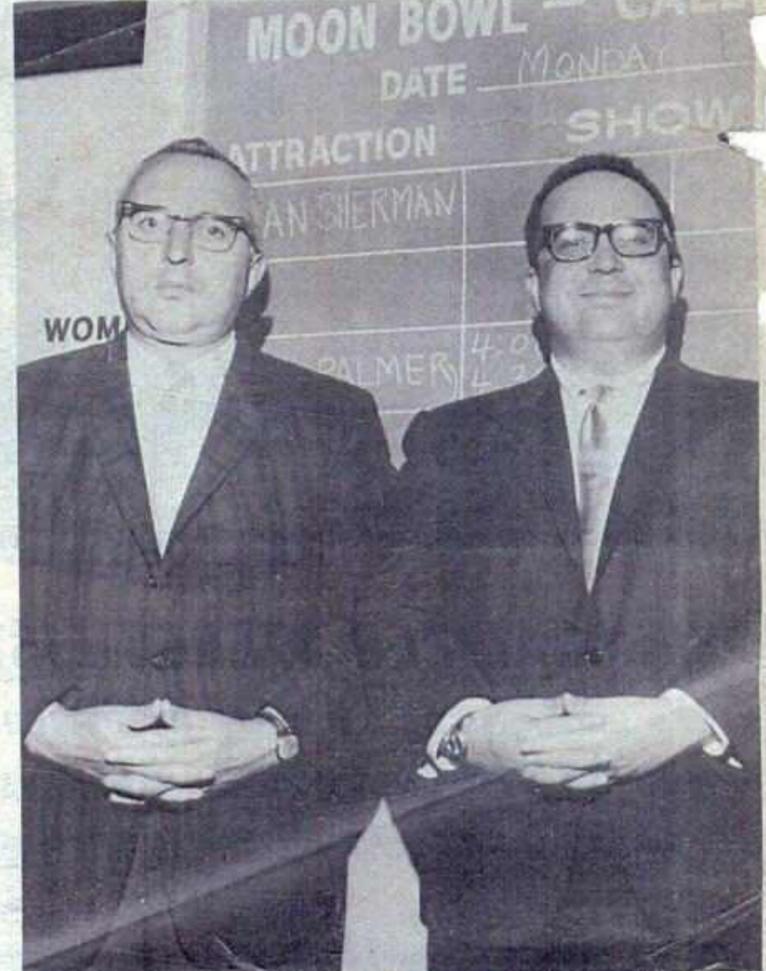
AND AWAY THEY'LL GO: In no time flat, the Willis Sisters (Andra, Sheryl and Tondea), from Danville, Va., have been signed to an ABC-Paramount recording contract and will make first national TV scene on the opening seg of the new Jimmy Dean Show, ABC-TV, September 19.



A JUG AND THOU: Opening on September 12 at the Bitter End are Jim Kweskin and the Jug Band. Vanguard artists are gaining the attention of the critics for another new "old" sound.



MUTUAL INTERESTS are discussed by Al Caiola and Grady Martin, both top guitarists, during their recent meeting in Nashville on the occasion of Al's newest UA album session entitled "City Guy Goes Country."



WILL THE REAL NUT PLEASE STAND UP? At Freedomland, where Allan Sherman was performing, confusion arose over look-alike Sid Ascher, who is publicity director for the amusement park. Ascher had to sign over 50 autographs for insistent patrons. Left to right, is left up to you . . .

get your share
 of the **HARVEST** OF **HITS**

SEE PAGE 40

Billboard

The International Music-Record Newsweekly

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

Record Dealers Huzzah; Columbia Glad It Did It

BY PAUL ACKERMAN

NEW YORK — Columbia's move to stabilize conditions in the record industry through a conservative buying program is generally regarded by the record dealer as a tremendous boon, according to a check in key markets. Many dealers express the hope that other manufacturers will adopt a similarly conservative attitude—and some manufacturers have already done so. Many dealers also express the hope, in virtually a prayerful way, that Columbia will be able to maintain its present policy.

Here in New York, Raul Asevido of G. Schirmer, Inc., said: "The Columbia plan has been unbelievably great for us. It is the best thing that has happened in years. We can stock the Columbia catalog in depth, and the repeat business is marvelous. There is a consistent turnover."

Asevido said that he is now restocking on a weekly basis—"as we used to do 10 years ago. And we are able to service our customers better."

"My purchase figures show that I am buying more Columbia records than ever before."
(Continued on page 6)

By REN GREVATT

NEW YORK—Columbia Records, two months after the announcement of its revolutionary album pricing plan, continues to enjoy a dominant position on the charts, and, according to Ken Glancy, vice-president of Columbia Record Sales Corporation, "Sales started climbing around August 1 and we've been doing well ever since."

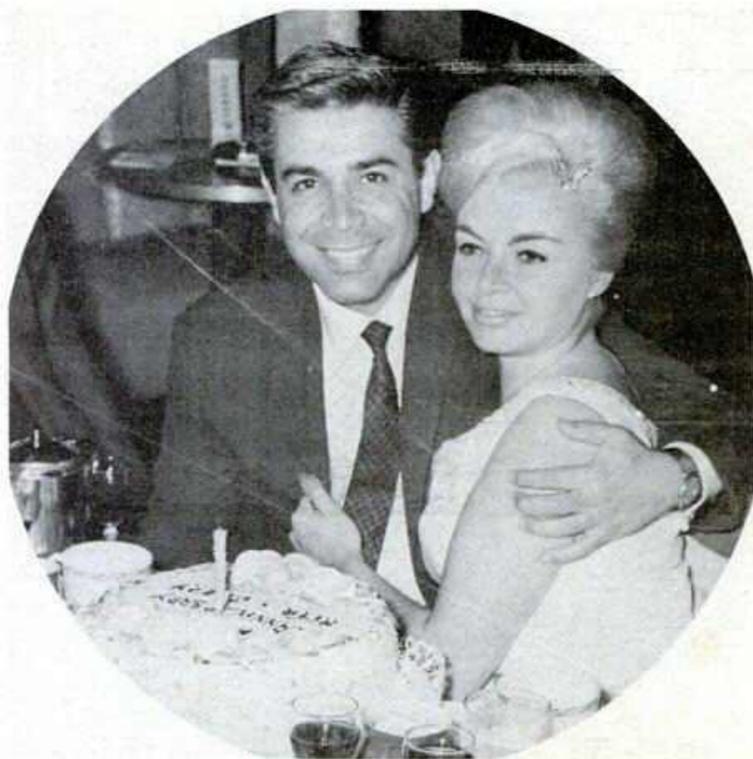
The sales plan, first announced at the firm's annual convention July 18 in San Juan, P. R., incorporates an all-year-round price of \$2.25 for \$3.98 list records, as against the traditional \$2.47, with commensurate new wholesale pricing on albums carrying higher lists. A key factor of the program is that henceforth there will be no further extra discounts or deals.

At the time of the announcement...
(Continued on page 6)

Victor Stars Head O'seas

LONDON — An all-star brigade of RCA Victor country artists is expected to invade the European market for a one-month tour, starting about January 15 next year. Artists likely to make the tour, according to Nashville sources, are Jim

(Continued on page 6)



COLUMBIA ARTIST JERRY VALE and wife Rita celebrate their fourth wedding anniversary at the Copacabana, New York, where Jerry was working.

Miffed Rackers to Meet With Columbia Executives

NEW YORK—A special meeting of the board of the National Association of Record Merchandisers (NARM) has been called for Sunday, Monday and Tuesday (15-17) by President Cecil Steen. Of primary interest is an all-day meeting which the board will hold on Monday at the Americana Hotel with an executive delegation from Columbia Records, headed by William P. Gallagher, the firm's marketing vice-president.

The meeting will be attended by counsel for both Columbia and NARM. Background of the meeting is the fact that individual rack jobbers have made no

secret of their concern over the ultimate effect on their business of Columbia's recently announced, lower, all-year-round album pricing policy.

(Continued on page 6)

Royalties Plan Stirs Up Diskers

By PAUL ACKERMAN

NEW YORK—The proposal by the Music Operators of America (MOA) to increase the mechanical royalty rate in view of the probable removal of the juke box exemption is regarded by performing rights societies as an attempt to confuse the real issue and by record manufacturers as a failure to face up to the true issue.

Mechanical rights cannot logically enter into the present controversy at all. This is the expressed view of copyright owners and their agents. The royalty which is involved is that which accrues from the performing right—the so-called "small rights," as distinguished from dramatic and other rights. The Copyright Act of 1909 specifically exempted the mechanical piano from a levy; now this exemption has been removed.

Herman Finkelstein, general counsel for the American Society of Composers, Authors and Publishers, against the MOA proposal, stated: "This does not face up to the matter. What is involved is the performing right."

Bob Burton, executive vice-president of Broadcast Music Inc., expressed a similar sentiment. Burton also noted, however, that the concept of a pre-

EDITORIAL

Take Another Look

The MOA came into being years ago as an organization designed to stymie the demands of copyright owners.

Time change: The probable passage of the Celler Bill will remove what many have considered an unfair exemption. The probably passage will also remove MOA's outdated reason for existence.

This is not necessarily fatal—provided that MOA face up to its responsibilities.

Instead of indulging in futile and illogical proposals, such as an increased mechanical fee in lieu of a performance fee, the MOA should seriously apply itself to the task of working out a fair formula for payment in the event the Celler Bill becomes law.

The present MOA proposal would merely pass the burden to segments of the industry which are not really involved.

There is a real need for an organization which can negotiate for the operator and protect his interests over a long term; a need for an organization which can also respect the point of view of others across a bargaining table.

There is need, in brief, for a display of statesmanship—for a new look and a fresher attitude.

Recognition of this will give MOA the soundest basis of service to its industry.

fixed mechanical royalty is already a dead pigeon with regard to any copyright act revision. The Register of Copyrights, Burton pointed out, has already officially recommended the abolition of the compulsory licensing provision of the Copyright Act.

"The trend of thinking, with regard to mechanicals, is counter to the MOA proposal and is in the direction of the report of the Copyright Register... so talk of a 4-cent rate is nonsense."

It is also pointed out that at
(Continued on page 6)

By AARON STERNFIELD

NEW YORK—Record companies will fight any proposed increase in mechanical royalties to be paid in lieu of performance royalties by juke box operators.

Last week, at the annual convention of the Music Operators of America in Chicago, George Miller, past MOA president, had urged music machine operators to plump for such increases as an alternative to the performance royalty payments.

Juke box operators have been exempt from performance royalties under the terms of the Copyright Act of 1909. However, in virtually every session of Congress for the last 14 years, legislation has been introduced to remove this exemption.

The current attempt, known as the Celler Bill, has passed the House Judiciary Committee and is before the Rules Committee. No previous attempt has ever progressed this far, and chances for its eventual passage are better than ever.

Operators base their arguments against the removal of the exemption on two premises—that they are in no economic position to pay such fees, and that they do pay mechanical royalties.

MOA's attempt to get support
(Continued on page 69)

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get your share of the HARVEST OF HITS

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RCA Victor has your numbers!

"Frankie & Johnny"—Sam Cooke #8215

"I Can't Stay Mad At You"—Skeeter Davis #8219

"Jole Blon (Little Darlin')"—Bobby Day #8230

"Hello, Heartache; Goodbye, Love"—Little Peggy March #8221

"Maria Elena"—Los Indios Tabajaras #8216

"She Loved Everybody But Me"—Charlie Rich #0020 (Groove)

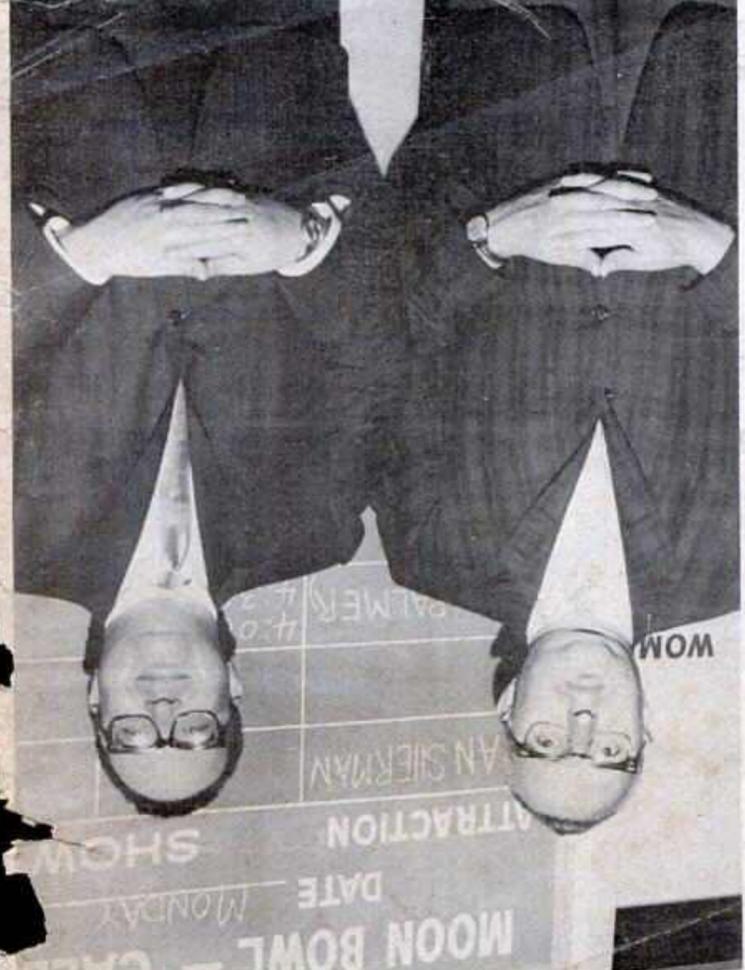


cameo
PARKWAY

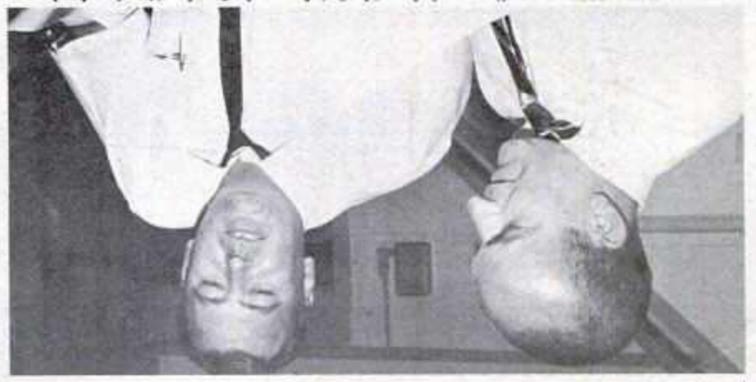
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get your share of the HARVEST OF HITS

WILL THE REAL NUT PLEASE STAND UP? At Freedomland, where Allan Sherman was performing, confusion arose over look-alike Sid Ascher, who is publicity director for the amusement park. Ascher had to sign over 50 autographs for insistent patrons. Left to right, its left up to you . . .



MUTUAL INTERESTS are discussed by Al Caiola and Grady Martin, both top guitarists, during their recent meeting in Nashville on the occasion of Al's newest UA album session entitled "City Guy Goes Country."



Jimmy Dean Show, ABC-TV, September 19. Tondeo, from Danville, Va., have been signed to an ABC-Paramount recording contract and will make first national TV scene on the opening seg of the new



A JUG AND THOU: Opening on September 18 at the Bitter End are Jim Kweskin and the Jug Band. Vanguard the critics for another new "old" sound.



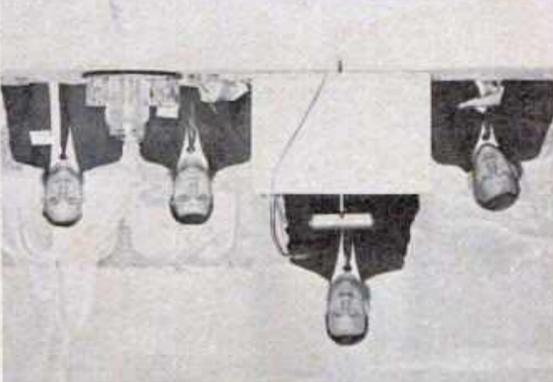
FOR OPENERS: Donna Lee and James Mitchum were on hand for Columbia recording star Paul Horn when he opened recently at San Francisco's Purple Onion.



BARE IN FILM DEBUT: Bobby Bare, RCA recording artist, is shown during shooting of Warner Bros. film "A Distant Trumpet," with Larry Ward (r.), who is star of ABC-TV's series "The Dakotas." A first for Bare.



RCA's EDDY ARNOLD tells members of MOA convention the role of country music in juke box play. Panelists included (l. to r.) Aaron Sternfeld (Billboard); Royce Greene, South Carolina operator, and Lou Piacok, Kansas operator.



MOA HONORS TO COLUMBIA: Mort Hoffman (l.) of Columbia Records accepts MOA Award from Hirs de La Vez, producer of banquet show at Chicago Morrison Hotel. Award was for most constant supplier of good records to juke box operators.



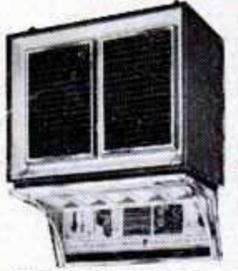
Billboard PHOTO GALLERY OF Newsmakers

AND THE ANGELS SING: Collecting their well-earned Billboard No. 1 Award for their Smash recording of "My Boyfriend's Back" are Barbara, Jiggs and Peggy, collectively known as the Angels. Making the presentation is associate editor Ken Grevalt.



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CONNIE FRANCIS My Thanks To You
ANDY WILLIAMS Moon River
FRANK SINATRA/COUNT BASIE Sinatra-Basie
BRENDA LEE All Alone Am I, Vol. 1
FRANK SINATRA The Great Years
SAMMY KAYE Come Dance With Me
FRANK SINATRA Sinatra and Strings
EVERLY BROTHERS The Golden Hits of the Everly Brothers
JULIE LONDON Latin in a Satin Mood
LIBERTY

JAZZ/RHYTHM & BLUES
BILL DOGGETT Gops!
RAY CHARLES Modern Sounds in Country and Western Music, Vol. 1
MILES DAVIS Miles Davis at Carnegie Hall
PETE FOUNTAIN Let the Good Times Roll
RAY CHARLES Modern Sounds in Country and Western Music, Vol. 11
PETE FOUNTAIN Pete Fountain's Music from Dixie
QUINCY JONES I Dig Dancers
GLORIA LYNNE Gloria "Blue"
OSCAR PETERSON TRIO WITH MILT JACKSON
VERVE
DUKE ELLINGTON/COUNT BASIE
COLUMBIA
First Time

FOLK/COUNTRY & WESTERN
WEBB PIERCE Cross Country
KITTY WELLS Kitty's Choice
JIM REEVES A Touch of Velvet
PATSY CLINE Sentimentally Yours
RED FOLEY The Red Foley Show
LEON MCAULIFF Cozy Inn
HAWKSHAW HAWKINS The All New Hawkshaw Hawkins
LESTER FLATT/EARL SCRUGGS Hard Travelin'
HANK THOMPSON Cheyenne Frontier Days
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