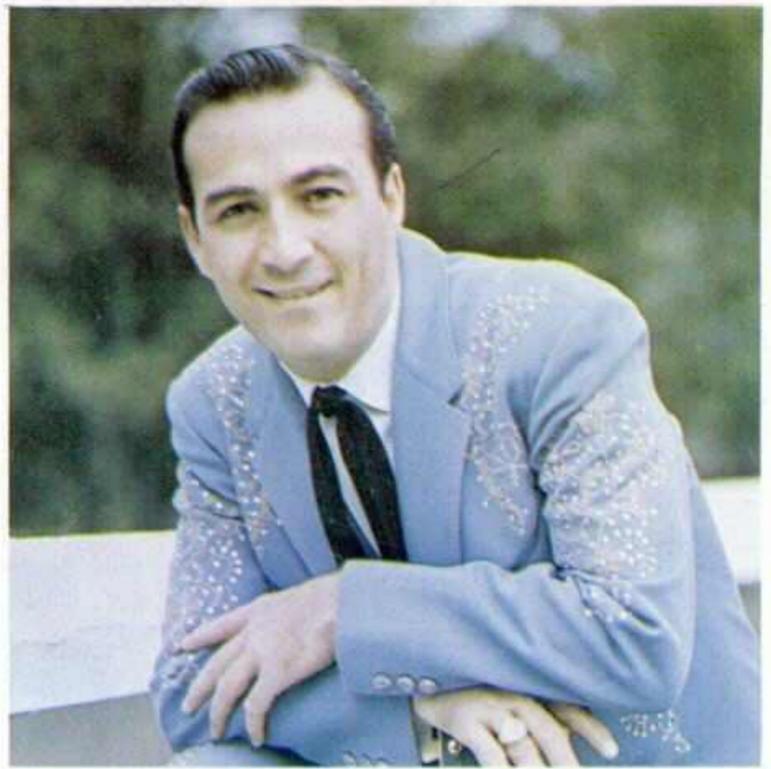


# Billboard

The International Music-Record Newsweekly

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



FARON YOUNG is sitting on top of the world! No wonder! He's top c&w music man at Mercury Records. This week he is saying a big "hello" to c&w deejays at the Nashville convention. (Advertisement)

## Record Turnout Expected At Nashville C&W Gala

NASHVILLE—This year's country music festival, celebrating the 39th birthday of WSM's "Grand Ole Opry," Nov. 5-7, will very probably attract the largest crowd to date. According to WSM, 3,500 are expected this year, as compared with last year's 3,000. The crowd will come here from all areas of the nation, with a scattering of foreign country fans likely to appear, too.

According to advance bookings, the turnout will include strong representation from every segment of the record-music industry, including major and indie manufacturers, distributors, publishers, writers, jockeys, promoters and talent agencies.

A check of all downtown hotels and motels revealed all are booked to capacity.

(Continued on page 3)

### AIMS FOR LP, SINGLES MART

## Columbia in Latin Groove

By MIKE GROSS

NEW YORK—Columbia Records is taking on a Latin flavor. The south-of-the-border pitch went into full swing last week with the acquisition of Mongo ("Watermelon Man") Santamaria and with plans for a promotion buildup of Rene & Rene, the team that clicked recently for the label with "Angelito." Both Santamaria and Rene & Rene are being groomed for the LP as well as the singles market.

Also in the Latin mood is Columbia's recent first-time teaming of Eydie Gorme with

Mexico's Trio Los Panchos on an album titled "Amor," which is now climbing on Billboard's Top LP's chart. Miss Gorme caught the Latin bug a little over a year ago with her click single, "Blame It on the Bossa Nova" and she and her husband (Steve Lawrence) are lately recording all their material in Spanish and Italian as well as in English.

Peter Rosaly, Columbia's Latin artists and repertoire director, joined Miss Gorme with the Trio in Los Angeles earlier this year resulting in a breakthrough of the "Amor" LP in the Southwest. Columbia re-

ports that the hot sales pace initiated in the Southwest has brought the LP to the attention of all the major markets making it a national bestseller.

Rosaly also has been busy promoting a number of Latin favorites appearing in New York

(Continued on page 8)

## ABC-Para's Clark, Newton To Be Shifted

NEW YORK — According to unofficial, but reliable sources, Sam Clark, president of ABC-Paramount Records, will be promoted to a top executive post with the label's parent corporation, American Broadcasting-Paramount Theaters.

The same sources say that Larry Newton, the label's vice-president, will be promoted to the diskery's top post replacing Clark.

ABC - Paramount officials would not comment on the report. However, a source close to the label said the official announcement will be made next week.

Clark, who had been a Boston record distributor, has headed ABC-Paramount since the label's inception.

Newton, whose Derby Records was responsible for Sonny Gale's hit, "Wheel of Fortune," joined ABC-Paramount as national sales manager and later was promoted to vice-president.

## New Deals, New Ideas Mark Talmadge Drive

By PAUL ACKERMAN

NEW YORK—Art Talmadge, Musicor Records chief, in the past several weeks has wrapped up a number of important deals and has crystallized some bold a&r and merchandising ideas.

On the a&r level, Talmadge intends to couple his strongest

pop artist, Gene Pitney, and his strongest country artist, George Jones, in a package of country "vignettes." Talmadge, stating that the idea derives from Pitney's interest in the country field, intends to have H. W. (Pappy) Dailey, noted country producer and distributor, pro-

(Continued on page 8)

## CMA Museum to Be Built

By ELTON WHISENHUNT

NASHVILLE — Construction of the Country Music Association's \$300,000 museum will begin in 1965 on Pony Rose Park here.

Wednesday (28) a CMA delegation headed by Mrs. Jo Walker, executive secretary; Mrs. Frances Preston, chairman

of the CMA building committee and BMI representative; Bill Denny, Cedarwood Music, and Owen Bradley, Decca artist, met with the Nashville Planning Commission to discuss a site for the proposed museum.

The NPC agreed to lease a Pony Rose Park site to CMA. However, the move must be approved by the Nashville Metropolitan Council, a governmental unit which covers the City of Nashville and the county.

The proposal will be presented to the NMC before that group meets Wednesday (4).

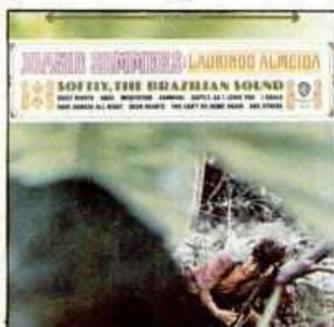
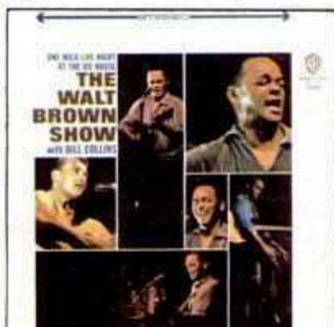
CMA's chances of raising the required \$300,000 look bright. Some \$200,000 has already been pledged, much of it in \$10,000 units from record companies, publishers and others involved in the country music field.

The actual agency responsible for the museum is the Country Music Association Foundation, a non-profit corporation organized "to perpetuate the history and folklore of country and western music."

One of the museum's features will be wax figures of c&w greats.

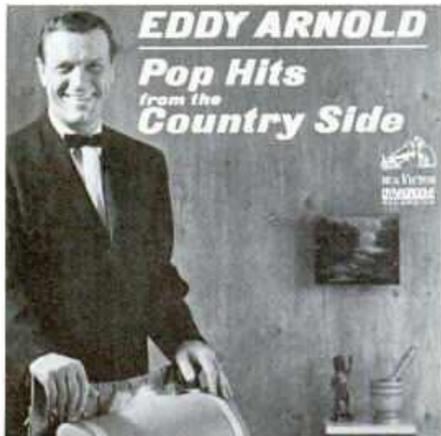
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WARNER BROS. RECORDS

# RCA VICTOR CALLS THE PLAYS FOR NOVEMBER



12 tunes that were C & W favorites before becoming pop hits: "Faded Love," "Oh, Lonesome Me," "Your Cheatin' Heart." LPM/LSP-2951



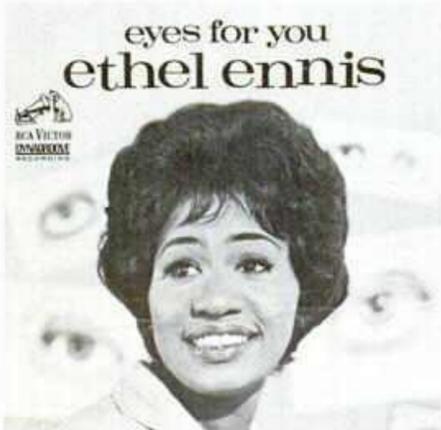
Hank joins Chet on guitar to play 12 all-time favorites: "Indian Love Call," "Beautiful Dreamer," "Sonny Boy," "Vaya con Dios." LPM/LSP-2952



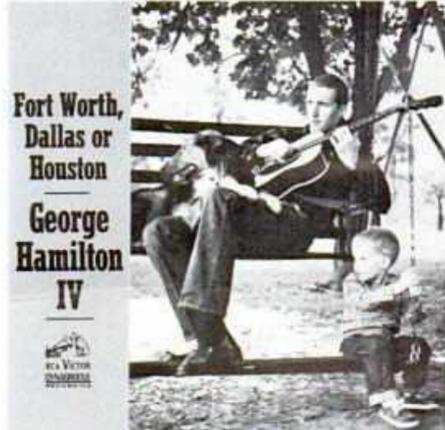
Sure to go big with Gene's legion of video fans. Tunes like "Just in Time," "Oh, Lady Be Good," "It's All Right With Me" and 9 more. LPM/LSP-2975



One of the best gal singers in the business does "Let Me Get Close to You," "My Happiness," "Ladder of Success," "Ask Me," 8 others. LPM/LSP-2980



One of today's most talked-about singers with a third smash album. "Angel Eyes," "Yesterdays," "But Beautiful," 9 more. LPM/LSP-2984



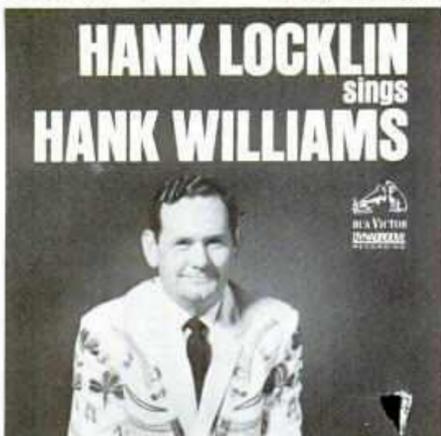
One of George's best albums to date. Includes "A Rose and a Baby Ruth," "If You Want Me To," "Candy Apple Red" and 9 others. LPM/LSP-2972



First album by a young singer who's really going places. Includes "Unloved, Unwanted," "Lonesome Number One," 9 more. LPM/LSP-2961



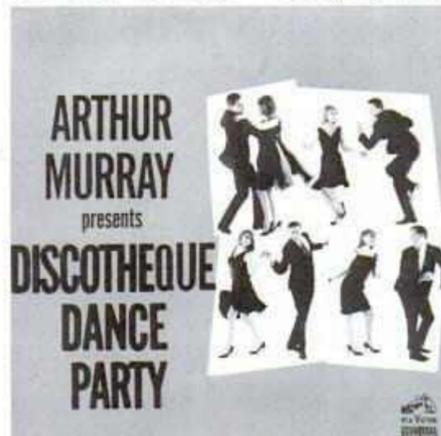
Long a DJ favorite, here's Tommy in a "one man show" of his talents. Includes "Joey, Joey, Joey," "I'll Get By," "You're My Girl." LPM/LSP-2962



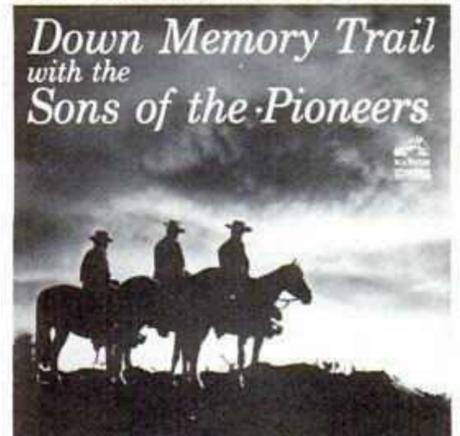
Timed right to tie in with the release of Hank's film biography. "Your Cheatin' Heart," "Hey, Good Lookin'," "Jambalaya," 9 others. LPM/LSP-2997



Captures the spirit and flavor of modern Rome—a natural for the teens and young adults. Includes "Volare," "Come Prima." LPM/LSP-2958



12 tunes in tempo with today's "in" dances—the frug, the slop, the hully-gully, etc. Could easily be the big album of the year! LPM/LSP-2998



The Sons of the Pioneers do great tunes like "Memories," "Bonaparte's Retreat," "Sleepy Rio Grande," "Born to Lose," 8 others. LPM/LSP-2957



The Original Soundtrack Album from the new movie version of the long-run stage hit with Sammy Davis, Jr. LOC/LSO-1086

## 13 GREAT NEW ALBUMS ON RCA VICTOR

The most trusted name in sound

# Record Crowd Seen at C&W Gala

• Continued from page 1

Pointing up the nationwide importance of the event is the fact that many governors have issued proclamations declaring November as Country Music Month. This move was made by Governors Carl Sanders, Georgia; Frank D. Clement, Tennessee; John Connally, Texas; Paul J. Fannin, Arizona; John A. Love, Colorado; John J. McKeithen, Louisiana; Edward T. Breathitt, Kentucky; Farris Bryant, Florida, and John Anderson Jr., Kansas.

A presidential proclamation was a possibility at press time.

The schedule of events (see this page) provides an extensive list of activities entailing participation by all industry segments.

Performing rights societies and licensing agencies will be represented strongly. BMI will present publisher-writer c&w awards (see separate story) as will ASCAP. BMI President Bob Burton, Vice-President Russ Sanjek and other key BMI executives will be present. ASCAP is becoming increasingly active in the country field and will host a cocktail party. ASCAP Director Irving Caesar will address the Career Women of Radio and Television in Nashville on Wednesday evening. Juanita Jones, ASCAP Nashville representative, will preside at the Society's party at the Capitol Park Motor Inn Nov. 6 and will be assisted by George Hoffman, Paul Marks, Dick Frohlich and other executives.

## ASCAP Awards

During the cocktail party, ASCAP awards will

be given to the following writers and publishers: Don Robertson and Hal Blair for "Ninety Miles an Hour," published by Don Robertson Music Corporation; Milton Kellem for "Gonna Get Along Without Ya Now," Reliance Music Corporation; Fred Tobias and Paul Evans for "Followed Closely by My Teardrops," Northern Music Corporation; Don Robertson for "I Stepped Over the Line," Don Robertson Music Corporation, and Gary Geld and Peter Udell for "He Says the Same Things to Me," Geld-Udell Music Corporation.

SESAC will be present in considerable strength. In addition to Roy Drusky, who heads the local SESAC office, at the SESAC suite at the Andrew Jackson Hotel will be Sid Leiber, Charles Scully, Jack Francis, Alice Prager and Sal Candi-lora.

The Country Music Association celebrates its sixth birthday, and its birthday agenda is built around the WSM "Grand Ole Opry" celebration. CMA is seeking the aforementioned presidential proclamation and has set a long list of impressive activities. The CMA annual meeting Nov. 5 will hear a report from President Tex Ritter and new directors will be elected. CMA is also tying in with the premiere of the Hank Williams' film, "Your Cheatin' Heart." Prior to the film, CMA will make the presentation of the 1964 Country Music Hall of Fame selection. A dinner-dance will climax premiere night, and will be held at the Municipal Auditorium.

# WSM 'GRAND OLE OPRY'S' 39th BIRTHDAY CELEBRATION

NOVEMBER 5-6-7, 1964

## SCHEDULE OF EVENTS

### THURSDAY, NOVEMBER 5

- 8:00 a.m.-10:00 p.m.—REGISTRATION: Andrew Jackson Hotel
- 8:00 p.m.—STAR DAY RECORDING SESSION: WSM Studio C. Host: Don Pierce
- 10:15 p.m.- 4:45 a.m.—OPRY STAR SPOTLIGHT: Bill Claiborne, with Bobby Lord, George Hamilton IV and visiting DJ's. Live broadcast—Andrew Jackson Hotel

### FRIDAY, NOVEMBER 6

- 8:00 a.m.—REGISTRATION: Andrew Jackson Hotel
- 10:00 a.m.—OPENING OF CELEBRATION: WSM Breakfast, John H. DeWitt Jr., president of WSM, presiding, municipal auditorium
- Sponsor Recognition
- "Grand Ole Opry" Spectacular
- "Opry" No. 1 Fan Award: Dizzy Dean
- "Mr. Opry DJ '64" Presentation
- Trade Press Awards
- 2:00 p.m.—SALES-ARTISTS-PROGRAMMING ROUND TABLE DISCUSSION: WSM Studio C
- Sales Moderator, Len Hensel, WSM national sales manager
- Programming Moderator, Dave Overton, WSM assistant program director
- Artists participating, "Grand Ole Opry" stars Skeeter Davis, Porter Wagoner and Roy Drusky
- 5:30 p.m.—DECCA RECEPTION: Hosts: Owen Bradley and Harry Silverstein; Andrew Jackson. Commodore Room
- Ernest Tubb presents the Texas Troubadours
- 7:00 p.m.—FRIDAY NIGHT OPRY: Host: Stars of "Grand Ole Opry"; "Grand Ole Opry" House
- 9:30 p.m.—"MR. DJ USA"—Host: Grant Turner; stage of the "Grand Ole Opry" House
- 11:00 p.m.- 4:45 a.m.—OPRY STAR SPOTLIGHT: Bill Claiborne, with the Wilburn Brothers, Sonny James and visiting DJ's. Live broadcast from Andrew Jackson Hotel
- 10:30 p.m.—MUSICOR DANCE—Host: Pappy Daily. Andrew Jackson Ballroom

### SATURDAY, NOVEMBER 7

- 8:30 a.m.—RCA VICTOR BREAKFAST—Hosts: Harry Jenkins, Chet Atkins, Steve Sholes. Andrew Jackson Hotel Ballroom
- 12 noon—COLUMBIA LUNCHEON—Hosts: Don Law, Frank Jones, Gene Ferguson. "Grand Ole Opry" House
- 6:30 p.m.-12:00 p.m.—"GRAND OLE OPRY" 39TH BIRTHDAY CELEBRATION: Host: WSM Stars of the "Grand Ole Opry"; "Grand Ole Opry" House
- 10:00 p.m.—PAMPER MUSIC COMPANY DANCE—Host: Ray Price, Hal Smith. Municipal Auditorium

### SUNDAY, NOVEMBER 8

- 7:30 a.m.—COLUMBIA KAFFEE KLATCH: Hosts: Don Law, Frank Jones, Gene Ferguson. Hermitage Hotel Ballroom

## EDITORIAL

# Bow to CMA & WSM



TEX RITTER



FRANCES PRESTON

Country music in the last two decades has made a giant contribution to American culture. Many factors helped to make this possible—the notable writers, artists, publishers and the thousands of fans and record buyers.

We are grateful for the fact that the enthusiasm surrounding the country field has been maintained at a remarkable level, year after year.

The Country Music Association, has played a major role in focusing attention on the country field and has been remarkably effective in promoting it to urban populations, industrial centers and virtually the entire world. To the CMA, therefore, goes our unstinted kudos: May I never lose its vision and drive, and may it always be so fortunate as to have the leadership of devoted, able, people such as President Tex Ritter, Chairman of the Board Frances Williams Preston—and many devoted board members who have worked unceasingly to promote the country field.

We also salute WSM and its general manager, Bob Cooper. For many years the station and its personnel have maintained their faith and enthusiasm for country music, and they have watched it come alive all over the world.

We also acknowledge the effective work of Trudy Stamper, WSM's director of public relations, who retires after this convention. Miss Stamper's contribution to the c&w cause will never be forgotten.

## Prima Inks Three Artists

LAS VEGAS—Prima Records is expanding its artist roster with the signing of composer-conductor D'Artega, Chicago vocalist Jo Ann Henderson and trumpeter Warren Kime. Louis Prima-owned company recently hired accountant Burton Goodman as general manager.

the company's intention to build on its image of a Louis Prima, Sam Butera, Gia Maione label with the addition of other pop artists.

D'Artega's debut LP just released in "Flight of the Fiddles" and Kime's is "Pieces of Eight," another instrumental package. Recent singles are Butera's "You Never Know When a Woman's Gonna Change Her Mind" and Miss Maione's "I've Got a Crush On You."

## DEAN SHOW TAPED DESPITE NABT STRIKE

NASHVILLE — Technicians from WSIX and WSM were rushed into action at the taping of the "Jimmy Dean Show" here Wednesday night (28) following a walkout of camera men and technical personnel of the National Association of Broadcast Technicians.

The walkout had its roots in a New York labor dispute involving ABC-TV and union page boys and ushers. New York union representatives phoned Nashville and called for the walkout.

Julio di Benedetto, producer of the show, said the local crew completed the session without a hitch. He added that the show will go on as scheduled over ABC-TV whether or not the labor dispute is settled.

## BMI to Give Achievement Award to 99

NASHVILLE — Broadcast Music Inc. (BMI) will hand out Citations of Achievement awards to 65 writers and 34 publishers during the country music festival here on Nov. 5. The awards, which will be presented by BMI President Robert J. Burton and Frances Williams Preston, vice-president of BMI's Nashville office, cover 57 songs that have achieved outstanding success during the past year.

The BMI awards are based on trade paper polls of national popularity and public acceptance, reflecting record and sheet music sales, radio and TV performances, coin machine plays, and other factors measured in these polls.

Bill Anderson was the leading writer award-winner with four BMI citations. Cedarwood Publishing Company and Tree Publishing, led the publisher

(Continued on page 8)

# RCA Camden Sales Up; Map Expansion

By MIKE GROSS

NEW YORK—RCA Camden will wind up the year with impressive gains over the previous year in sales performance and with a blueprint for expansion during 1965. According to Ray Clark, who manages the Camden budget-priced line for Victor, the line in October has equalled the sales take of 1963 and is running 31 per cent ahead of 1965 with two of the biggest record-buying months just coming up. To indicate Camden's steady rate of expansion, Clark noted that it's expected Camden's take for this year will be 143 per cent over 1961.

Of special interest in budget line growth is the upward spiral taken by stereo product. Comparative figures for this and last year show that monaural disks were ahead by 12 per cent while stereo showed

a gain of 118 per cent. The monaural gain this year over

(Continued on page 8)



IRWIN H. STEINBERG, executive vice-president of Mercury Record Corporation, presents the RIAA Gold Record Award to the 4 Seasons on behalf of Philips Records for the group's million-selling, "Rag Doll."

## COL. LAUNCHING AD DRIVE IN 22 PAPERS

NEW YORK—Columbia Records is pulling out all the stops this fall in what company executives describe as "one of the most spectacular advertising campaigns of the phonograph record industry."

Columbia will spring for \$500,000 for a 16-page full-color supplement for release Nov. 29 in 22 major U. S. Sunday newspapers with a total family readership of 80,000,000.

Some 15,000,000 supplements will be distributed in the newspapers and another 5,000,000 supplements will be distributed to record dealers in the 50 States for counter giveaways.

The program is supervised by William P. Gallagher, vice-president of marketing, and Leonard Burkat, vice-president of creative services.

It will be buttressed with a newspaper teaser campaign and local radio promotion.

According to Burkat, the idea was tested last year in The New York Times, The Chicago Tribune and The Los Angeles Times.

Theme of the supplement is, "A world of lasting pleasure . . . to give, to have, to share . . . on the greatest stage in the world . . . Columbia Records."

First section is devoted to Broadway original cast and motion picture soundtrack music. The second section is devoted to the label's pop artists, with the third section covering Latin music and the fourth section Columbia Masterworks.

Other sections deal with folk, country and Christmas music. A Special Gift Section serves as a buying guide for "The record buyer who has everything."



ON STAGE for "Country Music Hall" are, left to right: Johnny Wright, Kitty Wells, Ruby Wright, Bill Phillips and Carl Smith.

## 20 Million View C&W Video Series in Canada

TORONTO—"The Carl Smith Country Music Hall," Canada's first c&w nationwide country video series, reaches an estimated 20,000,000 viewers weekly in 12 Canadian cities. The 39-week series, which bowed Sept. 9, is sponsored by Lever Brothers.

Smith and most guest artists are from Nashville, with the remainder of the cast Canadian.

U. S. guests artists in the series are Faron Young, Grandpa Jones, Stonewall Jackson,

Cousin Minnie Pearl, Tex Ritter, Kitty Wells, Johnny Wright and Bill Phillips.

Canadian guest artists are Cy Anders, Chuck Stewart and Gordon Lightfoot. Canadian regulars are Dianne Leigh and the Maple Creek Boys.

Contracts and talent negotia-

*(Continued on page 8)*

## N. Weiser To Manage Two Labels

NEW YORK—Norman Weiser, general manager of Four Corners Records, has been named general manager of Congress Records. He will hold both posts with the two labels. He succeeds Neil Galligan at Congress.

Both Congress and Four Corners are subsidiaries of Kapp Records. However, each subsidiary has its own distributor set-up. Weiser will report directly to Dave Kapp, president of Kapp Records.

Moe Preskell will be marketing director for Four Corners and Congress, and Dennis Ganim will handle national promotion and sales for the two labels. Both men report to Weiser.

## Red Foley on Club Circuit

NASHVILLE—Red Foley is charting a new course in the entertainment field. The veteran Decca recording artist is branching into the nightclub mainstream.

He has been booked into the Tidlands, Houston, Texas, for a week starting Dec. 21, and into Flame Club, Minneapolis, for six days, beginning Dec. 28.

Comedian Uncle Cyp (Boop Brasfield) will be included in Foley's act. The comic was with the singer on the old Ozark Jubilee TVer. Booking was via Dub Allbritten, Foley's personal manager.

# Cap's Tour de Force: 'Jazz Story'

By ELIOT TIEGEL

HOLLYWOOD—Capitol has created a de luxe historical jazz package titled "The Jazz Story," which took two years to produce and includes 60 tracks, many never released in the U. S. before.

Dave Dexter, veteran Capitol producer, conceived the package and traveled to London and Paris to cut original masters, many owned by EMI and never released domestically.

The five volumes are devoted to New Orleans dixieland, Kansas City and the 1920's, the early 1930's, the middle '30's big band era and the modern world of the '50's and '60's.

The five albums will be sold as a package for \$24.98.

Dexter said he doesn't believe any company has ever released five historical jazz albums simultaneously. Capitol previously issued a "History of Jazz" series in 1944, which is still in the catalog. The release of the package is being timed to coincide with

the publication of Dexter's new book, "The Jazz Story, from the '90's to the '60's," handled by Prentice-Hall.

Artists featured in volume I include the Original Dixieland Jazz Band, with Nick LaRocca on cornet; Ledbelly, Zootie Singleton, Sharky Bonano, Lizzie Miles, Wingy Manone and Louis Armstrong's first Capitol disk cut in 1946.

Volume II features Phil Napoleon's Memphis Five, Red Nichols' Pennies, Jimmy Noone, Frankie Trumbauer, Jack Teagarden, Joe Sullivan, Johnny Hodges, Earl Hines and Bobby Hackett.

Artists in Volume III include Joe Venuti-Eddie Lang, Duke Ellington with the first recording of "Sophisticated Lady," Fats Waller, the Chocolate Dandies (a Teddy Wilson group) Big Sid Catlett, Gene Krupa's Chicagoans, Jess Stacey and Fletcher Henderson.

Volume IV offers the Casa Loma Band, Billie Holiday, Art Tatum Trio, Duke Ellington, Benny Goodman, Benny Carter's

band, Bob Crosby's band, Jimmy Lunceford band re-created by Billy May, Django Reinhardt and Harry James.

Final volume includes Kenny Clarke, Tadd Damerson, Woody Herman, George Shearing, Jimmy Giuffre, Dizzy Gillespie, James Moody, Miles Davis, Gerry Mulligan, John Lewis, Cannonball Adderley, Stan Kenton and Joe Harriott, Jamaican Ornette Coleman.

Dexter noted he hoped the package would appeal to jazz-nicks and students alike because it was a "panorama of 50 years activity."

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No. 45

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## Epic Reshuffles Staff; Kellem Is A&R Exec

NEW YORK — Epic Records had a major reshuffle of its key personnel last week and at the same time brought in Manny Kellem from Tower Records to the post of executive artists and repertoire producer.

In the reorganization of his staff, Len Levy, Epic's vice-president and general manager, upped Bob Morgan to the spot of director of artists and repertoire. Morgan had been the label's executive a&r producer. In addition to being responsible for Epic's artist roster and catalog, Morgan will maintain liaison with Epic's a&r producers: Billy Sherrill in Nashville, Carl Davis in Chicago and Manny Kellem. Kellem, who had been with Capitol for the past 11 years before shifting to its newly formed subsidiary, Tower Records, a few months ago, will begin his Epic assignment by recording Adam Wade.

Other promotions in the Epic reorganizational picture are Victor Linn to director of administration and Sol Rabinowitz to director of merchandising sales and a&r budgets as well as sales policies and maintaining sales statistics. Rabinowitz, also reporting to Levy, will handle the planning, developing and directing of all Epic and Okeh product and artist promotion activities. He'll also include the creation of new merchandising concepts for Epic and Okeh.

In still another appointment, Mort Hoffman was set as Epic's director of sales. He'll be responsible for the sale of Epic

and Okeh product through the network of Epic's distributors and for the sales activities of Epic's field staff.

In its field staff setup: John Mahan has been transferred to Los Angeles and appointed Western region promotion manager. He had been Eastern region promotion manager based in Philadelphia; Nick Albarano has been set as sales and promotion manager for the Eastern region. He was formerly based in Chicago as Midwest region promotion manager; Marty Hirsch will replace Albarano in the Midwest and will be based in Chicago; Fred Frank will maintain his position as sales and promotion manager in the Southern region.

## BMI Sues Atlantic City, Warhi Realty

CAMDEN, N. J.—BMI and several affiliated publishers have filed suit against the City of Atlantic City and Warhi Realty Company, Inc., charging that the Beatles performed BMI songs at Atlantic City's Convention Hall, Aug. 30, without authorization.

The suit was filed in United

*(Continued on page 8)*

## Kruger in Oslo to Promote Ember Records in Norway

OSLO — Jeffrey Kruger, 33-year-old president of one of England's top independent record companies, Ember Records, arrived in Oslo last week.

The purpose of trip, which continued to Stockholm, was a series of meetings with Arne Bendiksen, owner of Egil Monn Iversen A-S, local distributor of Ember Records.

Artists released on Ember include Erroll Garner, Duke Ellington, Lionel Hampton, John Barry, Chad Stuart and Jeremy Clyde, Peter Sellers, Anthony Newley, Russ Hamilton, Frankie Laine, Sarah Vaughan, Carmen MacRae, Ray Singer and Lynn Holland.

Ember Records will be extensively promoted in Norway as a result of these meetings.

LOOK OUT, WORLD!

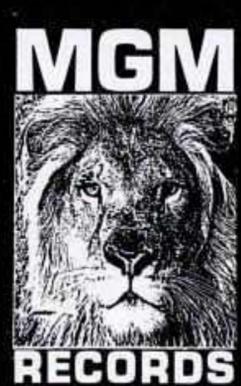
# DIANE RENAY SINGS

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# Clark Five Offered Guarantees For 7-Week Tour of U.S., Canada

By ELTON WHISENHUNT

NEW YORK — Bookings of the Dave Clark Five for its seven-week tour of the U. S. and Canada which began Sunday (29) has varying guarantees for the act scaled from \$9,000 to \$15,000, plus a percentage over a certain gate.

Size of the guarantee depends on the seating capacity of the hall and price of the tickets.

At Memphis, for example, where the show will play Dec. 13, the seating in the \$4.7 million new Coliseum is 12,050 and a sellout will bring \$42,000. The British group's guarantee at Memphis is \$9,000. The contract there calls for the group to get 50 per cent of any amount over a gross gate of \$18,000.

Thus, if the show is a sellout at \$42,000, the Clark combo

would get \$9,000 plus another \$12,000, for a \$21,000 total. In larger cities, the scale is higher. The tour was booked by Spotlight Productions, Inc., New York, with local promoters at cities the show plays furnishing preliminary acts.

The seven-week tour, which began Sunday (29) at Montreal, ends Dec. 20 at Buffalo, is expected to gross from \$1.5 to \$2 million.

The British group will play at least 50 shows.

Ray Brown of National Artists Attractions, local sponsor, said his contract calls for him to provide local preliminary acts. Brown said this has presented a unique problem.

"I'm getting calls from many acts who want to appear on the show free," said the puzzled Brown. He added he hadn't had that problem before.

## Andy Williams Is Still Sitting on Cadence Tapes

HOLLYWOOD—Those tapes Andy Williams obtained when he purchased Cadence Records in September are still in his coffers, Manager Alan Bernard reports. "We haven't made any disposition of the tapes," Bernard explained, "because we're not in a rush to go out and get rid of them."

"Columbia will undoubtedly wind up with the Williams' things to be distributed through the club." This is an obvious step, as Williams is one of Columbia's top attractions, but speculation has been kept regarding what Williams would do with the other tapes, including performances by the Everly

Brothers, Johnny Tillotson, the Chordettes, Johnnie Ray, Julius LaRosa and two "First Family" specials.

One reason for this singer's delay in selling off the tapes is his involvement with his 26-show NBC-TV series which occupies the majority of his time. As in recent seasons, the TV outing is developing as one of the top rated programs, Bernard.

## Green Light on Mary Wells

NEW YORK — George Scheck, head of Diversified Artists Corp., told Billboard that some radio programmers are hesitant about playing the first release on the 20th Century-Fox label by his client, Mary Wells. Scheck said that "some remember that a while back Motown Records had issued an alert concerning her contractual arrangement with them and possible involvements if they programmed material she might release on other labels."

He said "Just to get the record straight, there has been a happy settlement arrangement made between Miss Wells, Motown Records and 20th Century-Fox Records which makes it possible for her to record for the film company record division."

## CHess FORMS EUROPE LABEL

CHICAGO — The Chess Producing Corporation has organized Chess International as a new European label. Marshall Chess, vice-president and international director, is in charge.

The setup calls for Artone-Gramophone pressing all recordings and handling Dutch, German and Austrian distribution. Sonet will handle Scandinavian distribution. Chess, Checker and Argo product will be pressed and distributed.

## Columbia Sales Ups Florenza And Gassen

NEW YORK—The Columbia Sales Corporation upped two staffers to new posts last week. Sal Florenza was moved to manager of national promotion for albums and Dick Gassen was named manager of national promotion for singles.

Florenza, who transferred from merchandising, will be responsible to Gene Weiss, CRSC general manager, for planning, developing and co-ordinating Columbia album product activities, as well as co-ordinating the album promotion activities of Columbia's field promotion personnel. He'll also work on the arrangement of artist appearances and tours.

Gassen, who transferred from Columbia Record Distributors branch in Chicago, will also report to Weiss with duties similar to Florenza except that it will concern the singles product and artists.

In another appointment at Columbia, Donald Doughty has been transferred from the Hartford sales office of Columbia Record Distributors, and promoted to manager of field sales communications and merchandising. He'll be responsible to Bill Farr, director of merchandising for Columbia Records, for editing and publishing Columbia's communications to the field sales force.

## Big Seven To Acquire Branston Co.

NEW YORK—Morris Levy, head of Big Seven Music Corporation, and Harold Davison, head of Branston Music, have concluded negotiations by which Big Seven acquires the Branston firm through a stock purchase.

Levy, who has recently returned from England but who is not related to the Morris Levy of London, is head of Roulette Records. Davidson is the manager of the Dave Clark Five.

The Big Seven purchase of Branston gives control of the latter's catalog which includes many of the compositions of the Dave Clark Five, including many songs in the current Dave Clark Five Epic album "American Tour." The acquisition includes the current Clark quintet's best seller "Everybody Knows," and the group's current English hit, "Anyway You Want It"; two songs on an MGM release by the Juniors, and two songs on a forthcoming MGM release by the Messengers.

## Dealers Hit EMI on Tax Rebates

LONDON—EMI has come to an agreement with British Customs Authorities for dealers to claim full rebate on the tax they have paid on returned records after any change in the purchase tax rates. After the period has expired, they will receive current rates only.

The agreement has angered dealers. The Gramophone Record Retailers' Association is, in the words of its secretary, Harry Tipple, "Absolutely aghast."

Referring to the recent 30 per

cent cut in purchase tax, Tipple said that dealers had already paid tax at the higher rate on the stock they had bought and would only get current rates on percentage returns.

"It is the dealers' money that is going to be lost, not the manufacturers. A manufacturer should not be able to play about with the retailers' money like this. The GRRA will approach EMI "about the whole matter very soon," Tipple added.

In reply, EMI Managing Di-

rector Len Wood said that the previous system had proved unsatisfactory because it was too cumbersome to apply and, subsequently, inefficient. He said the new method was aimed to compensate the dealer for any under-recovery of tax on records returned after the end of the five-month period by an over-recovery on records purchased and returned within the period.

Wood also said that at the present time he foresaw no change in the price of records.

## RCA TAKES OVER ITS RECORD CLUB

NEW YORK — RCA Victor has taken over full responsibility for the operation of its record club. For the past three years it had been handled by the Reader's Digest and before that it was under aegis of the Book-of-the-Month Club.

Reader's Digest will continue the advertising, promotion and fulfillment functions for the club during an interim period under the direction of Victor.

The Reader's Digest, according to A. L. Cole, vice-president and general manager, plans to concentrate on the further development of its business of specifically created record packages.

## Henderson Dies Of Heart Attack

NASHVILLE — Joe Henderson, 27, died of a heart attack here last weekend. His roommate, singer Arthur Alexander, found Henderson dead when he returned to their apartment Sunday (25) night. Alexander, who was in Athens, Ga., the previous night for a stagershow booking, said he last saw Henderson at noon Saturday.

Henderson had recently signed with RIC Records. His first RIC single ("River or the Railroad Track" backed by "I Ain't Never") is scheduled for release this week. He cut 12 sides for RIC.

Henderson had a million-seller in 1962 with "Snap Your Fingers" on the Todd label. He started his professional career in the spiritual field and was a strong rhythm and blues seller before he moved into the pop hit class with "Fingers." His former r&b hits included "Sinner's Crossroad" on Vee Jay Records, and "Baby Don't Leave Me" on Todd.

Henderson credited Bobby Bland for much of his success in the entertainment field. Bland guided him during his early years in show business and continued to give him advice throughout his career.

His wife, the former Mamie McClain, survives.

## Schuster to Col'bia-SG

NEW YORK—Wally Schuster has taken over as professional manager of Columbia Pictures-Screen Gems Music. The music publishing combine which is headed by Don Kirshner, also includes the subsidiary firms, Colgems Music and Gower Music.

Schuster was formerly professional manager of Planetary Music, a post he held for nine years, and before that he held a similar post with George Paxton's music publishing operations for five years.

According to Kirshner, the appointment of Schuster is the first step in an expansion program now in progress to facilitate the firm's growth in TV motion pictures and the pop music field. Schuster will be active in all of these areas.

## Beatles Off Chart, 1st Time Since Jan. 18

NEW YORK—This is the first time since Jan. 18 that the Beatles have not been represented on Billboard's Hot 100 Chart. They broke onto the chart with their smash hit "I Want to Hold Your Hand."

Last week spelled the end of their chart streak when "Matchbox" dropped off the single chart.

The group's peak was reached during Billboard's April issue when 14 Beatle sides on five different labels were represented on the Hot 100.

Beatle records for Capitol of Canada during April 11 included, "Love Me Do," "You Can't Do That," "Roll Over Beethoven," "Can't Buy Me Love," "I Want to Hold Your Hand," "I Saw Her Standing There," "All My Loving." Vee Jay hits at the time were "Thank You Girl," "Do You Want to Know a Secret," "From Me to You," "Please Please Me." Swan Records registered with "She Loves You," and Tollie came up with "Twist and Shout" and "There's a Place."

## Paul Anka Abroad for TV, Records

NEW YORK—Paul Anka left for Paris late last week to tape a Christmas TV special and to record for RCA Victor in French. The singer-composer then hops to Berlin to star in another one-hour TV special. This will feature Anka's current hit in the German language, "Zwei Madchen Aus Germany."

Rita Pavone also will appear with Anka on this show, produced by Werner Mueller, well-known German musical arranger. Miss Pavone and Anka will sing a duet in German and subsequently record it for release throughout Europe. Anka also will record his next German single, and a German album under the direction of Mueller.

After his German chores, Anka will fly to London in order to review new material to be recorded especially for the English market. He will then cut a single, and possibly an album, for RCA Victor. A third starring TV special, this one for the British commercial network, is in the offing.

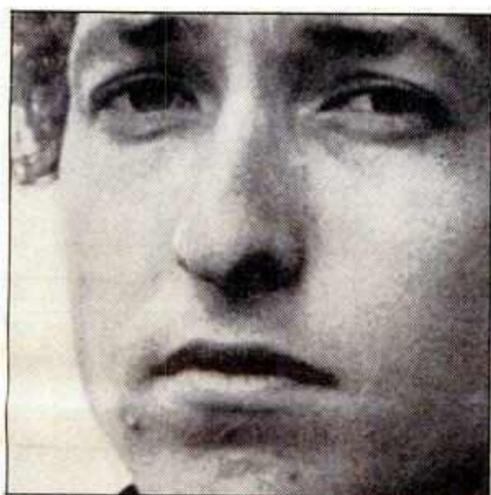
## BEATLES GET ROYAL BRUSH

LONDON—The artist list at the Royal Variety Show at the London Palladium Monday (2) is notable this year more for who will not appear than who will.

Brenda Lee, Lena Horne and Bob Newhart are among the American artists who will perform for Queen Elizabeth II. British artists on the bill are Cilla Black, Kathy Kirby, Cliff and the Shadows, and the Bachelors.

The Beatles, who were asked to appear before the Queen last year, have not been invited. The show will be televised over BBC Sunday (8).

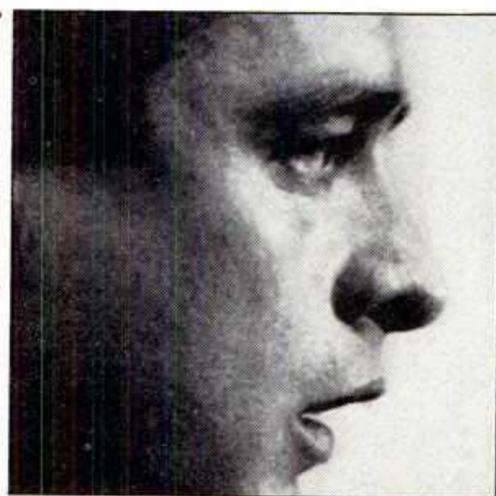
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from**

**Bob Dylan**

**on a new  
single  
sung by**



**Johnny Cash**  
On Columbia Records 

# RCA Camden Sales Up; Map Expansion

• Continued from page 3

1961 is 101 per cent, while stereo is rolling at a 300 per cent increase.

Clark isn't sitting back on 1964's impressive sales statement, though. With Ethel Gabriel, Camden's a&r producer, a plan to build up the catalog in the kiddie and international field is already in the works, as well as a strengthening of the artists roster. Already signed to Camden are Bob Ralston, organizer for Lawrence Welk, and singer, composer and arranger Malcolm Dodds.

The plans for 1964 in the children's record field call for release of between 12 and 15 new albums. The kiddie push will be centered mainly on Dr. Seuss disks. On the international end, Mrs. Gabriel is now looking over Victor's Mexican catalog, with plans to pull out sides that have been No. 1 sellers over the past 10 years. After the Mexican project is done she may do the same with other countries.

As a sidebar to indicate how effective the budget line has become is the release last week by RCA Victor of a Jim Reeves single "I Want to Forget You" backed with "Highway to Nowhere." The sides were pulled out of the Camden LP, "The Country Side of Jim Reeves" after the "I Want to Forget You" side broke as a pullout

single hit overseas. (It made the No. 1 spot in Norway.) Another example of the growing importance of the Camden outlet to Victor is that there's been an increasing demand by publishers and writers of Broadway show scores who have original cast album sets with the parent company to ask for releases of their scores in albums by Camden's Living Strings. There probably will be an increase along this line during the coming year.

The Camden line is now handled by the 42 Victor distributors as well as 34 additional RCA Camden distributors who are rack jobbers. (The special Camden distributors account for 50 per cent of the total business.) And to further hypo the Camden line, Clark instituted a special radio station service in October. He expects it to be in full swing in 1965.

To round out the activity this year, Camden will have a special one-album release in December. It will be an album of tunes Eddie Cantor recorded in 1957 and titled "Ida, Sweet as Apple Cider."

## Modern's 4th

BALTIMORE — Modern Music has opened its fourth Baltimore store, adjoining the Gord Baltimore Hotel. Ben Jenksy is manager. Milt Garland, owner of the chain, opened his first record store here in 1948.

# Trudy Stamper Exits WSM As PR Chief

NASHVILLE — Mrs. Trudy Stamper, winding up her 23d year with radio station WSM and the Grand Ole Opry, has decided to retire from promotional work, which has occupied her talents the past eight years, and enjoy country life with her husband on their 130-acre farm near Goodlettsville.

"It's been a wonderful experience working with such wonderful people," she told Billboard. "Some say I'll be back within six weeks after I wind up on Nov. 1, but I think I might try writing a country song or two."

Trudy, as she is affectionately known, worked for a number of years in the copy and traffic departments for the station before taking over as promotion director. Bill Williams, former news director at the station, has been working with Mrs. Stamper and will be handling the activities of the promotion department beginning Nov. 1.

After completing college, Mrs. Stamper received money from her father who advised her to go to New York and get the show business bug out of her system, and to either make a success of herself or come home when the money was gone. Her Broadway success was somewhat, she modestly noted, overplayed by local newspapers. When forced to return here suddenly, due to an accident in which her father was injured, she was offered a position by WSM, accepted it and has happily and cheerfully been making friends for the station, the Opry and herself ever since.

# Rogers to L.A. Office

NEW YORK — Regina Records has launched an extensive program which will include opening an office in Los Angeles. Shorty Rogers will handle a&r on the Coast. Rogers, who will also compose for Regina artists, has signed a long-term contract with the company, and will record, arrange and conduct for the label.

November will see the label's largest number of releases since it was established, according to Regina President Jack LaForge. This includes LP's by Frances Faye, Charlie Mariano and his wife Toshiko, Shorty Roger (his first for the label) and a package featuring the 150 voices of the Frederick Williams Chorale.

# Thompson Joins SESAC

NEW YORK — Bob Thompson has joined SESAC as director of public relations. He formerly was national promotion manager for Columbia Records.

Thompson joined Columbia in 1961 as regional promotion manager headquartered in Los Angeles. The following year, Columbia brought him to New York to take over as national promotion manager for the firm's popular products division.

## Golden Distribs

NEW YORK — Golden Records, a kiddie label, has named three new distributors. They are Meilicher Brothers, Minneapolis; Topps Record Distributors, Miami, and Hamburg Brothers Distributors, Pittsburgh.

# New Deals, New Ideas Mark Talmadge Drive

• Continued from page 1

duce the sessions in Nashville. The song material, Talmadge states, will all be in the great tradition of "story" songs — earthy, true-to-life material.

The Pitney-Jones package is expected to be released in January. It will likely be cut in December. Talmadge feels that in view of Pitney's powerful sales power overseas, the package could aid in spreading the gospel of c&w around the world.

In the area of artist promotion, Talmadge is also planning some intriguing moves. He intends, for instance, to stage a dance and concert in March of 1965 in Madison Square Garden featuring Musicor's hot Latin artist, Tito Rodriguez. In the fall he expects to present a similar show starring Rodriguez in Puerto Rico. It's known that Talmadge hopes to secure the services of such artists as Los Trios Panchos, Vitin Aviles, Eydie Gorme and others for the dance-concerts.

With regard to the Musicor matters, Talmadge revealed that the label will be distributed worldwide by CBS, with these exceptions: EMI will distribute Musicor in England; CGD in Italy and Palacio De Musica in Venezuela. The CBS overseas distribution deal was negotiated by Talmadge with Harvey Schein, vice-president of CRI International. Musicor will also be handled by the Columbia Record Club.

Talmadge revealed that the

# A. H. Goldstein Named by Col.

NEW YORK — Alvin H. Goldstein has been named director of advertising and sales promotion for Columbia Records. He reports to Leonard Burkat, vice-president of creative services.

Goldstein had been advertising director of United Merchants and Manufacturers and a senior account executive at the West, Weir & Bartel Advertising agency.

## BMI Awards

• Continued from page 3

award winners with six each. Other multiple writer-award winners were Buck Owens and Justin Tubb, three; Bouleaux and Felice Bryant, Johnny Cash, Baker Knight, Hugh X. Lewis, Betty Sue Perry, Marty Robbins and Wayne Walker, two each.

Other publishers winning multiple awards were Moss Rose Publications and Sure-Fire Music, four; Acuff-Rose and Central Songs, three; Blue Book, Johnny Cash Music, Four Star Sales, Al Gallico Music, Newkeys Music, and Screen Gems - Columbia Music, two each.

## Canadian C&W

• Continued from page 4

tions were handled by W. E. (Lucky) Moeller, Denny-Moeller Talent, Inc., Nashville. Producer is Sidney Banks, Double B Productions.

The show is seen in St. Johns, Nfld.; Halifax; Montreal; Ottawa; Toronto; Kitchener, Ont.; Moose Jaw, Sask.; Calgary, Alta.; Edmonton, Alta.; Vancouver, B. C., and Victoria, B. C.

Musicor line now totals 75 albums. This figure was achieved with the acquisition of several lines by Talmadge. These include Al Soyka's polka line, and the Tampa and Interludes lines containing product by Shelley Manne, Herbie Mann, Paccheco, etc. This new product will not be released until January, at which time Musicor will also release the Pitney-Jones package.

## Reaffirm Indie Faith

Talmadge, who distributes Musicor in the U. S. through indie distributors, reaffirmed his faith in the indie record business. Both the indie manufacturer and distributor, in Talmadge's view, will continue to make an important contribution to the industry. But the indies, to be effective, must be "daring and bold" in their creative and merchandise philosophies, and they must adhere to ethical standards of conduct. "A substantial indie manufacturer," Talmadge stated, "cannot afford to bypass his distributors; he cannot afford to take advantage of the distributor and run with a hot album." Talmadge said that the recently released rules of the Federal Trade Commission will facilitate a more ethical manufacturer - distributor relationship.

# Columbia in Latin Groove

• Continued from page 1

clubs. Hot on the heels of Roberto Yanes' successful engagement at the Chateau Madrid has come thrush Di Marie from Puerto Rico. Rosaly predicts that both artists will double their sales in the New York area as a result of the appearance at the club.

Not to be outdone, Columbia's Masterworks department has a Latin sound of its own, including a de luxe Legacy album on Mexico. The package features Carlos Chavez (Mexico's top composer) conducting his own music along with material by other important Mexican contemporaries. Goddard Lieberon, Columbia's president, supervised the recording as well as the compilation of special material for the book which comes with the package.

To top off the Latin kick, Columbia has reissued the Spanish version of "My Fair Lady" titled "Il Bella Dama." It marks the first time that the label has reissued a foreign language album.

## BMI Sues A.C.

• Continued from page 4

States District Court here. Publishing firms involved are Arc Music Corporation; Northern Songs, Ltd.; Robert Mellin, Inc.; Venice Music Corporation, Inc., and Ray Maxwell Music Publishing Company. Warhi is one of George Hamid Jr.'s corporations.

Songs involved are "Hard Day's Night," "All My Loving," "She Loves You," "Roll Over Beethoven," "Can't Buy Me Love," "Boys," "I Want to Hold Your Hand," "Long Tall Sally," "Nadine," "What'd I Say," "Latin Lady Lupe Lu," "This Little Girl of Mine," "Memphis" and "Twist and Shout."

The plaintiffs seek statutory damages of \$250 for each alleged infringement, attorney's fees and court costs.

Our sincere apology to Chess Producing Corp. for a typographical error which appeared in last week's ad. Copy should have read:

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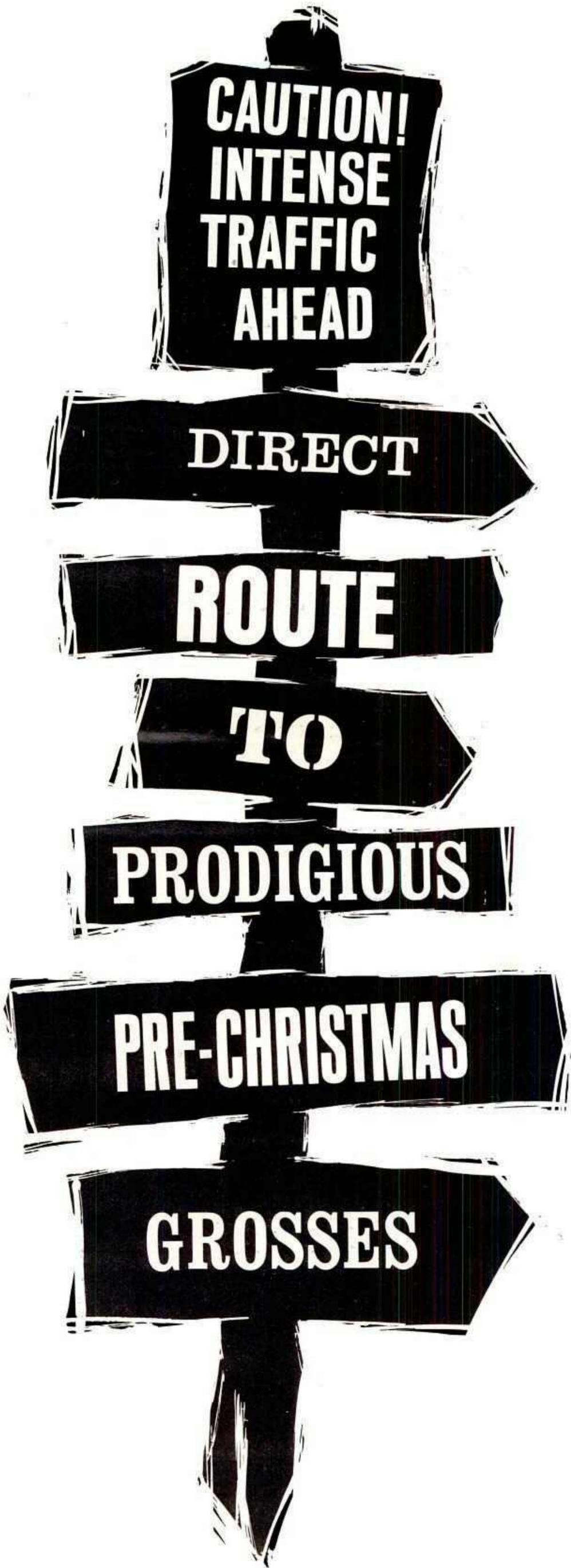
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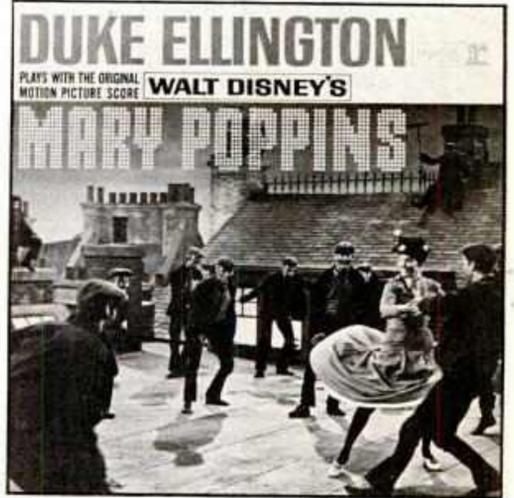
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## 2 Red Jazzmen Are U. S. 'Sit-Ins'

NEW YORK—Two defecting Russian jazzmen, Boris Midney, an alto saxophonist and clarinetist, and Igor Barukshtis, a bass player, arrived here last week and within hours of their arrival were "sitting in" at the Village Vanguard.

At a press conference at Kennedy Airport, the two, who had left a touring Russian variety show in Tokyo Aug. 15, explained the reasons for their defection and their desire to live in the U. S. Midney, 27, did most of the talking. They had left Russia, he said, "because music and the arts are cen-

sored." It is extremely hard to work on your own initiative there, he added. Much is suppressed by the government, and particularly jazz, which simply isn't allowed at all.

Willis Conover's broadcasts for the Voice of America won them over to jazz, according to Barukshtis, who is 31. Although each had owned some American jazz LP's, the black market price, \$18 per LP, was so high that most of their reliance in hearing jazz had to be placed on Conover's broadcasts. No jazz records, they stated, are allowed to be sold on the open market.

When Benny Goodman was selected to represent jazz in Russia, there was considerable grumbling among U. S. jazz musicians that Goodman was far from the ideal representative, since his playing, they said, was hardly a picture of what's going on in America today. The Russian jazzsters declared that they had not been disappointed. "We were so happy to hear live swing," Midney said, "that we didn't care who came."

Despite their respect for Goodman, the two are obviously

more drawn to the modern sounds in jazz. Midney listed his influences as Eric Dolphy, John Coltrane, Sonny Rollins and Ornette Coleman, with Barukshtis plumbing for Percy Heath, Ray Brown, Paul Chambers and the late Scott LaFaro.

After seeking asylum in the U. S. Embassy in Tokyo, the duo were granted travel permits, and sent to Frankfurt, Germany, for processing. They are here under the sponsorship of American Friends of Russian Freedom, Inc., which already has located a manager for them, Helen Keane, who also manages Bill Evans and Mark Murphy among others.

Their first evening in New York, in addition to "sitting in" at the Vanguard, also was spent playing for CBS-TV's late news and meeting with a number of jazz notables, among them Ornette Coleman, Gerry Mulligan, Bob Brookmeyer and Clark Terry.

An engagement at the Village Vanguard is now in the offing, and the "Today" and Ed Sullivan's CBS-TV show also express interest in showcasing the jazzsters' talents.

## 'Ben Franklin in Paris' Is an Antedated Musical

NEW YORK—There's an innocence to "Ben Franklin in Paris," the new musical that opened at the Lunt-Fontanne Theater here on Oct. 27, that makes it an anachronism on the current Broadway scene. It is innocent, and even a bit naive, in that it relies completely on the operetta form that was extremely popular at the turn of the century and one that has been the subject of parody in recent years.

The operetta idiom of Friml and Romberg stirs nostalgic memories but the contributions of Sidney Michaels, who wrote the book and lyrics, and Mark Sandrich Jr., who wrote the music, will stir up small interest now or later. The score is pleasant but ineffectual and it's doubtful that even the song's big ballad "To Be Alone With

You" will have any commercial possibilities.

The show's big asset is its star, Robert Preston. He creates a lively personality as Ben Franklin in Paris out to beguile the King and his lady-friend to help finance the American revolutionaries in their war against the British. His dash and handling of Franklin's wily words, cleverly utilized by Michaels, give the show much of its charm, but in this case even Preston isn't strong enough to carry the day.

Ulla Sallert, as the French King's favorite, and Susan Watson and Franklin Kiser as the young lovers, supply a vocal lilt that is completely in keeping with the yesteryear aura of the production.

Capitol Records will have an uphill fight with the original cast album of this one.

## Fran Jeffries Leading Two Lives—as 'The Single Girl'

will be leading a double-disk life in a tie-in with her upcoming movie, "Sex and the Single Girl." Although she recently signed an exclusive three-year contract with MGM Records, Miss Jeffries will also be heard on the soundtrack album of "Sex and the Single Girl" released by Warner Bros. Simultaneous with the release of the Warner Bros. album later this month will be her first LP for MGM titled, "Fran Jeffries Sings Sex and the Single Girl."

After that double spread, however, Miss Jeffries' loyalties will belong solely to MGM. She is not sure yet which direction her disk life with MGM will take, it depends, she said, on the reaction to the album and how the individual songs are received.

"I'm looking for a total audience," she said, "so the songs in the first album will have enough variety to appeal to all levels."

MGM's plot for Miss Jeffries in the singles market also depends on the reaction to the songs in the album. There will be an initial single disk push on "Sex and the Single Girl," written by Neal Hefti (music) and Richard Quine (lyrics), to tie in with the promotional efforts of the Warner Bros. film release, but it will be up to the public to decide which way she'll go after that.

## Signings

Osborne Smith, last seen on Broadway in "Irma La Douce," has been signed by Capitol Records. He has an album scheduled for release in January. . . . Loma Records has signed the Olympics and Bob and Earl, two rhythm and blues acts. . . . Shelley Fabares joins Dunhill Productions' roster.

## New York PRESS BOX SCORE

### "BEN FRANKLIN IN PARIS"

"Ben Franklin in Paris," a musical by Sidney Michaels (play and lyrics) and Mark Sandrich Jr. (music), and starring Robert Preston, opened at the Lunt-Fontanne Theater Oct. 27 to mixed notices, but the majority view was favorable. Capitol Records has the original cast album rights and E. H. Morris (ASCAP) is publishing the score.

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

**TIMES: SHOW—**" . . . seldom overcomes the suspicion that it has been organized rather than created. Not even Mr. Preston's superb salesmanship can con one into thinking that there is magic in this musical's pitch."

**SCORE—**" . . . best tune: 'To Be Alone With You.' While the mood of Michael's lyric and Sandrich's melody is hardly in a classical French vein, it is an attractive Broadway number."

**HERALD TRIBUNE: SHOW—**" . . . the integrated musical turned back into operetta again. . . . If you don't believe me, you can go see . . . for yourself, though I suggest you believe me."

**DAILY NEWS: SHOW—**" . . . carried off with considerable charm."

**SCORE—**" . . . several literary songs and a few jolly ones."

**POST: SHOW—**" . . . freshly charming entertainment."

**SCORE—**"All of Mr. Sandrich's songs are attractive . . ."

**JOURNAL-AMERICAN: SHOW—**" 'Franklin' is a big fat hit."

**SCORE—**"The proceedings have the hypo of a very different kind of score . . ."

**WORLD-TELEGRAM: SHOW—**" . . . The musical itself is pleasant rather than exciting, unhurried in pace, and attractively cast."

**SCORE—**"The music . . . is proficient without being spectacular."

## PEOPLE AND PLACES

By MIKE GROSS

"The Man in the Green Flannel Suit," a satirical musical in two acts, written by David Mayerovitch and Michael Blumstein, has been named winner in the fourth annual BMI Varsity Show Competition. The production was presented by the Red and White Revue of McGill University in Montreal. . . . Bobby Vinton is recording a new album in Nashville from Nov. 2 through 8 with Epic Records producer Bob Morgan. . . . Crescendo artist-hypnotist Pat Collins at the Interlude in Los Angeles for six more weeks. . . . Randy Weston and his sextet into New York's Five Spot Nov. 3. . . . Sol Yaged Quintet playing Sunday jazz concerts at the Clover Lounge, Rahway, N. J. . . . The Cannonball Adderley Showcase and John Hammond and His Rhythm and Blues Trio open at Art D'Lugoff's Village Gate Nov. 3.

Epic Records' Back Porch Majority will make their network TV debut on ABC-TV's "Hollywood Palace" Nov. 7. . . . Josh White Jr. will be at Gerde's Folk City in Greenwich Village until Nov. 8. . . . Connie Francis and comedian Mickey Freeman will be on the Copacabana bill for two weeks starting Nov. 5. . . . Ivan Mogull Music, Ltd., has bought the foreign rights from Phil Zeller to "San Francisco de Assisi." . . . Comedian Ronnie Martin, whom Nat King Cole has been spotlighting in his cafe and theater dates since this summer, begins a three-week engagement at Las Vegas' Sands Hotel with Cole Nov. 2. . . . Independent producer Eddie V. Deane is gathering comedy songs and material for an album and single project featuring comedian Charlie Manna. . . . Arnold Shaw, general professional manager of E. B. Marks Music, lectured on "The World of Cole Porter" at Farleigh Dickinson University in Madison, N. J., last week. . . . Lester Sims, managing director of DFD Records, became a grandfather for the fourth time last week. His daughter Suzie gave birth to a girl, Leslie Marcia, in Chicago.

M.A.R.C.H., organization of girls in the music industry, donated \$500, the take from a "What Makes Sammy Run" benefit, to the University Settlement House. . . . Jodie Sands, currently on tour, is looking for a new label affiliation. She had been with ABC-Paramount. The William Morris Agency will be moving to new quarters at 1350 Avenue of the Americas early next year. . . . Roulette Records' singer Bob Vegas currently at Jackie Kannon's Rat Fink Room in New York. . . . Lawrence H. Lipskin, formerly with the Hollywood Reporter, joined Solters, O'Rourke & Sabinson's publicity firm. . . . Peter Nero has a series of one-night stands booked well into April 1965. . . . Stella Ben Abou Douglas, president of Storytime Records-Puzzles, returned to New York last week after a month in Europe. She brought back masters for seven LP disks for her kiddie line. . . . Ronnie Bartley and the Gas House Six of Ronco Records, currently touring Germany and Italy. . . . The Tommy Dorsey orchestra opens at Ben Maksik's Town & Country Club in Brooklyn Nov. 6. . . . Vaughn Monroe headlines at the Monticello Club, Boston, Nov. 16-22.

## BOOK REVIEW

### The World of Popular Music

"Anything Goes: The World of Popular Music," By David Dachs. Published by Bobbs-Merrill Co. \$5. 328 pages.

David Dachs, despite many errors and omissions, has managed to gather together a lot of information in his book about the music industry. The result may well serve to keep the layman from becoming interested in the music business.

As a reference work, his book catalogs some of the more unpleasant events of recent years, from payola hearings and scandals to the now famed disk jockey convention in Florida.

As one reads his book, one thinks that soon he will document some of the good things the music industry has done and is doing. But there's no

(Continued on page 12)

## BEAT CITY

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Bill Gavin: Record To Watch  
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9697

An Andrew Loog Oldham  
production for Impact Sound

**LONDON**  
RECORDS

R&B D.J. ROUNDUP

The information below is reported each week by leading R&B disk jockeys. The Contributing Editor is KAL RUDMAN. NATIONAL BREAKOUTS are those records registering sales in a significant number of regions and can be classified as new hit records. REGIONAL BREAKOUTS are those records breaking in one or more regions of the U. S. but not in sufficient number of areas to date to be considered national in scope. Individual disk jockey reports give those records that are making their first appearance in the local top 15, the local breakouts, records to watch based on initial action in each market and the Top LP's.

BAREFOOT AND RECORD-LESS?

Washington, D.C.—Our trouble in the record business is that we don't think about the "Basics" enough.

I asked Buster, a spokesman for one of the largest manufacturers of shoes, a hypothetical question . . . and being a philosophical kind of guy, Buster (his family name starts with B too) thought it out and answered me.

I asked: "What would happen to the shoe business as a whole in 5 years if 50% of your jobber and retail customers didn't sell children's shoes?" He said: "In 5 years it would probably cut our volume by 30%, and in ten years by 50%."

OK, I admit it's far out—but you can picture it: A woman and a little kid walk into a shoe store and the salesman says, "Sorry we don't carry any kiddie booties—or Buster Browns." It's possible the kid would grow up and get used to barefeet—no matter how cold it got!

Mr. Retailer and Mr. Jobber how do you expect to have customers for records in the next few years if they haven't gotten used to buying records as children? How can they get used to buying records if you don't carry children's records in stock? Records which introduce a child to the pleasure of putting a disc on a machine anytime he wants to—and listening to it. It's a habit that has to be acquired . . . people aren't born with it! And you know something else? The perfect time to introduce them to records is the pre-school age . . . before they can read . . . otherwise they might just be satisfied with only books—and that would NEVER DO. So—please pay attention to your stock of children's records—it's an investment in the future—your future business.



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630 Fifth Ave.  
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P.S. The perfect pre-school records are Little Golden 29¢'ers. The new 69¢ Book and Record packages are the best selling product in the Children's Record Industry . . . Look Ahead! Order Prepack #58502 today!



★ BURKE JOHNSON—WAOK, ATLANTA

- TOP 15  
BABY DON'T DO IT—Marvin Gaye, Tamla  
YOU MUST BELIEVE ME—Impressions, ABC  
MERCY MERCY—Don Covay, Atlantic  
THAT'S WHERE IT'S AT—Sam Cooke, Victor  
BABY LOVE—Supremes, Motown  
AIN'T DOIN' TOO BAD—Bobby Bland, Duke  
RHYTHM—Major Lance, Okeh  
WHY YOU WANNA — Temptations, Gordy  
DANCING IN THE STREET—Martha & Vandellas, Tamla  
KENTUCKY BLUEBIRD—Lou Johnson, Big Hill  
MY ADORABLE ONE—Joe Simon, Vee Jay  
OUT OF SIGHT—James Brown, Smash  
LET IT BE ME—Everett & Butler, Vee Jay  
OH NO NOT MY BABY — Maxine Brown, Scepter  
CHAINED AND BOUND—Otis Redding, Volt  
● GREAT REACTION  
THE JERK—Larks, Money  
"THE B1"—Candy & Kisses, Cameo  
IT'LL NEVER BE OVER FOR ME—Baby Washington, Sue  
SINCE I DON'T HAVE YOU—Chuck Jackson, Wand  
TROUBLE CHILD — Barbara Mason, Crusader  
I FOUND A LOVE—Jo Ann & Troy, Atlantic  
BLESS OUR LOVE—Gene Chandler, Constellation  
NEVER TRUST A WOMAN & BEAUTICIAN BLUES—B. B. King, ABC/Kent  
TIMES HAVE CHANGED — Irma Thomas, Imperial  
MUMBLES — Oscar Peterson/Clark Terry, Mercury  
AIN'T IT THE TRUTH—Mary Wells, 20th-Fox  
LONELY PEOPLE—Judy Clay, Scepter  
TOO MANY FISH—Marvelettes, Tamla  
EITHER WAY I LOSE—Gladys Knight, Maxx  
LONELY LONELY NIGHTS—Vernon & Jewell, Kent  
WHAT GOOD AM I—Gaye & Weston, Tamla  
I'VE GOT THE SKILL—Jackie Ross, Chess  
HOW TO SUCCEED IN LOVE—Martha Jean, ABC

★ CHATTY HATTY—WGIV, CHARLOTTE

- RECORDS TO WATCH  
HOW TO SUCCEED IN LOVE—Martha Jean Love, ABC  
LONELY PEOPLE—Judy Clay, Scepter  
I HOPE I DON'T CRY—B. B. Butler, Barry  
I FOUND A LOVE—Jo Ann & Troy, Atlantic

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

- BREAKOUTS  
OH NO NOT MY BABY — Maxine Brown, Wand  
GOTTA GIVE HER LOVE—Volumes  
THEN YOU CAN TELL ME GOODBYE—Johnny Nash, Chess  
MAYBE TONIGHT—Shirelles, Scepter  
"THE B1"—Candy & Kisses, Cameo  
SHAKE A LADY—Ray Bryant, Sue  
KENTUCKY BLUEBIRD—Lou Johnson, Big Hill  
WHAT GOOD AM I—Weston & Gaye, Tamla  
LONELY STREET — The Coronators, Clock  
RUNAROUND—Ann Marie, Jubilee

★ BOB KING—WVOK-TV & RADIO, WASHINGTON

- BREAKOUTS  
SLOOP DANCE—Vibrations, Okeh  
ALL THAT'S GOOD—Fiestas, Old Town  
NEEDLE IN A HAYSTACK—Velvelettes, VIP  
SHE'S ALRIGHT — Jackie Wilson, Brunswick  
BABY DON'T DO IT—5 Royals, Smash  
I'VE GOT THE SKILL—Jackie Ross, Smash  
AIN'T IT THE TRUTH—Mary Wells, 20th-Fox  
REACH OUT FOR ME—Dionne Warwick, Scepter  
IN MY HEART—Barbara & Browns, Heidi  
● RECORDS TO WATCH  
NEVERTHELESS—Billy Butler, Okeh  
SWEET THING—Spinners, Motown  
TOO MANY FISH IN THE SEA—Marvelettes, Tamla  
● TOP LP'S  
SATURDAY NIGHT AT THE UPTOWN—Various Artists, Atco  
HEY GIRL DON'T BOTHER ME—Tams, ABC  
DELICIOUS TOGETHER — Everett & Butler, Vee Jay

★ JOHN RICHBOURG—WLAC, NASHVILLE

- BREAKOUTS  
CHAINED AND BOUND—Otis Redding, Volt  
THEN YOU CAN TELL ME GOODBYE—Johnny Nash, Chess  
BABY DON'T DO IT—5 Royals, Smash

- RECORDS TO WATCH  
SINCE I DON'T HAVE YOU—Chuck Jackson, Wand  
THOUSAND CUPS OF HAPPINESS—Joe Hinton, Backbeat  
LET THEM WHISPER—Pam Hall, ABC

★ ERNIE DURHAM—WJLB, DETROIT

- FIRST APPEARANCE IN LOCAL TOP 15  
REACH OUT FOR ME—Dionne Warwick, Scepter  
THE JERK—Larks, Money  
THOSE LONELY LONELY NIGHTS—Vernon & Jewell, Kent  
AIN'T IT THE TRUTH—Mary Wells, 20th-Fox  
● BREAKOUTS  
IT'S ALL OVER — Walter Jackson, Okeh  
● RECORDS TO WATCH  
SINCE I DON'T HAVE YOU—Chuck Jackson, Wand  
I'M THE LOVER MAN—Little Jerry Williams, Southern Sound  
IT WILL NEVER BE OVER FOR ME—Baby Washington, Sue  
"THE B1"—Candy & Kisses, Cameo  
DON'T LET IT GET YOU GIRL—Debbie Rolins, Ascot  
HE'S GONE—Royalettes, MGM  
DON'T DECEIVE ME — Ted Taylor, Okeh

★ ED TEAMER—WYLD, NEW ORLEANS

- BREAKOUTS  
I HOPE I DON'T CRY—B. B. Butler, Barry  
NEVER TRUST A WOMAN—B. B. King, ABC

★ CROWN PRINCE—WRBD, FORT LAUDERDALE, FLA.

- RECORDS TO WATCH  
STOP TAKING ME FOR GRANTED—Mary Wells, 20th-Fox  
BABY SET ME FREE—Donald Height, Old Town  
REACH OUT FOR ME—Dionne Warwick, Scepter  
SWEET THING—Spinners, Motown  
BABY DON'T DO IT—5 Royals, Smash  
● TOP LP  
SATURDAY NIGHT AT THE UPTOWN —Various Artists, Atco

★ JERRY THOMAS, P.D.—KNOK, DALLAS-FORT WORTH

- BREAKOUTS  
HIDEAWAY—King Curtis, Capitol  
MAYBE TONIGHT—Shirelles, Scepter  
MAN WITH GOLDEN ARM—Jimmy McGriff, Sue  
● RECORDS TO WATCH  
COME HOME — Barbara Lewis, Atlantic  
NEVER TRUST A WOMAN—B. B. King, ABC  
S-W-I-M—Bobby Freeman, Autumn  
GUESS WHO—Sam Fletcher, Vee Jay  
BLUERERRY HILL — Little Richard, Vee Jay  
● TOP LP  
SWEETS FOR THE SWEET—Sweets Edison, Sue

★ WILL RUDD, SCOTT GORMAN, KEN HAWKINS—WJMO, CLEVELAND

- BREAKOUTS  
LOOK AWAY—Garnet Mimms, U.A.  
REACH OUT FOR ME—Dionne Warwick, Scepter  
I'VE GOT THE SKILL—Jackie Ross, Chess  
● RECORDS TO WATCH  
IN MY HEART—Barbara & Brown, Heidi  
SLOOP DANCE—Vibrations, Okeh  
TONIGHT'S THE NIGHT—Headliners, VIP  
YOU DON'T LOVE ME—Z. Z. Hill, Kent

★ BILL MOSS—WVVO, COLUMBUS, OHIO

- BREAKOUTS  
LONELY LONELY NIGHTS—Vernon & Jewell, Kent  
REACH OUT FOR ME—Dionne Warwick, Scepter  
● RECORDS TO WATCH  
LOOK AWAY—Garnet Mimms, U.A.  
GOTTA GIVE HER LOVE—Volumes, Amer. Arts  
KENTUCKY BLUEBIRD—Lou Johnson, Big Hill

★ HUNTER HANCOCK—KGJF, LOS ANGELES

- BREAKOUTS  
DON'T ANSWER THE DOOR—Jimmy Johnson, Magnum  
AIN'T DOIN' TOO BAD—Bobby Bland, Duke  
THE JERK—Larks, Money  
CHITTLING—Gus Jenkins, Tower  
OPPORTUNITY—Jewels, Dimension  
LONELY LONELY NIGHTS—Vernon & Jewell, Kent  
THEN YOU CAN TELL ME GOODBYE—Johnny Nash, Chess

- ★ RUBEN (SUGAR DADDY) HUGHES—WMOZ, MOBILE  
● BREAKOUTS  
THEN YOU CAN TELL ME GOODBYE—Johnny Nash, Chess  
THOSE LONELY LONELY NIGHTS—Vernon & Jewell, Kent  
GO BOBBY SOXER — Chuck Berry, Chess  
NEVER TRUST A WOMAN—B. B. King, ABC  
YOU DON'T LOVE ME—Z. Z. Hill, Kent  
TOO MANY FISH IN THE SEA—Marvelettes, Tamla

★ (HAPPY JOHNNY) PETTIT—WGOK, MOBILE

- RECORDS TO WATCH  
TIMES HAVE CHANGED — Irma Thomas, Imperial  
I FOUND A LOVE—Jo Ann & Troy, Atlantic  
I'VE GOT THE SKILL—Jackie Ross, Chess  
FIRST LOVE MIGHTY — Mustangs, Sure Shot  
HURTIN' INSIDE—Barbara & Brenda, Heidi

★ GEORGE TRUEHART, BILL (BIGGIE) CARR & CHUCK BREECE—WDAO, DAYTON

- BREAKOUTS  
BEAUTICIAN BLUES — B. B. King, Kent  
STRUNG OUT—James Crawford, Mercury  
SOUL STOMP—Earl Van Dyke, Soul  
OH NO NOT MY BABY — Maxine Brown, Scepter  
SATAN'S BLUES—Jr. Walker, Soul  
FOUND A LOVE—Jo Ann & Troy, Atlantic  
TIMES HAVE CHANGED — Irma Thomas, Atlantic  
● RECORDS TO WATCH  
GOIN' UPSIDE YOUR HEAD—Jimmy Reed, Vee Jay  
ONE WONDERFUL NIGHT — Honey Bees, Fontana

★ JACK WALKER & TOMMIE SMALL—WLIB, NEW YORK

- BREAKOUTS  
RUNAROUND—Ann Marie, Jubilee  
I HOPE I DON'T CRY—B. B. Butler, Barry  
TIMES HAVE CHANGED — Irma Thomas, Imperial  
A WOMAN'S LOVE—Carla Thomas, Atlantic  
REACH OUT FOR ME—Dionne Warwick, Scepter  
SINCE I DON'T HAVE YOU—Chuck Jackson, Wand  
IT'LL NEVER BE OVER FOR ME—Baby Washington, Sue  
AIN'T IT THE TRUTH—Mary Wells, 20th-Fox

★ WILE—RALEIGH-DURHAM

- BREAKOUTS  
THEN YOU CAN TELL ME GOODBYE—Johnny Nash, Chess  
BABY DON'T DO IT—5 Royals, Smash  
STRUNG OUT—James Crawford, Mercury  
MY PILLOW STAYS WET — James Duncan, King  
I NEED LOTS OF LOVE—Johnny Taylor, Galaxy

★ DICK (CANE) COLE—WLOX, MEMPHIS

- BREAKOUTS  
RUNAROUND—Ann Marie, Jubilee  
LONELY LONELY NIGHTS—Vernon & Jewell, Kent  
AIN'T IT THE TRUTH—Mary Wells, 20th-Fox  
THAT L'IL OLD HEARTBREAKER—Bobby Freeman, Autumn  
THE JERK—Larks, Money  
SHE'S ALRIGHT — Jackie Wilson, Brunswick  
BEAUTICIAN BLUES — B. B. King, Kent  
LOOK AWAY—Garnet Mimms, U.A.  
NEVER TRUST A WOMAN — B. B. King, ABC

★ FRED HANNA—WAME, MIAMI

- BREAKOUTS  
COME SEE ABOUT ME—Nella Dodds, Wand  
A WOMAN'S LOVE—Carla Thomas, Atlantic  
I FOUND A LOVE—Jo Ann & Troy, Atlantic  
LONELY LONELY NIGHTS—Vernon & Jewell, Kent  
BEAUTICIAN BLUES — B. B. King, Kent  
REACH OUT FOR ME—Dionne Warwick, Scepter  
AIN'T IT THE TRUTH—Mary Wells, 20th-Fox  
● RECORDS TO WATCH  
TOO MANY FISH—Marvelettes, Tamla  
LONELY PEOPLE—Judy Clay, Scepter  
I HOPE I DON'T HAVE TO CRY—B. B. Butler, Barry  
SINCE I DON'T HAVE YOU—Chuck Jackson, Wand  
RUNAROUND—Ann Marie, Jubilee

★ LOUISE WILLIAMS—WDAS, PHILADELPHIA

- GOSPEL TOP 15  
THE HYMN — Gospel Harmonettes, Vee Jay (LP)  
WALK AROUND HEAVEN ALL DAY—Caravans, Vee Jay (LP)  
LOOKING DOWN THE LINE—Swan Silvertones, Vee Jay (LP)  
SWING DOWN CHARIOT — Rev. Cleophus Robinson, Peacock  
MEDITATION OF MY HEART—Julius Cheeks, Peacock

- SO SOON—5 Blind Boys, Peacock  
WAITING AND WATCHING FOR JESUS—Clara Ward, Constellation (LP)  
I'M A CHILD OF A KING—Roscoe Robinson, Constellation  
THE ONLY HOPE WE HAVE—Voices of Tabernacle, Hobb (LP)  
STOOD ON THE BANKS—James Cleveland, Savoy (LP)  
I'M SATISFIED AT LAST—Highway Q.C.'s, Vee Jay (LP)  
ONE STEP CLOSER—Duncaneers, Battle  
YIELD NOT TO TEMPTATION—Aretha Franklin, Checker  
THE OLD LADY'S HOUSE—Dorothy Norwood, Savoy (LP)  
STANDING AND WONDERING—Harmonizing 4, Vee Jay

CBS Sinks Most for U. S. Release

LONDON—Mickey Most, independent London producer, has signed a three-year \$250,000 deal with CBS for exclusive U. S. release of all of Most's product on the Epic label. The figure is a basic guarantee.

Most has produced hits by the Animals, Nashville Teens and Herman's Hermits.

Most has also signed a five-year deal with EMI for the British release of his product, and an MGM contract for exclusive U. S. release on the Monkees and Cherokees which he recorded prior to the CBS arrangement.

The combined worth of these three contracts come to an estimated \$1,000,000.

BOOK REVIEW

The World of Popular Music

Continued from page 10

mention of the industry's contributions during World War II and the Korean conflict, of the people working with the Bed-side Network or with the 52 Association, nay the time and services donated for programs for the Armed Forces Network, USO, Veterans Administration, Treasury Department, etc.

There are myriads of little errors that will serve to dampen the interest of the reader. ARMADA, the trade association, is incorrectly titled. Bill Davis, of Denver, would probably prefer to have his firm appear in print as Davis Sales Company, not David Sales. MGM Records' president is Arnold Maxin on page 76; on page 312 he is Arnold Maxim.

It is surprising that Dachs, a former employee of Broadcast Music, Inc., states on page 217 that "Sydney M. Kaye thought up BMI in 1939-40," and then says on page 228 that "in the 1920's, four things happened. . . (4) BMI (Broadcast Music, Inc.) was organized."

The index is less than hopelessly inadequate. Many industry leaders are referred to in the text, but are seldom if ever, found in the index.

All in all, a good attempt to chronicle a rather unusual industry. However, those with little or no knowledge of the music industry will be surprised at some of its revelations. If it causes a few to pause for a moment and reflect on these facts, the book will have made a healthy contribution.

FRANK LUPPINO

**“What do they  
want from  
little old me?  
My single  
was out first  
and now it’s  
a smash!”**

**NELLA  
DODDS**

***COME SEE ABOUT ME***

WAND 167

**Out first on Wand . . .**

**The Original  
Smash Single!**

**Scepter Music, Inc.**  
254 West 54th St., New York, N. Y.

# Hank Williams Made Lasting Contribution to World Music

By PAUL ACKERMAN

In a very real way, Hank Williams never died. The newspapers reported his death—on New Year's Day, 1953, at the age of 29. Hank was on his way to a personal appearance, when he was hurriedly called to join the immortals. And yet, as one surveys the music scene today, Hank Williams is as much with us as ever, perhaps more so, for his music is being performed and recorded constantly by artists in all fields—pop, jazz, choral groups, etc.

Williams, in his combined talents, represented the quintessence of the traditional country field. Grounded in the c&w tradition, he was both a great songwriter and a great artist. And it is his special triumph that the music he created—his songs and his recordings—are recognized as being an outstanding contribution not only to the country field, but to the entire field of American pop music.

This is true because country music—of which he was the acknowledged master—is now one of the mainstays in today's popular music industry.

Williams, who had already become a legend in his time, was born on a farm near Georgianna, Ala., Sept. 17, 1923. While still a child he learned to play a guitar given him by his parents. And while still in his teens he organized a musical group—Hank Williams and His Drifting Cowboys. Early in his career he and his group performed over radio station WSFA, Montgomery, Ala., and continued there until 1948. In that year he was signed by WSM, Nashville, to perform on the "Grand Ole Opry."

## The Crucial Years

Williams' rendezvous with fame was caused by two factors. One was his raw, great talent. The other was his fortunate meeting with Fred Rose, the great songwriter who had settled in Nashville and had joined Roy Acuff in the publishing firm of Acuff-Rose.

Fred Rose, as all music historians know, had already had a notable career as a pop songwriter. He had penned "Red Hot Mama" for Sophie Tucker, and had written such smashes as "Be Honest With Me." But country music had become his greatest love.

One day, in the late 1940's, Audrey Williams came into the offices of Acuff-Rose and asked Fred Rose to listen to her husband's songs. Rose did, and shortly thereafter Hank was placed on the MGM label. In 1948 Hank was signed to an exclusive Acuff-Rose writer's contract.

Thus, Hank, at the onset and all through his fabled career, had the guidance of Fred Rose in his songwriting, as well as the general advice of Frank Walker, president of MGM Records. The advice, of course, was invaluable, for Rose was one of the great song men and Walker was not only a pioneer record man but also a great human being. Both men, it is felt by many, made it possible for Hank Williams to produce such an amazing quantity of great songs and records in so brief a span.

Frank Walker termed Williams a "hillbilly

Shakespeare"—and noted that he first conceived of his songs as poems. The second step in the creative process was the composition of a melodic accompaniment—which Williams did by strumming his guitar to the verses. Walker has also noted that the inspiration of the great songs was Hank's wife, Audrey.

## C&W Treasury

The Hank Williams' catalog of songs, published by Acuff-Rose, and the Hank Williams' masters, owned by MGM Records, are often referred to as the chief jewel in the country music treasury. The songs were of many kinds, but their common denominator was reality. All the great tunes he wrote, whether their themes were happy or sad, had the quality of truth; that is, the songs showed an awareness of real life.

Connoisseurs divide Williams' songs into several categories: The great songs of tragic love; the happy songs typifying youthful exuberance and love of life; the bluesy songs; the train songs; the philosophic songs and the sacred songs. And they encompassed ballads and driving rhythm tunes.

The songs of tragic love are typified by such titles as "Your Cheatin' Heart," "Cold, Cold Heart," "Take These Chains From My Heart," etc. Typical of the happy songs are "Hey, Good Lookin'" and "Settin' the Woods on Fire." The philosophic songs include such pieces as "I'm Sorry for You, My Friend."

As performing and recording artist, Hank reached the top of his profession—just as he did in songwriting. The personal appearance field was very much a part of his professional life; and his records, notably between 1948 through 1953, scored one hit after another. His voice was not a large one, but was remarkable for its traditional country quality and tang; and Williams had wonderful control over his vocal instruments.

## Peak Period

It was during Williams' peak period—the late 1940's and early 1950's—that pop a&r men began to take serious interest in country music. The outstanding example of this was Mitch Miller, then pop a&r chief of Columbia Records, who reached into the country field and made pop hits out of many songs by Williams. Examples are Tony Bennett's version of "Cold, Cold Heart," Rosemary Clooney's version of Hank's "Half as Much," Jo Stafford's version of Hank's "Jambalaya."

Thus it was that Hank—while writing and recording strictly in the country groove—paved the way for the present; that is, for the great incursion of c&w music in the pop mainstream.

The MGM film, "Your Cheatin' Heart," documents the contribution Williams made to American music. That the film would be made at some point after Hank's death was inevitable. The MGM producers and publisher Wesley Rose spent many years examining scripts and preparing the story. It is now before the public on film, and on the soundtrack by Hank Williams Jr., titled, "Your Cheatin' Heart."

## 23 Williams MGM Albums

NEW YORK — MGM Records, which has the soundtrack album from "Your Cheatin' Heart," the life story of songwriter-singer Hank Williams, has 23 albums available by the famous country artist. More than 2,500,000 Williams albums have been sold by the label and singles sales has exceeded 20,000,000. Eleven gold records were awarded for single record sales.

### BOB BURRELL

Bob Burrell Associates  
Sunset-Vine Tower  
Sunset at Vine  
Hollywood 28, California  
HOLLYWOOD 9-1663

## Dealer Promotions Set For the Balladeer's Film

NEW YORK—Record dealers across the country will have ample opportunity to make tie-in promotions with the MGM film, "Your Cheatin' Heart," the life story of the famous country balladeer, Hank Williams. Sol Handwerker, the firm's record promotion chief, will slate a number of opportunities through which dealers may obtain special publicity and promotion material for their own store use. These are being readied for distribution.

Dealers will find local radio personalities well aware of the motion picture. Country and Western disk jockeys will have seen a special preview of the picture at the Country Music Association convention in Nashville Friday (6). Hank Williams Jr. will appear there as he is set to do at Montgomery, Ala. Wednesday (4) and again at Atlanta, Tuesday (10).

Other dates include: Nov. 5—Chattanooga; Charlotte, N. C.; Winston-Salem, N. C.; Memphis, Little Rock, Shreveport and Alexandria, La.; Jackson, Miss., and Monroe, Ala.; Nov. 6—Columbus, Ga.; Knoxville, Tenn. and Orlando, St. Petersburg and Tampa, Fla.; Nov. 8—Raleigh, N. C. and St. Louis; Nov. 11—New Orleans; Mobile, Ala.; Pensacola, Fla. and Toronto; Nov. 12—Montgomery, Ala. and Kansas City, Mo.; Nov. 13—Savannah, Ga.; Nov. 16—Jacksonville, Fla.; Nov. 25—Miami, and Amarillo, Texas; Dec. 2—Houston; Dec. 3—Albuquerque, N. M. and Dec. 25 in Denver.

MGM Records is distributing copies of the soundtrack album to 2,000 disk jockeys. Acuff-Rose, publishers of all Williams' music, have been sending promotional mailings to deejays. A special contest for radio station listeners is also being promoted to station management and programmers.

## FLORENCE POLICE SEEK PLANT PRESSING FAKES

FLORENCE, Italy—Police are hunting for a record pressing plant which may have turned out as many as 200,000 counterfeit records victimizing CGD, Ricordi and RCA labels, principally.

Investigations began early in the year when CGD discovered fake disks of Gigliola Cinquetti's prize-winning, "I'm Not Old Enough to Love You," followed by disks which duplicated "Wini Wini," by Betty Curtis, and the Reprise disk of "America," by Trini Lopez. Ricordi's disk of Bobby Solo's "A Tear on Your Face," has topped the million mark and estimates that some 20,000 fakes of this disk are still in circulation. A week ago, shops in Bergamo were found with unauthorized pressings of Gianni Morandi's summer champion, "On My Knees Before You."

Latest clue, which led to Florence, came when a store was offered 1,500 copies of the Morandi record for a price far below the usual wholesale price. His top to the Questura has narrowed the hunt. The loss of these sales has been felt even more with the recent sales crisis, with the result that more vigilant police action has been demanded.

## 2 Top Disk Firms Merge In Norway; Called Nor-Disc

OSLO — Two of Norway's largest diskeries, Siemens Norge A-S (previously Proton) and Nor Disc A-S, have merged.

The new diskery is NorDisc and offices and stock are in Rosenborggaten 19, where Siemens had its headquarters.

The employees at both labels will keep their jobs, and the two managing directors will take over one department each in the new firm. Nor-Disc's Totto Johannessen will take care of the pop and jazz repertoire, and Siemen's Sverre Dahl will handle classical music.

Nor-Disc was founded eight years ago by Egil Mon Iversen A-S, another leading label here,

together with the Danish-Swedish diskery Metronome and the Swedish record company Karusell, each with one third of the shares.

Then pop singer Arne Bendiksen bought Egil Mon Iversen A-S, and at the same time German giant Siemens bought Karusell. Arne Bendiksen, therefore, sold his part of Nor-Disc to Siemens, and the Germans then found it practical to unite their foreign diskeries. Negotiations between Siemens and Nor-Disc have lasted almost a year.

Siemens Norge A-S represents DDG, Polydor, Decca, Brunswick, London, Command, Verv as their leading labels, while Nor-Disc represents labels Nor-Disc, Metronome, Karusell, Reprise, ABC-Paramount, Impulse and others.

## Feather Inked By Vee Jay

HOLLYWOOD—Vee Jay is expanding its jazz representation with the signing of Leonard Feather as consultant to produce a musical anthology titled "Jazz of the Sixties."

First project is "Giants of the Saxophone," featuring Cannonball Adderley, John Coltrane, Benny Carter, Yusef Lateef, Al Cohen and Zoot Sims. Plans are for four LP's, using material from the label's catalog, from other companies plus recording new selections.

In recent months the company has been talent hunting, signing jazzmen Victor Feldman, LeRoy Vinnegar and Harry (Sweets) Edison.

## CBS Names Label Mgr.

LONDON — CBS has appointed a new label manager to take over the catalog when it switches to Oriole at the end of the year. He is Stanley West, who joined Columbia Records International in New York in 1959, after leaving EMI's international staff in London.

Since 1962, West has worked throughout Europe as co-ordinator to European Operations for CBS. West will assume responsibilities for the changeover operation from Philips to Oriole and for the future management of CBS in the United Kingdom.

## NARM Execs To Meet on Ed Program

LAS VEGAS—Directors of the National Association of Record Merchandisers will meet here Sunday and Monday (8 and 9) to set up an educational program directed toward compliance with the recently issued phonograph record industry trade practice rules.

The meeting will be held at the Dunes Hotel, site of the seventh annual NARM convention, to be held March 14-18, 1965.

Present will be Jules Malamud, executive director; Cecil H. Steen, president, Recordwagon, Woburn, Mass.; George A. Berry, vice-president, Modern Record Service, New Orleans; Don Ayers, secretary, Record Wholesalers, San Francisco; John Bullinis, treasurer, Bullinis Distributing Company, Salt Lake City, and the following directors: Stanley Jaffe, Gordon Sales Company, Seattle; James J. Tiedjens, Musical Isle Record Corporation, Milwaukee, and Alvin M. Driscoll, Pioneer Distributing Company, Wichita, Kans., and Albert A. Carretta, legal counsel.

Before the meeting Malamud will meet with West Coast record companies in Los Angeles.

**METRO-GOLDWYN-MAYER IS HAPPY TO HAVE THE BIG COUNTRY-FOLK MOVIE OF THE YEAR!!!!**

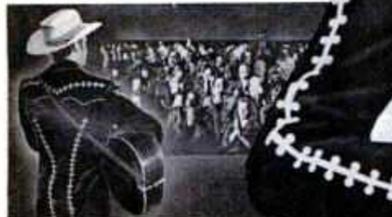
**America's Greatest Country Music Man, the Immortal Hank Williams**

*Metro-Goldwyn-Mayer presents*

**"Your Cheatin' Heart"**



His First Success



His Last Performance



His First Love

Hear these great Hank Williams hits:

COLD, COLD HEART  
JUST WAITIN'  
RAMBLIN' MAN

LONG GONE LONESOME BLUES  
I SAW THE LIGHT  
YOUR CHEATIN' HEART

JAMBALAYA · KAWLIGA  
HEY, GOOD LOOKIN'  
ROLL 'UM PETE

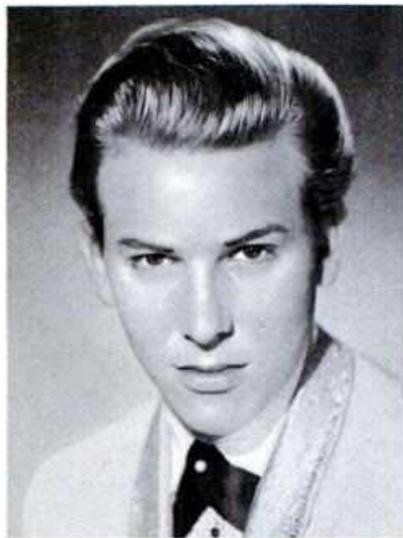
STARRING  
**GEORGE HAMILTON · SUSAN OLIVER · RED BUTTONS · ARTHUR O'CONNELL**  
as "Hank Williams"

CURRENTLY IN RELEASE



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**AND MGM RECORDS IS HAPPY TO HAVE THE BIGGEST C&W SOUND TRACK ALBUM EVER!!!!**



Hank Williams, Jr., the newest country music star, carries on the tradition of Hank Williams as he sings the songs that made his

father a legend. All the greatest Hank Williams songs are in this exciting M-G-M Motion Picture Sound Track Album!

**Hear this historic album on**



MGM Records is a division of Metro-Goldwyn-Mayer Inc.

THE MGM SOUND TRACK ALBUM  
**HANK WILLIAMS'**  
LIFE STORY

THE MGM FILM **Your Cheatin' Heart**  
Sung By  
**Hank Williams Jr.**

E/SE-4260



# SINGLES

# REVIEWS



## ACROSS-THE-BOARD SPOTLIGHTS

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



**RICHARD CHAMBERLAIN — ROME WILL NEVER LEAVE YOU** (Miller, ASCAP) (2:35)—MGM is going all out on this one. The tune is closely tied into a three-part Dr. Kildare TV show scheduled for Nov. 12, 19 and 26. It's a romantic love ballad that may register big as a result of the TV shots. Flip: "You Always Hurt the One You Love" (Pickwick, ASCAP) (2:02) **MGM 13285**



### HOT POP SPOTLIGHTS

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

**THE DRIFTERS — SATURDAY NIGHT AT THE MOVIES** (Screen Gems-Columbia, BMI) (2:26)—Combination of several of their past hits effectively blended to make a great smash entry. Good lyrics, top performances and infectious Latin instrumentation. Flip: "Spanish Lace" (St. Louis, BMI) (2:30). **MGM 13285**

**THE SUPREMES—COME SEE ABOUT ME** (Jobete, BMI) (2:39)—Pronounced Detroit beat, steady and exacting. Gals weave silky and controlled vocal through beat. Pop and r&b hit potential. Flip: "Always in My Heart" (Jobete, BMI) (2:26). **Motown 1068**

**CHAD AND JEREMY—IF SHE WAS MINE** (United Artists, ASCAP) (2:03)—**WILLOW WEEP FOR ME** (Day & Hunter, ASCAP) (2:33)—First side is up tempo twister with smooth sound laced with a touch of brass and guitar. Aristocratic British entry. Flip is for middle road stations, too. Cut in same groove as their past hits. Fine rendition of standard. **World Artists 1034**

**DEL SHANNON—KEEP SEARCHIN'** (Vicki Music, McLaughlin, BMI) (2:10)—Strong follow up to recent hit. This is on a somewhat different track with a wee bit of English. Drivin' sound. Flip: "Broken Promises" (Vicki Music, McLaughlin, BMI) (2:20). **Amy 6239**

### REVIEWED THIS WEEK, 84—LAST WEEK, 146

#### GUEST PANELIST OF THE WEEK

**HAL JACKSON**

D.J., 7-9 p.m.

WNJR, Newark, N. J.

**"I'M GONNA LOVE YOU TOO"**

The Hullaballos

Roulette 4587



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

**SAMMY DAVIS — DON'T SHUT ME OUT** (Print, ASCAP) (2:27)—Snappy medium tempo entry, teen grooved. Davis sings up a storm backed by big ork and chorus. Flip: "The Disorderly Orderly" (Famous, ASCAP) (2:40). **Reprise 0322**

**BOBBY PICKETT—THE MONSTER SWIM** (Garpax, BMI) (2:16)—Highly commercial idea. Bobby (Monster Mash) Pickett combines two current crazes, "The Swim" and monsters. A weirdo like this should be a chart monster. Flip: "The Werewolf Watusi" (Garpax, BMI) (2:36). **RCA Victor 8459**



### PROGRAMMING SPOTLIGHTS

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

#### MIDDLE ROAD

**THE KINGSTON TRIO — MY RAMBLIN' BOY** (Cherry Lane, ASCAP) (2:40)—**HOPE YOU UNDERSTAND** (Treaty, BMI) (2:20)—The Tom Paxton folk standard is given an easy-go reading. Theme song of the campfire people. Flip: The pop folksters are in great form on this their first recording for Decca. **Decca 31702**

Album Reviews on Page 52



### COUNTRY & WESTERN SPOTLIGHTS

**JIM REEVES—I WON'T FORGET YOU** (Tuckahoe, BMI) (1:59)—Tenderness of tender ballad. The late Jim Reeves turns in a warm and appealing performance. Pop potential as well. Flip: "Highway to Nowhere" (Valley, BMI) (2:34). **RCA Victor 8461**

**GEORGE HAMILTON IV — TRUCK DRIVING MAN** (American, BMI) (2:25)—Bouncy entry spotlighting some great guitar backing and featuring an appealing vocal by George on the saga of a truck driver. Flip: "The Little Grave" (Acuff-Rose, BMI) (2:17). **RCA Victor 8462**

**JEAN SHEPARD—A TEAR DROPPED BY** (Painted Desert, BMI) (2:20)—Tender ballad in fine Shepard style. Plenty of sales potential. Fans will be happy to have her back. Flip: "He Plays the Bongo" (Starday, BMI) (2:01). **Capitol 5304**

**CHASE WEBSTER—LIFE CAN HAVE MEANING** (Acuff-Rose, BMI) (2:53)—Well-known tune gets big zesty sound from country artist. Good guitar and string backing for Webster as he registers with reading that could make this one go pop or c&w. Flip: "Where Is Your Heart Tonight" (Acuff-Rose, BMI) (2:14). **Hickory 1283**

**MERLE HAGGARD—(MY FRIENDS ARE GONNA BE) STRANGERS** (Yonah-Owen, BMI) (2:20)—Good country sound from start to finish. Bouncy melody punctuated by neat guitar and piano backing. Haggard does the job of carrying the said, sad lyric line. Flip: "Please Mr. D. J." (Owens, BMI) (2:28). **Tally 179**

**JIMMY DEAN—SAM HILL** (Central Songs, BMI) (2:20)—Recorded by popular demand after performance on TV show. Cute lyrics and snappy tempo. Pop and c&w chart potential. Flip: "When I Grow Too Old to Dream" (Robbins, ASCAP) (2:43). **Columbia 43159**

**JAN HOWARD—WHAT MAKES A MAN WANDER?** (Bramble, BMI) (2:41)—Gal beautifully sings the tale of a man who left her love behind to roam. Unusual haunting voice. Flip: "Slipping Back to You" (Bramble, BMI) (2:27). **Decca 31701**



### NOVELTY SPOTLIGHT

(NOT FOR AIR PLAY)

**SHAWN ELIOTT — SHAME AND SCANDAL IN THE FAMILY** (Duchess, BMI) (2:38)—Calypso party record with mighty interesting lyrics. Great for juke boxes, etc. Absolutely not for air play unless you want to blow your license. Flip: "My Girl" (Ot Day, ASCAP) (2:30). **Roulette 4586**

## CHART SPECIALS

(Bottom 50 Chart Potential & "Bubbling Under")

#### HOT POP

**THE HORIZONS—Hey Now Baby** (Mid Range-Barmour, BMI) (2:24). **REGINA 1321**  
**TERRY STAFFORD—A Little Bit Better** (Radford, BMI) (2:05). **CRUSADER 110**  
**THE APPLEJACKS—I'm Gonna Send My Love** (Duchess, BMI) (2:15)—**You're the One for Me** (Solihull (PRS), ASCAP) (2:18). **LONDON 9709**  
**PEGGY MARCH—Watch What You Do with My Baby** (Aberbach, BMI) (2:30). **RCA VICTOR 8460**  
**NELLA DODDS—Come See About Me** (Jobete, BMI) (2:39). **WAND 167**  
**VELVET SATINS—An Angel Like You** (Audicon, BMI) (2:34). **GENERAL AMERICAN 716**  
**THE PRETTY THINGS—Don't Bring Me Down** (Southern, ASCAP) (2:09). **FONTANA 1941**

#### COUNTRY & WESTERN

**HOWARD VOKES—Death on the Highway** (Starday, BMI) (2:00). **STARDAY 648**  
**JIM & JESSE & THE VIRGINIA BOYS—Better Times A-Coming** (Yonah, BMI) (2:28). **EPIC 9729**  
**WILEY AND JESSIE BARKDULL—Speak No Evil** (Quinlan, BMI) (1:45). **ALLSTAR 7307**  
**AL DEXTER—My Careless Heart** (Vogue, BMI) (2:38). **ALLSTAR 7306**  
**JUNE CARTER—I Want You Again** (Cash, BMI) (2:24). **COLUMBIA 43156**  
**FRANKIE STARR—Elevator Baby** (Scottsdale, BMI) (2:31). **SIMS 212**

#### RHYTHM & BLUES

**ANN MARIE—Runaround** (Regent, BMI) (2:30). **JUBILEE 5490**  
**SANDRA LYNN—Where Would I Be** (Joni-Galrek, BMI) (2:45)—**Sometime** (Joni-Galrek, BMI) (2:50). **CONSTELLATION 140**  
**ESKEW REEDER, JR.—I Woke Up** (Paris 1 & 2) (Tune-Kel, BMI) (2:30 & 2:18). **INSTANT 3268**

#### MIDDLE ROAD

**MIDDLE ROAD CHART SPECIALS**  
**MANTOVANI & HIS ORK—Return to Peyton Place** (Allison's Theme) (Robbins, ASCAP) (2:28). **LONDON 9711**  
**SAMMY KAYE & HIS ORK—Theme From "Golden Boy"** (Night Song) (Morley, ASCAP) (2:46). **DECCA 31700**



### RHYTHM & BLUES SPOTLIGHTS

**CARLA THOMAS—A WOMAN'S LOVE** (East, BMI) (2:48)—Following in her daddy's footsteps with her own hit sound. Wailin' soul-searching reading. Flip: "Don't Let the Love Light Leave" (East, BMI) (2:26). **Atlantic 2258**

**SOLOMON BURKE—THE PRICE** (Cotillion, BMI) (2:44) — Emotional delivery featuring penetrating preachin' by Burke backed by chorus and soul beat. Flip: "More Rockin' Soul" (Cotillion, BMI) (2:17). **Atlantic 2259**

**ETTA JAMES—MELLOW FELLOW** (Cherri Town, BMI) (2:55)—**BOBBY IS HIS NAME** (Arc, BMI) (2:43)—First side is gutsy, gospel wailin' with up tempo smash beat punctuated by big brass. Great lyrics. Flip is a powerful blues potent packed with raw emotion and feeling. **Argo 5485**



### SPOTLIGHT WINNERS OF THE WEEK

SINGLES REVIEW POLICY

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

# UNPRECEDENTED

But YOU forced us to do it . . .

THE SUPREMES' smash "BABY LOVE" is the No. 1 recording in the country and is heading for a million sales.

Their previous single "WHERE DID OUR LOVE GO" was No. 1 and sold over a million.

But, word leaked out that their newest single would be from their smash album "WHERE DID OUR LOVE GO," and so stations across the country wanting more of THE SUPREMES' sound started playing "COME SEE ABOUT ME."

Now we are forced to release this record at this time!

But both are selling at a "SUPREMES" rate and could be top ten together in a few weeks.

"BABY LOVE" is #1 and getting stronger each day. It may even exceed the sales of "WHERE DID OUR LOVE GO" at the fantastic pace it is setting at this time.

"COME SEE ABOUT ME" has been shipped to all our distributors and is now rapidly moving in stores throughout the country. It is destined to be #1.

FOR REAL IMPACT—Don't fail to cash in on THE SUPREMES' smash LP, "WHERE DID OUR LOVE GO" (Motown 621). It contains all three of these #1 singles.



HITS ARE OUR  
BUSINESS

**MOTOWN RECORD  
CORP.**

2648 West Grand Blvd. Detroit, Michigan

HOT 100

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

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wks. Ago, 3 Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 32 songs.

Table with columns: Rank, Previous Rank, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 33-66.

Table with columns: Rank, Previous Rank, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67-100.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A through Z with publisher/licensee information.

Table listing songs A through Z with publisher/licensee information.

Table listing songs A through Z with publisher/licensee information.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100.

HOW'S  
**THIS FOR**  
EXPOSURE...

(90,000,000 TV Viewers Will Hear This MGM Record)

**ROME WILL NEVER**

**LEAVE YOU** WHEN IT'S  
SUNG THREE  
DIFFERENT TIMES BY

**RICHARD CHAMBERLAIN**



**ON THE "DR. KILDARE" SHOW**

Over the NBC Network November 12, 19, 26

**K-13285**

*Available Only on* **MGM**



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

TOP 100's

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

Record Industry Association of America seal of certification as million dollar LP's.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains top 58 records including 'PEOPLE', 'EVERYBODY LOVES SOMEBODY', 'THE BEATLES—A HARD DAY'S NIGHT'.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains records 59-101 including 'PETER NERO PLAYS SONGS YOU WON'T FORGET', 'WEST SIDE STORY', 'HAVE A SMILE WITH ME'.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains records 102-150 including 'THE LAWRENCE WELK TELEVISION SHOW 10TH ANNIVERSARY', 'THE BEACH BOYS CONCERT', 'HOW THE WEST WAS WON'.

# ALBUM REVIEWS continued



**POP SPOTLIGHT**

**LAST KISS**

J. Frank Wilson & the Cavaliers. Josie JGM 4006 (M)

You just can't argue with success. Wilson's "Last Kiss" single was rated No. 3 on BB's singles chart at this writing. Supported by the Cavaliers, Frank's country flavored vocalizing will find much support primarily from the younger set as well as his many adult followers. Selections include: "Only the Lonely," "Over the Mountain" and "Young Love."



**POP SPOTLIGHT**

**SONGS OF WORLD WAR I**

Four Lads. United Artists UAL 3399 (M); UAS 6399 (S)

It seems no other great war produced so many wonderful songs as did World War I. (The next one will certainly allow no time for singing). The Four Lads supported by chorus and old-time instrumental backing do such a great job on "Poor Butterfly," "Rose of No Man's Land" and "Til We Meet Again," that many will warmly feel the pangs of nostalgia. The swingers such as "How Ya Gonna Keep 'Em Down on the Farm," "Over There," "Oh How I Hate to Get Up in the Morning," will no doubt send dad and granddad marching up to the attic for the old Doughboy duds.



**POP SPOTLIGHT**

**COLE PORTER REVISITED**

Various Artists. Ric M 3002 (M); ST 3002 (S)

This album was released a week before Cole Porter's death. The urbane material, culled from Porter's Broadway musicals, is not too well known—but it's all up to the writer's standard. David Allen, Kaye Ballard, Ronny Graham, Bibi Osterwald and Bobby Short all do a first-rate job. Norman Paris' musical direction provides just the right touch.



**POP SPOTLIGHT**

**AN AMERICAN MUSICAL PANORAMA**

Pittsburgh Pops Orchestra (Strini). United Artists UAL 3384 (M); UAS 6384 (S)

No one listener can claim that he was cheated of a full, rich sound on this album. In stereo the Pittsburgh Pops is a hair raiser. Featured are such top-notch soloists as guitarist Joe Negri (one of great electric guitarists), vocalist Mike Driscoll, Norma Milazzo and Robert Mosley. The selections are excitingly and magnificently delivered. Included are "Hello, Dolly!"; "The Best of Gershwin Medley," "Mama" and "Musical Americana Medley," to cite a few.



**POP SPOTLIGHT**

**MADE IN ROME**

Riz Ortolani Ork & Chorus. United Artists UAL 3360 (M); UAS 6360 (S)

Riz Ortolani is one of the most talented arranger-conductors in the business today. Here he tries his prowess on 12 well-known themes from Italian films that have made it big with American audiences. The arrangements and instrumentation are original and delightful. There's the lively "Bread, Love and Dreams," spectacular "The Four Days of Naples" and the poshly romantic versions of "Mondo Cane" and "Non Dimenticar," to name a few.

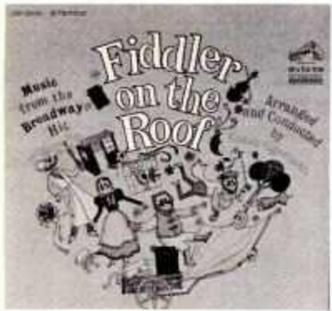


**COMEDY SPOTLIGHT**

**SEX-X-PONENT**

Rusty Warren. Jubilee JGM 2054 (M)

Miss Warren's straight-forward approach to sex has gained her fame. Her album "Knockers Up!"—recorded several years ago—was a top seller that registered for many months on BB's album chart. Rusty, performing with audience, gives 'em the no holds barred routine—the audience responds in like. Despite her material, the Warren approach would not be considered by most as offensive—just damn funny!



**POP SPOTLIGHT**

**FIDDLER ON THE ROOF**

Claus Ogerman. RCA Victor LPM 2964 (M); LSP 2964 (S)

The play is undoubtedly a huge success with ticket buyers queued up before the box office every day. This is the first instrumental album of the score. Arranged and conducted by Claus Ogerman, one of the best in the business, the sound is warm and vibrant, and especially relaxing. Ogerman transforms the Yiddish-flavored tunes into sophisticated melodies without destroying the feeling.

**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.



## THE MODERN JAZZ QUARTET

HAS, FOR YEARS NOW, BEEN RECOGNISED AS BEING IN A CLASS OF ITS OWN IN THE CONSTANT QUALITY OF ITS ARTISTRY. ITS LATEST LP, RECORDING A UNIQUE COLLABORATION WITH LAURINDO ALMEIDA, SWINGING VIRTUOSO OF THE JAZZ GUITAR, WILL SOON BE OUT ON PHILIPS IN ALL TERRITORIES OUTSIDE THE USA AND CANADA. PHILIPS WELCOME

THE MODERN JAZZ QUARTET TO THE INTERNATIONAL SET, THE CIRCLE WHOSE MEMBERSHIP CONTAINS ONLY THE BEST: THE PHILIPS' PHONOGRAPHIC INDUSTRIES GROUP OF COMPANIES, WHO RELEASE THEIR RECORDS THROUGHOUT THE WORLD.

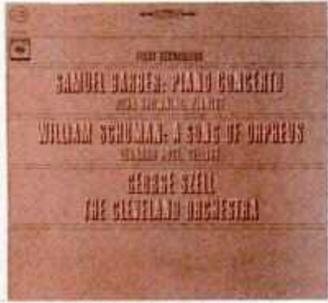
**PHILIPS**

MAKE RECORDS  
IN MORE WAYS  
THAN ONE!



This is a publication of Philips' Phonographic Industries, Central Offices: Baarn, The Netherlands.

# ALBUM REVIEWS (continued)

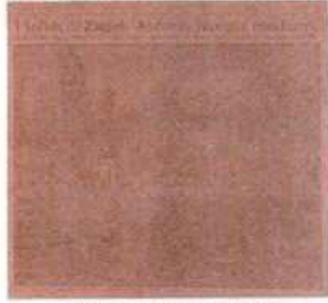


## CLASSICAL SPOTLIGHT

**BARBER: PIANO CONCERTO/  
SCHUMAN: A SONG OF ORPHEUS**

Cleveland Orchestra (Szell).  
Columbia ML 6038 (M); MS 6638 (S)

An album that should prove of great interest to advocates of more recorded works of our "young" contemporary classical composers. In these first recordings both pianist Browning and cellist Rose turn in noteworthy performances. It's all accomplished under the masterful aegis of Eugene Ormandy and the Philadelphia Orchestra.

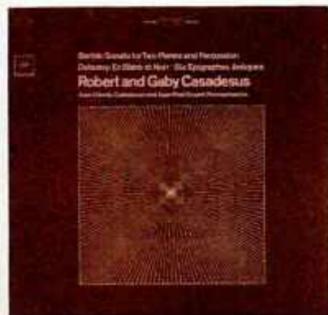


## CLASSICAL SPOTLIGHT

**VIVALDI: CONCERTOS FOR DIVERSE INSTRUMENTALS**

I Solisti di Zagreb & Various Artists. Bach Guild BG 665 (M); BGS 70665 (S)

Vivaldi's "Concerti for Diverse Instruments" has not been overexposed to date on records. The "I Solisti di Zagreb" bring to the record buyer outstanding interpretations of the five concerti. Individually and collectively they are masters of their instruments and with Conductor Janigro offer a memorable over-all performance that should be welcomed by lovers of the classics everywhere.

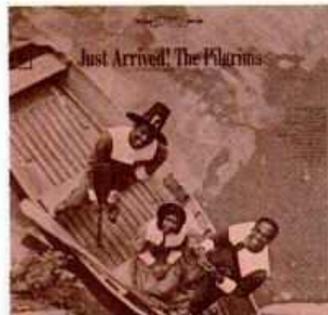


## CLASSICAL SPOTLIGHT

**BARTOK: SONATA FOR TWO PIANOS/DEBUSSY: EN BLANC ET NOIRSIX EPIGRAPHES ANTIQUES**

Robert and Gaby Casadesus.  
Columbia ML 6041 (M); MS 6641 (S)

The greatly talented Robert and Gaby Casadesus are expert and respected pianists. In collaboration with percussionists Jean-Claude Casadesus and Jean-Paul Drouet they present a stimulating performance of Bartok's Sonata for Two Pianos and Debussy's "En Blanc et Noir" played with style and grace. Completing the concert are the melodious and haunting "Six Epigraphes Antiques."



## FOLK SPOTLIGHT

**JUST ARRIVED!**

The Pilgrims. Columbia CL 2233 (M); CS 9033 (S)

Mark the Pilgrims as a folk group to watch. In a field already overcrowded, this young trio brings a fresh style to their work even though it's rooted in the old-fashioned singing tradition. The songs are attractively arranged and run the gamut from gospel that's steeped with traditional religious feeling to topical material of the civil rights nature. With proper push and exposure the Pilgrims should go far.

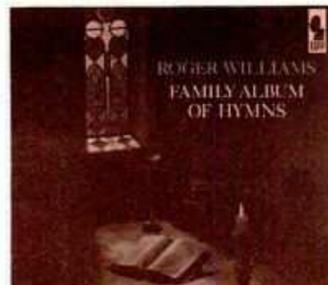


## CLASSICAL SPOTLIGHT

**MODERN MASTERPIECES FOR STRINGS**

I Solisti Di Zagreb. Vanguard VRS 1118 (M); VSD 71118 (S)

A most desirable representation of modern classical composers and their works expertly and superbly performed by the 12 string players who comprise "The Soloists of Zagreb." Explored herein are Albert Roussel's "Sinfonietta for String Orchestra"; "Scherzo, Op. 11" by Dimitri Shostakovich; "Five Pieces for String Orchestra, Op. 44 No. 4," by Paul Hindemith. Webern, Kelemen and other Hindemith compositions are also included.



## SACRED SPOTLIGHT

**FAMILY ALBUM OF HYMNS**

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

Pianist Roger Williams demonstrates his versatility as his magic fingers provide new enchantment with familiar hymns as "The Old Rugged Cross," "Whispering Hope" and "Beyond the Sunset." A concert orchestra and the Swelling voices of the Wellington Choir add a simple beauty and majesty to the performances. Words to the hymns accompany the album on the inner sleeve.



## LOW PRICE CLASSICAL SPOTLIGHT

**SPOTLIGHT**

**VERDI: OVERTURES**

London Symphony (Dorati).  
Mercury Wing MGW 14053 (M); SRW 18053 (S)

As usual, the Mercury Wing series offers a great deal for the money. A highly desirable program of the ever-popular Verdi Overtures beautifully played by the London Symphony under the baton of Antal Dorati.

# BREAKOUT ALBUMS

## NATIONAL BREAKOUTS

### THE BEACH BOYS CONCERT

Capitol TAO 2198 (M); STAO 2198 (S)

### THE INCOMPARABLE MANTOVANI

London LL 3392 (M); PS 392 (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.

### THE SLIGHTLY IRREVERENT MITCHELL TRIO . . .

Mercury MG 20944 (M); SR 60944 (S)

### JUMPIN' GENE SIMMONS . . .

Hi HL 12018 (M); SHL 32018 (S)

### SAMMY DAVIS JR. SINGS THE BIG ONES FOR YOUNG LOVERS . . .

Reprise R 6131 (M); RS 6131 (S)

### WELCOME TO THE PONDEROSA . . .

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

### SANDY NELSON LIVE! IN LAS VEGAS . . .

Imperial LP 9272 (M); LP 12272 (S)

### MY FAIR LADY . . .

Ferrante & Teicher, United Artists UAL 3361 (M); UAS 6361 (S)

### DISCOVERY VOL. II . . .

Vikki Carr, Liberty LRP 3383 (M); LST 7383 (S)



# 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.



## CHRISTMAS SPECIAL MERIT

### CHRISTMAS WITH THE MORMON TABERNACLE ORGAN AND CHIMES

Columbia ML 6037 (M); MS 6637 (S)

The organ and chimes of the famed Salt Lake Tabernacle make an impressive sound and they become even more imposing on this treatment of Christmas tunes. With Alexander Schreiner at the organ, the seasonal melodies come through rich and true. "Joy to the World," "It Came Upon a Midnight Clear," "Silent Night" and "Adeste Fideles" are among the songs in the repertoire that Mormon Tabernacle organ and chimes make more enjoyable.



## POP SPECIAL MERIT

### TOPKAPI

Sound Track. United Artists UAL 4118 (M); UAS 5118 (S)

The success of any motion picture sound track album is, of course, closely geared to the box office. "Topkapi"—a colorful and exciting tale of the theft of the Turkish Crown Emeralds is enjoying a strong acceptance by the public. No doubt, so will this album. The music is "Turkish Modern" and surprisingly melodic and interesting on its own merits.



## POP SPECIAL MERIT

### THE PEOPLE'S CHOICE

Ferrante & Teicher. United Artists UAL 3385 (M)

Dynamic dual piano interpretations of 12 great pop tunes of the day. Backed by strings Messrs. Ferrante & Teicher apply the big piano sound to "Hello, Dolly!," "The James Bond Theme," "People," "The Girl From Ipanema," to name a few. Delightful listening.



## POP SPECIAL MERIT

### DANNY WILLIAMS WITH YOU IN MIND

United Artists UAL 3380 (M); UAS 6380 (S)

Danny, who has made the single's scene with "White on White" a few months ago, possesses one of the most pleasant voices on the pop music scene today. His voice conveys sincere warmth and fine clarity of tone (yes, he's one who sings on key). With big orchestra and chorus in support, Danny offers tender readings of "Can't Help Falling in Love," "A Little Toy Balloon," "How Little We Know," and many others.



## POP SPECIAL MERIT

### TUFF GUITAR

Al Caiola. United Artists UAL 3389 (M); UAS 6389 (S)

There's a variety of tempos and age appeals in the songs represented in this album by guitarist Al Caiola. Radio stations are going to be playing a lot of the hard day's "Hound Dog," "Raunchy," "A Hard Day's Night," "Night Train," and "Big Noise From Winnetka." Once they do, plenty of Caiola fans will be asking for this album at their favorite record shop.



## POP SPECIAL MERIT

### I CAN'T STOP LOVING YOU

Bobby Goldsboro. United Artists UAL 3381 (M); UAS 6381 (S)

A real pop-country job is turned in on this collection of great country songs. There's "Born to Lose," "Worried Mind" and "I Can't Stop Loving You." Nothing pretentious about Bobby Goldsboro's top-notch vocalizing.



## POP SPECIAL MERIT

### DISCOVERY, VOL. II

Vikki Carr. Liberty LRP 3383 (M); LST 7383 (S)

Vikki Carr's treatment of standards like "Time After Time" and new material like "Mirror" convey warmth and feeling. She's most effective on the old Benny Goodman theme, "Goodbye." Bob Florence's arrangements are tailor made for the artist.



## CLASSICAL SPECIAL MERIT

### SEATTLE SYMPHONY ORCHESTRA (Katims)

Symphony Association SS 5000 (S)

This is the Seattle Symphony Orchestra's first commercial album. Recorded on the stage of Seattle's new Opera House, the concert includes the "Suite in F-sharp minor, Opus 19, by Ernest von Dohnanyi, a rare recording indeed, and Hindemith's "Symphonic Metamorphosis on Themes by Weber. The album is being issued by the Symphony Association in honor of Milton Katims' tenth anniversary season as conductor and musical director of the Seattle Symphony.



## CLASSICAL SPECIAL MERIT

### BETHOVEN: SYMPHONY NO. 6 (PASTORAL)

Pierre Monteux conducting the Vienna Philharmonic Orchestra. RCA Victorola VIC 1070 (M); VICS 1070 (S)

The famed and popular "Pastoral" is given a distinctive reading by the noted Vienna Philharmonic under the direction of Pierre Monteux. This is another in the special Victorola classical series.



## CLASSICAL SPECIAL MERIT

### AN ANDRE WATTS RECITAL

Columbia ML 6036 (M); MS 6636 (S)

Mr. Watts certainly may be considered one of the most promising young pianists in the world of classical music today. His recital includes six favorite works for piano including Haydn's "Sonata No. 52," Liszt's "Paganini," and "Sonetto del Petrarca," "Nocturne" by Chopin; Debussy's "La Cathedrale."



## CLASSICAL SPECIAL MERIT

### CAPRICCIO!

London Festival Orchestra (Black). London SPC 21004 (S)

The title comes from the Capriccio Italien by Tchaikovsky and the Capriccio Espagnol by Rimsky-Korsakov. Each is given one side of this phase 4 stereo album by Stanley Black conducting the London Festival Orchestra. Deluxe packaging.



## CLASSICAL SPECIAL MERIT

### RACHMANINOFF: PIANO CONCERTO NO. 2/RHAPSODY ON A THEME OF PAGANINI

Gary Graffman/New York Philharmonic (Bernstein). Columbia ML 6034 (M); MS 6634 (S)

Although both Rachmaninoff works represented here have been often recorded by some of the great orchestras and pianists of the day, the artistry of Graffman cannot go unmentioned. He is indeed a fine pianist and a brilliant interpreter of the Russian composer. With Bernstein and the New York Philharmonic in close support (Bernstein is pictured on album cover with Graffman) the album may be considered by many as fine a Rachmaninoff program currently available on records.



## CLASSICAL SPECIAL MERIT

### PROKOFIEV: PIANO CONCERTO NO. 3/KABALEVSKY: PIANO CONCERTO NO. 3

Emil Gilels. Monitor MC 2061 (M); MCS 2061 (S)

Good Russian music well played. This is the only recording of Kabalevsky's Piano Concerto No. 3. The composer himself backs Gilels during the performance. Kondrashin wields the baton as Gilels expertly plays the Prokofiev work.



## CLASSICAL SPECIAL MERIT

### PURCELL: DIDO AND AENEAS

Various Artists. Bach Guild BG 664 (M); BGS 70664 (S)

A welcome addition to the spare number of recordings of the English opera. Soprano Mary Thomas is excellent as "Dido" and baritone Maurice Bevan does equally well in the role of "Aeneas." The supporting cast is also in fine voice. The Baroque opera is more than 270 years old and should provide interesting listening and study for the followers of serious music.



## COUNTRY SPECIAL MERIT

### STEEL GUITAR & DOBRO SPECTACULAR!

Various Artists. Starday SLP 293

A combination package of artists known for their guitar virtuosity—steel and dobro. Fourteen great country songs done by great country artists like Leon McAuliffe, Jerry Byrd, Buddy Emmons and Shot Jackson. Country fans and stations will want to get and play this album.



## C&W SPECIAL MERIT

### THE GREATEST COUNTRY FIDDLERS OF OUR TIME

Various Artists. Starday SLP 294

Starday adds another plum to its collectors favorites series with an album devoted to country fiddling. The rich archives of the label has enabled them to put together 16 of the songs that show the fiddle in its great contributory role to musical Americana. Outstanding fare of cajun, country, and western fiddling.



## JAZZ SPECIAL MERIT

### JAZZ JOURNEY Orchestra U.S.A. Columbia CL 2247 (M); CS 9047 (S)

An engaging why and how of jazz narrated by Skitch Henderson and effectively pronounced by "Orchestra U.S.A." is covered on side 1. The bit has made the scene most successfully in concert halls all over Gotham and on CBS-TV in excerpted form. Side 2, featuring Coleman Hawkins and John Lewis with Harold Farberman conducting, is an astute tribute to tenor saxophonist Hawkins. The other composition is a fine vehicle for him. Interesting jazz, well performed.

## 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.

**FOLK SPECIAL MERIT**  
**PETE SEEGER—LIVE CONCERT, VOL. II**  
 Aravel AB 2004 (M)

Seeger is the nation's most famous male folk artist. His concerts are always SRO and his popularity with album buyers is still strong, even with the proliferation of Seeger material currently available. In this album, Seeger performs in concert with a "live" audience. He chats, plucks away, and sings in his famous easygoing style.

**FOLK SPECIAL MERIT**  
**LADDIE LIE NEAR ME**  
 Jean Redpath. Elektra EKL 274 (M); EKS 7274 (S)

Jean Redpath draws heavily from Gaelic folk material and sings with a clarity and vitality. She combines the narrator's craft with the singer's talent for telling effect. Miss Redpath handles humor and tragedy with equal skill.

**FOLK SPECIAL MERIT**  
**PATHS OF VICTORY**  
 Hamilton Camp. Elektra EKL 278 (M); EKS 7278 (S)

Hamilton Camp makes his solo debut for Elektra. An accomplished guitarist and harmonica player, his acting experience stands him in good stead in his own adaptations and music placed to "The Rubaiyat" and Yeats' "Innisfree," and two Irish poems. His voice is compelling and haunting.

**INTERNATIONAL SPECIAL MERIT**  
**'ROUND THE WORLD CHRISTMAS**  
 Various Artists. Capitol T 10379

Traditional Christmas music from 16 nations in 11 languages is presented in this holiday album. Featured are such internationally famous groups as England's London Church Carol Choir, Austria's Vienna Boys' Choir and America's Fred Waring and his Pennsylvanians. Selections range from early church music to "White Christmas."

**INTERNATIONAL SPECIAL MERIT**  
**YIDDISH THEATER AND FOLK SONGS**  
 Theodore Bikel. Elektra EKL 281 (M); EKS 7281 (S)

Theodore Bikel is widely known as a top folk singer, and actor. He's excellent singing the best of the Yiddish theater and Yiddish songs. Dov Seltzer's arrangements are well

done and he offers fine accompaniment to Bikel's interpretations of "Beygelach," "Dem Milner's Treren," "A Chasene Tants," among others. A rare treat for many.

**POLKA SPECIAL MERIT**  
**LIL WALLY'S 15 ORIGINAL HITS**  
**POLISH & ENGLISH SING-ALONG, VOL. I**  
 Jay Jay 1078 (M)

Lil Wally, Chicago's Polka King, has come up with a package that should flip polka lovers here and abroad. The happy Polish & English sing-along has the words imprinted on the inside cover to all of the favorites dating back to 1949. It's loads of fun for everyone and no doubt the beginning of a flock of Lil Wally's sing-along polka LPs.

**LOW PRICE JAZZ SPECIAL MERIT**  
**LOVE WALKED IN**  
 Chet Baker & Strings. Harmony HL 7320 (M)

The name value alone could make this one go. Chet Baker with Zoot Sims, Shelly Manne, Bud Shank and Russ Freeman are surrounded with strings. Seven of the 10 offerings are popular standards. They and the three jazz-originals are handled smoothly and sophisticatedly—an approach that should please those who do not like their jazz "too far out."

**LOW PRICE CHILDREN'S SPECIAL MERIT**  
**DISNEY: JOHNNY APPLESEED/PECOS BILL**  
 Dennis Day/Roy Rogers. RCA Camden CAS 1054 (e) (S)

Wonderful value in this coupling of Dennis Day's performance of Walt Disney's Johnny Appleseed and Roy Rogers' singing and narration about Pecos Bill. Sons of the Pioneers and his horse "Trigger," help out Roy while Ken Darby's orchestra & chorus back up Dennis. Four color cover on both sides.

**LOW PRICE CHILDREN'S SPECIAL MERIT**  
**THUMBELINA**  
 Various Artists. United Artists UAC 11038

The Tale Spinners turn in an appealing performance of Thumbelina and Tine, The Ballerina. The album will have continuing sales appeal for parents and grandparents aided by an appealing cover.

**LOW PRICE SPECIAL MERIT**  
**BILL KENNY SINGS THE GOLDEN HITS OF THE INK SPOTS**  
 Mercury Wing MGW 12286 (M); SRW 16286 (S)

There's a lot of nostalgia wrapped up in this package. The Ink Spots created a memorable repertoire in its heyday and now the group's leader recreates some of their big hits for a solid impact. "To Each His Own," "It's a Sin to Tell a Lie" and "I Don't Want to Set the World on Fire" are just a few of the memorable ones included.

**LOW PRICE SPECIAL MERIT**  
**BREEZIN' ALONG WITH THE BREEZE**  
 Eddie Heywood. Mercury Wing MGW 12287 (M); SRW 16287 (S)

Eddie Heywood's piano is breezy and lilting here giving it top spinning values for the radio turntable as well as the home spinner. The mood is brisk and light throughout and thoroughly irresistible. Some of the "breeze items" are "Soft Summer Breeze" and "The Breeze and I" and "I Feel Like a Feather in the Breeze."

**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.

**CHRISTMAS**

**A QUIET CHRISTMAS**  
 Pat O'Brien. Ric M 1009 (M); ST 1009 (S)

**HOLLY JOLLY CHRISTMAS**  
 The Quinto Sisters. Columbia CL 2254 (M); CS 9054 (S)

**THE GIFT OF CHRISTMAS**  
 Norman MacDonald. Book LP 500 (M)

**POPULAR**

**JOHNNY PULEO & HIS HARMONICA GANG, VOL. 7**  
 Audio Fidelity AFLP 2130 (M); AFSD 6130 (S)

**EVERYTHING I HAVE IS YOURS**  
 Freddie Scott. Columbia CL 2258 (M); CS 9058 (S)

**50 FABULOUS BANJO FAVORITES**  
 Banjo Rhythm Band. United Artists UAL 3398 (M); UAS 6398 (S)

**THE CANDIDATE**  
 Sound Track. Jubilee JGM 5029 (M)

**CLASSICAL**

**RUSSIAN ART SONGS**  
 Netania Davrath. Vanguard VRS 1115 (M); VSD 71115 (S)

**De MONTE/HANDEL MADRIGALS & MOTETS**  
 Prague Madrigal Choir (Venhoda). Bach Guild BG 655 (M); BGS 70655 (S)

**COUNTRY**

**CANADIAN SWEETHEARTS**  
 A & M LP 106 (M); SP 106 (S)

**GRASSROOTS!**  
 Various Artists. Starday SLP 292

**THANK YOU FOR CALLING**  
 Billy Walker. Columbia CL 2206 (M); CS 9006 (S)

**JAZZ**

**SO DANCO SAMBA**  
 Clare Fischer. World Pacific WP 1830 (M); ST 1830 (S)

**THE KING AND I**  
 The Mastersounds. World Pacific WP 1831 (M); ST 1831 (S)

**INTERNATIONAL**

**TITO RODRIGUEZ MORE AMOR**  
 United Artists UAL 3400 (M); UAS 6400 (S)

**MY FAIR LADY**  
 Original Israeli Cast. Columbia OL 8050 (M)

**IDA KAMINSKA AND HER YIDDISH STATE THEATRE OF POLAND**  
 Bruno BR 50196 (M)

**POLKA**

**OH BOY, POLKA JOY!**  
 Lil' Wally. Jay Jay 1079 (M)

**LOW PRICE CLASSICAL**

**BRAHMS: SYMPHONY NO. 2 IN D MAJOR**  
 Minneapolis Symphony (Dorati). Mercury Wing MGW 14052 (M); SRW 18052 (S)

**BEETHOVEN: SYMPHONY NO. 9 "CHORAL"**  
 Lamoureux Orchestra (Markevich). Mercury Wing MGW 14050 (M); SRW 18050 (S)

**SEE ALBUM REVIEWS ON BACK COVER**

Bobby Goldsboro  
**I DON'T KNOW YOU ANYMORE**  
 UA 781  
 On the One to Watch

Hit Teen Sound!  
**"WHY DON'T THEY UNDERSTAND"**  
 The Davis Brothers  
 Guyden 2120  
 Jamie/Guyden Dist. Corp. Phila 21, Pa.

**ALTON ALBRIGHT**  
 ORBITS HIS NEW SMASH HIT  
**"MY LITTLE BLACK BOOK"**  
 (THE WATUSI & SWIM SONG)  
 b/w  
**"I'M A DREAMER"**  
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**WORLD ARTISTS NEWS**

**LONDON EDITION**

550 GRANT STREET, PITTSBURGH 19, PENNSYLVANIA

★★★★★

**WILLOW WEEP FOR ME**

WA 1034

London—Nov. 7

**OUR BOYS CHAD & JEREMY DO IT AGAIN!**

London—Nov. 7

**WILSON GREAT AS NEW PRIME MINISTER**

London—Nov. 7

**HOUSE OF COMMONS CONCERNED—WILLOW WEEP FOR ME OUT ONE WEEK, 100,000 COPIES SOLD.**



**CHAD & JEREMY**

London—Nov. 7

**WILLOW WEEP FOR ME JOINS YESTERDAY'S GONE AND SUMMER SONG AS TOP RECORDS OF '64**

London—Nov. 7

**PARLIAMENT TO DISCUSS NEW CHAD & JEREMY RELEASE**

# WPIX-FM Makes Bow In New York

NEW YORK—There is a new sound and a new station on the FM frequency in New York. Oct. 11 the city was introduced to WPIX-FM, call letters long identified with the Daily News-owned TV outlet.

The station, formerly WBFM, was purchased from the Wrather Muzak division several months ago. The station has introduced an entirely new popular music format to the FM dial in New York, as well as hourly news coverage.

Guiding the policy of the FM'er is operations manager Charles Whitaker, who was tapped from KODA-AM-FM in Houston, where he was instrumental in developing a successful music format for the stations.

Whitaker describes the WPIX-FM format as "a good and lively one featuring popular album music."

Whitaker pointed out that the format is not a "background blanket . . . but rather lively, attractive music carefully selected to keep the audience entertained without intruding . . . but we do want them to participate with us . . . and think this format will encourage their interest."

## The Best of AM-FM

The combining of the most successful elements of AM and FM broadcasting is the concept of the station's new general manager, Lynn Christian, former general manager of KODA. While in Houston he was a founder and director of the National Association of FM Broadcasters and FM director of the Texas Association of Broadcasters, and founded the Houston Association of FM Broadcasters.

An important ingredient in the station's music, news and high-fidelity sound are air personalities. Although the promise is of "minimum talk," WPIX-FM has given shows to Al D'Amico and Ken Harper.

Also included in the schedule will be John Lissner's "The Lively Touch," a jazz music and interview show aired 8 to midnight on Saturdays.

The station, on the air 24 hours daily, is also not neglecting news coverage. Paul D. Lockwood, former news director of WTLB, Utica, N. Y., will supervise the news capsules scheduled five minutes before the hour, 18 hours a day, utilizing the facilities of the Daily News, WPIX-TV and United Press.

Weekend news will be handled by Jeffrey St. John, vice-president in charge of creative projects for New York advertising agency, Lawrence Brown, Inc., and former ABC news director. Before joining ABC, St. John was for five years a White House and U. N. correspondent for various media. He also conducts a nightly syndicated radio-TV news commentary program, "Window on the World."

## Beatles' Photos

WASHINGTON, D. C.—WWDC Radio's official "Top 40 List" which since January has featured a full photo of a music artist or group currently red-hot on the charts, has been featuring a four-week series of individual head shots of the Beatles. Some 25,000 of the sheets are distributed free weekly.

# Radio-TV PROGRAMMING

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

## Atlantic's Joe Medlin Believes in Product

(This is another in the series on national record promotion executives who deal regularly with radio station programmers and disk jockeys.)

By GIL FAGGEN

Atlantic Records and its subsidiary, Atco Records, has grown from a label producing product for minority appeal to one of the major record companies in the field today, offering a wide and diversified line of singles and albums.

Of course, Atlantic's know-how with rhythm and blues has skyrocketed the label's acceptance at pop music stations. The blues form is prevalent in most of today's pop record hits.

In looking for a national promotion director eight months ago, Atlantic's vice-president and general manager Jerry Wexler decided on Joe Medlin, a man who was well versed in the music business, both as a singer, a&r producer and promotion man.

Medlin, who has been singing since he was 16, was a featured vocalist with the Buddy Johnson Band from 1944 to 1947. Four years ago he hit big with a single waxed on the Mercury label entitled "I Kneel at Your Throne."

Medlin's talents and ear for music soon lead him into the ranks of United Artists' subsidiary label Ascot as an a&r man. A year later Joe struck out on his own in record promotion be-



JOE MEDLIN

fore joining up with Atlantic eight months ago.

His stature in the industry has been earned by hard work and active participation in inter-industry affairs. He serves as National Chairman of the National Association of Radio Artists (NARA) Grievance Committee.

His primary responsibility is to act as liaison between record companies and the deejays who primarily feature rhythm and blues.

Medlin, a Negro and an executive from a major record company, is called upon for help and guidance as a neutral go-between when a problem arises between record people and Negro deejays. Last year Joe captured the "Promotion Man of the Year Award" from Negro-dominated NARA.

A man who can call upon many friends in the business, Medlin emphatically states that "in the record business promotion is not promotion if it doesn't produce sales, friendship not withstanding."

Joe adheres closely to the Wexler credo that "in the record business you've got to buck the line every day. To do it effectively you've got to have the product!"

A promotion man is the image of the company he represents, explains Medlin, "this business today is for gentlemen, not for the hippy talking youngsters."

He went on to say: "I have found that a good promotion man must believe in his product, not just deliver it."

"The deejay today respect a promotion man who can be relied upon for the facts. At Atlantic we relate promotion to sales and not to what other deejays are playing. A thorough knowledge of product enables me to recommend it on its value to stations as a salable product," said Medlin.

Joe is an ardent booster of the Negro air personality, who he feels is "still tops at selling records."

"There is an entirely new era of Negro radio dawning," observed Medlin. "Today there is more production, and polish on the Negro-oriented stations and the Negro deejay has his eye on a management position rather than making deals."

## Group W Stations Slate Talks on Popular Music

NEW YORK—The controversial aspects of popular music will be the topic of a 13-part radio series scheduled for broadcast on the Group W radio stations starting Nov. 1.

The entire series is keyed to the question of why are so many people so emotionally for or against popular music.

Some of the subjects the programs will deal with include a comparison of teen-age reaction to the Beatles and Elvis Presley, the problem of composing hit songs now and decades ago, the Swing Era and why it declined, why people like folk music and what is popular music.

Top musicians and composers responsible for the development and trends of popular music over the decades will be heard. Included are Paul Whiteman, Benny Goodman, the late Oscar Hammerstein, Jelly Roll Morton and Louis Armstrong.

Entitled "The Music Goes Round and Round" the synopsis show-by-show goes like this:

**"What All the Screaming's About"**—A study of teen-agers' reactions to the Beatles and Elvis Presley.

**"The Big Beat"**—Traces rock 'n' roll from its origin in country music and r&b to the pop music of today.

**"What Ever Happened to Tin Pan Alley?"**—A study of the music publishing industry as it was in the twenties and thirties, and as it is today. Song plugging, Explanations of and reasons for the changes that have taken place.

**"Tunesmiths, Past and Present"**—Looks at the art of popular songwriters over the past 50 years, with emphasis on the differences and problems in writing today as compared to yesterday.

**"The Birth of Jazz"**—From

ragtime to the dawn of the swing era. Features an excerpt of Jelly Roll Morton's description of how his "Tiger Rag" came to be written. Comment also by Paul Whiteman, Benny Goodman and others.

**"Music From the Stage"**—A brief summary of the major trends and styles in American musical comedy from the teens to present.

**"All That Jazz"**—The swing era of the thirties and early forties, the decline of the big bands and a look at jazz today.

**"Soundtrack"**—The story of music in the movies from the pit piano to the stereophonic soundtrack album. The decline and rebirth of the movie musical. Movie music on records.

**"The World of Wax"**—A brief history of the record industry in the past 60 years. Its problems and successes then and now.

**"The Anatomy of a Hit"**—What goes into making a hit record and what must stay out. The story of Louis Armstrong's "Hello, Dolly!" Some advice to amateur record makers.

**"The Song of the People"**—A look at the failures and successes of folk music as a significant force in the record industry. Who likes what type of folk music and why?

**"Music Around the World"**—Two shows on the influence of American music abroad. What type of music is popular and where. The shows emphasize Western Europe, the Far East and the Iron Curtain countries.

The entire series was produced by Joan and Robert Franklin. Executive producer is William J. Kaland, national program manager of Group W. The six stations of Group W are WBZ, Boston; KDKA, Pittsburgh; KYW, Cleveland; WINS, New York; WIND, Chicago, and WOWO, Fort Wayne.

## KRLA Monster Show a Frightening Success?

PASADENA, Calif.—The Bobby Pickett monster show, which has been frightening Southern California audiences over KRLA for six weeks (Billboard, Oct. 3), looms as a programming success, reports John Barrett, station's general manager.

"The mail has been complimentary and nobody's called objecting to the material. We've had some kids call to say the material is too scary," remarked Barrett. "The boys love the show, we learned when several called and told us the show scares the girls into sitting closer to them in cars."

Barrett revealed he has received queries from stations around the country asking how to produce a monster show and how to hire monsters. "So far we've heard of nobody doing this idea, although a lot of people are obviously interested," he said. "We've had very few comments that the show is corny."

The executive said sponsor interest has been fabulous, but he still wants to see a rating before he goes all out with a sales push. However, Barrett said he had received so many requests for sponsorship that ratings won't really matter.

The three-hour show heard Saturday from 9-midnight is taking Pickett and Dick Morland,

who assists him with production, around five hours to produce the final tape. But Barrett says this time will be cut eventually to a straight three hours for replay the next evening. The program offers disks from the station's regular playlist with commercials, time checks and station i.d.'s all integrated on the tape.

Noting the emergence of monster records on the market, Barrett said that more than likely the Pickett show will begin using these products despite their not being national hits. Pickett uses many monster voices to introduce the records, commercials and become involved in spooky situations. The normal run of scary background noises complement Pickett's frightening voice.

## TIE IN SURVEY WITH BEATLES

MIAMI—WFUN distributed a giant "790 Souvenir Survey" recently featuring a picture of the Beatles on the reverse side. The station backed the special top 40 sheet with on-the-air spots to increase traffic at the dealer level, in addition to WFUN window stickers.

*To:*

**REPRISE AND HARRAH'S**

**RICHARD AND ELIZABETH**

**BOB AND SHELLEY**

**BUDDY AND HILLY**

**SOPHIE AND PRINT**

**SAM AND NAT**

**JOE E. AND CAPITOL**

**DUKE AND SAM**

**HAROLD AND IRA**

**TOMMY AND COUNT**

**ERNIE AND HARRY**

**ELLA AND BILLY**

**LOUIE AND MO**

**ELIOT AND SONNY**

**MEL AND MARTY**

**AL AND**

**ESPECIALLY TO YOU, BILLBOARD,**

*Thank You*

**SAMMY DAVIS, Jr.**

# FOUR STAR MUSIC

## 1964 BMI AWARD SONGS

### TITLES:

#### COWBOY BOOTS A WEEK IN THE COUNTRY

Both written by  
BAKER KNIGHT

### CURRENT HITS:

#### MY MEMORIES OF YOU

Hank Snow  
RCA-47-8437

#### WHEN IT'S OVER

Carl Smith  
Columbia 4-43124

#### LEAVE A LITTLE PLAY

(In the Chain)  
Bob Jennings  
202A

#### IN THE MIDDLE OF A MEMORY

Carl Belew  
RCA-47-8406

# FOUR STAR MUSIC

1313 VINE STREET  
HOLLYWOOD 28, CALIF.

# VOX JOX

By GIL FAGGEN



WAEB (Allentown, Pa.) deejay **Gene Kaye** (far right) played host to the Red Bird recording stars the **Shangri-Las** during a hop recently. The gals performed their current hit "Leader of the Pack"—coincidentally, Allentown's No. 1 song.

KSFO (San Francisco) personality **Dave Niles** was one of the lucky judges to select the 1965 California "Maid of Cotton." Although the contest was sponsored by the California Pelican, the UC humor magazine, the contest, Dave assures me, was strictly on the level.

**Earl Robbins** and **Bob Raleigh**, WWDC deejays, are now alternating as hosts for "Teen Beat," a new pop music show. Robbins goes Monday through Wednesday 7-10 p.m. and Raleigh takes over Thursdays and Fridays and the weekends. "Teen Beat Hit Panel"—audience vote-in for favorite records—will continue to be in the format.

**Sig Sakowicz**, WTAQ (Chicago) celeb interviewer, is now having his "Flight 189" carried on more than 24 stations in 14 different cities.

**Pete Myers**, WINS' (New York) "Mad Daddy," has signed a long-contract with Ashley-Steiner-Famous Artists, Inc.

**Karl Haas** called to say hello recently while waiting for U. S. Customs to release his car brought over from Germany. Haas, who has a daily radio program on WJR (Detroit) "Adventures in Good Music," has just returned from a 13-month stint as resident director of the Ford Foundation cultural program in Berlin.

WLS (Chicago) waker-upper **Clark (Emporer) Weber** was the main speaker at the semi-annual smoker of the Roosevelt University chapter of Alpha Delta Sigma, advertising agency held recently in Chicago.

Walking by Jennings TV service store on East 55th and First Avenue here in Manhattan I saw for sale in the window an aluminized 45 record with a clock stuck in the middle, mounted on a trophy base. Inscribed at the bottom was the name **Ben Rosner**, RCA Victor. Wonder how much he got for it?



WLIB (New York) deejay **Joe Bostic** stands behind 2,000

get well letters to be sent to **Mahalia Jackson**, recuperating in a Chicago hospital, following a heart attack. WLIB asked listeners to "send a card to Mahalia" and has been averaging 100 letters a day.

## SEGUE

**Bob Reich**, WEKR air personality, and wife **Sunny**, parents of a son, **Robert Phillip**, born Oct. 8.

**Sam Holman**, former program director of WLS (Chicago) and WABC (New York), returns to the U. S. after eight months with CKLG (Vancouver) to operate his own station, KLOG (Kelso, Washington), following FCC approval. In addition to the management of KLOG, Holman will do the morning show on KISN (Portland). . . **Henry H. Franz**, station manager of WFBM (Indianapolis), joins WFBG-AM-TV (Altoona) as general manager. . . **Franz Allina**, WMCA (New York), director of Public Relations, upped to new post of director of marketing and public relations. . . **Jim Parker**, formerly of WRIT (Milwaukee), takes over program director slot at KKIS replacing **Larry Ickes**, who has resigned. **Mike Ruppe** promotion manager WIBC (Indianapolis) resigns.

## Hawthorne Leaves C.C.

HOLLYWOOD — **Jim Hawthorne**, Crowell Collier's national program director, has resigned his post as of Jan. 1 to join Sherman Grinberg Productions as vice-president. New firm, jointly owned by the two principals, will create commercials for radio-TV and develop TV pilots.

**Joe Drilling**, CC's president, said he will screen applicants to find an experienced programming man. Hawthorne had been with CC since December 1960.

Drilling said he did not anticipate any further personnel changes in line with Hawthorne's departure. CC's stations are KFWB, Los Angeles; KEWB, San Francisco, and KDWB, Minneapolis.

Hawthorne told Billboard his contract calls for activity as a writer, producer and director. He said he was approached with the idea over one year ago and several times subsequent and when the offer became so lucrative, he couldn't turn it down.

Several TV pilots are being discussed including one dealing with teen-age audiences. Hawthorne, who has been in radio since 1942, has had previous experience as a producer of TV shorts, many of which are running nationally and in 10 foreign markets.

## Lee Loevinger Talks Out on Programming

DES MOINES — Commissioner **Lee Loevinger** of the Federal Communications Commission, laid it on the line to broadcasters during the National Association of Broadcasters Fourth Fall Annual meeting held here recently.

Loevinger told broadcasters not to worry about the FCC if they know how to program their station.

"If you don't know and can't find out," he declared, "then you should sell your station. If you do know, then don't worry about the FCC."

The Commissioner emphasized that, "the FCC shouldn't worry about programming" but should stick to its job of cleaning up its backlog of work dealing with technical standards and similar functions.

Discussing multiple ownership, he said in response to a question that it is his personal opinion that "the situation is now tolerable and there is no apparent necessity for a divestiture of present licenses for stations."

The "real crux" of multiple ownership, he said is how to arrive at a multiple ownership formula.

"Limiting multiple ownership on the basis of station count isn't realistic," he said.

## SMU Station Back on Air

DALLAS—A formal grand opening was held for radio station KSMU, a student outlet on the campus of Southern Methodist University at the SMU student center.

KSMU resumed broadcasting after being off the air for nine years, and operates on a frequency receivable only on the SMU campus. Cables have been laid to eight undergraduate dormitories and their carrier current is transmitted into the electrical system of the buildings. Cables will be laid to six graduate dormitories in the next month.

There will be 10 student deejays to broadcast music, news and public service announcements from 5 p.m. to midnight, Monday through Friday, and 7 p.m. to midnight on Sunday.

**Dr. H. Charles Baker**, an electrical engineering professor at SMU, is faculty sponsor, and stated that the station has contracted to rebroadcast Dallas FM station KVIL on the AM frequency from the midnight student signoff time until 5 p.m. the following day, Monday through Friday.

**Marc McKinney** is the station manager, **Early Cook** is program director and **John McCracken** is news manager.

## MCSC RESTYLES RADIO PACKAGE

NEW YORK—The exclusive rights for sale of "Formatic" and "Big Sound" radio production packages formerly sold by the Richard H. Ullman Company are being restyled and offered for sale by Mark Century Sales Corporation, in addition to its "Radio a La Carte" and "Festival Radio" packages.

### WHAT'S JOHNNY KEATING COOKING UP??

Johnny Keating's cooking up something excitingly new . . . the something new is wallop and warmth . . . by Johnny Keating and 27 men.

THE KEATING SOUND

LONDON RECORDS

### DEAR PROGRAM DIRECTORS AND DISC JOCKIES:

We at Gateway Recordings would like to thank you for your recent votes of confidence. It was very heartening to receive the many phone calls and letters informing us that you were continuing to play the original version of "Do Anything You Wanna" by our artist **Harold Betters**. Thanks again for your much appreciated support.

Sincerely yours,

*Robert Schachner*  
Robert Schachner  
Gateway Recordings, Inc.

### A GREAT COUNTRY RECORD

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DAVE DUDLEY  
Mercury 72308

KEY TALENT  
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Dean Martin  
in the Reprise album  
"Everybody Loves Somebody"

### DON'T WORRY 'BOUT ME

Robert Goulet  
in the Columbia album  
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MILLS MUSIC, INC., NYC

The Sapphires coming on strong with

### "THANK YOU FOR LOVING ME"

c/w

### "Our Love Is Everywhere"

ABC 10590

ABC-PARAMOUNT  
FULL COLOR FIDELITY

**NEXT RRR  
SEATTLE, WASH.**

NEW YORK — Next week Billboard will feature the Radio Response Ratings for Seattle, Washington.

**Bernstein as 'Beatle'**

NEW YORK—Leonard Bernstein will give his own vocal interpretation of the Beatle tune "And I Love Her," on the eighth season premiere of the New York Philharmonic Young People's Concerts, Friday, Nov. 6, on the CBS Television Network.

**Radio's Copycats Need a 'Tom'**

By **BILL GAVIN**  
Contributing Editor

Radio has frequently been accused of being much more imitative than creative. Some say that if you listen to any radio station throughout its entire broadcast day, you'll find less than five minutes of that time devoted to operational ideas that originated with that station. In other words, say the critics, the vast majority of broadcasters prefer to copy somebody else's successful ideas than to create their own. Perhaps the critics are too harsh in singling out radio for being unduly imitative. A great deal of the world's business follows the trends and patterns that have met with success. Designers and merchandisers of clothes, cars, fountain pens and many other products do a great deal more imitating than innovating. Creative imagination is not necessarily so rare a talent in radio or anywhere else. What is often lacking is the business courage to take the risks inherent in being a pioneer.



Unfortunately, there are many radio stations today that are owned and operated by people who know little or nothing about the program side of broadcasting. To them, radio is simply a business to be run on sound principles of accounting and salesmanship. Such miscast managers almost invariably prefer to copy in detail the techniques that have been profitable for successful stations in other markets. Rather than listen to suggestions from their own program directors these managers prefer listening to airchecks from other stations. These are the men who not only follow general trends and patterns but who also copy in detail such operational items as slogans, promos and contests.

Over the years, a far greater amount of blind imitation has been found in pop format radio than in other more conservative types. Such chestnuts as "fabulous 40," "discovery," "flashback" and "good guys" can be found in just about any city you name. The faceless anonymity of fast-talking "time and temp" disk jockeys infallibly brands their station manager as a copycat. Sometimes this follow-the-leader policy pays

off. Occasionally it backfires. One such area of questionable value is the prevailing practice of petty contests and give-aways. A few more thoughtful program directors are beginning to question the value of games and contests that attract only a few hundred entries per week. Apparently not very many listeners are intrigued by the chance to win records, merchandise or a few dollars.

One station manager recently made a highly relevant observation on this subject. He had just returned from a series of interviews with agency time buyers in New York, Chicago and San Francisco. Among other things, he reported that a growing number of advertisers had abandoned the old custom of buying "by the numbers." He found that they were applying criteria other than a simple cost per thousand. They wanted to know something about the character of the stations in a particular market. Strangely enough, our manager reports, there is less reluctance than formerly to buy time on pop format operations. This would indicate that advertiser prejudice against contemporary popular music is declining.

On the other hand, there is more of a tendency to study the over-all sound of a station, as representative of its policies and standards. Agencies and advertisers are requesting air checks from a larger number of stations than they did a year ago. One of the things they want to hear is the newscasts. Another criterion of evaluation is the station's contests. It appears that the stations carrying the highest content of two-bit giveaways receive the lowest grades in merit. The thinking behind this new approach is that the petty contests give the station a cheap sound and provide a non-quality environment that advertisers dislike.

This does not mean that contests are bad, or that the size of the prize has to be increased. It appears to mean that the multitude of petty contests and prizes that have been cluttering up pop format radio have lost their right to be considered interesting entertainment. As one program director put it, a contest is not necessarily good audience promotion in direct ratio to the value of the prizes; it can work in reverse unless the feature has positive entertainment value to non-participating listeners.

ANOTHER HIT!  
WATCH FOR...  
**RUNAROUND**  
ANN MARIE  
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318 W. 48 St., N.Y. 36, N.Y.

**The Drifters**  
**SATURDAY NIGHT**  
**AT THE MOVIES**  
  
Atlantic  
2660

—BIG—BIG—BIG—  
DESTINED TO BE BIGGER  
THAN "FUNNY"  
JOE HINTON'S  
"A THOUSAND CUPS  
OF HAPPINESS"  
BACKBEAT 532  
  
JUMPING IN THE CHARTS!  
BOBBY BLAND'S  
"AIN'T DOING TOO BAD"  
DUKE 383  
  
BREAKING BIG  
IN MAJOR MARKETS!!  
The Mighty Mustangs'  
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a hit single **NOW** a great album!

**IF YOU WANT  
THIS LOVE  
SONNY  
KNIGHT**  
AURA 403

SONNY KNIGHT begins the DICK CLARK TOUR on November 12th!

**THIS WEEK!**

Houston #1 KILT	Houston #11 KNUZ
Seattle #3 KJR	Seattle #14 KBZY
Los Angeles #26 KFVB	Los Angeles #21 KRLA
Dallas #3 KLIF	San Antonio #20 KONO

AURA AR-3001/STEREO-3001

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**(IF YOU WANT  
THIS LOVE  
SONNY  
KNIGHT**  
sings CONFIDENTIALLY  
BOBBY SMITH ORCHESTRA

AURA RECORDS • 8715 WEST THIRD STREET • LOS ANGELES, CALIFORNIA

## ARGENTINA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	11	VESTIDA DE NOVIA	*Palito Ortega (RCA)—Korn
2	1	MENTIRAS MENTIRAS	Richard Anthony (Odeon); *Violeta Rivas (RCA)—Edami
3	12	A HARD DAY'S NIGHT	Beatles (Odeon)—Fermata
4	7	VOLVERE VOLVERE	*Indio Gasparino (CBS)

listen for MARY KEEL singing

### Christmas Is A Season

c/w

dear mister Santa Claus:

(Ranco 3729)

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Write to be placed on our national mailing list.

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Columbia 43120

KEY TALENT  
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Direct Dial 602-252-5644

5	5	PIDO PAZ (JUST ONCE MORE)	Rita Pavone (RCA)—Korn
6	6	CUMBIA SOBRE EL MAR	Cuarteto Imperial (CBS)
7	8	RUBIECITA-ESTO	*Leo Dan (CBS)—Melograf
8	9	CONTIGO EN LA PLAYA	Nico Fidenco (RCA); *Hector Eduardo (RCA)
9	3	CHANGUITO CANERO	*Palito Ortega (RCA)—Korn
10	2	SANTIAGO QUERIDO	*Leo Dan (CBS)—Melograf
11	15	SANTANDER DE BATUNGA	La Charanga del Caribe (CBS)
12	4	LAS CEREZAS	Hnos Carrion (CBS-Music Hall)—Smart
13	13	EN MI MUNDO	H. Bindi (RCA); *Juan Ramon (Disc Jockey)—Fermata
14	10	TWIST AND SHOUT	Beatles (Odeon); Tammy's (Philips)—Fermata
15	17	UNTATE EN MI-INOLVIDABLE	Tito Rodriguez (Surco)—Korn
16	16	COLORADO	*Violeta Rivas (RCA)—Spring
17	14	QUE FALTA QUE ME HACES	*Calo-Podesta (Odeon); Julio Sosa (CBS)—Edami
18	—	SOMETIMES ON FRIDAY	Claude Gordon (Odeon)—Iracundos (RCA)
19	—	MY BOY LOLLIPOP	Millie Small (Philips)
20	19	CUMBIA DE LOS PESCADORES	*5 del Ritmo (Micron)—Korn

## AUSTRALIA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	WILLIAM TELL OVERTURE	—Sounds Incorporated (Columbia)—Leeds
2	—	WHEN YOU WALK IN THE ROOM	The Searchers (Astor)
3	2	HAVE I THE RIGHT	The Honeycombs (Astor)—Essex
4	4	PEARLY SHELLS	Burl Ives (Festival)—Boosey & Hawkes
5	5	I SHOULD HAVE KNOWN BETTER	The Beatles (Parlophone)—Leeds
6	7	PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose
7	6	YOU REALLY GOT ME	The Kinks (Astor)
8	8	LITTLE HONDA	The Hondells (Philips)—Alberts
9	3	SHE'S A MOD	Ray Columbus (Philips)—Leeds
10	—	SAY YOU	Ronnie Dove (Stateside)—Belinda
11	12	RHYTHMS AND GREENS	The Shadows (Columbia)—Belinda
12	10	ONLY YOU	Wayne Newton (Capitol)—Chappells Music
13	—	COME A LITTLE BIT CLOSER	Jay and the Americans (United Artists)
14	—	HAWAII	Gene Pitney (United Artists)—Alberts
15	9	IF I FELL	The Beatles (Parlophone)—Leeds

## BAVARIA

This Week	Last Week	Title	Artist
1	2	SEIN BESTES PFERD	Martin Lauer (Polydor)—Gerig
2	3	WENN DU MAL ALLEIN BIST	Manfred Schnelldorfer (Decca)—Busse
3	1	A HARD DAY'S NIGHT	The Beatles (Odeon)—Northern
4	6	HOKUSPOKUS	Gitte & Rex (Electrola)—Gerig
5	4	MY BOY LOLLIPOP	Millie (Fontana)—Chappell
6	5	SCHUT MELODY	Martin Boettcher (Telefunken)
7	7	AUS JEDEM LAND EIN SOUVENIR	Vico Torriani (Decca)—Arnie
8	9	DETROIT CITY	Bobby Bare (RCA)
9	8	WER DU BIST	Francoise Hardy (Vogue)
10	12	BARON MUENCHHAUSEN	Conny (Electrola)—Gerig
11	10	GUTE REISE	Christa (CBS)
12	—	DAS WAR DER ERSTE KUSS	Caterina Valente (Decca)

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

## BRITAIN

(Courtesy New Musical Express, London)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	OH, PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose
2	2	ALWAYS SOMETHING THERE TO REMIND ME	Sandie Shaw (Pye)—December Music
3	6	TWELFTH OF NEVER	*Cliff Richard (Columbia)—Frank Music
4	4	WHERE DID OUR LOVE GO	Supremes (Stateside)—Belinda Music
5	5	THE WEDDING	*Julie Rogers (Mercury)—Peter Maurice
6	10	WALK AWAY	*Matt Monro (Parlophone)—Ardmore & Beechwood
7	7	WHEN YOU WALK IN THE ROOM	*Searchers (Pye)—Metric Music
8	8	WE'RE THROUGH	*Hollies (Parlophone)—Hollies Music
9	3	I'M INTO SOMETHING GOOD	Herman's Hermits (Columbia)—Screen Gems, Columbia Music, Ltd.
10	9	I'M CRYING	*Animals (Columbia)—Ivy Music
11	16	ONE WAY LOVE	*Cliff Bennett and the Rebel Rousers (Parlophone)—Mellin Music
12	12	HOW SOON	Henry Mancini (RCA)—Chappell
13	20	SHA LA LA	*Manfred Mann (HMV)—Belinda Music
14	13	I WOULDN'T TRADE YOU FOR THE WORLD	*Bachelors (Decca)—142 Music
15	11	RAG DOLL	Four Seasons (Philips)—Ardmore & Beechwood
16	17	I WON'T FORGET YOU	Jim Reeves (RCA)—Burlington Music
17	15	TOGETHER	P. J. Proby (Decca)—Campbell-Connelly
18	—	BABY LOVE	Supremes (Stateside)—Belinda Music
19	14	EVERYBODY LOVES SOMEBODY	Dean Martin (Reprise)
20	18	UM, UM, UM, UM, UM	*Wayne Fontana and the Mindbenders (Fontana)—(Essex)
21	24	GOLDFINGER	*Shirley Bassey (Columbia)—United Artists Music
22	—	HE'S IN TOWN	*Rockin' Berries (Piccadilly)—Aldon Music
23	22	REACH OUT FOR ME	Dionne Warwick (Pye Int.)—West One Music
24	18	MAYBE I KNOW	Lesley Gore (Mercury)—West One Music
24	18	MAYBE I KNOW	Lesley Gore (Mercury)—West One Music
25	—	THREE LITTLE WORDS	*Applejacks (Decca)—Leeds Music
26	—	ANY WAY YOU WANT IT	*Dave Clark Five (Columbia)
27	28	SUMMER IS OVER	*Frank Ifield (Columbia)—17 Savile Row
28	26	REMEMBER (WALKIN' IN THE SAND)	Shangri-Las (Red Bird)—Mellin Music
29	23	AS TEARS GO BY	*Marianne Faithfull (Decca)—Forward Music
30	—	IS IT BECAUSE	*Honeycombs (Pye)—Ivy Music

## EIRE

(Courtesy Evening Press, Dublin)

This Week	Last Week	Title	Artist
1	6	FROM THE CANDY STORE ON THE CORNER	Dickie Rock and the Miami Showband (Piccadilly)—Victoria
2	4	OH PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose
3	1	I WOULDN'T TRADE YOU	The Bachelors (Decca)—142 Music
4	5	MY WEDDING DRESS	Cadets (Pye)—Acuff-Rose
5	2	I'M INTO SOMETHING GOOD	Herman's Hermits (Columbia)—Dominion
6	—	THIS WORLD IS NOT MY HOME	Jim Reeves (RCA)—Copyright Control
7	9	RAG DOLL	Four Seasons (Philips)—Ardmore & Beechwood
8	3	THE ANSWER TO EVERYTHING	Joe Dolan and the Drifters (Pye)—West One
9	8	I WON'T FORGET YOU	Jim Reeves (RCA)—Victory—Burlington
10	7	SHE WEARS MY RING	Sean Fagan and the Pacific Showband (Pye)—Acuff-Rose

## FLEMISH BELGIUM

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MA VIE	Alain Barriere (RCA)—Tutti/Primavera
2	2	SUCH A NIGHT	Elvis Presley (RCA)—Chappell/De Coene
3	—	OH PRETTY WOMAN	Roy Orbison (London)—World
4	3	BYE BYE BLONDIE	Trini Lopez (Reprise)—Intervox
5	4	A HARD DAY'S NIGHT	The Beatles (Odeon)
6	—	ALS DE ZOMER WEER VOORBIJ ZAL ZIJN	GELUKKIGE VERJAARDAG—Will Tura (Palette)—Belmonte & J. Kluger Music
7	5	LA FERME DU BONHEUR	Claude Francois (Fontana)—Southern
8	10	HOUSE OF THE RISING SUN	The Animals (Columbia)—World
9	6	SI JAMAIS	*Adamo (HMV)—Ardmore & Beechwood
10	—	WHERE DID OUR LOVE GO	The Supremes (Motown)—Belindamusic

## HOLLAND

This Week	Last Week	Title	Artist
1	1	PRETTY WOMAN	Roy Orbison (London) World Music—Brussel
2	2	HAVE I THE RIGHT	Honeycombs (Pye) Basart—Amsterdam
3	3	I SHOULD HAVE KNOWN BETTER	The Beatles (Parlophone) Basart—Amsterdam
4	4	IT'S ALL OVER NOW	The Beatles (Decca) Basart—Amsterdam
5	5	LIEBESKUMMER LOHNT SICH NICHT	Siw Malmkvist (Metronome) Aragon—Heemstede
9	6	WHERE DID OUR LOVE GO	The Supremes (Tamla-Motown) Belinda—Amsterdam
7	7	HUP, HUP, HUP	Cocktail Trio (Imperial) Schwarz Music—U.S.A.
6	8	I WON'T FORGET YOU	Jim Reeves (RCA) Altona—Amsterdam
—	9	AND I LOVE HER—IF I FELL	The Beatles (Parlophone) Basart—Amsterdam
—	10	BREAD AND BUTTER	Newbeats (Hickory) World Music—Brussel

## HONG KONG

This Week	Last Week	Title	Artist
1	1	I SHOULD HAVE KNOWN BETTER	Beatles (Parlophone)
2	1	IF I FELL	Beatles (Parlophone)
3	1	FROM RUSSIA WITH LOVE	Al Caiola (United Artists)
4	1	ASK ME	Elvis Presley (RCA Victor)
5	1	FROM RUSSIA WITH LOVE	Matt Monro (Parlophone)
6	1	IT'S ALL OVER NOW	Rolling Stones—(London)
7	1	THE TWELFTH OF NEVER	Cliff Richard (Columbia)
8	1	PROMISES	Patti Page (CBS)
9	1	YET I KNOW	Steve Lawrence (CBS)
10	1	A HARD DAY'S NIGHT	Beatles (Parlophone)

## ITALY

(Courtesy Musica e Discchi, Milan)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	4	LA MIA FESTA	Richard Anthony (Columbia)
2	1	IN GINOCCHIO DA TE	*Gianni Morandi (RCA)
3	3	NON ASPETTO NESSUNO	*Little Tony (Durium)
4	2	E PIU' TI AMO	Alain Barriere (RCA)
5	5	IL PROBLEMA PIU' IMPORTANTE	*Adriano Celentano (Clan)
6	7	ERAVAMO AMICI	*Dino (Arc)
7	8	UNA ROTONDA SUL MARE	*Fred Bongusto (Primary)
8	6	TU SI' NA COSA GRAND	*Ornella Vanoni (Ricordi)
9	10	QUELLI CHE HANNO UN CUORE	Petula Clark (Vogue)
10	9	TI RINGRAZIO PERCHE'	*Michele (RCA)
11	—	IO SONO QUELLO CHE SONO	*Mina (Ri Fi)
12	11	AMORE SCUSAMI	*John Foster (Style)
13	12	E ADESSO TE NE PUOI ANDARE	Les Surfs (Festival)
14	13	PAGHERAI	Petula Clark (Vogue)
15	14	ANGELITA DI ANZIO	*Marcellos Ferri (Durium)

## JAPAN

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	OZASHIKI KOUTA	*Mahina Stars & Matsuo Kazuko (Victor)—JASRAC
2	2	KOI O SURUNARA	*Hashi Yukio (Victor)—JASRAC
3	3	ORE WA OMAE NI YOWAINDA	*Ishihara Yujiro (Teichiku)—JASRAC
4	5	OSAKA GURASHI	*Frank Nagai (Victor)—JASRAC
5	4	TOKYO BLUES	*Nishida Sachiko (Polydor)—JASRAC
6	7	FUTARI NO HOSHI O SAGASOYO	*Tanabe Yasuo (Victor); Paul & Paula (Philips)—JASRAC
7	8	AI TO SHI O MITSUMETE	*Aoyama Kazuko (Columbia)—JASRAC
8	6	UNA SERA DI TOKIO	Mahina Stars (Victor); The Peanuts (King); C. Valente (London); Milva (Seven Seas)—JASRAC
9	9	SAVE THE LAST DANCE FOR ME	Koshiji Fubuki (Toshiba)—Aberbach
10	10	MOVIN'	The Astronauts (Victor)—Atlantic-(Folster)

## MALAYSIA

This Week	Last Week	Title	Artist
1	1	I SHOULD HAVE KNOWN BETTER	The Beatles (Parlophone)
2	2	A HARD DAY'S NIGHT	The Beatles (Parlophone)
3	3	ON THE BEACH	Cliff Richard (Columbia)
4	—	IT'S ALL OVER NOW	The Rolling Stones. (Decca)
5	—	HELLO, DOLLY!	Louis Armstrong (Life)
6	—	THE MIRACLE	The Shadows (Columbia)
7	—	AJOEN AJOEN	Willy and the Giants (Life)
8	—	PLAY IT SMART LITTLE GIRL	The Irving Twins (CBS)

## MEXICO

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	COMO TE EXTRANO	Leo Dan (CBS)—Mundo Musical
2	2	BE MY BABY	Les Surfs (Gamma)—Grever
3	3	POLLERA COLORA	*Carmen Rivero (CBS)—Mundo Musical
4	4	INVIERNO TRISTE	Blue Winter—Connie Francis (MGM)—Grever
5	9	GUARDA COME DONDOLE	Edoardo Vianello (RCA)—Pham
6	5	POLVO	*Sonia Lopez (CBS)—Mundo Musical
7	8	I WANT TO HOLD YOUR HAND	The Beatles (Musart)—Pending
8	7	AMANEKI EN TUS BRAZOS	*J. A. Jimenez (RCA)—Emmi
9	6	BARBA AZUL (Let's Do)	*Ampson (Peerless)—Brambila
10	10	ORANGUTAN	*Sonora Santanera (CBS)—Brambila

## NORWAY

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I SHOULD HAVE KNOWN BETTER	The Beatles (Odeon)—Edition Lyche
2	—	OH PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose Scandi
3	2	I WON'T FORGET YOU	Jim Reeves (RCA Victor)—Palace Music/Stig Anderson
4	6	I GUESS I'M CRAZY	Jim Reeves (RCA Victor)
5	3	PAPPAN TIL TOVE METTE	*Rolf Just Nilsen (Nor-Disc)
6	7	I'M INTO SOMETHING GOOD	Herman's Hermits (Columbia)—Screen Gems/Stig Anderson
7	4	A HARD DAY'S NIGHT	The Beatles (Parlophone)—Edition Lyche
8	5	SUCH A NIGHT	Elvis Presley (RCA Victor)—Belinda
9	9	TRETTIFYRAN	Per Myrberg (Metronome)—Multitone
9	—	NOT UNTIL THE NEXT TIME	Jim Reeves (RCA Victor)

## PERU

This Week	Last Week	Title	Artist
1	4	ANGELITO	Rene y Rene (Columbia)—Eduardo Bisbal (RCA)
2	1	I SAW HER STANDING THERE	The Beatles (Odeon)
3	3	LAGRIMA SECA	Pepito Perex (Disc-Jockey)

- 4 2 EVERYBODY LOVES SOMEBODY—Dean Martin (Reprise)  
5 9 PSICOSIS—Los Bing Ben (Dis-Peru)

- 6 5 LOVE ME DO—The Beatles (Odeon)  
7 10 PALOMITA—Los Bing Ben (Dis-Peru)  
8 7 VALSECITO DEL AYER—Edith Barr (Sono Radio)—Los Inkas (Virrey)  
9 8 LAS CEREZAS—Manolo Munoz (Musart)—Hnos. Carrion (Columbia)  
10 — LA POLLERA AMARILLA—Tulio Enrique Leon (Odeon)—Los Corraleros del Sinu (Virrey)

**PHILIPPINES**

- | This Week | Last Week | Title                  | Artist                                       |
|-----------|-----------|------------------------|--|
| 1         | 1         | I'LL DREAM OF YOU      | Matt Monro (Parlophone)—Dyna, Inc.           |
| 2         | 3         | THE GOOD LIFE          | Tony Bennett (Col.)—Mareco, Inc.             |
| 3         | 7         | KISSIN' COUSINS        | Elvis Presley (RCA)—Filipinas                |
| 4         | 2         | YES, I UNDERSTAND      | Patsy Cline (Decca)—Hidcor                   |
| 5         | 6         | A HARD DAY'S NIGHT     | Beatles (Parlophone)—Dyna, Inc.              |
| 6         | 10        | PRETTY LITTLE BABY     | Connie Francis (MGM)—Mareco, Inc.            |
| 7         | 4         | JUST LET ME DREAM      | Brenda Lee (Decca)—Hidcor                    |
| 8         | —         | THIS IS MY PRAYER      | Linda Scott (Kapp)—Mareco, Inc.              |
| 9         | 5         | IN THE MISTY MOONLIGHT | Jerry Wallace (Challenge)—Fed. Manufacturers |
| 10        | 9         | I SHOULD HAVE KNOWN    | Beatles (Parlophone)—Dyna, Inc.              |

**SINGAPORE**

- \*Denotes local origin
- | This Week | Last Week | Title                      | Artist                    |
|-----------|-----------|----------------------------|---------------------------|
| 1         | 1         | IT'S ONLY MAKE BELIEVE     | Billy Fury (Decca)        |
| 2         | 4         | I SHOULD HAVE KNOWN BETTER | The Beatles (Parlophone)  |
| 3         | 2         | JAMAICA JOE                | The Angels (Smash)        |
| 4         | 5         | WHERE DID OUR LOVE GO      | The Supremes (Motown)     |
| 5         | 3         | NOBODY I KNOW              | Peter & Gordon (Columbia) |
| 6         | 9         | SHANTY                     | *The Quests (Columbia)    |
| 7         | 7         | MOVE IT BABY               | Simon Scott (Parlophone)  |
| 8         | —         | THE SEVENTH DAWN           | Danny Williams (HMV)      |
| 9         | —         | OH, PRETTY WOMAN           | Roy Orbison (London)      |
| 10        | 6         | UNDER THE BOARDWALK        | The Drifters (Atlantic)   |

- SOUTH AFRICA**
- | This Week | Last Week | Title                    | Artist                       |
|-----------|-----------|--------------------------|------------------------------|
| 1         | 1         | A HARD DAY'S NIGHT       | The Beatles (Parlophone)     |
| 2         | 2         | HAVE I THE RIGHT?        | The Honeycombs (Pye)         |
| 3         | 4         | WISHIN' AND HOPIN'       | Dusty Springfield (Phillips) |
| 4         | 7         | IT'S ALL OVER NOW        | The Rolling Stones (Decca)   |
| 5         | 3         | DO WAH DIDDY DIDDY       | Manfred Mann (H.M.V.)        |
| 6         | 8         | EVERYBODY LOVES SOMEBODY | Dean Martin (Reprise)        |
| 7         | —         | IT'S FOR YOU             | Cilla Black (Parlophone)     |
| 8         | —         | ALL I GOT                | The Bats (C.B.S.)            |

- WEST BERLIN**
- | This Week | Last Week | Title                               | Artist                            |
|-----------|-----------|-------------------------------------|-----------------------------------|
| 1         | 3         | I SHOULD HAVE KNOWN BETTER          | The Beatles (Odeon)               |
| 2         | —         | WENN DU MAL ALLEIN BIST             | Manfred Schnelldorfer (Decca)     |
| 3         | 2         | OH, PRETTY WOMAN                    | Roy Orbison (Monument)            |
| 4         | 11        | OKAY, ICH GEH                       | Suzanne Doucet (Metronome)        |
| 5         | 9         | DAS KOMMT VOM RUDERN                | Peter Lauch (Golden 12)           |
| 6         | 1         | A HARD DAY'S NIGHT                  | The Beatles (Odeon)               |
| 7         | 5         | WIR KOENNEN UNS NUR BRIEF SCHREIBEN | Greetje Kauffeld (Electrola)      |
| 8         | 4         | MY SWEETHEART ROSMARIE              | Juergen Herbst (CBS)              |
| 9         | —         | WER DU BIST                         | Francoise Hardy (Vogue)           |
| 10        | —         | WENN ICH BEI DIR SEIN KANN          | Esther & Abraham Ofarim (Philips) |
| 11        | 6         | MY BOY LOLLIPOP                     | Heidi Bachert (Polydor)           |
| 12        | 10        | GOLDEN MOON                         | Big Band Europe (Decca)           |

- WEST GERMANY**
- | This Week | Last Week | Title                   | Artist                                |
|-----------|-----------|-------------------------|---------------------------------------|
| 1         | 2         | DAS KOMMT VOM RUDERN    | Peter Lauch (Golden 12)—Transatlantic |
| 2         | 1         | SEIN BESTES PFERD       | Martin Lauer (Polydor)—Gerig          |
| 3         | 3         | WENN DU MAL ALLEIN BIST | Manfred Schnelldorfer (Decca)—Busse   |
| 4         | 5         | MY SWEETHEART ROSMARIE  | Juergen Herbst (CBS)—Melodie der Welt |

- 6 4 A HARD DAY'S NIGHT—The Beatles (Odeon)—Northern  
7 6 HOKUSPOKUS—Gitte & Rex (Electrola)—Gerig  
8 7 OKAY, ICH GEH—Suzanne Doucet (Metronome)—Niessen  
9 11 MEMPHIS TENNESSEE—Bernad Spier (CBS)—Gerig; Johnny Rivers (Liberty)  
10 19 SEIDE UND SAMT—Peter Alexander (Polydor)—Trumpf  
11 12 KEEP SMILING—Drafti Deutscher (Decca)—Nero  
12 9 EIN BOY IST EIN BOY—Renate & Werner Leismann (Ariola)—Arnie  
13 14 SKINNY MINNY—The Rackets (Elite)—Brock  
14 16 ADIOS MUCHACHO GOOD BYE—Bobby Solo (CBS)—Melodie der Welt  
15 15 DER SALONTIROLER—Billy Mo (Decca)—Bellevue  
16 8 KISSES IN THE NIGHT—Peter Kraus (Polydor)—Atlas  
17 10 MY BOY LOLLIPOP—Millie (Fontana)—Chappell  
18 — ICH WAER GERN VERLIEBT—Connie Francis (MGM)—Schneider  
19 13 LIEBESKUMMER LOHNT SICH NICHT—Siw Malmkvist (Metronome)—Intro

**Liberty Gets in Songbook Trend**

HOLLYWOOD—The idea of recording instrumental albums based on vocal hits by major performers has spread to Liberty, which is rushing into completion "The Sunset Strings Play the Roy Orbison Song Book."

Don Blocker, Liberty's a&r administrator, said the trend appears to be in favor of instrumental packages covering vocal hits instead of vocalists covering vocalists. Idea for the Orbison songbook came from a&r man Snuffy Garrett, who produced the package with arrangements by Nick DeCaro.

Label is pulling the single "Running Scared" and "Pretty Woman" from the package. In the past, Liberty has done vocal songbooks by the Johnny Manne Singers on Elvis Presley and Frank Sinatra.

**SMASH HIT ALL OVER!**  
**"BE CAREFUL LITTLE GIRL"**  
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**"Nobody Loves Me"**  
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George "Houndog" Lorenz's newsletter — "Behind the Scenes":  
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"Find Out What's Happening."  
Call your RIC Distributor NOW

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# audio / video retailer

PHONOGRAPHS • RADIO • TELEVISION • TAPE • HI-FI COMPONENTS • ACCESSORIES

## Milwaukee Dealers Have Solid Year; Discounting Is Sole Gripe

By BENN OLLMAN

MILWAUKEE—Home entertainment dealers here are winding up a solid year of achievement. Stereo, hi-fi components, tape recorders and phonograph record volume have been showing increases over 1963.

Profit levels continue to be threatened, however, by the emphasis on discount merchandising throughout the local market area.

"We're running 15-18 percent ahead of last year," said Bob Sachs, Bob Sachs Record and Camera Shop, Bay Shore Shopping Center. "This increase has been across the board; not in any single section of the store. I think the gain is due in large part to the generally improved economic conditions in this area, plus the fact that the 'charm' of the big discount department stores is wearing off. A lot of people have grown disillusioned, and are returning to the specialty shops where service is considered part of a merchant's obligation."

Sagging sales figures were reported by a number of merchants during September and October. "We had a terrific August. During September and October, however, our volume fell way below expectations. But I am confident that we'll retrieve that lost volume during

the holiday rush period," said Tom Papke, Hi-Fi Salon, Inc.

Independents here say they plan to meet discount competition during Christmas by avoiding "footballed" merchandise and emphasizing specialties of their own.

For the year-end holiday rush, these plans include emphasis of higher priced, quality home entertainment equipment. Stress will be placed on advertising—guaranteed, competent service with each item sold.

"Little junk radios and cheap tape recorders have pretty well saturated the market. We are shying away from that type of holiday merchandise," said Tom Papke, Hi-Fi Salon, Inc. "We don't want that kind of store image—not only during the Christmas gift buying period, but all year long."

### New Showrooms

A new showroom for stereo package instruments and hi-fi components has recently been added at Hi-Fi Salon, Inc. It was unveiled in time to take advantage of the anticipated holiday rush.

"We keep our hi-fi components and stereo prices at a competitive level," Papke stated. "You have to, nowadays, in order to bring people into the store to look at merchandise. But we take time to talk to our customers; to answer their questions about hi-fi and stereo.

This helps us gain the public's confidence and eliminates price as the sole factor that decides whether or not a sale will be made."

According to Art Kay, Midwest Radio Company, "Color TV is going to be very big this Christmas. We are going to give it more space and promotional backing. Record players have become so competitive that it is hard to sell them at a realistic profit."



WARREN KEATS, salesman at Milwaukee's Hi-Fi Salon, shows a customer the firm's new stereo demonstration room. Note the multiple speaker hook-ups on the rear wall which can be hooked up with the various components on the shelves.

## Gotham Expects Big Christmas

By SOLOMON R. KUNIS

NEW YORK—With high-fidelity component sales generally up this year, dealers in the New York metropolitan area are counting on extensive Christmas promotion to make 1964 a banner year. Newspaper advertising, direct mail, and special in-store promotion will be employed to attract hi-fi customers.

E. J. Korvette, with 11 audio centers in the New York area, anticipates a busy holiday season, according to Harold Wein-

berg, audio buyer. An extensive newspaper advertising campaign for the Christmas audio trade was initiated Oct. 25. The budget covers both co-operative advertising with component manufacturers and regular Korvette house ads.

In addition to advertising, Korvette is relying heavily on in-store promotions. These include "great value" sales of selected audio systems. Also featured at most audio centers will be tape-recorded announcements plugging high-fidelity equipment,

which will be broadcast throughout the entire store. Special promotions and demonstrations are planned for the newest store in the area, which opened in Staten Island on Sept. 24.

### Increase Inventories

Harold Weinberg is building up inventories in tape recorders, record changers and loudspeakers. "Speaker sales in the last few months have been particularly gratifying," Weinberg stated. "Our low-cost XAM speaker is doing well, and the Hartley-Luth speakers and

speaker systems have become a prestige item in our New York stores. We expect to push speakers vigorously this Christmas, without sacrificing the rest of our high-fidelity line."

Although Korvette has been in the hi-fi field only since 1959, the chain has become an increasingly important factor in audio component merchandising. High-fidelity sales continue to rise sharply, both in the New York area and nationally. With the opening of the St. Louis store on October 29 and two new outlets

slated for Detroit and Chicago, Korvette anticipates a healthy increase in 1964 audio sales over last year.

A typical suburban dealer who looks forward to a good Christmas season is Lowell Gibbs, of Magnetic Recording Company, Paterson, N. J. Gibbs has been in the high-fidelity field for the past 15 years. Most of his business is in tape recorders (they account for two-thirds of his volume) and he is considered one of Jersey's leading tape specialists.

### Demonstrations

Gibbs has found that tape recorder customers are good pros-  
*(Continued on page 32)*

## Color TV Paces Memphis Holiday Buying Spree

By ELTON WHISEHUNT

MEMPHIS — Merchandisers of home entertainment equipment in Memphis are gearing up for their biggest Christmas season in history and expect the hottest item of all to be color TV.

A check of three of the largest retailers in the area by Billboard disclosed that all have had a good run on color TV and predict they will sell a great many more in the pre-Christmas months than at any previous comparable period.

The survey also disclosed all three dealers have had a better sales year through the fall season than at this time last year and

all look for a better sales record during the Christmas season than 1963.

The stores checked were Goldsmith's, one of the largest department stores in the South; Lowenstein's, another large one, and a combine of three large discount department stores operated by the same company; two Dixiemart stores and one Corondolet.

All three are ordering in large numbers color TV, other TV models, various models of phonographs and radios. Tape recorders are a slower moving item.

Don Preuss, general manager of the three large discount stores, was highly enthusiastic.

"This looks to be one of our best years ever," he said. "Our color TV sales are the best we have ever had so far and will be better this Christmas."

"Color TV has already kicked off good. We have sold a lot already—triple the number we had sold at this time last year—and the Christmas season should be sensational. Color TV will be our best item."

"We also anticipate good sales on the stereo console phonograph, especially the models with AM and FM radio."

"We are pushing our color TV by building some special color TV viewing rooms. It is hard to get good reception on color TV in the large buildings

we are in. We are spending a good bit of money for special rooms and antennas to improve the reception."

"We are also pushing credit terms this season. We will also stress guarantee and service. We will use manufacturers' promotional material and our own signs when we can."

"We will do, as usual, newspaper advertising. Our push will be on color TV, the stereo console and this should be our best year ever on TV, stereo equipment and phonographs."

"We are already up in sales substantially this year over last year and should wind up the year at least 25 per cent ahead of what we did last year."

Dixiemart handles RCA, Admiral, Philco, Zenith and Motorola equipment. Their lowest color TV set, 21-inch screen, starts at \$389. Preuss said the average sale on a color TV for them ranged from \$500 to \$650.

### Expect Strong Season

Robert E. Horton, manager of Goldsmith's home entertainment department, said:

"This season will be a lot better than last year. The reason: color TV is stronger now than before. That has helped our sales volume tremendously already this year."

"Color TV is down to a popular price and is better than ever electronically. We started  
*(Continued on page 32)*

# \$51,000,000 a day in gift sales!



All-transistorized battery-operated portable! Weighs only 4¼ lbs. . . . plays all speeds, all record sizes. Model AG-4000, only

**\$39<sup>95</sup>**  
LIST

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Deluxe all-transistor portable with big 7" Ticonal speaker! Model AG-4126, only

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Window streamers . . . new gift display . . . full color stuffers . . . ad mats . . . radio commercials!

**NEW 10-YEAR CARTRIDGE GUARANTEE!**  
Cartridge, including diamond sapphire needle, replaced for \$3.00, anytime within 10 years!



**NEW SLIP-ON GIFT CARTON!**  
Slips over regular phonograph carton—beautifully designed to say "gift" to customers.

New booklet gives you facts on the gigantic gift market... designed to help you sell *any* product!

Send for your **FREE** copy!

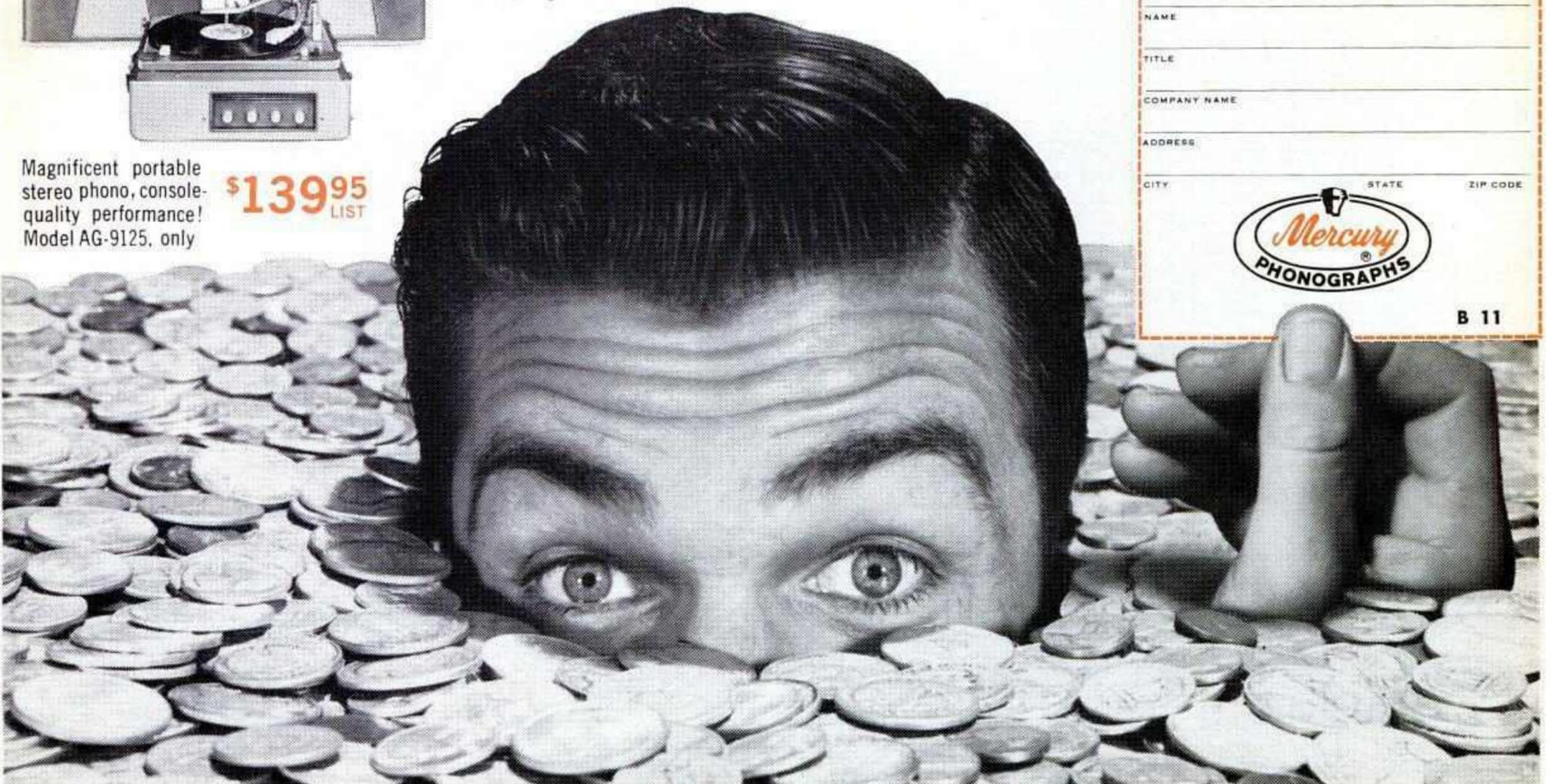


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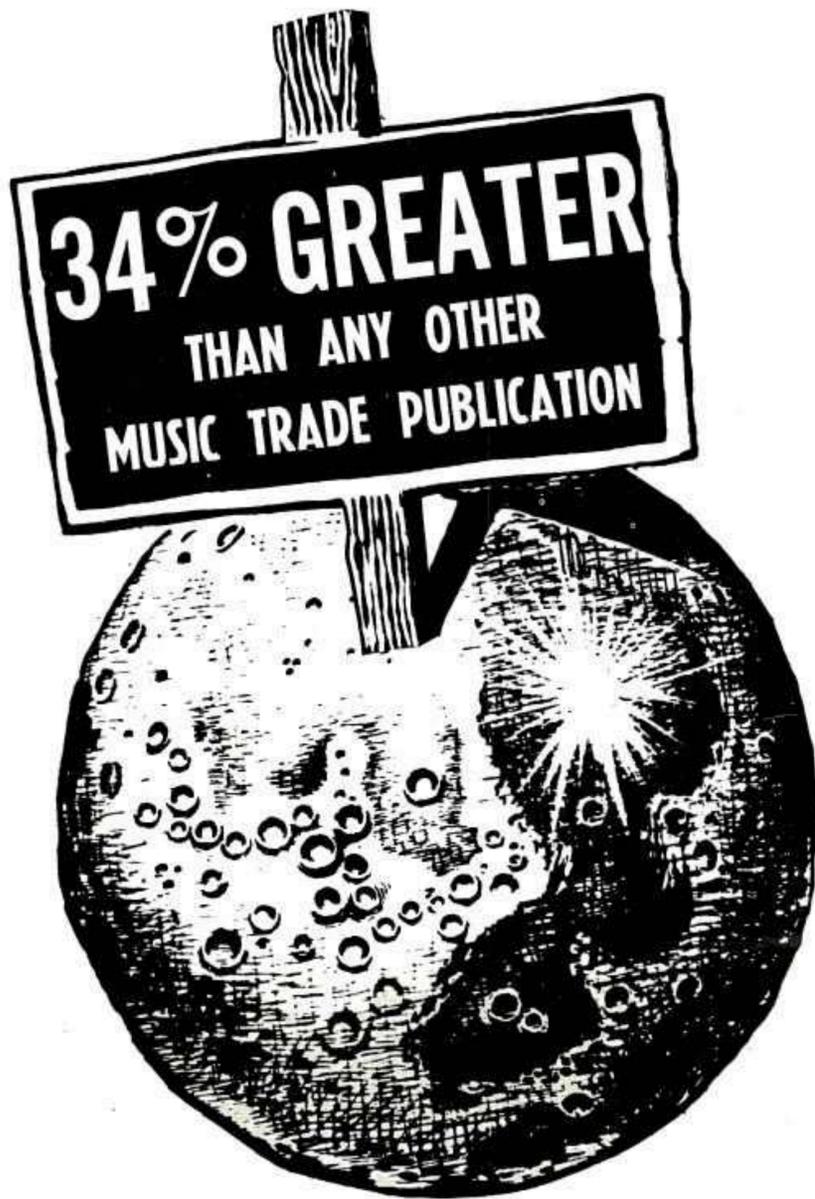
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B 11



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June 30, 1964

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Per sworn (not audited)  
statement in Standard Rate  
& Data—August 1964

This commanding lead in paid circulation abroad testifies most eloquently to the superiority of Billboard's editorial integrity in reporting international news and events.

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And that's why

# BILLBOARD IS #1 . . . INTERNATIONALLY

# Gotham Dealers See Big Christmas Rush

• Continued from page 30

pects for high-fidelity components, particularly speakers. This Christmas shopping season he is planning to provide demonstrations in his store to show how good external speakers can improve the playback quality of tape recorders. The tape machines will be played through Hartley Concertmasters and other full-size floor-standing high-fidelity speaker systems. He feels that these demonstrations will not only move a lot of speakers, but will also interest his customers in other hi-fi components.

The audio demonstrations and other in-store promotions will be supported by local newspaper advertising and direct mail. His business is up about 20 per cent this year, and Gibbs looks forward to a good holiday season to maintain or even improve this edge over 1963 sales.

Planet Audio, a small high-fidelity dealer in Manhattan's Grand Central area, is preparing for the Christmas trade by rebuilding and redecorating his store. When alterations are completed in November, Christmas shoppers will be greeted with a new acoustic tile ceiling, drapes on the wall, an AB demonstration panel, and other improvements to enhance both the appearance and the acoustics of the establishments.

### Full-Fledged Dealer

The refurbished store completes Jerry Berger's transition from an audio serviceman to a full-fledged dealer. He started the business 10 years ago as an

authorized service shop for Thorens, Harman-Kardon, Hartley and other hi-fi component manufacturers.

With improved acoustic facilities in his store, Berger will be able to push for an increased volume in all components, but particularly in large speaker systems. He feels that many high-fidelity customers are beginning to tire of bookshelf speakers and are now ready to invest in full-size systems with their improved bass response.

Berger's business is up 25 per cent over last year. He is counting on a brisk holiday trade in his new store to top this figure by the end of the year.

### Promo Campaign

In the Philadelphia area, John Mathews, of the high-fidelity firm of Herbecik and Mathews in Newtown Square, Pa., is planning an extensive Christmas promotion campaign. This year's promotion will be tied in with the store's 15th anniversary sale in November.

In preparation for the holiday trade, the store has rebuilt its A-B demonstration panels and otherwise spruced up its appearance. The firm specializes in marketing high-fidelity consoles assembled to the customer's requirements from leading hi-fi components in quality cabinets. Herbecik and Mathews is planning to push the console business vigorously this Christmas, along with its component lines.

Mathews reports that audio sales are up 15 per cent over last year, and he feels that the prospects for the holiday season are very good.

# Color TV Paces Memphis' Big Holiday Buying Spree

• Continued from page 30

off the fall with a big push on color TV, and did a lot of advertising.

"We sold more color TV sets in one week than we did all last year. We will be pushing color TV and stereo phonographs during the Christmas season.

"We do more advertising than other stores. That will be our major promotion. We use some radio and TV and some floor display promotion, signs, banners, interior decorating and vignette displays of sale items throughout the store.

"We handle Magnavox and RCA products and our own, named AMC, which we have manufactured for us. Our average sale on a color TV is \$650.

"But we have them starting at \$399. They go as high as \$1,800. I sold one last week, which had a stereo phonograph, AM and FM radio and a tape recorder.

### Economy

"We sell our AMC model at a little less than the RCA and Magnavox. The customer will get a 10 to 20 per cent less price on AMC than a major brand.

"We are selling mostly console TV models, not many portables, and will push consoles for Christmas. Our gross sales so far this year are ahead of last year and Christmas will be even bigger."

Goldsmith's has two stores, one downtown and one in the densely populated east section. The firm is the largest newspaper advertiser in the city.

Robert G. Barnhart, assistant manager of Lowenstein's home entertainment department, said:

"Business is more active now than it was last year and we expect a big Christmas. Sales pick up after Labor Day and even more so after Thanksgiving, but our sales have picked up earlier this year than before.

### Big Christmas

"That is a good indication of a bigger Christmas.

"We handle Curtis, Zenith, and RCA products. Our biggest sales items have been color TV. Sales have been much more active on this product that last year—I would estimate 30 per cent this year over last.

"We are pushing and advertising and promoting electronic equipment—TVs, radios, phonographs. We will promote through newspaper advertising, our only advertising media.

"We have no special promotions, except occasionally a '20 per cent day' during which a store employee not in our department may purchase merchandise at 20 per cent off instead of 15 per cent off."

The other retailers in the area are enjoying the same prosperous business as are these three big dealers and the season should be a record one in sales on TVs, radios and phonographs, with the hottest of all being color TV.



**BEST SELLING  
GOSPEL LP's**

BY LABEL

These listings are the current best selling Gospel LP's as reported to Billboard by the leading manufacturers in this field.

**COLUMBIA RECORDS**

1. HE WALKS WITH ME, Chuck Wagon Gang, CL 2080 (M); CS 8880 (S).
2. GOD'S GENTLE PEOPLE, Chuck Wagon Gang, CL 1899 (M); CS 8699 (S).
3. CHUCK WAGON GANG SINGS SONGS OF HOVIE LISTER, CL 1592 (M); CS 8392 (S).
4. PRAYER IN SONG, Chuck Wagon Gang, CL 1396 (M); CS 8191 (S).
5. ALL PRAISE THE LORD, Chuck Wagon Gang, CL 1330 (M); CS 8137 (S).

**HEART WARMING RECORDS**

1. TALENT TIMES FIVE, The Imperials, LPHF 1795 (M); LPS 1794 (S).
2. BLENDS AND RHYTHMS, Jake Hess and the Imperials, LPHF 1785 (M); LPS 1784 (S).
3. INTRODUCING THE ILLUSTRIOUS IMPERIALS, Jake Hess and the Imperials, LPHF 1777 (M); LPS 1776 (S).
4. SWEET AND SMOOTH, The Wetherford Quartet, LPHF 1797 (M); LPS 1786 (S).
5. OLD AND NEW GOSPEL SONGS, The Plainsmen Quartet, LPHF 1793 (M); LPS 1792 (S).

**RCA VICTOR RECORDS**

1. THE BLACKWOOD BROTHERS QUARTET, featuring their famous bass, J. D. Summer, LPM 2752 (M); LPS 2752 (S).
2. THE PEARLY WHITE CITY, The Blackwood Brothers Quartet, LPM 2397 (M); LPS 2397 (S).
3. ON STAGE—THE BLACKWOOD BROTHERS QUARTET, LPM 2646 (M); LPS 2646 (S).
4. A GOSPEL CONCERT, Statesmen Quartet, LPM 2647 (M); LPS 2647 (S).
5. THE MYSTERY OF HIS WAY, Statesmen Quartet, LPM 2546 (M); LPS 2546 (S).

**SIMS RECORDS**

1. THE BEST OF THE HAPPY GOODMAN FAMILY, SLP 117.
2. I'M TOO NEAR HOME, The Happy Goodman Family, SLP 113.
3. SWEET JESUS, The Frost Brothers, SLP 120.
4. MOTHER LEFT ME HER BIBLE, The Luttrells, SLP 116.
5. GOD STILL LIVES, The Smith Brothers, SLP 119.

**SING RECORDS**

1. THE GOSPEL SINGING CARAVAN, Various Artists, MFLP 558.
2. LEFEVRES SING THE GOSPEL, MFLP 3212.
3. ROSE COVERED LANE, The Blue Ridge Quartet, MFLP 458.
4. HAPPY RHYTHM, The Prophets, MFLP 3005.
5. THE BIG GOSPEL SOUND, The Goss Brothers, MFLP 7002.

**SKYLITE RECORDS**

1. SINGIN' TIME IN DIXIE, Various Artists, SW 404 (M); (No Stereo).
2. WITHOUT HIM, New Stamp Quartet, SRLP 6021 (M); SSLP 6021 (S).
3. THE UNSEEN GUEST, The Rebels Quartet, SRLP 6022 (M); SSLP 6022 (S).
4. HIS GRACE REACHES ME, The Jr. Blackwood Brothers, SRLP 6025 (M); SSLP 6025 (S).
5. THE GARDEN OF MELODY, The Speer Family, SRLP 6013 (M); SSLP 6013 (S).

**SONGS OF FAITH RECORDS**

1. THE AWARD WINNING SEGO BROTHERS AND NAOMI, SOF 121 (M&S).
2. THE FLORIDA BOYS UP IN THE SKY, SOF 120 (M&S).
3. SING THE GOSPEL, Sego Brothers and Naomi, SOF 110 (M&S).
4. VALLEY OF DECISION, Wally Fowler and the Sego Brothers, SOF 118 (M&S).
5. CLOSE TO THE MASTER, Dixie Echoes with Hall Kennedy, SOF 122 (M&S).

**STARDAY RECORDS**

1. PREACHIN', PRAYIN' AND SINGIN', Flatt and Scruggs and other Country Stars, SLP 303.
2. DECK OF CARDS AND OTHER SONGS OF FAITH, T. Texas Tyler and Various Country Artists, SLP 299.
3. MORE WALLY FOWLER ALL NIGHT SONG CONCERT, SLP 301.
4. THE WONDERFUL WORLD OF GOSPEL AND SACRED MUSIC, Various Artists, SLP 255 (Special Retail \$1.98).
5. SINGIN' TIME DOWN SOUTH, The Lewis Family, Nashville 2016 (Special Retail \$1.98).

**WARNER BROS. RECORDS**

1. THE OAK RIDGE BOY, W 1497 (M); WS 1497 (S).
2. NOTHING BUT—THE GOSPEL TRUTH, The Curriers, W 1514 (M); WS 1514 (S).
3. FOLK-MINDED SPIRITUALS FOR SPIRITUAL-MINDED FOLKS, The Oak Ridge Boys, W 1521 (M); WS 1521 (S).
4. WARNER BROS. PRESENTS THE GOSPEL ECHOES, W 1499 (M); WS 1499 (S).
5. INTRODUCING STAN AND DAN, Stan Bonham and Dan Howell, W 1498 (M); WS 1498 (S).

**Arzee in Philly**

PHILADELPHIA — Rex Zario is president of the Arzee Record Company, new c&w label recently formed here, with headquarters at 2044 E. Susquehanna Avenue. Label's initial release is "Isle of Dreams" b.w. "I'm Waiting Just for You," by Ray Hatcher, formerly on the V.I.P. label. Both tunes were penned by Zario and Hatcher. Zario's latest effort, "Daisy Mae" b.w. "Somebody's Rose," will be released under the Arzee label next week.

**Loren Track Out**

NEW YORK—The original TV soundtrack of "Sophia Loren in Rome" will soon be released by Columbia Records, according to Ken Glancy, the label's a&r vice-president. The color TV program is due for release Nov. 12, 10-11 p.m. (EST), on the ABC-TV network. John Barry wrote and will conduct the score. Miss Loren sings one number, "Secrets of Rome."

**Gospel Unit  
Now in 20  
TV Markets**

NASHVILLE—The "Gospel Singing Jubilee," an hour-long TV program featuring the Florida Boys, J. G. Whitfield and the Dixie Echoes, the Couriers Quartet and the Happy Goodman Family, which made it debut recently in 16 markets, was extended to 20 stations last week.

Produced in Nashville by Noble-Dury & Associates, the show is sponsored by a nationally known medicine company.

Each group is different in style, which makes a well-balanced program. The Florida Boys give the regular quartet sound, the modern version is offered by the Couriers, the Old-time gospel-country style is done by the Goodman Family, and a completely different gospel style is offered by the Dixie Echoes. Special guests are used from time to time.

**PROFILE  
COURIERS  
QUARTET**



The Couriers Quartet was formed in 1955 by Don Baldwin while attending college in Springfield, Mo. The group consisted of Don and three classmates, Dave Kyllonen, Duane Nicholson and Neil Enloe. The Couriers gained valuable experience by working in and around Springfield on weekends and traveling during summer vacation.

Upon graduation they moved to Harrisburg, Pa., after being offered a contract for a weekly radio show on Station WCNB. The show is in its sixth year and has grown into a seven-station syndicated program. In 1963 Little David Young joined the group as pianist. The quartet consists of the four original voices, with Don singing baritone and acting as manager; Dave, bass; Duane, tenor, and Neil, lead.

In addition to their radio show the Couriers are regulars on the Gospel Singing Jubilee, a syndicated show now shown in some 20 markets, and they travel over 100,000 miles a year working concerts.

The Couriers, still young, are already considered a major group in the gospel quartet field.



J. G. WHITFIELD, manager of the Dixie Echoes, signs the contract for the Gospel Singing Jubilee Program, as Les Beasley, manager of the Florida Boys, waits his turn. Looking on are vice-presidents Bill Satterwhite and Jane Dowden, of Noble-Dury & Associates, Nashville advertising firm which produces the show.



THE GOSPEL ECHOES, formerly with Warner Bros., recently signed an exclusive contract with Heart-Warming Records, Nashville. Buck Rambo (left), of the Gospel Echoes, signs the contract as John T. Benson Jr. (center), president of the label, and the Echoes look on.

**SHAPE NOTES**

By DON LIGHT

Jay Berry, formerly of the Rebels, has replaced Roy McNeil as lead singer for the Prophets Quartet. . . . The Plainsmen Quartet, of Baton Rouge, La., have been signed for the Bob Poole "Gospel Favorites" TV program. . . . The Oak Ridge Quartet has a new album on the Skylite label entitled "Singing the Gospel." The group is set to record in November under the direction of Brock Speer, a&r director of the label.

The Gospel Echoes recently signed to the Heart-Warming label, just completed a new album at the Nashville RCA studios under the direction of Bob Benson, a&r head of the Heart-Warming label. . . . The Imperials were in Nashville last week to cut TV shows for A. O. Stinson's Programming, Inc., producer of their syndicated show. . . . The Speer Family is set to record another album for Skylite label. . . . The Blackwood Brothers recorded in Nashville last week for RCA Victor. Darol Rice, RCA Victor a&r man from Hollywood, flew in for the sessions. Jake Hess and the Imperials leave this week for their second tour of the West Coast.

**GMA Names Its  
Board Members**

MEMPHIS—The Gospel Music Association, in its first official meeting here during the recent National Quartet Convention, voted to accept the proposed constitution and elected a temporary board of directors to revise the bylaws.

Those elected to the board were: Artists-Musicians, Don Baldwin, Brock Speer; promoters, W. B. Nowlin, J. G. Whitfield; publishers, John T. Benson, Maurice LeFevre; composers and authors, Jim Weatherington, J. D. Summer; disk jockeys, Larry Scott, Warren Roberts; record companies, James Blackwood, Bill Hefner; trade journals, Don Light, Charlie Lamb; radio and TV, Urias LeFevre, Hovie Lister; at large, Jim Myers, Frances Preston.

Maurice LeFevre was named membership chairman. A board meeting will be held in Nashville Dec. 30.

The dates will be promoted by Polly Grimes, of Gospel Concerts, Inc. Larry Scott, of KUZZ, will serve as emcee on many of the concerts.

**NEWS OF THE WORLD**

**ROME**

Rome's new National Italian Song Festival of the Roses ran Sunday through Tuesday (25-27) at the Cavalieri Hilton Hotel, with 24 singers from 10 diskeries presenting 24 songs which were repeated by four night club combos. . . . Two sisters, Mary and Tina Di Pietri, are now recording—but each for a different house — RCA and Durium, respectively. . . . Ricordi has come out with Ornella Vanoni doing "Ammore Mio" from the Neapolitan festival, RCA with Rita Pavone in "L'Amore Mio," translation of her U. S. release, "Remember Me," and Cam with Carlo Savino's soundtrack from the film, "Amore Mio." . . . Musica e Dischi as appeared in a new format with a first monthly issue of 92 pages.

"In Ginocchio Da Te" (On My Knees Before You), which has been leading the classifications all summer, will be made into a

film with Gianni Morandi in the lead. . . . Neil Sedaka arrived here for new recordings and a TV show coincident with release of his new disk with theme songs of film, "Il Gaucho." RCA is featuring this record along with new ones by Edoardo Vianello and Nico Fidenco for new season. . . . Another American here for new recording and TV is Musicor's Gene Pitney. . . . Ri-Fi is comparing the voice of Iva Zanicchi, now in the top classifications for the first time, with that of Dionne Warwick and Timi Yuri. . . . Latest Mina release is "I Am What I am," by Augusto Martello, her a&r man. Settebello, Ri-Fi subsidiary, is publisher. . . . A South American disk by Juca Chaves, "Little Walk for Great Love," has been released by Style. . . . A new Sicilian rendition of "The Life of John Fitzgerald Kennedy" with appropriate primitive-style paintings on record cover is song for Orazio Strano for Vic.

SAML STEINMAN

# CHART RECORDS, INC.

MUSIC CITY U.S.A.

HOTTEST COUNTRY LABEL

Thanks, D.J.s, for:

**"MORE IN 64"**

and

**"MOTHER-IN-LAW"**

by

Jim Nesbitt

NEW HITS

**"THE BIBLE  
IN HER HAND"**

Grant Turner

Chart 1130

**"I SPELL  
LOVE Y-O-U"**

Ott Stevens

Chart 1145

**"LITTLE BITTY  
HEART"**

Gene Woods

Chart 1135

**"HOLDING TROUBLE"**

Rod Bain

NEW HIT ALBUM

Jim Nesbitt Sings

**"YOUR FAVORITE  
COMEDY AND  
HEART SONGS"**

D.J.s, visit hospitality suite in  
Hermitage Hotel during the  
convention

**CHART RECORDS**

905 16th Ave. So.  
Nashville, Tennessee

## COUNTRY MUSIC

### ENJOYS BOOM SUMMER

# Starday C&W Record Club Is in Fine Fettle

NASHVILLE—To hear the experts tell it, if you try to sell recordings in the summer you'll end up poor as Job's turkey. But Don Pierce, prexy of Starday Recording Company of Nashville and its subsidiary, The Country Music Record Club of America, has just come through a boom summer.

Pierce denies an alliance with the occult, but admits the existence of a homespun "consumer panel" that so far has been so infallible in its decisions.

Starday's consumer panel didn't come into being through an IBM computer, but from a careful screening of correspondence originating from grassroots Country & Western fans.

During the summer the club has sent members free copies of Faron Young's Music City News, bringing the latest photos and firsthand stories of doings in "The Musical Heart of America."

There has been a step-up in size and frequency for the club's "RFD Newsletter," written by Cindy Lou.

All but the hardest of shell-backs play cards, so Pierce pulled another rabbit out of the hat with Thurston Moore's playing cards with pictures of Country Music Stars on the back of each card in the deck. A great gimmick that Pierce improved with a kicker... every fifth pack of cards has an extra joker which is good for a free Starday LP album.

To insure the sweet sounding hard selling sound of c&w, Pierce chose wisely in Wayne Raney of Concord, Ark., who makes the prerecorded tapes that tell the Country Music Record Club of America story on radio. Raney, one of the industry's top dogs on the selling podium, dextrously cuts continuous tapes and tape-and-script shows that utilize the personalities of radio's top-selling deejays.

Knowing the c&w fan's eagerness to identify, it shouldn't surprise you to see autos with a windshield sticker that says "Official United States Taxpayer and Charter Member of the Club," which is another Pierce gimmick.

That Pierce knows and respects his market is evidenced by the club's "Country Music U.S.A." contest, which is tapping the enthusiasm and energy of its c&w loving members by encouraging each member to sign up new members. "In Unity There Is Strength" is a parable that communicates with Country



PICTURED HERE are the Blue Boys, who recorded and toured with the late Jim Reeves, and now working as an act of their own. The lads recently cut an album session for RCA Victor under the direction of Chet Atkins, featuring the songs that Reeves made popular during his career. The album will be released in January. Left to right: Jimmy Orr, Leo Jackson, Bunky Keels and Bud Logan.

Music fans, each of whom is eager to defend his preference by calling it "real American music." Basically, Pierce feels, c&w appeals as music from the heart, telling stories about situations that confront people in

everyday life. Broken romances, death, love, drinking, gambling, truck driving, railroading, all are favorite subjects for c&w songs that are the "music of the people, for the people, and by the people of America."

## Musicor Signs Tommy Cash



TOMMY CASH

CINCINNATI — Tommy Cash, youngest brother of recording star Johnny Cash, has signed a recording contract with Art Talmadge's Musicor Records. His first single is slated for release around the first of the year.

Tommy, manager of Southwind Music Enterprises, formerly known as Johnny Cash Music and Enterprises, has a four-year background in radio. He spent two years as a deejay in Memphis, and two years with the American Forces Radio Network Europe in Frankfurt Germany. The Bob Neal Agency represents Tommy in bookings.

## HOT COUNTRY SINGLES

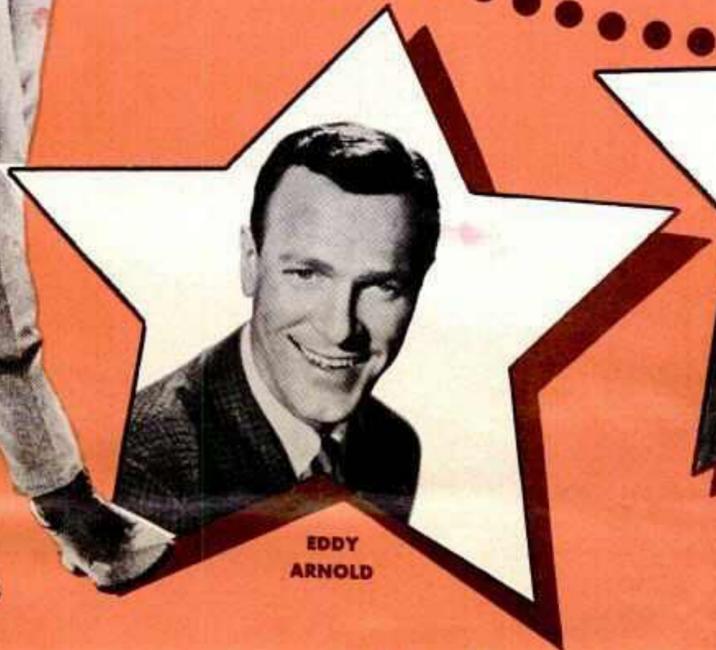
Billboard SPECIAL SURVEY for Week Ending 11/7/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I DON'T CARE Buck Owens, Capitol 5240	11	26	29	STOP ME Bill Phillips, Decca 31648	4
2	3	ONCE A DAY Connie Smith, RCA Victor 8416	7	27	30	LONELY GIRL Carl Smith, Columbia 43124	4
3	2	I GUESS I'M CRAZY Jim Reeves, RCA Victor 8383	18	28	20	MOTHER-IN-LAW Jim Nesbitt, Chart 1100	7
4	4	CHUG-A-LUG Roger Miller, Smash 1926	8	29	27	I LOVE TO DANCE WITH ANNIE Ernest Ashworth, Hickory 1265	21
5	5	THE RACE IS ON George Jones, United Artists 751	7	30	41	HE CALLED ME BABY Patsy Cline, Decca 31671	2
6	6	DON'T BE ANGRY Stonewall Jackson, Columbia 43076	12	31	46	ONE OF THESE DAYS Marty Robbins, Columbia 43134	2
7	7	PLEASE TALK TO MY HEART Ray Price, Columbia 43086	10	32	17	DANG ME Roger Miller, Smash 1881	23
8	8	MAD Dave Dudley, Mercury 72308	5	33	28	FORBIDDEN STREET Carl Butler & Pearl, Columbia 43102	7
9	10	CROSS THE BRAZOS AT WACO Billy Walker, Columbia 43120	5	34	34	JUST BETWEEN THE TWO OF US Merle Haggard & Bonnie Owens, Tally 181	9
10	9	GIVE ME 40 ACRES (To Turn This Rig Around) Willis Brothers, Starday 681	10	35	44	THE LUMBERJACK Hal Willis, Sims 207	2
11	14	SAM HILL Claude King, Columbia 43083	13	36	35	DON'T LET HER KNOW Buck Owens, Capitol 5240	5
12	12	MR. AND MRS. USED TO BE Ernest Tubb & Loretta Lynn, Decca 31643	16	37	38	TEARS AND ROSES George Morgan, Columbia 43098	7
13	13	FORT WORTH, DALLAS OR HOUSTON George Hamilton IV, RCA Victor 8392	11	38	33	SECOND FIDDLE (To an Old Guitar) Jean Shepard, Capitol 5169	24
14	11	I DON'T LOVE YOU ANYMORE Charlie Louvin, Capitol 5173	21	39	32	PASSWORD Kitty Wells, Decca 31622	24
15	15	FINALLY Kitty Wells & Webb Pierce, Decca 31663	7	40	40	WORKIN' IT OUT Lester Flatt & Earl Scruggs & the Foggy Mountain Boys, Columbia 43080	13
16	18	THE BALLAD OF IRA HAYES Johnny Cash, Columbia 43058	18	41	—	PUSHED IN A CORNER Ernest Ashworth, Hickory 1281	1
17	19	HERE COMES MY BABY Dottie West, RCA Victor 8374	12	42	—	I THANK MY LUCKY STARS Eddy Arnold, RCA Victor 8445	1
18	16	DERN YA Ruby Wright, RIC 126-64	10	43	36	THE COWBOY IN THE CONTINENTAL SUIT Marty Robbins, Columbia 43049	21
19	21	LOVE LOOKS GOOD ON YOU David Houston, Epic 9720	5	44	—	IN CASE YOU EVER CHANGE YOUR MIND Bill Anderson, Decca 31681	1
20	22	GO CAT GO Norma Jean, RCA Victor 8433	5	45	37	THEN I'LL STOP LOVING YOU Browns, RCA Victor 8348	26
21	23	HOW THE OTHER HALF LIVES Johnny & Jonie Mosby, Columbia 43100	5	46	49	THAT'S ALL I NEED TO KNOW Bobby Wood, Joy 288	2
22	24	MY FRIEND ON THE RIGHT Faron Young, Mercury 72313	6	47	—	IT AIN'T ME, BABE Johnny Cash, Columbia 43145	1
23	26	IN THE MIDDLE OF A MEMORY Carl Belew, RCA Victor 8406	7	48	45	ME Bill Anderson, Decca 31630	16
24	25	I'LL GO DOWN SWINGING Porter Wagoner, RCA Victor 8432	5	49	39	CHIT AKINS, MAKE ME A STAR Don Bowman, RCA Victor 8384	16
25	31	THE FRENCH SONG Marion Worth, Columbia 43119	3	50	—	EVERYBODY'S DARLIN', PLUS MINE Browns, RCA Victor 8423	1

# "THE JIMMY DEAN SHOW"

PRESENTS

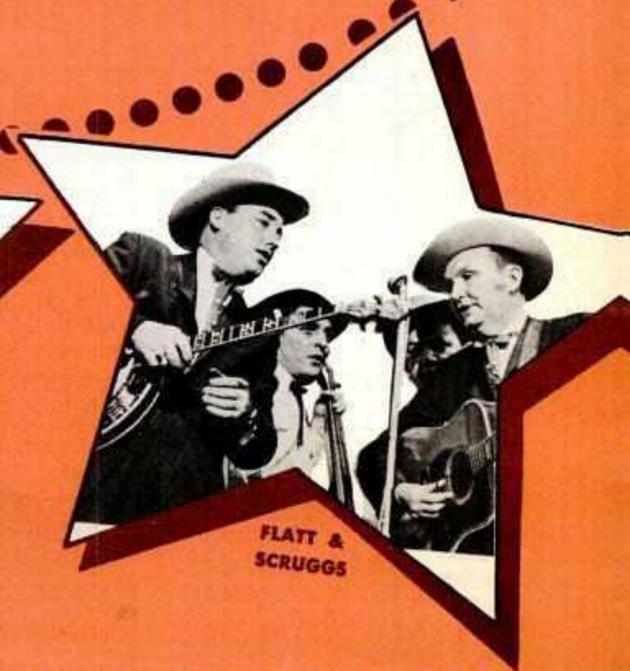
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**A SPECIAL SALUTE  
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THANKS, JIM, FOR COMING TO  
NASHVILLE AND HAPPY 39TH BIRTHDAY TO THE GRAND OLE OPRY



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A SPECIAL MESSAGE

FROM THE HONORABLE  
FRANK G. CLEMENT, GOVERNOR OF TENN.



THE  
STONEY  
MOUNTAIN  
CLOGGERS

ABC-TV NETWORK

Thursday, November 5

10:00-11:00 p.m. EST

and Jim's Hound Dog Buddy "Rowlf"



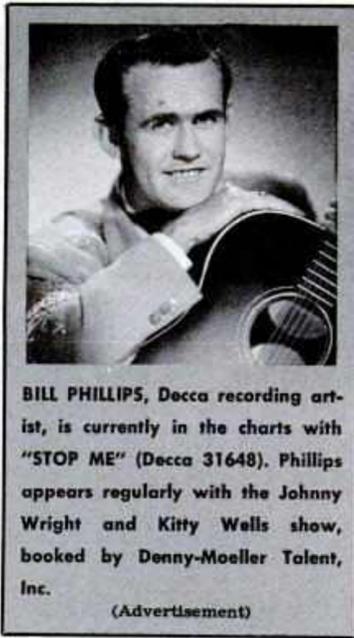
# NASHVILLE SCENE

By DON LIGHT

Grandpa Jones just returned from New York where he taped a Jimmy Dean TV show. . . . Jack Andrews reports that the Rex Rinehart package, booked through the Denny-Moeller office, has just completed a successful tour which started Sept. 25 in Evansville, Ind., and ended Oct. 31 in Salt Lake City. Appearing on the show were Porter Wagoner, Lefty Frizzell, Stonewall Jackson, Jimmy Dickens, Billy Walker and Red Sovine.

Paul Cohen, head of Kapp Records' new Nashville office, has just released a new c&w record on Hugh Lewis and has a session scheduled for Dick Flood. . . . Chuck Chellman, Saturday promotion director, made a trip to Atlanta last week and called on distributors and DJ's with the new Frankie Miller release. . . . Billy Sherrill, Epic a&r man, recorded the Staple Singers in Chicago last week. . . . Buddy Killen, Tree Music vice-president, was recently made a Kentucky Colonel by Gov. Edward Breathitt. . . . Roger Miller was in Hollywood taping Tennessee Ernie shows last week.

RCA hitmakers, Bobby Bare and Skeeter Davis, recorded their first duet album for the label last week under the direction of Chet Atkins. . . . Jim and Jesse, recently signed members of the "Grand Ole Opry," are moving to Nashville. The boys have a new record entitled "Better Times A' Coming."



BILL PHILLIPS, Decca recording artist, is currently in the charts with "STOP ME" (Decca 31648). Phillips appears regularly with the Johnny Wright and Kitty Wells show, booked by Denny-Moeller Talent, Inc.

(Advertisement)

## WE GOOFED— WE'RE SORRY

Last week found one of the lads in our plate department looking out the window, with the result that the Jimmy Dean ad on page 41 came out pretty well gaffed up. It brought a chuckle to some of our readers, but none to the advertiser or those mentioned in the original copy. To them, our apologies! The artists whose names are carried in the original ad, as it should have appeared, were Grandpa Jones, Johnny Tillotson, Don Adams, Molly Bee, and Jimmy's hound-dog buddy, Rowlf, all of whom appeared on the Jimmy Dean network TV-er last Thursday night (29). If it happens again, Rowlf vows he'll quit reading Billboard.

## HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	THE BEST OF JIM REEVES . . . . .14 RCA Victor LPM 2890 (M); LSP 2890 (S)	14	11	14	SONGS OF TRAGEDY . . . . .4 Hank Snow, RCA Victor LPM 2901 (M); LSP 2901 (S)	4
2	2	THE BEST OF BUCK OWENS . . . . .18 Capitol T 2105 (M); ST 2105 (S)	18	12	9	THANKS A LOT . . . . .14 Ernest Tubbs, Decca DL 4514 (M); DL 74514 (S)	14
3	3	DANG ME/CHUG-A-LUG . . . . .14 Roger Miller, Smash MGS 27049 (M); SRS 67049 (S)	14	13	13	COUNTRY DANCE FAVORITES . . . . .6 Faron Young, Mercury MG 20931 (M); SR 60931 (S)	6
4	4	TOGETHER AGAIN/MY HEART SKIPS A BEAT . . . . .10 Buck Owens & His Buckeroos, Capitol T 2135 (M); ST 2135 (S)	10	14	12	SLIPPIN' AROUND . . . . .7 George Morgan & Marion Worth, Columbia CL 2197 (M); CS 8997 (S)	7
5	6	LOVE LIFE . . . . .10 Ray Price, Columbia CL 2189 (M); CS 8989 (S)	10	15	15	GEORGE JONES SINGS LIKE THE DICKENS! . . . . .7 United Artists UAL 3364 (M); UAS 6364 (S)	7
6	7	R. F. D. . . . .10 Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)	10	16	17	GOLDEN COUNTRY HITS . . . . .14 Hank Thompson, Capitol T 2089 (M); ST 2089 (S)	14
7	5	I WALK THE LINE . . . . .18 Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	18	17	—	THE TRAVELIN' BARE . . . . .1 Bobby Bare, RCA Victor LPM 2955 (M); LSP 2955 (S)	1
8	8	MOONLIGHT AND ROSES . . . . .23 Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	23	18	18	YESTERDAY'S GONE . . . . .3 Roy Drusky, Mercury MG 20919 (M); SR 60919 (S)	3
9	10	TRAVELIN' WITH DAVE DUDLEY . . . . .9 Mercury MG 20927 (M); SR 60927 (S)	9	19	19	THERE STANDS THE GLASS . . . . .19 Carl Smith, Columbia CL 2173 (M); CS 8973 (S)	19
10	11	ON THE BANDSTAND . . . . .44 Buck Owens, Capitol T 1879 (M); ST 1879 (S)	44	20	20	BY REQUEST . . . . .2 Ferlin Husky, Capitol T 2101 (M); ST 2101 (S)	2

## Gemmill Signs Barbara Allen

RICHMOND, Va.—Jim Gemmill, Richmond-based producer and booker, has announced the signing of former Decca recording artist, Barbara Allen, to an exclusive personal management contract to head her own folk and country music package show from the "New Dominion Barn Dance" here for the new season. Gemmill deals primarily in producing c&w shows for fairs and celebrations along the East Coast.

Gemmill says that arrangements have been completed for Miss Allen and her folk and

country show to be represented for the fair market on an exclusive basis by Cooke & Rose Theatrical Enterprises, Lancaster, Pa. Miss Allen recorded for Decca in 1958 and was selected by Billboard as one of the three most promising female country singers of that year. She will appear frequently on the Richmond "New Dominion Barn Dance" shows this fall and do appearances on WXEX-TV and WTVR here in addition to personal appearances.

With the signing of Miss Allen, Gemmill said he has terminated his agent and management pact with Shirlee Hunter, country singer who he handled the last several seasons.

## New CMA Members

CINCINNATI — Mrs. Jo Walker, executive secretary of the Country Music Association, with headquarters in Nashville, last week announced the approval of the following applicants for membership in the CMA: P. M. Carter, Odenton, Md.; George Craig, Wichita Falls, Tex.; Morton Glosser, Princeton, Fla.; Wendell D. Goodman, Oklahoma City; Harold J. Grant, Madison, Wis.; Aubrey Hanson, Fredericton, N. B.; Richard Heard, New York; Jay Maddox, Nashville; Alice W. New, Nashville; Jimmy Rule, Nashville; Walter Weintz, Pound Ridge, N. Y., and Eddie Weldon, Omaha.

More and more people are flipping to

# "I DON'T WANT IT"

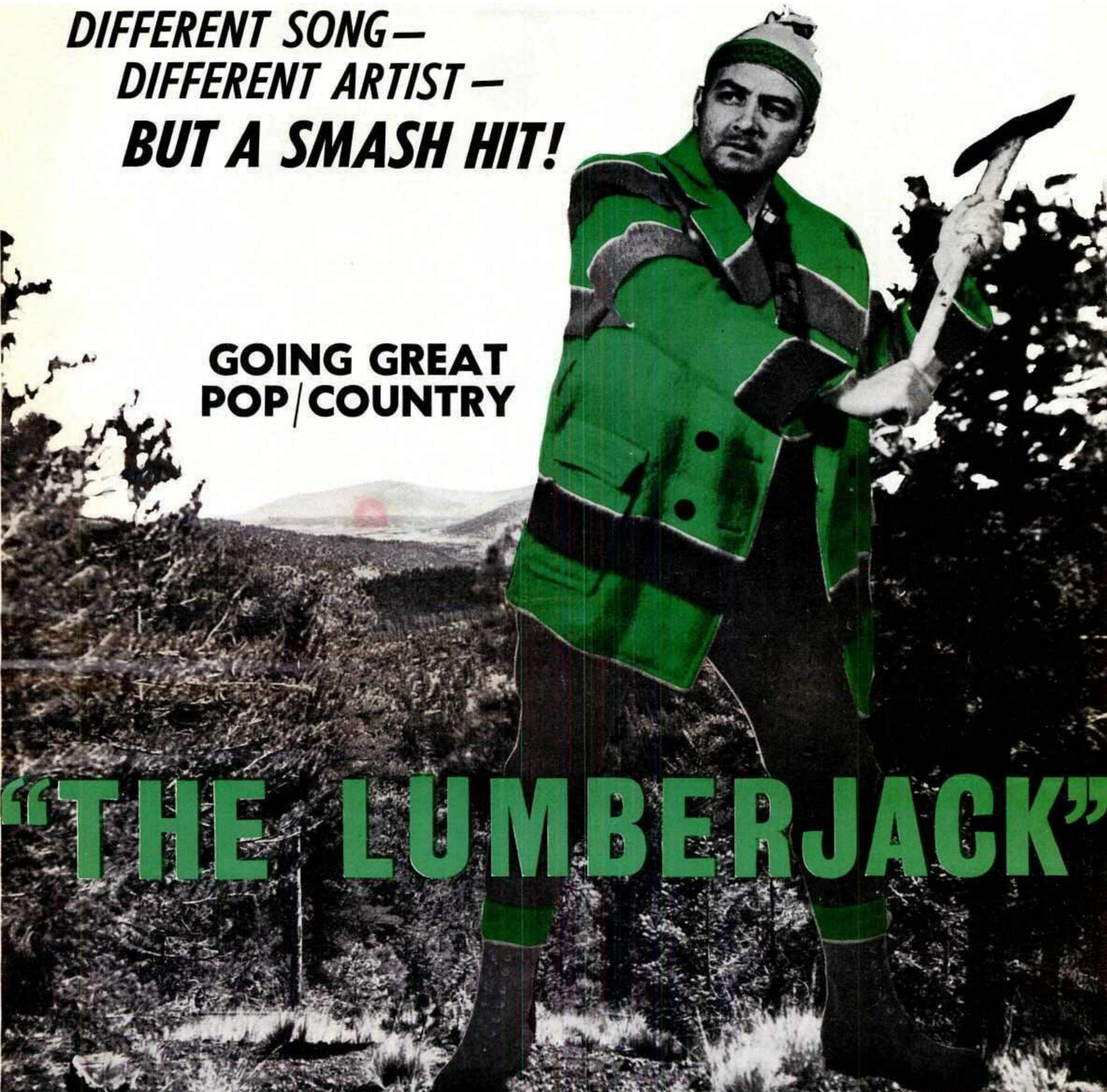
# CHARLIE LOUVIN

Capitol 5296

Combine Music Corporation—The Workin' Publisher

**DIFFERENT SONG—  
DIFFERENT ARTIST—  
BUT A SMASH HIT!**

**GOING GREAT  
POP/COUNTRY**

A man dressed as a lumberjack stands in a forest. He wears a green jacket with grey accents, a green hat, and green gaiters. He holds a double-bitted axe over his shoulder. The background shows a dense forest of evergreen trees under a bright sky.

**“THE LUMBERJACK”**

by  
**HAL WILLIS**

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# Dynamic Changes Seen as Producing Surge in Market

NEW YORK—A new and dynamic classical record market is emerging which far out-paces the market of a decade ago, RCA Victor Red Seal executives told Billboard last week.

According to Roger Hall, Red Seal artist and repertoire head, and Alfred Leonard, Red Seal planning and merchandising manager, the classical record market has been undergoing significant changes which have broadened its scope and increased potential.

This healthy condition, they said, stems from a greatly expanded market for "war-horse" material, and an ever-increasing demand for lesser known selections. The "war-horses," or well established repertoire ("Nutcracker Suite," Beethoven's Fifth Symphony, etc.), often sell

at a volume comparable to that of pop product, Leonard said.

It is not uncommon for classical releases to appear on Billboard's Top LP's chart, proving that longhair fair is frequently slugging it out with pop product for substantial sales.

This week, for example, the Top LP's list includes such entries as RCA Victor's recording of the complete opera, "Carmen." Other selections on the chart range from Columbia's original cast package of "Hamlet" and RCA Victor's "Best of Mario Lanza," to Red Seal's lighter-veined Arthur Fiedler-Al Hirt Boston "Pops" album, "Pops' Goes the Trumpet."

### Broader Market

The fact that the classical field is enjoying its own "top 40" in popular product is resulting

in a far broader market for this type of music than ever in the history of the U. S. record business. The other phenomenon is the growing demand for more esoteric repertoire, Hall said. According to Hall and Leonard, these lesser known works are selling today at a pace similar to that of the "war horses" in the past.

The public's appetite for more sophisticated fare is reflected in concert hall programs, Hall said. Esoteric material was programmed sparingly in the past, he said, but a glance at today's concert hall fare shows a marked increase in the off-the-beaten track material. This reveals that the public's taste has become more sophisticated, a fact which is spurring the recording of lesser known works.

Because of these changes, Hall said, RCA Victor Red Seal has been carrying on a three-pronged drive: continuing the issuance of "war-horse" material, recording esoteric repertoire at a stepped-up rate, and an attempt to broaden the classical market in general by combining pop names with established classical artists.

On the latter score, Hall teamed Al Hirt, Arthur Fiedler and the Boston Pops in the above mentioned chart-riding (No. 36 this week) LP. A more recent release teamed comedian Allan Sherman with Fiedler and the Boston Pops in a package which won a Spotlight Review in last week's Billboard.

RCA Victor is supporting its Red Seal releases with a strong consumer advertising campaign, plus its continuing radio promotion efforts. For its current release, the firm launched its "Lend an Ear to Greatness" campaign. It has printed a 12-page brochure spotlighting its 11 current Red Seal offerings. The brochure, using the "Greatness" slogan, is being inserted in various consumer magazines.

The firm's aim, Hall said, is to accelerate these market changes by pushing standard repertoire sales and increasing its release of the lesser known materials.

## PART OF AD DRIVE

# Angel to Offer Sampler to Showcase Monthly Output

NEW YORK—Angel Records will offer consumers a 12-inch stereo sampler of each month's new releases for \$1 as part of a campaign to be unveiled this month. The consumer is told to buy his selection from a record dealer.

The unique concept, created by Angel's ad agency, Foote, Cone and Belding, is designed to answer the label's marketing need of showcasing a full month's releases before prospective customers.

The ad campaign kicks off in the November issues of 10 consumer magazines (Atlantic, Harpers, High Fidelity, Hi Fi Stereo Review, Holiday, New Yorker, Saturday Review, Com-

mentary, American Record Guide and Schwann).

Each month's ad will carry the top line, "Listen to the (month) Angels." Each month's ad in the series contains a thumbnail review of every new Angel release. A coupon is carried offering the \$1 sampler. These are available in stereo only.

The November ad tells the consumer, "to help you decide which new releases to buy from your dealer we have prepared a Special Musical Sampling of all seven new releases on a single, 12-inch disk." Emphasis is for the prospective customer to audition the new releases, then go to his record dealer to make the purchase.

# Prestige Kick by Col

NEW YORK—Columbia Records' November release will be heavy on the prestige side. Highlight offering is under Columbia's Legacy banner, "Mexico," a disk documentary of Mexico's cultural life in music and art as produced by Columbia President Goddard Lieberson. The release was first reported by Billboard, Oct. 17.

The de luxe package consists of a Carlos Chavez recording of his Aztec based music, spiced with the use of ancient instruments. The package includes a 72-page cloth-bound book containing full-color reproductions of Mexican scenes and art as it relates to the cultural history of the country.

The Masterworks November release consists of seven albums, four of which are devoted to Igor Stravinsky conducting his own works. These include a three-LP set of Stravinsky's opera, "The Rake's Progress," recorded by the composer and the Royal Philharmonic Orchestra and the Sadlers Wells Opera Chorus, plus four featured soloists. The release is rounded out with an album of Harold Rome originals, Eugene Ormandy and the Philadelphia Orchestra in a

performance of the "Nutcracker Suite," and the Budapest String Quartet in a Beethoven album.

## NEWS OF THE WORLD

• Continued from page 33

### BOSTON

Columbia Records' local outlet has set up a press reception for Robert Horton, new on their label, to push a group of upcoming singles. . . . Buddy Greco and wife, while at Blinstrub's Village, had their hotel broken into and some \$25,000 in cash and valuables stolen. . . . Liberace keeps on laughing all the way to the bank. Mail orders for his Nov. 6 appearance at Symphony Hall began arriving as far back as June. A sellout is anticipated. . . . Singer Al Martino, current star at Blinstrub's, is a former bricklayer and keeps his membership active. Just to keep his hand in he laid some bricks at an addition to the Logan International at Boston Airport. . . . Ron Winters, Dimension recording artist, will join Miss America at Boston

International Auto Show next week. . . . Local schoolteacher Lee Morris happy over the way his new King Cole record is taking off. In three weeks "I Don't Want to See Tomorrow" has hit 51 on the Billboard Hot 100. Tel Aviv's new pop singer's first record by Philips has words and music by Morris also. It's called "Away From You," which is on its way. Asked why he still teaches history, Morris replied: "I like kids." . . . Folk-singers were never more popular here. Due to come are Peter, Paul and Mary, the Smothers Brothers, Bob Dylan, and Josh White, all within a fortnight. . . . Krey's Disc Shops celebrating its birthday with a 12-day giveaway. . . . Teresa Iannello, daughter of a Boston legislator, has been hailed as a Puccini soprano after her starring role in "Madame Butterfly," in Brescia Opera House in Italy.

CAMERON DEWAR

## BEST SELLING CLASSICAL LP'S

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

This Week

### OPERA, VOCAL AND CHORUS

1. **BIZET**—Carmen; Price, Corelli, Merrill, Freni, Vienna Philharmonic Orch. and Cho. (Karajan): RCA Victor (3-12") LOS 6164 (S), LD 6164 (M).
2. **PUCCINI**—LaBoheme; Freni, Gedda, Adani, Sereni, Rome Opera (Schippers): Angel (2-12") SBL 3643 (S), BL 3643 (M).
3. **MUSSORGSKY**—Boris Godounov; London, Bolshoi Theatre (Melik-Pachaev): Columbia (4-12") M45-696 (S), M4L-296 (M).
4. **MARIA CALLAS SINGS VERDI ARIAS**: Angel S 36221 (S), 36221 (M).
5. **PUCCINI**—Tosca; Price, DiStefano, Taddei, Corena, Vienna Phil. (Karajan): RCA Victor (2-12") LDS 7022 (S), LD 7022 (M).
6. **VERDI**—Requiem; Gedda, Schwarzkopf, Philharmonia Orch. (Giulini): Angel SB 3649 (M).
7. **MARIA CALLAS SINGS ARIAS BY BEETHOVEN, MOZART AND WEBER**; Paris Conservatoire (Rescigno): Angel S 36200 (S), 36200 (M).
8. **HANDEL**—Julius Caesar Arias; Joan Sutherland: London OS 25876 (S), 5876 (M).
9. **HERMANN PREY**—Lieder Recital; Hermann Prey, K. Engel: London OS 25757 (S), 5757 (M).
10. **JOAN SUTHERLAND**—Command Performance; London (2-12") OSA 1254 (S), A 4254 (M).

### SYMPHONIC AND ORCHESTRAL

1. **BERNSTEIN**—Symphony No. 3 (Kaddish); N.Y. Phil. Camerata Singers, Columbus Boys' Choir (Bernstein): Columbia KS 6605 (S), KL 6005 (M).
2. **BEETHOVEN**—Symphonies (9) (Complete); Berlin Phil. (Karajan): D.G.G. (8-12") SKL-101/8 (S), KL-1/8 (M).
3. **STRAUSS**—Symphonia Domestica; Cleveland Orch. (Szell): Columbia MS 6627 (S), ML 6027 (M).
4. **BEETHOVEN**—Symphony No. 3; Philharmonia Orch. (Klemperer): Angel S 35853 (S), 35853 (M).
5. **MAHLER**—Symphony No. 2; N.Y. Phil. (Bernstein): Columbia (2-12") M25-698 (S), M2L-298.
6. **MAHLER**—Symphony No. 5 in C#; Boston Symp. (Leinsdorf): RCA Victor (2-12") LSC 7031 (S), LM 7031 (M).
7. **REVERIE**; Phila. Orch. (Ormandy): Columbia MS 6575 (S), ML 5975 (M).
8. **MAHLER**—Symphony No. 8; Utah Symphony (Abravanel), Utah U. & Children's Cho.: Vanguard (2-12") 71120/1 (S), 1120/1 (M).
9. **VAUGHAN WILLIAMS**—Symphony No. 2 (London); Halle Orch. (Barbirolli): Vanguard SRV 13450 (S), SRV 134 (M).
10. **PROKOFIEFF**—Symphony No. 5; Boston Symp. (Leinsdorf): RCA Victor LSC 2732 (S), LM 2732 (M).

### SOLO INSTRUMENT AND CONCERTI

1. **CHOPIN**—Waltzes; Rubinstein: RCA Victor LSC 2726 (S), LM 2726 (M).
2. **"POPS" GOES THE TRUMPET**; Hirt, Boston Pops Ork. (Fiedler): RCA Victor LSC 2729 (S), LM 2729 (M).
3. **BEETHOVEN**—Sonatas (5) for Cello & Piano (Complete); Rostropovich, Richter: Philips (2-12") PHS-2-920 (S), PHM-2-520 (M).
4. **BACH**—Two and Three Part Inventions; G. Gould: Columbia MS 6622 (S), ML 6022 (M).
5. **BARBER**—Concerto for Piano and Orchestra, Op. 38; Browning, Cleveland Orch. (Szell): Columbia MS 6638 (S), ML 6038 (M).

### CHAMBER MUSIC

1. **BEETHOVEN**—Quartets (16) (Complete); Budapest Quartet: Columbia M45-616 & M55-677 (S), M4L-254 & M5L-277 (M).
2. **THE HEIFETZ-PIATIGORSKY CONCERTS**: RCA Victor (3-12") LSC 2770 (S), LM 2770 (M).
3. **BRAHMS**—Quintet in F; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).
4. **VIVALDI**—The Four Seasons; Virtuosi Di Roma Collegium Musicum Italicum (Fasano): Angel S 35877 (S), 35877 (M).
5. **IVES**—Quartets Nos. 1 and 2; Kohon Quartet, NYU: Vox 501120 (S), 1120 (M).

# NEW ALBUM RELEASES

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

Label	M	S
<b>AMPHERA</b>		
WERNER BAUMGART INTERCONTINENTAL ORCH.—Night Blaze; AM-LP 2012	—	—
<b>ASCOT</b>		
JORGE RENAN & LAS GUITARRAS FANTASTICS—Fiesta!; AM 13016, ALS 16016	—	—
<b>ATCO</b>		
MR. ACKER BILK—Great Themes From Great Foreign Films; LP 33-170, SD 33-170	—	—
<b>BOOK</b>		
NORMAN MacDONALD—The Gift of Christmas; LP 500	—	—
<b>BRUNO</b>		
VARIOUS ARTISTS—Cavalli: Il Giudizio Universale; BR 15003 SHOSTAKOVICH Plays Shostakovich; BR 14057	—	—
<b>CAPITOL</b>		
PIND CALVI & HIS ORCH.—Music From Great Italian Motion Pictures; 8608, SP 8608 FREDDY MARTIN Plays the Hits, Vol. 2: T 2163, ST 2163 JACK ELLIOTT—Hebrew Holidays in Song; T 2167, ST 2167 BOBBY DARIN—From Hello Dolly to Goodbye Charlie; T 2194, ST 2194	—	—
<b>COLUMBIA</b>		
VERDI: Requiem—The Philadelphia Orch. (Ormandy); M2L 307, M2S 707	—	—
<b>CONSTELLATION</b>		
DIXIE HUMMINGBIRDS—The Scripture in Song Series Book 1; SS 100 THE HARMONIZING FOUR—The Scripture in Song Series Book 2; SS 101 THE DAVIS SISTERS—The Scripture in Song Series Book 3; SS 102 THE MOONGLOWS—Collectors Showcase, Vol. 2; CS 2 THE FLAMINGOS—Collectors Showcase, Vol. 3; CS 3 THE SHEPPARDS—Collectors Showcase, Vol. 4; CS 4	—	—
<b>CORAL</b>		
LIBERACE Plays Golden Themes From Hollywood; CRL 57452, CRL 757452	—	—
<b>DAS ALTE WERK (London Import)</b>		
BACH: Three Sonatas for Flute & Harpsichord—G Minor, B Minor, E Flat Major; AWT 9446C, SAWT 9446B BACH: C.P.E. Sonata in B Minor for Flute, Violin & Bass—Amsterdam Chamber Orch. (Rieu); AWT 9447C, SAWT 9447B BACH: Cantata No. 67—Munich Bach Choir Orch. (Richter); AWD 9904C, SAWD 9904B BACH: Christmas Oratorio (Excerpts)—Chamber Orch. of Bavarian State Opera (Richter); AWD 9905C BACH: Six Partitas for Harpsichord—Harpsichord (Richter); AWD 9913/4C, SAWD 9913/4B BACH: Fantasie in G Major, Trio Sonatas, No. 3 & 6; Karl Richter, Organ AWD 9915C, SAWD 9915B BACH: Cantata No. 79—Munich Bach Choir & Orch. (Richter); AWD 9917C BACH: Passacaglia & Fugue in C Minor—Church at St. Gallen; (Hildenbrand) AWD 9925C, SAWD 9925B BRUHNS: Prelude & Fugue in E Minor—Organ in Convent Church in Switzerland (Hildenbrand); AWD 9926C, SAWD 9926B BACH: St. Matthews Passion (excerpts)—Resident Orch. of the Hague (van der Horst); BLE 14074 BACH: Dorian Toccata & Fugue, Partita—Organ in the Marien Church in Ottobeuren (Richter); BLK 1610B BRAHMS: Complete Organ Works—Organ in the Votiv Church in Vienna (Eibner) BLE 4301B, SLT 4301BB	—	—
<b>DCP</b>		
GARY CHESTER—Yeah! Yeah! Yeah!; DCL 3803, DCS 6803 DON COSTA—The Golden Touch; DCL 3802, DCS 6802 THE GALLOWAY SINGERS—Swingin'; DCL 3804, DCS 6804 KATHY KEEGAN—When You're Young & in Love; DCL 3800, DCS 6800 LITTLE ANTHONY & THE IMPERIALS—I'm on the Outside; DCL 3801, DCS 6801	—	—
<b>DECCA</b>		
BERT KAEMPFFERT—Blue Midnight; DL 4569, DL 74569 EARL GRANT—Just One More Time; DL 4576, DL 74576 Dance Time With WAYNE KING, His Saxophone & Orch.; DL 4551, DL 74551 The PETER DUCHIN Discotheque Dance Party; DL 4579, DL 74579 HONOLULU SYMPHONY ORCH.—White Ginger Blossoms; DL 4564, DL 74564 BURL IVES Sings Pearly Shells & Other Favorites; DL 4578, DL 74578 ARTHUR PRYSOCK—Strictly Sentimental; DL 4581, DL 74581 PATSY CLINE—That's How a Heartache Begins; DL 4586, DL 74586 EDDIE CANTOR Sings Songs He Made Famous; DL 4431 SCHUBERT Mass No. 6—Musica Aeterna Orch. & Chorus (Waldman); DL 9422, DL 79422 BEETHOVEN: Archduke Trio: The Alma Trio—Various Artists; DL 10099, DL 710099 VIVALDI: The Four Seasons—Ruggiero Ricci (Violin) Stradivarius Chamber Orch.; DL 9423, DL 79423 BUSONI: Indian Fantasy—Majorie Mitchell Piano—Vienna State Opera Orch. (Strickland); DL 10100, DL 710100	—	—
<b>EPIC</b>		
BOBBY VINTON—A Very Merry Christmas; LN 24122, BN 26122 VARIOUS ARTISTS—The Real Jamaica Ska; LN 24119, BN 26119	—	—

Label	M	S
EDDIE LAYTON—Organ Music for Christmas; LN 24118, BN 26118 LUIZ BONFA—Softly; LN 24124, BN 26124	—	—
<b>HARMONY</b>		
CHET BAKER & STRINGS—Love Walked In; HL 7320	—	—
<b>HICKORY</b>		
ROY ACUFF—Country Music Hall of Fame; LPM 119	—	—
<b>JAY JAY</b>		
LI'L WALLY'S 15 Original Hits Polish & English Sing-Along, Vol. 1. 1078 LI'L WALLY—Oh Boy, Polka Joy!; 1079	—	—
<b>JOSIE</b>		
J. FRANK WILSON & THE CAVALIERS—Last Kiss; JGM 4006	—	—
<b>JUBILEE</b>		
SOUND TRACK—The Candidate; JGM 5029 RUSTY WARREN—Sex-X-Ponent; JGM 2054	—	—
<b>LAURIE</b>		
GERRY & THE PACEMAKERS Second Album; LLP 2027 VARIOUS ARTISTS—Pick Hits of the Radio Good Guys, Vol. 2; LLP 2026	—	—
<b>LIBERTY</b>		
VIKKI CARR—Discovery Vol. 11; LRP 3383, LST 7383 50 GUITARS OF TOMMY GARRETT—Bordertown Bandiso; LMM 13031, LSS 14031 FELIX SLATKIN—Fantastic Strings; LRP 3376, LST 7376	—	—
<b>LONDON</b>		
THE ROLLING STONES; LL 3402, PS 402 CAPRICCIOI—London Festival Orch. (Black); SPC 21004 VERDI: Aida—Various Artists; A 4345	—	—
<b>MAINSTREAM</b>		
JOHN BERBERIAN—Expressions East; 56023, S/6023 MAYNARD FERGUSON—Color Him Wild; 56031, S/6031 CARMEN McRAE—Second to None; 56028, S/6028 VARIOUS ARTISTS—A Look at Yesterday; 56025, S/6025 VARIOUS ARTISTS—Primitive Music on Africa; 56021, S/6021 BILLIE HOLIDAY & TEDDY WILSON—Once Upon a Time; 56022, S/6022	—	—
<b>MALA</b>		
RONNY & THE DAYTONES—G.T.G.; 4001	—	—
<b>MERCURY</b>		
BRAHMS: Symphony No. 2—Minneapolis Symphony Orch. (Dorati); MGW 14052, SRW 18052 VERDI OVERTURES: London Symphony (Dorati); MGW 14053, SRW 18053 RICHARD HAYMAN—Songs of Wonderful Girls; SRW 16285, MGW 12285 BILL KENNY—Sings the Golden Hits of the Ink Spots; SRW 16286, MGW 12286 EDDIE HEYWOOD—Breezin' Along With the Breeze; MGW 12287, SRW 16287 LITTLE RICHARD—King of the Gospel Singers; MGW 12288, SRW 16288 BEETHOVEN: Symphony No. 9 "Choral"—Lamoureux Orch. (Markevich); MGW 14050, SRW 18050	—	—
<b>MONITOR</b>		
VALENTINA FELIX—Cancao Do Mar; MF 421, MFS 421 PROKOFIEV: Piano Concerto No. 3—Emil Gilels; MC 2061, MCS 2061	—	—
<b>PACIFIC JAZZ</b>		
LES McCANN—McCann; PJ 84, ST 84	—	—
<b>PANAMA</b>		
LUCHO ASCARRAGE—Navidades En Panama; LA 2001	—	—
<b>PANART</b>		
FAJARDO & HIS ALL STARS—Cuban Jam Session, Vol. 5; LP 3102	—	—
<b>PHILIPS</b>		
WOODY HERMAN—The Swinging Herman Herd Recorded Live; PHM 200-131, PHS 600-131 NINA SIMONE—Broadway-Blues-Ballads; PHM 200-148, PHS 600-148 SERENDIPITY SINGERS—Take Your Shoes off with The Serendipity Singers PHM 200-151, PHS 600-151 DUSTY SPRINGFIELD—Dusty; PHM 200-156, PHS 600-156 SUE RANEY—Happiness is a Warm Sue Raney; PHM 200-160, PHS 600-160 PETER USTINOV—Stravinsky—The Soldiers Tale; PHM 500-046, PHS 900-046 MOZART—Coronation Mass—Vienna Choir Boys; PHM 500-057, PHS 900-057	—	—
<b>PRIMA</b>		
ALFONSO D'ARTEGA—Flight of the Fiddlers; PS 3006	—	—
<b>REPRISE</b>		
KEELY SMITH Sings the John Lennon—Paul McCartney Song Book; R 6142, RS 6142 DUKE ELLINGTON Plays With the Original Motion Picture Score Mary Poppins; R 6141, RS 6141 ORIGINAL CAST—The Committee; F 2023, FS 2023 DEAN MARTIN—The Door Is Still Open to My Heart; R 6140, RS 6140	—	—

YOU BETTER BELIEVE IT!

WOULD YA' BELIEVE IT, RALPH; WE'VE GOT SEVEN HITS GOIN'!

NO... I WOULDN'T BELIEVE IT.

HOW 'BOUT FOUR? WOULD YA' BELIEVE FOUR...?

OF COURSE! 1907, -1912, -1913 AND 5479!

HOW COME YER SO SMART, RALPH?

WHO'S SMART? I JUS' KNOW WHAT'S SELLIN'!

THEN YOU CAN TELL ME GOODBYE

JOHNNY NASH  
Argo 5479

I HAD A TALK WITH MY MAN

MITTY COLLIER  
Chess 1907

LITTLE MARIE b/w GO BOBBY SOXER

CHUCK BERRY  
Chess 1912

I'VE GOT THE SKILL

JACKIE ROSS  
Chess 1913

CHESS producing corp.

Chicago 16, Ill.

• PUBLISHERS  
• MANAGERS  
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If your roster of  
composers and talent  
reads like the

"WHO'S WHO"  
of the music world . . .

**TELL THE WORLD!**

in  
Billboard's  
1965  
International

"WHO'S WHO"

Record & Talent Showcase

The issue read, kept  
and used throughout the  
world . . . throughout the  
year

Coming  
December 26

You Know **WHO**  
To Call

**BREAKOUT SINGLES**

★ NATIONAL BREAKOUTS

No National Breakouts This Week

★ REGIONAL BREAKOUTS

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

**YOU'RE THE ONLY WORLD I KNOW . . .**

Sonny James, Capitol 5280 (Marson, BMI) (Baltimore, Dallas-Fort Worth, Memphis-Nashville)

**THE LUMBERJACK . . .**

Hal Willis, Sims 207 (English, BMI) (Chicago)

**IT'S ALL OVER . . .**

Walter Jackson, Okeh 7204 (Curton-Jalynne, BMI) (Detroit)

**DON'T FORGET I STILL LOVE YOU . . .**

Bobbi Martin, Coral 62426 (South Mountain, BMI) (Pittsburgh)

**GOTTA GIVE HER LOVE . . .**

Volumes, American Arts 6 (Vicki, BMI) (Washington)

**ENDLESS SLEEP . . .**

Hank Williams Jr., MGM 13278 (Montei-Elizabeth, BMI) (Memphis-Nashville)

**JUST LET HER GO . . .**

Ivan & the Sabers, Prism 1893 (B-W, BMI) (Cleveland)

**RUN, RUN, RUN . . .**

Gestures, Soma 1417 (Ringneck, BMI) (Minneapolis-St. Paul)

**MOVE IT BABY . . .**

Simon Scott, Imperial 66066 (Southern, ASCAP) (Pittsburgh)

**WATCH OUT . . .**

Jackie Wilson, Brunswick 55273 (Merrimac, BMI) (New Orleans)

**THE 81 . . .**

Candy & the Kisses, Cameo 336 (Hill & Range, BMI) (Washington)

**ONCE A DAY . . .**

Connie Smith, RCA Victor 8416 (Moss Rose, BMI) (Dallas-Fort Worth)

**EVEN THE BAD TIMES ARE GOOD . . .**

Jerry Wallace, Challenge 59265 (Four Star, BMI) (Memphis-Nashville)

**ONE OF THESE DAYS . . .**

Marty Robbins, Columbia 43134 (Mariposa, BMI) (Memphis, Nashville)

**AS TEARS GO BY . . .**

Marianne Faithful, London 9697 (Forward, ASCAP) (Detroit)

**WCNW Live Shows Use 'Opry' Talent**

HAMILTON, Ohio—WCNW, all-country station at Fairfield, Ohio, presents a live show each Friday and Saturday night at Venice Pavilion in nearby Ross, Ohio, featuring Arny Lunsford and His Ranch Hands, the station's Ranchettes, and WCNW's wagonmaster of ceremonies, Pappy Tifton. Once a month the show highlights a c&w name from Nashville. Business has been building weekly since the first show bowed in August, the station reports.

Lester Flatt and Earl Scruggs topped the initial show in August; Carl Smith and steel man Johnny Seibert were the September features, Jim Nesbitt was the October guest artist, and George Morgan is due in Nov. 13. WCNW carries the "Grand Ole Opry" from 3-4 p.m. daily. Mary Hald is the station music director.

**K-BER 3d Anniversary Show, Contest Nov. 15**

SAN ANTONIO—San Antonio's all-country Station K-BER, owned and operated by A. V. Bamford, veteran country talent promoter, celebrates its third anniversary on the air Nov. 15 with a special "Grand Ole Opry" show, featuring Hank Show, Skeeter Davis, Buck Owens, Jimmy Davis, Slim Whitman and Connie Smith.

Combined with the anniversary show will be the finals of K-BER's third annual South Texas Talent Discovery Contest. According to Bamford, several hundred non-professionals from the area have auditioned for the contest, sponsored by the San Antonio Music Company. The finalists will appear on stage with the "Grand Ole Opry" performers to vie for eight prizes.



FREDDIE HART signs an exclusive writer's pact with Laredo Publications, new publishing firm recently formed by Steve Stebbins, left, veteran c&w talent booker, and Johnny Bond (right), long active in the music publishing field. Stebbins and Bond have negotiated a recording contract with Kapp Records, and Hart recently cut four sides in Nashville under the guidance of Paul Cohen.

**New Folkways Distrib**

SAN FRANCISCO — Eric-Mainland Distributing Company here, which services Northern California, has taken over exclusive distribution of Folkways Records and its subsidiaries, Disc and Destro. Previous distributor for the labels was C.&C. Stone Distributing Company. Eric-Mainland sales staff, under the direction of sales manager Earl Woolf, is covering the territory with Folkways releases, which include two new Pete Seeger LP's and a Barbara Dane LP.

**AND ANOTHER GREAT COUNTRY RECORD**

**"YOU'RE STILL ON MY MINE"**

**JIMMY C. NEWMAN**  
Decca 31677

**KEY TALENT**  
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Nashville, Tenn.  
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*This is a Hit!*

**"GENTLEMAN JIM"**

**JACK FORD**

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**FAN MAIL GLOSSY PHOTOS**

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

**MULSON STUDIO**  
Box 1941 Bridgeport, Conn.

Continued from page 32

LONDON

Capitol Records will record a concert which **Judy Garland** and her daughter, **Lisa Minelli**, at the London Palladium Sunday (8). It will mark one of Miss Garland's rare public appearances, and the first in which she has shared a concert with Lisa. The event is being staged by **Harold Davison**, her British agent. The theater won't be in use by ATV that night because ATV drops its "Sunday Night At the London Palladium" to avert a clash.

For his appearance on "Sunday Night at the Palladium" show **Roy Orbison** collected \$28,000 from ATV—high above the normal top Palladium fee of \$2,800. It is now known that Orbison will also get \$10,000 a week from promoter **Arthur Howes** for his 28-day tour which commences in February. . . . Hot on the heels of Decca's reception for Orbison, Pye hosted two—one for the **Shangri-Las** who paid a fleeting promotional visit to London in support of their chart entry with "Remember (Walkin' in the Sand)" and the other for the **Dixie Cups**. Both U. S. groups appeared on top TV's here at the end of last week and the Dixie Cups are playing a string of concerts.

International visitors to EMI head office include **Ted Insley** from Hong Kong, **Bhaskar Menon** from Calcutta, and **Jerry Moss** of A & M Records, New York, who also had talks at Decca. . . . This week RCA Victor issues the first **Jim Reeves** single since his death on July 31 "There's a Heartache Following Me." The coupling is "Diamonds in the Sand," one of the 12 songs Reeves sings in his film "Kimberley Jim." . . . **Ed Sullivan** is negotiating for the debuts of **Peter and Gordon** and **Manfred Mann** on his show for next month. They may both appear on the program on November 29 prior to a joint two-week tour across America.

One of Britain's top radio shows, the BBC's "Saturday Club," is being broadcast direct from the NWDR studios in Hamburg on November 29. **Brenda Lee** is one of the probable guests in the program which will include tapes recorded at the Star Club and the Top Ten Club during the previous few days. . . . EMI International director **Richard Dawes** was in Los Angeles Tuesday (27) for a week of discussions at Capitol after four days in New York.

CHRIS HUTCHINS

HOLLYWOOD

**Liza Minnelli's** new "Liza Liza" Capitol LP is appealing to the **Barbra Streisand** crowd. Label is setting up a national promo tour to reap benefits of fast reaction to the debut album. **Brown Meggs**, Capitol vice-president says: "Liza is definitely in the Streisand mold, an intense, adult singer."

Ambassador Hotel opened refurbished Casino Room as La Cave Pigalle, with the **John St. John Trio** providing romantic music and a watusi band blasting away after 9 p.m.

The **Standells** have left Liberty and are searching for a new label. . . . **Theo Bikel** headlines Valley Music Theatre's Nov. 30 Monday night concert.

**Gary Owens**, KMPC DJ traveled close to 1,000 miles in a week, making five personal appearances on behalf of the station, and never got outside Los Angeles County. He spoke be-

fore 1,700 students at Fullerton Jr. College, appeared at a United Crusade Show, before radio students at Valley State College, did two broadcasts at the Auto Show and emceed a folk concert in Santa Monica.

Old friends **George Shearing** and **Leonard Feather** are reunited on records again after 10 years. Pianist cut a Feather tune, "Signing Off," in his latest LP.

Two new additions to the Back Porch Majority are **Linda Carey** and **Denny Brooks**, replacing **Lois Fletcher** and **Dan Dalton**, respectively. Group cut its second Epic LP at Ledbetter's last week. **Randy Sparks** created and operates the group.

ELIOT TIEGEL

HOLLAND

The **Dave Brubeck Quartet** appeared here in a concert. They were welcomed by impresario **Paul Acket** and CBS sales manager **Hemmy J. S. Wapperom**. CBS Gramofoon-platten rush-released Brubeck's latest LP "Jazz Impressions of Japan," which also was presented to the Dutch press.

**Marika Kilus** and **Hans Jurge Baumler** arrived at Amsterdam's Central Station. They are the leading performers of the **Vienna Ice Revue**, which left Amsterdam's Apollo Hall the same night. During the four-week stand, CBS' promotion department shall operate on a large scale by means of special window displays; records of both artists will be played over the p.a. system of the Apollo Hall all day long. . . . CBS recently released two more records of **Barbra Streisand**. The Dutch press is paying a lot of attention to the Streisand sound, according to **Hemmy J. S. Wapperom**.

Vara-TV will show CBS musical shorts of **Tony Bennett**, **Dave Brubeck**, **Duke Ellington**, **Bruno Walter**, **Mitch Miller**, **Andre Previn**, **Isaac Stern** and **Igor Stravinsky** during this season. . . . **Clive Sharp**, head of the European management of the **New Christy Minstrels**, visited here and has been discussing TV and concert performances by this group in Holland, with CBS' **Hemmy J. S. Wapperom**. He also attended the Grand Gala Du Disque as a guest of CBS Gramofoon-platten. . . . **Billboard's Andre de Vekey** also visited Holland this week. **JOOST DE DRAAYER**

PHILADELPHIA

**Kenneth H. Blaisse** and **Donald E. Coles** have teamed forces to set up the Ken-Do Record Company at nearby Levittown, Pa. . . . **Herb Keller**, who promoted the **Peter, Paul and Mary** concert at the Academy of Music Oct. 30, is bringing **Nancy Wilson** to convention Hall Nov. 28. . . . Box-office appeal of the folk artist continues to show strength in these parts, what with the **Bob Dylan** concert at Town Hall earlier this month topping the \$6,000 sell-out figure. . . . **Quanda Mitchell**, who won the "Model of the Year" honors at the recent national Foxes and Hares convention, preparing for a record buildup by taking vocal lessons at the Granoff School of Music here. . . . It's a fourth daughter for **Jerry Blavat**, WHAT deejay and record hop promoter, delivery made to Mrs. Blavat at Lying-In Hospital. . . . **Rita Pavone** makes her first local appearance Nov. 1 at an Academy of Music concert.

MAURIE H. ORODENKER

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EMPLOYMENT SECTION

SITUATIONS WANTED

GAG WRITER: HAVE MATERIAL, will travel. Monologues, patter, comic song titles, heckler stoppers, parodies, acts, skits, blackouts, band novelties, introductions. Everything new, original, fresh, hilariously funny. Send only \$1 for generous sample assortment. Write now: Don L. Frankel, P. O. Box 963, Chicago 90, Ill.

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to help people in the allied fields of MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT

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\$2.00 will do the trick for a 1/2" ad in one issue . . . maximum 35 words, plus name and address.

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BRITISH MERSEY-SOUND MUSICIANS need similar vocal group in order to record cover records of top British group hits and possible personal appearance tour. Must have Beatle-type sound. Send demos, tapes and/or letters to G.P.O., Box 501, New York City 1, N. Y. Zip Code 10001.

SONGWRITERS WANTED FOR NEW publishing company, BML. Send demos and lead sheets, \$1 handling charge. Blue Banner Music, 2118 Prytania, New Orleans, La. no28

HELP WANTED—NEW TALENT AND/or material for growing record company. Send audition tape with one dollar to defray cost of this advertisement. We will get you on records. Write Factor Productions, Pawleys Island, S. C., now!

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DEALERS . . . ONE-STOPS . . . RACK JOBBERS

Order Your Supply of

Record Preview

BILLBOARD'S GREAT NEW CONSUMER LP MAGAZINE-CATALOG FROM:

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Listed, you will find the labels which we presently distribute:

ABC-Paramount, Argo, Atco, Atlantic, Big Top, Blue Note, Canadian American, Carmen, Chancellor, Checker, Chess, Del-Fi, Dooto, Duke, Imperial, Jamie, Laurie, Mo-Town, Monument, Nashboro, Old Town, Original Sound, Parkway, Phillies, Roulette, Sor, Savoy, Scepter, Strand, Sue, Sun, Swan, Time, United Artists, Vee Jay, Wand.

NEW ASSORTED 45's, \$8 PER HUNDRED; Country, Popular and Christmas budget priced LP's, 30 asst., \$13.95 P.F.D.; 100 asst., \$65 P.F.D. Major label cutout LP's, \$125 per hundred, assorted. Excellent selection available. Hal Fektor, 4143 W. Armitage Ave., Chicago, Ill. CA 7-3722. no21

NEW 45's, \$8 PER HUNDRED, PLUS added bonus of 20 DJ records free with each hundred. R&B, Western, Pop. Freitas Music Co., 17 S. San Joaquin St., Stockton, Calif. 95202. no7

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

PRESSING, PLATING

AT LAST AN ECONOMICAL WAY TO have your hit record pressed, distributed and promoted. Get our \$1 brochure, "Making a Hit Record." Coin Records, 1900 W. 27th St., Odessa, Tex. no7

RECORDING FACILITIES & SUPPLIES

PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—Top Notch Talent. 8 Singers (male-female), 10 Instruments—Vocal Groups. Best, Modern Tape and Disc Equip. (Ampex, Altec, RCA) Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$13.00; two Songs, \$23.00 (45 or 78); add. Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar. Violin for \$5.00 each per song. WRITE FOR FREE BROCHURE. DEMONSTRATION RECORD COMPANY (Our 10th Year) Box 3404, Sta. C Lincoln, Nebraska

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NATIONAL RECORD PROMOTION & PUBLICITY CONSULTATION

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LEARN AUCTIONEERING: BIG MONEY, prestige, career. Two-week term in residence or home study (including LP records, operations manual, advertising and sales kit). Internationally recognized diploma. Free catalog. Write today: Missouri Auction School, 1330-56 Linwood, Kansas City 42, Mo. 64109. np-ch

MISCELLANEOUS

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. ch-mp

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MICROFON RECORDS

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	\$9	\$15	\$25	
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Situations Wanted for Individuals	\$2	\$5	\$9	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
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Amount enclosed \_\_\_\_\_

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

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

# BULK VENDING news

## Route Revenue 'Leakage' A Major Problem Say Ops

By ELTON WHISENHUNT

**MEMPHIS**—One of the problems of the vending industry which interested Memphis and mid-South operators at the recent National Automatic Merchandising Association convention at Chicago is the estimated 2 per cent gross loss in revenue.

The convention delegates did not want to point an accusing finger at anybody but discussions of the leakage problem pointed toward routemen.

The 2 per cent of revenue which is disappearing doesn't sound big, but considering the entire industry amounts to hundreds of thousands of dollars and is a nationwide problem. Also, when an operator's business is on a slim net profit mar-

gin—say 8 per cent—the 2 per cent cuts sharply into it.

### Examples

Talk among operators brought out these examples:

1. "I've got a mechanic who has been with me 20 years. He is an excellent man. But I know he's stealing. And he's so valuable as a mechanic I can't replace him."

2. "I put out a certain number of cups on my coffee route with instructions I want a dime back, less the location commission, for every cup. But soon they'd catch onto that and for every nine cases of my cups, they would buy a case of their own."

3. A man with a passkey going to different machines on the route and opening them.

### Seeburg Totalizer

Seeburg took advantage of the problem and introduced an income totalizer for vending ma-

chines which counts all the money which goes into the machine and prints the total automatically on a ticket.

It is similar to the device used on Seeburg phonographs.

Seeburg officials said it would be "good for everybody. The dishonest man will say, 'I have to be honest.' The honest routeman wants it."

The totalizer will be on the market about Jan. 1.

Other Memphis and mid-South vending operators who attended the convention in addition to those previously listed:

### Memphis:

Mrs. Cecil G. Hodge, president of Southern Amusement and Vending Company and Mr. Hodge; Allen Smith, head of Southern's vending division; Charles V. McDowell, general manager, and Mrs. McDowell; Don Sprouse, mid-South Vending Company; Robert DeShields,

## Penny King Bows Nickel, Dime Mixes

**PITTSBURGH**—A new 5-cent "chenille and hairy" capsule mix and a dime mixed brooch-ring-watch mix were introduced last week by Penny King.

The firm is also packaging a new vacuum-plated ring mix with simulated stones priced at \$4.60 per bag of 500, and a color-plated ring mix at \$2.49 per bag.

Both the ring mixes have free foam display cards for the machine fronts. The color-plated rings carry such insignia as guns,

### Bianchi Vending Service.

### Mid-South:

Frank Perot, Frank's Vending Service, Newbern, Tenn.; Albert Ajax, Ajax Vending Service, Corinth, Miss.; W. W. Wilkes, Tri-State Vending Company, Marianna, Ark.; Billy Foster, Foster Vending Company, Pine Bluff, Ark.

horses, Indians, eagles, cowboy hats and bullets. The stone rings simulate such gems as pearls, diamonds and sapphires.

The "chenille and hairy" nickel mix (number 58) contains chenille brooches, shrunken head brooches with hair, devil's head brooch with hair and take-me-to-your-leader brooches with hair.

According to Les Hardman, Penny King head, the items were planned for dime vending and only a limited stock of 2,000 bags is available. A bag of 250 with display front cost \$5. Extra display cards are 25 cents for a small size, 50 cents for large.

The dime mixed brooch-ring-watch mix (number 105) contains such items as dream world brooches, seven-stone dinner ring, 14-stone pearl bracelet, assortment of 17 enameled brooches, toy wrist watch, gold necklaces with shell and luck stone watch chain.

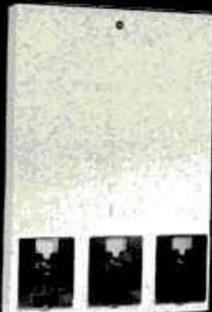
The mix is priced at \$8 per bag with extra display fronts at 40 cents each.

## SANITARY VENDORS



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PM-TRIO

Compact Rugged Construction. Any Combination of 25c and 50c Coin Mechanisms, Clutch Handles, Adjustable Hoppers. Write for Prices.

We also carry a complete line of Acorn Gum vendors, gum, charms, capsules, etc.

## PEN-MAR DISTRIBUTING

Authorized Oak Distributors  
Box 1142, Hagerstown, Maryland  
Phone 739-0880

## Masked Machines Win Friends; Op Has Sick Venders Sacked

**PUEBLO, Colo.**—Whenever J. S. Inzidez, bulk operator here, gets a call from a supermarket manager that one of his machines is out of order, he drops everything and rushes to the scene.

Inzidez, who has as many as 10 machines on location in each food store, made arrangement with the supermarket managers or owners over five years ago, to protect good will by immediately covering out-of-order venders with a paper sack.

Inzidez marks all of the "out of order" sacks himself

with a grease pencil and has them stowed away under the nearest checkstand. Instructions to check-out operators and cashiers, are to immediately refund the customer's coin and hand them a small typewritten card on which a brief paragraph expresses regret that even the best-served machines are going to break down at one time or another.

Inzidez, naturally, hates to see any of his 475-odd venders out of service for any reason. Before he developed the idea of the paper sack, out-of-order

machines were likely to go unnoticed for a considerable period of time. Now, if the supermarket employee constantly sees the "out of order" sack, he is spurred to do something about it.

The result of this simple program has been many more miles driven, more late work, but increased good will. The old business slogan "We cannot afford a single dissatisfied customer" applies just as well to bulk vending as merchandising men's apparel, Inzidez maintains.

## L. J. DOZIER

## Bulk Op Rides News Circuit

**TROY, Ala.**—A thick notebook, in which he drops interesting bits of information and news about each location owner as he travels a 150-mile route, constantly pays dividends for L. J. Dozier, bulk operator here.

Dozier's white-panel truck is always a welcome sight to location owners since the spotless vehicle is always a harbinger of interesting news to come. If a restaurant owner has sold out, a new cook has been hired, a souvenir store operator has given birth to a new son, Dozier

usually knows about it, and passes the word along.

In the process, he usually picks up more news, as he gives the first ones out—because most location owners are glad to return a news tidbit for another.

### Has 200 Stops

Dozier's route is along a major highway which runs north and south from Montgomery, Ala., to the Florida line and beyond. With more than 200 spots along his route, most of them multiple-head sites, the Alabama operator has plenty of opportunity to chat with his

location-owner friends and carry news.

In one instance, when a restaurant operator suffered a slight fire which took most of his kitchen equipment out of service, Dozier carried the news along the route, and was surprised to find that some two dozen cafe operators immediately got the wheels in motion to lend the cafe owner enough equipment and supplies to keep him in business, until insurance claims could replace the loss. In another instance, Dozier delivered a thick armload of get-well cards to a sick location owner, almost every other spot on the route coming up with a card to be passed along to the ailing man.

**VICTOR'S NEW TOPPER "66"**  
Now Vends Capsules **\$15.50**  
LOW, LOW PRICE

The most durable and dependable machine ever built. New and attractive design. Vends "V" capsules at 5c, 10c or 25c. Also vends 210 and 100 size gum. Machine specially designed to accommodate new, attractive styrofoam display panel.

**NEW CASH BOX**  
Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.

**NEW VICTOR CAPSULES**  
Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.

"V" Capsules .....\$ 4.50 per M (5M lots)  
"V-1" Capsules .....\$ 8.00 per M (5M Lots)  
"V-2" Capsules .....\$13.50 per M (2M Lots)

**STYROFOAM DISPLAY PANEL FOR VICTOR TOPPER 66**  
NOW AVAILABLE.  
Write, Wire or Phone

**H. B. HUTCHINSON, JR.**  
Southeast Distributor for Leaf Brand Gums  
1784 N. Decatur Rd., N.E., Atlanta 7, Ga. DR 7-4300.

## HOWARD NEW NAMA PREXY

**CHICAGO**—J. Richard Howard, Indianapolis, vice-president of Automatic Retailers of America, was named president of the National Automatic Merchandising Association during the group's annual conclave here recently. Some 8,000 vending industry tradesters attended the four-day sessions in McCormick Place.

**VICTOR'S NEW TOPPER "66"** **\$15.50**  
Now Vends Capsules

The most durable and dependable machine ever built. New and attractive design. Vends "V" capsules at 5c, 10c or 25c. Also vends 210 and 100 size gum. Machine specially designed to accommodate new, attractive styrofoam display panel.

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"V-2" Capsules .....\$13.50 per M (2M Lots)

Styrofoam Display Front (without merchandise) for new Victor Topper "66." Ea. ....\$10

**GRAFF VENDING SUPPLY CO., INC.** 2956 IRON RIDGE ROAD DALLAS 47, TEXAS

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TAB GUM,

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in bubble gum.

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comics, fortunes

and premium

redemption. Bulk loading. Other

products soon available.

## BIRMINGHAM VENDING COMPANY

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Birmingham, Alabama

Phone: FAirfax 4-7526

# Sternfield Honored At NAMA Meet

CHICAGO—Aaron Sternfield, a senior Billboard editor and former coin machine editor, was last week honored with an editorial citation by the National Automatic Merchandising Association.

The citation was made for Sternfield's award-winning feature story, "Gangway for the Robot Salesman," which appeared in the January issue of Rotarian.

The article was part of a special edition on "The Retailing Revolution," and described the expanding role of automatic merchandising in realistic terms. The readership of The Rotarian consists of more than 400,000 business and professional men in over 5,000 cities and towns.

## Honor Magazine

Sternfield's citation was made in conjunction with an editorial award to the magazine itself, accepted by Karl K. Krueger, editor.

Given to the "person or publication which has rendered a noteworthy service through publication of information or

news about automatic merchandising during the year," the award is only "during years when it has been duly earned."

Only two previous editorial awards have been presented by NAMA since the citation was started in 1958—one being to G. R. (Dick) Schreiber, editor and publisher of Vend, and one-time coin machine editor of Billboard.

Sternfield's citation was presented by NAMA President Carl Millman and was accepted for the New York-based editor by Nicholas G. Biro, Billboard's Midwest editor.



CARL MILLMAN, National Automatic Merchandising Association president, presents Aaron Sternfield's editorial citation to Nick Biro, Billboard's Midwest editor, who accepted for Sternfield during NAMA's big banquet in Chicago last week.

## Change Philly Health Code

PHILADELPHIA—Food and drink vending machines will be affected by the proposed changes in the health code for suburban Lower Merion Township. It will be the first revision of the township's health code since it was initiated in 1959. Under study for many months by the Lower Merion Board of Health, the revisions would affect primarily food and vending machines, public eating and drinking places, milk and dairy products and plumbing regulations, updating the code to 1964 standards.

A separate chapter deals with food and beverage vending machines, and the suggested regulations also deal with ice distribution, coin laundromats. The revised code recommends a revision of township fees for the food and vending machines, charging \$20 for the first four machines installed by a firm and \$3 each for each additional machine. At the present time there is a charge of \$25 per machine, plus \$10 for each additional machine.

Other fee increases have been recommended, and it is expected that the township commissioners will accept the revised ordinance without any opposition.

## Cig Vender Ban Urged

EDMONTON, Alta.—In a brief presented to the provincial government in Edmonton, the Alberta Federation of Home and School Associations urged that most cigaret machines in the province be "removed . . . so that they are not available to children under 16 years of age."

"We are suggesting a ban on these vending machines from any place where children can get at them," said Mrs. M. M. Robson, vice-president of the HSA. "We do not oppose them in any place frequented only by adults, such as bars.

## EUROPEAN NEWS BRIEFS

### France First

PARIS—French distributors report (although few of them like to admit sales of their own respective boxes have been hard hit) that General Charles de Gaulle's "France-first" policy of independence from the U. S. is beginning to be reflected in U. S. juke box imports.

U. S. manufacturers have failed to score the same penetration of the French market that they have the German market. Because of De Gaulle's "France-first" hoopla, French operators are indirectly encouraged—if not pressured—to buy French equipment.

De Gaulle has failed, however, to make this policy stick in the case of pinballs, in which U. S. firms dominate the French market. This is mainly a matter of success by default, however, as France has no pinballs which compete effectively with U. S. product. Moreover, many operators seem to be following a policy of appeasing De Gaulle by buying a French phonograph and of pleasing themselves by buying U. S. pinballs.

### Congo Shot

LEOPOLDVILLE—The once-promising Congolese coin machine market has been shot (literally and figuratively) by the anarchy there.

The revolt against Moise Tschombe's central Congolese government has made it impossible for operators outside Leopoldville to get spare parts or, for that matter, adequate supplies of phonograph records.

Reports received here indicate that about 35 per cent of phonographs outside the capital have been destroyed in the fighting.

For a time, Tschombe's legion of white mercenaries had been

counted on to stimulate the Congo's phonograph business. But the scattered nature of the fighting has shattered such hopes. Among white mercenaries, the No. 1 juke box hit is "Bongo, Bongo, Take Me Back to the Congo," which was resurrected by a Leopoldville diskery.

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Pistachio Nuts, Shell, Red	.63
Cashew, Whole	.82
Cashew, Butts	.79
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.34
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey-ets	.47

Rain-Bio Gum, 72 ct.	.32
Mell-ette, 100 ct., per 100	.35
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bio Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Bio Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wesley's Gum, all flavors, 100 ct.	.45
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Styrofoam Display Front (without merchandise) for new Victor Topper "66." Ea. . . . . \$10

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## Bloom Mother Rites Held

LOS ANGELES — Funeral services for Mrs. Ben Eagle, mother of Sidney H. Bloom, chairman of the board of Oak Manufacturing Company, were held Tuesday (27) in Eden Memorial Park in the San Fernando Valley.

Mrs. Eagle, who died in her sleep Sunday (25), is also survived by her husband, Ben, three grandchildren and eight great-grandchildren.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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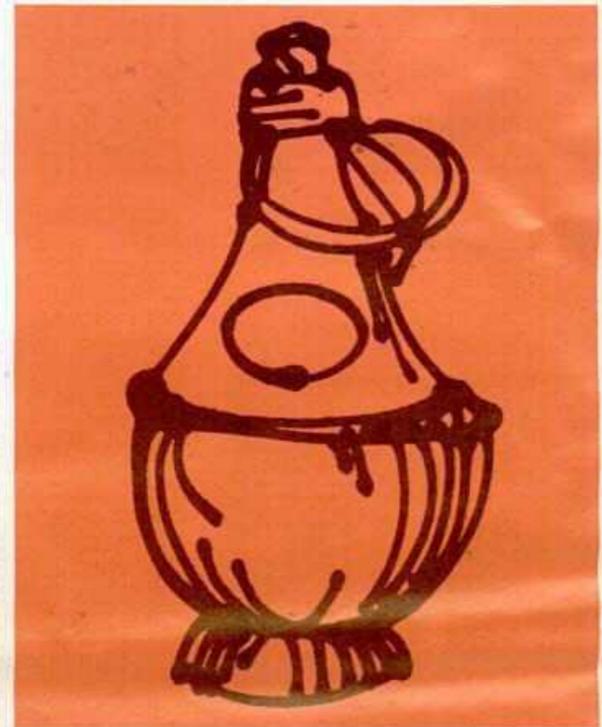
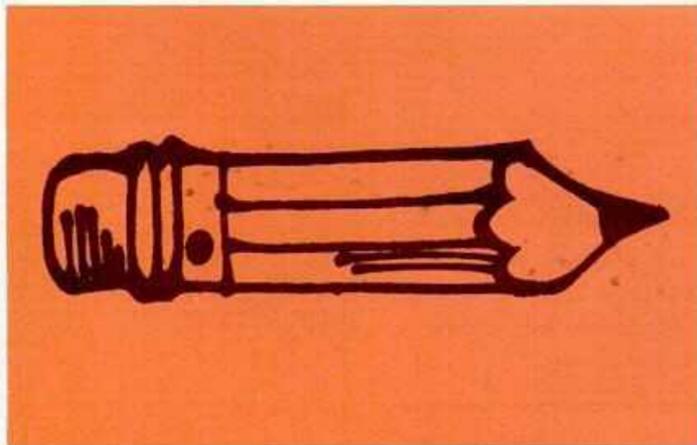
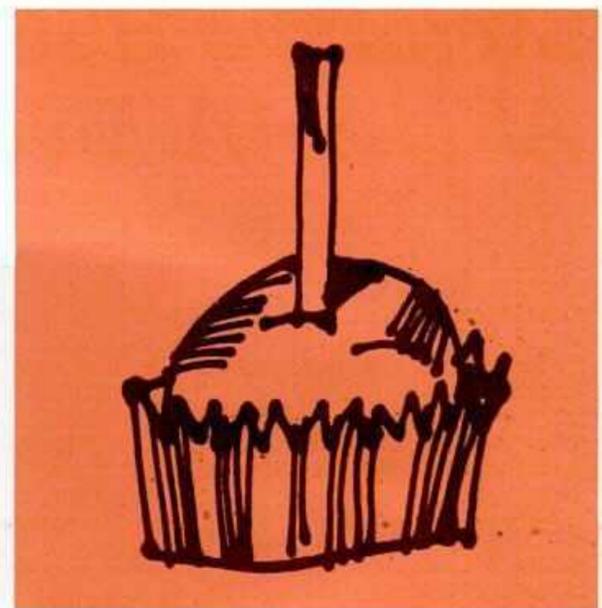
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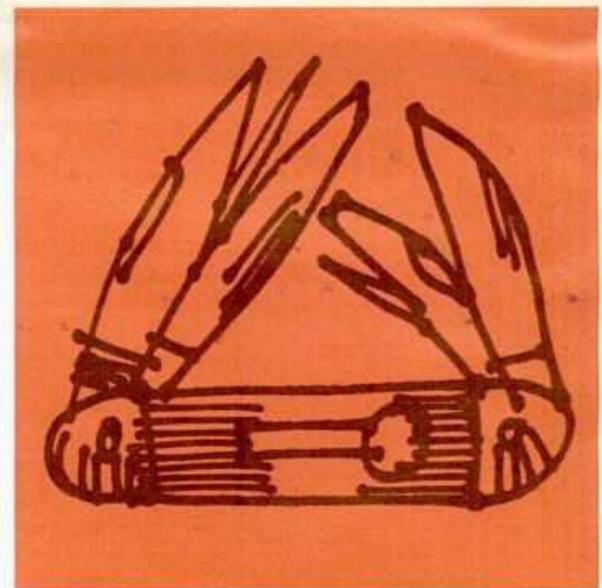


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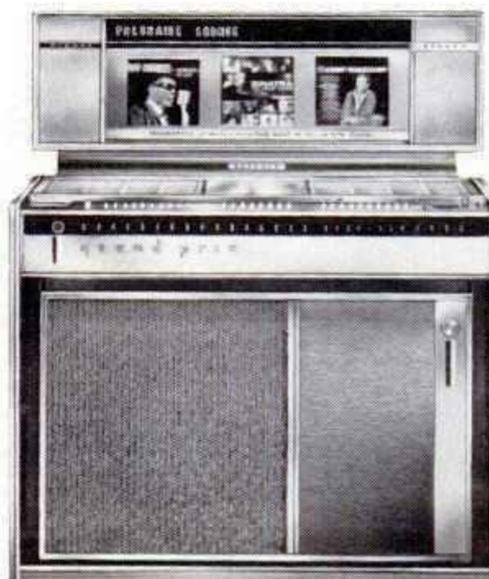
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# COIN MACHINE news

## Gotham Ops Have Problems But Collections Are Ahead

By AARON STERNFIELD

NEW YORK—Local operators and distributors are beset with their usual share of troubles, but they're not complaining too loudly.

Both music machine and game collections in the New York area have been running slightly ahead of last year, with prospects for the last quarter of 1964 bright.

Ask an operator here, "How's business?" and he'll generally grumble about loans, bonuses, cost of equipment and legislation.

All these complaints are valid, but the New York operator long ago has learned to function un-

der trying conditions and make money in the process.

### Taverns Busy

Prosperity is the general condition in the Gotham area; unemployment is low and neighborhood taverns are doing fairly well. All this adds up to more dimes and quarters in the juke boxes. Games, limited to pool tables, shuffle alleys in New York City and to those plus non-free-play pinballs in most of the State, are also doing well.

Major problems, particularly in New York City, are loans and bonuses. Location owners, conditioned by the years, attempt to squeeze every nickel they can from the operators. Many operators, bowing to the fear of hav-

ing competitors move in, are willing to be squeezed.

The Music Operators of New York, a local trade association, is trying to keep the situation from getting out of hand. MONY lists credit information about locations, recording those locations which have extracted money from operators and failed to pay them back. This information is available to local operators. So if the operator does get taken, it's his own fault.

### Twin Evils

Nonetheless, most operators here agree that loans and bonuses are here to stay. Many, however, are taking a business-  
*(Continued on page 48)*

## EDITORIAL

## The Industry Pulse

Just what kind of a year has the juke box and amusement game operator had? How are collections compared to last year? What are the significant problems? Is the operator having trouble with legislation or with loans? In short—just what is the state of the industry?

These and other questions become significant as Music Operators of America concludes its biggest and best convention in years. The convention is, of course, the result of a lot of hard work by MOA directors as well as other members of the industry.

But in the final analysis, the MOA show is bound to reflect the industry it represents. And a healthy show can't help but be due in large part to a healthy industry.

This is not to say there aren't problems. Many areas report business off from last year. Still other areas point to good music collections but trailing game revenues. This in itself might be a problem needing further exploration.

But taken as a whole, the industry has had a good year. Beginning in this issue, Billboard presents the first in a series of regional reports giving a detailed analysis of some dozen of the nation's key marketing areas.

## Auto Settlements Spur Detroit Outlook

By HAL REVES

DETROIT—The Coin machine business outlook in the Motor City is unusually optimistic following the settlement of a series of automotive crises. As first Chrysler and Ford settled their individual labor differences, the improvement in mood was noticeable. The General Motors settlement served as a topper.

"I find business good. We've had a pretty good summer, compared to recent years," James Morisi of Joy Amusement Company says of both his music and games routes. His is typical of the reaction of operators in the area.

"Things should start picking up right now. They've signed the auto contracts—and if they are going, we are going."

### Good Time to Buy

This theme was enlarged by others like Joe Ruggirello of Val's Music, local juke box operator.

"It's a good time to buy new equipment. I'm looking for a good season this fall and winter."

There are problems in music for certain locations, and the net result can mean poor business in such areas. The situation is explained clearly by Tom Mutter, manager of the Consolidated One Stop, who is in contact daily with a good cross-section

of juke box operators.

"In a teen-age location, like a hamburger spot, a man can put in a machine and it will go great guns for three or four weeks. Then the teen-agers make such a nuisance of themselves that the owner will throw it out—that's the story of the juke box business!"

### Game Ops Optimistic

The more optimistic view seems actually to come this time from the amusement game rather than the juke box side. Thus A. Jordan Spring of the Ray-O-Lite Company with a sizable games route says, "Collections are fairly good, though equipment costs so much more

and overhead is so much higher that you have to have bigger collections.

"I look forward to a good fall. The government is spending an awful lot of money, and it can't help but get into someone's pocket. Business in general is up, though there are soft spots in our economy."

With a diversified spectrum of amusement devices, Joe Auton of Michigan Midget Movies reports, "I think prospects are all right. I look for a little upturn. For instance, I've had quite a few inquiries on coin-operated rides lately. This field was dormant for quite a while."

Another operator with a good range of games, Everett E. Dewitt, typifies the optimism in this field predicting "pretty good prospects for this time of year. I expect this fall to be better than we have had in a long time. People seem to have money and are spending it.

"In fact, I think the next few years will be the best we have had in a long time. People are getting more money—and they have shorter weeks to work."

Dewitt goes on to point to a special problem in the business here—"The operator who knocks off a location when it is to be sold." The procedure is to have a working arrangement with a real estate man. The latter tells the bar owner not to let anyone know of his plans for sale until the deal is completed. The operator then gets the new owner's name and gives him a sales pitch before the established operator in the spot knows anything is happening.

Taxes and legislation appears to be giving operators little trouble, everyone seems to agree. They are simply accepted as a necessary if not altogether pleasant fact of life. As James Morisi put it, "if they're here, we have to live with them." A fair spirit in dealing with the industry by public officials in this area is appreciated. Spring commented that "I think our Police Department and the Licensing Bureau bend over backward to co-operate with the operators."

Location loan problems vary.

## Lou Casola Named MOA Bd. Chairman



LOU CASOLA

CHICAGO—Lou Casola, as anticipated, was elected chairman of the board of Music Operators of America at a directors meeting here Oct. 17, following the group's annual convention.

Casola replaces J. Harry Snodgrass, who was previously elected a vice-president. Casola was first elected secretary-treasurer when MOA reorganized in 1962. He was elected president a year later.

A longtime member of MOA, Casola is perhaps best known for his public relations work through the years. He was head of the Coin Machine Council, public relations arm of the coin machine industry, when that group was formed several years ago.

He has also been active in public relations work with MOA. He has served as general convention chairman of MOA and it is to his as well as Snodgrass' credit that MOA has enjoyed the revival it has during the past three years.

Thus Spring says strongly, "I don't have a penny out in location loans. I don't have to do  
*(Continued on page 50)*

## Business Up in Massachusetts; Peak Employment Helps Trade

By CAMERON DEWAR

BOSTON — While there are pockets of disagreement here and there, the over-all view of the music and games situation in the general Massachusetts area points to a year, which although it has had its peculiarities, will probably be ahead of 1963.

From checks with both distributors' sales figures and operators' reports of grosses it would appear that the operator is in a more solid financial position than at any other period in the history of the industry.

The area has shown and will apparently continue to record a steady increase in employment. One big South Shore shipyard recently announced plans to double its work force to more than 6,000 employees, and there are indications that this trend prevails in many scattered areas.

The building trades have picked up here in the past month and indications are that people have a little more money and are spending it.

### Summer Cool

There were a number of complaints that the cool summer had slowed grosses in some areas. Many did not go to beach areas, but those who did were inside a good deal of the time where

music and games could be patronized, a situation that probably evened things out.

Al Dolins, an operator in the busy resort of Hyannis on Cape Cod, reported that "the cool weather helped to keep vacationers off the beaches and brought them into places where they could play."

On the other hand, many peo-

ple never left town, and as Brookline operator Harold Bond says, "this was fine for my business." However, as far as the rest of the year is concerned, he sounds a note of caution on being too optimistic. "The baseball season has begun to cut into the take a little," he says, "and it's obvious that many people are  
*(Continued on page 49)*

## Kansas Op Has Good Year

By BEVERLY BAUMER

HUTCHINSON, Kan. — As business entered the last quarter, game and machine collections for Hutchinson Vending Company were up somewhat from the same period a year ago. Operators H. W. Johnson and Robert Allen attributed the gain in part to a healthier economy in the Southwest Kansas region.

"Prospects here are rather good for the rest of 1964," said Allen. "Hutchinson is building some new motels, a new dime store, and has a new factory. All these things will boost the economy during the winter and quite a number of new workers will be hired. Anyone who wants to work is working.

"We likely won't expand our territory. We will have a few new locations open up and we intend to take care of them," Allen said, referring to the remainder of 1964.

Johnson pointed out that the firm's policy of switching machines more frequently and keeping music boxes up to date has helped Hutchinson Vending to tap the new growth potential.

He reported no special tax or legislative problems in the area other than the increase in cigarette taxes which were passed on by raising cigarette prices.

Neither operator foresaw any significant changes in commission and location loan arrangements.

# 'Barn Dance' Action Offered In Two New Bally Pin Games

CHICAGO — Engineers at Bally Manufacturing Company here have designed two new pinball games with ball action reminiscent of the old-time barn dance.

"So we took the barn dance theme," said Bally President Bill O'Donnell, "and named our new standard model 'Harvest' and our new add-a-ball model 'Hay-Ride.'"

Both the new games are in the single-player flipper class and are currently being shipped to distributors.

"The barn dance action is accomplished partly by the use of four sling-shot kickers (instead of the usual two) grouped close to the flippers, and partly by the action-accenting layout of the entire playfield," O'Donnell



BALLY HARVEST

declared to the press in unveiling the new products.

Another layout feature common to both games was praised by O'Donnell, i.e., the Free-Ball Gate at the bottom right corner of the field which can be opened by crossing one of the top rollovers, O'Donnell explained, the player has the entire expanse of the playfield in which to "flip per-finagle" the ball toward the open gate.

Another mode of opening the Free-Ball gate is by hitting the Mushroom Bumpers "B-A-L-L" or "A-L-L-Y." This opens the gate and lights the "Star-Bumper" which is the key to the 1 to 10 "Holdover Feature," scoring up to three specials. Hitting "B-A-L-L-Y" opens the gate, lights the star and "Special" on the lower left rollover.

## BUSINESS AS USUAL

# Williams-United Under One Roof

CHICAGO—For a while last week it appeared to the casual observer that something had come unglued in the modernistic United Manufacturing plant at 3400 North California Avenue.

Executives were looking for their offices. Secretaries had misplaced their executives. And half the telephones were disconnected.

All was well, however. Business didn't miss a beat. United was merely making room for 400 production and management personnel from the old

Williams Electronic Manufacturing plant on Fillmore Street.

"As a matter of fact, Williams-United has been handling a heavy volume of orders during this two-month moving operation with nary a hitch," reported sales executive Buddy Lurie.

Despite the complications of moving, the Williams division managed to introduce a new pin game called Whoopee last week.

The mammoth moving job, which has been going on day and night, is scheduled for completion early this week.

"The first pinball games will begin moving off the new assembly lines right away," Lurie said.

During the move, Lurie reported, the demand for Williams and United equipment was heavy enough to necessitate overtime work at the plant. "But we have met all our shipping schedules," he declared.

The influx of personnel will bring the work force at the plant to 700. The plant affords 100,000 square feet of work space, completely air conditioned. Additional parking space will soon be provided for the added employees.

All new machinery will comprise the expanded production facilities, and, according to Lurie, "will help establish this as one of the most modern and efficiently operated plants in the United States."

With the advent of full-scale production at the California Avenue plant, Lurie disclosed, a series of new products will be introduced.

## Wolberg Prexy Of Chi Dynamics

CHICAGO—The rush of three conventions being what it was, Billboard inadvertently identified the president of Chicago Dynamic Industries as Eddie Ginsburg.

Of course, everybody knows that Chicago Dynamic's president is Samuel Wolberg and that Eddie Ginsburg is president of Atlas Music Company here.

Billboard's apologies to two gracious gentlemen who took the mistake in good humor.

## Recent STEREO RELEASES for Music Operators

### SEEBURG LITTLE LP's RELEASES

#### Pop Vocal

ROGER MILLER—Roger and Out (Dang Me) . . . Smash Dang Me—I Ain't Comin' Home Tonight—If You Want Me To—Chug-a-Lug—The Moon Is High—Squares Make the World Go 'Round

BROOK BENTON—On the Country Side . . . Mercury Faded Love—Don't Rob Another Man's Castle—Everytime I'm Kissin' You—I Don't Hurt Anymore—My Shoes Keep Walking Back to You—I'll Step Aside

#### Pop Instrumental

STAN GETZ & JOAO GILBERTO—Getz/Gilberto (Twin Pack) . . . Verve Vol. I The Girl From Ipanema—To Hurt My Heart—Desafinado—Doralice Vol. II Corcovado—O Grande Amor—So Danco Samba—Vivo Sohando

#### Country & Western

FARON YOUNG—Country Dance Favorites . . . Mercury Save the Last Dance for Me—Faded Love—Till I Waltz Again With You—She Thinks I Still Care—I Can't Stop Loving You—Honky Tonk Song

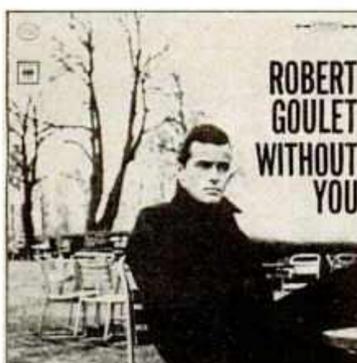
All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

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More Themes for Young Lovers Percy Faith 7-8967
When Lights Are Low Tony Bennett 7-8975
Call Me Irresponsible Andy Williams 7-8971
The Third Album Barbra Streisand 7-8954

All available through your local one-stop or Columbia Records distributor!

# Runyon Sales Revamps Qtrs.

NEW YORK—Runyon Sales, distributor of Rowe AMI, Williams and Midway equipment, is undergoing a general refurbishing of its offices.

Some office functions, currently taking place on the second floor, will be moved to the rear of the ground floor behind the showroom area. New internal communications equipment is being installed to facilitate customer handling, either in person or by telephone. In addition, new telephone switchboard equipment is being located on the ground floor in a reception area and the operator-receptionist will be able to relay information to staff members anywhere within the building or have them come from one part of the building to another.



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Gottlieb Liberty Bell . . .	395
Gottlieb Wagon Train . . .	95
Wms. Titan Gun . . . . .	165
Wms. Hercules Gun . . . .	125
Seeburg C . . . . .	95
2200 Wurlitzer . . . . .	295
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# Atlanta Coin School Staged By Wurlitzer

ATLANTA—Some 35 operators and servicemen attended a five-day Wurlitzer coin machine seminar here recently and celebrated with a gala banquet on the closing night of the meetings.

The classes were conducted by the Wurlitzer service department under C. B. Ross, manager, and Harry Gregg, Karel Johnson and Hank Peteet, instructors.

Attending the closing night banquet were representatives of Peach State Distributing Company including owner-partners Dyke Hawes and Al Hawkins, Macon; Jim Faulk, manager of the Columbia, S. C. branch; Dick Buford, manager of the Atlanta branch; and Bill Ray, in charge of the Atlanta service department.

A. D. Palmer, Jr., advertising and sales promotion manager of Wurlitzer, was the featured speaker for the banquet.



KAREL JOHNSON seems to be saying: "Well, you've got it apart; let's see you put it together again."



HANK PETEET and some very interested students get right down to the nuts and bolts of the business.

HUMOR AT THE BANQUET. H. W. Peteet, Karel Johnson, Harry Gregg, C. B. Ross, A. D. Palmer and Jim Faulk seem to be enjoying the proceedings.



THE WURLITZER school instructors stand for some well deserved applause.

HARRY GREGG shows the mechanical brain that plays 45 and 33 1/2 records inter-mixed.



# Ops Experiment With Nickel

DENVER — A return to 5-cent record programming is something which few operators in the Denver area ever expected to see again—yet that's exactly what is happening in the Colorado capital city and, indeed, throughout the State.

Since early summer 1964, more than a dozen operators in the Denver area have begun offering phonograph music at 5 cents (or six for 25 cents) on part of their routes. Out in hinterland cities such as Greeley, Fort Collins, Sterling, Kit Carson and Pueblo some operators have re-equipped as much as 50 per cent of their routes to accept the good old nickel.

Operators by and large declare that 5-cent play is "experimental" or being used "in emergency" in an effort to boost collections in locations which have been marginal. However, with many locations showing at least a moderately-better return on 5-cent play, it is obvious that the boxes are going to stay that way.

### Trade Saver

A typical operator is Bud Elliot, of Elliot Amusement Company, with headquarters in Lamar, east of Denver. Elliot has operated for many years in prime restaurant and tavern spots along major highways throughout Colorado. A discouraging drop in volume through most of 1964 has made it necessary for the Colorado

operator to "take extreme action" on most of his routes, and to go back to 5-cent play even in what had been popular 10-cent play spots. One such place is the largest roadside cafe at Kit Carson, Colorado, a favorite stop for tourists, truck drivers, and commercial travelers.

Surprisingly, 5-cent play has been by no means limited to elderly phonograph and amusement machines. Instead, in about half of all instances, operators have put near-new machines back into 5-cent service.

Distributors, of course, view the situation with chagrin. Most declare that going back to nickel play is defeatism, and contra-

# Nerve, Drink Tester Shown

CINCINNATI—A stern test of nerves (or drunkenness) is incorporated in a coin-operated game being imported from Germany by L. T. Patterson Distributors here.

Shown recently at the music operators' exhibition in Chicago, the tests consists of a bent wire along which a small-diameter ring must be passed. When the ring touches the wire the game is terminated.

If the ring is passed the length of the wire successfully, the player's coin is returned.

# Banquet and Show a Hit

CHICAGO—The magnificent Terrace Casino of the Morrison Hotel set the scene for the banquet and floorshow climax to the Music Operators of America convention here last week.

Presiding over the formally attired assembly was outgoing president Lou Casola. He was presented an award by J. Harry Snodgrass, chairman of the MOA board of directors.

The evening's massive array of entertainers included: Tony Bennett, Joe Williams, the Kim Sisters, Boots Randolph and the Back Porch Majority.

It was the last MOA gathering at the elegant Terrace. The Morrison has been sold to a Chicago bank and will soon be razed.

dictory to the fact that new, attractive stereo equipment, with a 10-cent price has usually made money for the operator.

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Bally Fire Chief .....	395	Elsie the Cow .....	225	Round World Trainer .....	395
Bally Hot Rod .....	395	Fire Engine (All Tech) .....	395	Satellite .....	495
Bally West'n Express .....	395	Highway Patrol .....	525	Space Ship .....	275
Bally Speed Boat .....	395	Helicopter .....	495	Sandy Horse .....	325
Boat Ride .....	275	Indian Scout .....	495	Sitdown Drive Yourself .....	375
Big Bronco, Ex. ....	295	Junior Jet .....	175	Scientific Boat .....	295
Chuck Wagon .....	395	Kamel Ride .....	475	See-Saw Clown .....	225
		Lightning Horse .....	295	Stone Age, new .....	550
		King's Choo Choo .....	250	Twin Merry Go Round .....	295
		Moon Rocket .....	495	Toonerville Trolley .....	395
		Meteor Hot Rod .....	250	Twin Horse Stage Coach .....	395
		Motorcycle .....	325	Turnpike Auto Test .....	525
		Miss America Boat .....	295	Tusko Elephant .....	475
		Musical Ferris Wheel .....	425	Bert Lane Fire Engine .....	350
		Model T Ford .....	375	Bert Lane Lancer Horse .....	295
		Indian Scout .....	495	Bert Lane Whirley-bird .....	495
		Midget Racer .....	375		

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# Vienna Coin Fair Features Exhibits From 35 Countries

By OMER ANDERSON  
VIENNA — On the heels of the Chicago conventions this month of the Music Operators of America (MOA) and the National Automatic Merchandising Association (NAMA), some 65

coin machine firms from 35 countries will exhibit equipment at an international coin trade fair in Vienna from Nov. 7 to 15.

The fair's sponsor, Verband des Oesterreichischen Automaten-gewerbes (Association of the Austrian Coin Machine Trade or VOA), hopes to make the international exhibition an annual affair with world-wide participation.

The fair will underscore Vienna's geographic and commercial situation as an East-West trade crossroads, and, hence, the ideal place for coin machine equipment manufacturers in the Western countries to establish con-

tacts to the potentially immense Iron Curtain market.

Vienna is also being actively promoted as a center of trade with the Mediterranean area, including the Middle East and Africa. King Saud of Saudi Arabia gave the city of Waltzes a big boost in this direction during his long visit here a year ago with an entourage of 167, including 18 concubines. At this time, Saud purchased 15 juke boxes for shipment to his harems in Riyadh.

The Austrian trade organization also will use the fair as a sounding board for its efforts to organize a European coin machine trade organization, which would bring together all national

trade groups and manufacturers. Dr. Rudolf Rampf, a leader of the VOA, is evangelizing that a European trade organization is an urgent necessity in the present era of trading bloc rivalries and intricate tariff negotiations symbolized by the Kennedy round of tariff cutting talks in Geneva.

## U. S. Soundings

European representatives of American coin machine manufacturers regard the Vienna fair as a prime opportunity for the U. S. trade to take soundings on the controversial Iron Curtain market.

Even here in Vienna, the experts are divided in their assessment of the potential of the Curtain market. Some experts believe that it will be another full decade at least before the Communist countries offer a real market for Western coin machine equipment. Other experts, no less knowledgeable on conditions in the Communist bloc, forecast a large market within a few years.

The fair will be held in Vienna's Kunstlerhaus, center of the city's cultural life. The formal opening will be conducted by Vienna's lord mayor. The Saturday morning opening will be followed by a full day of technical trade discussion, and in the evening city officials will be host to delegates at a wine sampling session at the Heurigen, a famous Viennese tavern serving wine made from grapes grown by the proprietor.

## Social Highlights

The following day, Sunday, delegates will be guests of the city at a performance of the world-famed Spanish Riding School in the morning, and at a gala performance of the Vienna State Opera in the evening.

Reservations indicate that Hungary, Romania and Bulgaria will be represented at the fair by large delegations, as will Yugoslavia. The Communist countries are interested in purchasing equipment for their State tourist hotels and restaurants catering to hard-currency clientele.

The bulk of juke box sales made by Western manufacturers to the Communist countries are for tourist centers. The Communist tourist enterprises are expanding their purchases of coin equipment to include considerable vending equipment and some games.

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Southland Mr. Quick Draw, Like New ..... 100.00  
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ChiCoin Ray Gun ..... 225.00  
Southland Speedway ..... 195.00

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1963 ChiCoin All-Star ..... \$195.00  
Bally Heavy Hitter ..... 50.00  
Bally Big Inning ..... 50.00  
Bally Target ..... 50.00

### BIG BALL BOWLERS

Bally Pan American ..... \$100.00  
Bally Trophy ..... 25.00  
ChiCoin Princess ..... 395.00  
ChiCoin Sparelite ..... 595.00  
United Falcon, 16 ft. .... 245.00

### VENDING

Bally 641R ..... \$450.00  
Bally 662 ..... 550.00  
Bally 597 ..... 25.00  
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ChiCoin Strike Ball ..... \$495.00  
ChiCoin Starlite ..... 395.00  
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ChiCoin Pro ..... 195.00  
ChiCoin Aristocrat ..... 195.00  
United Bank Pool ..... 250.00  
Bally Official Jumbo ..... 50.00  
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Bally Bucky Horse, New .. 395.00

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Bally Sky Diver 1 P (FB) .. 295.00  
Bally Moon Shot 1 P (FB) .. 185.00  
Gott. Shipmate 4 P ..... 495.00  
Gott. Gaucho 4 P ..... 350.00  
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Gott. Sweet Sioux 4 P ..... 125.00  
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# Gotham Collections Ahead; Few Gripes

• Continued from page 45

like approach to the twin evils, insisting on a good contract and often charging bank interest on loans.

Local operators long ago have learned to live with games which bring in the coins at a slow but steady pace. The State never was bingo territory, and even straight pinballs have been illegal in New York City for more than 20 years.

As a result, pool tables, shuffles, bowlers and gun games are the backbone of the game industry in New York City, with straight five-balls in most of the rest of New York State.

### No Free Play

Free play is tabu, and there has even been a question about the add-a-ball feature. A proposed change in the New York State Penal Code would tighten up still further the game restrictions.

With the restrictions on games, New York operators probably pay more attention to juke box programming than operators in other sections of the country. They have to. The quick buck in games just isn't there.

Stereo little LP programming has helped operators increase phonograph collections, and, as more little LP product becomes available, these increases are more noticeable.

While the little LP hasn't proved a bonanza to Empire State operators, it has provided increases of from 10 to 20 per cent on top locations.

### Urban Renewal

In New York and other metropolitan areas—Buffalo, Syracuse, Rochester and Albany—urban renewal is causing operators some headaches.

Most of the top music and game locations are in working-

## DEANS HOLD CHICAGO MEET

CHICAGO—"Do you remember—when we used to collect pennies? Or when we gave a \$10 bonus?" If you do, you were probably attending an "Old-Timers" banquet here Sunday (18), following the big Music Operators of America convention in the Sherman House. Willie Blatt, "dean of the old-timers, called the meeting to order. Everyone with 15 years or more in the coin machine industry was invited.

class neighborhoods, and these neighborhoods are losing their identities. As slums are torn down and replaced by housing projects, neighborhood taverns either disappear or are replaced by brightly lit restaurants. The net result is a loss of good coin machine locations.

The move to the suburbs, which reached its peak in the mid-1950's, is slowing down. Suburbs are now taking on some of the characteristics of city neighborhoods, with friendly ginmills sprouting up in Nassau, Suffolk, Westchester and Bergen counties.

### Suburban Operations

Operators are moving to the suburbs along with their locations. While the number of operators and locations in the city have diminished slightly during the year, the suburban increase has more than compensated for this diminution. The pace should be accelerated in 1965.

All told, things look bright for the New York operator. He's learned to live with his problems, and as long as the general level of the economy holds up, he should be able to make his annual trip to Miami this winter.

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# Business Up in Mass.; Peak Employ'm't Helps

• Continued from page 45

going to be concerned with the election on TV."

Even at that, Bond sees 1964 as a year that should equal if not surpass 1963. A number of city operators are of a similar opinion, but generally the feeling is that the year will work out at least as well as 1963.

**Bubbling Beatles**  
 "If nothing else will put this year ahead of last it will have been the Beatles," says Newton operator Perry Lipson. "The kids demanded these entertainers so much that it certainly put my collections ahead, and I don't see how it could have missed helping most operators," he added. Lipson believes business will hold up to the end of the year and suggests that "another explosion like the lads from Liverpool would make us all happy."

This has been a good year for Milton operator Ralph Lackey. He is of the opinion that, while there were some dead areas due to unemployment and other economic conditions the year will go down as quite satisfactory. Lackey was helped considerably by the pocket billiard center he opened this season on the Cape. "With air conditioning, the crowds came in during the day if it was hot and at night business was even better since the nights were somewhat cool for standing about," Lackey said.

As far as Leon Sherter, of Chester Music in Newton is concerned, he has seen much better summers, chiefly because of changeable weather and work stoppages, which slowed his collections. However, as he says, "things seem to be back to about normal and most of the factories are back to work with big orders ahead." This, he feels, will even things out and add up to a reasonably good year at least as good as last.

**Loans Troublesome**  
 The circumstances prevailing in this area regarding loans are considered by most operators to be in an extremely bad condition. Everyone seems to deplore it, but nobody appears to do anything to improve the situation. A bold attempt to handle conditions which reportedly have gone from bad to worse was under way with a newly formed operators' organization. Unfortunately, however, the completion of the group was stalled by illness and other hindrances with the result that nothing has been

# Dixie & Fab Join Forces

DOTHAN, Ala. — Dixie Amusement Company here has joined forces with Fab Amusement Company, with headquarters in New Orleans, it was announced by Mrs. Joe Joseph, acting president of the Dixie firm.

The merger followed the death of President Joe Joseph, at 52, last May. Since then, Carlos Hilburn, general manager, also died, leaving management of Dixie Amusement Company, largest phonograph and game operation in Southern Alabama, entirely in Mrs. Joseph's hands.

# Cinevox Has Larger Screen

HICKSVILLE, N. Y.—Cinevox, the coin-operated sound and film music machine, has had its screen enlarged and, according to Henry Schwartz, vice-president of Cinevision Corporation of America, the new 27-inch screen represents an increase of some 80 per cent in viewing area.

The Cinevision firm, which has the selling rights for the Italian-made machine in the U. S. and its possessions, is meeting the increasing need for films for the machines, Schwartz indicated, through an arrangement with Cinimage Films. Cinimage will produce eight new

three-minute, full-color films per month for the next year.

Production of the first five films is completed, according to Joseph Albanese, producer and vice-president of the New York-based film company. First prints of the films are in the hands of distributors now, Albanese said. Distributors are thus in a position to view the quality of the first Cinimage films before placing orders. This quality comparison opportunity was extended to distributors, according to Albanese, because most of the previous films were made in Europe whereas his product was made here.

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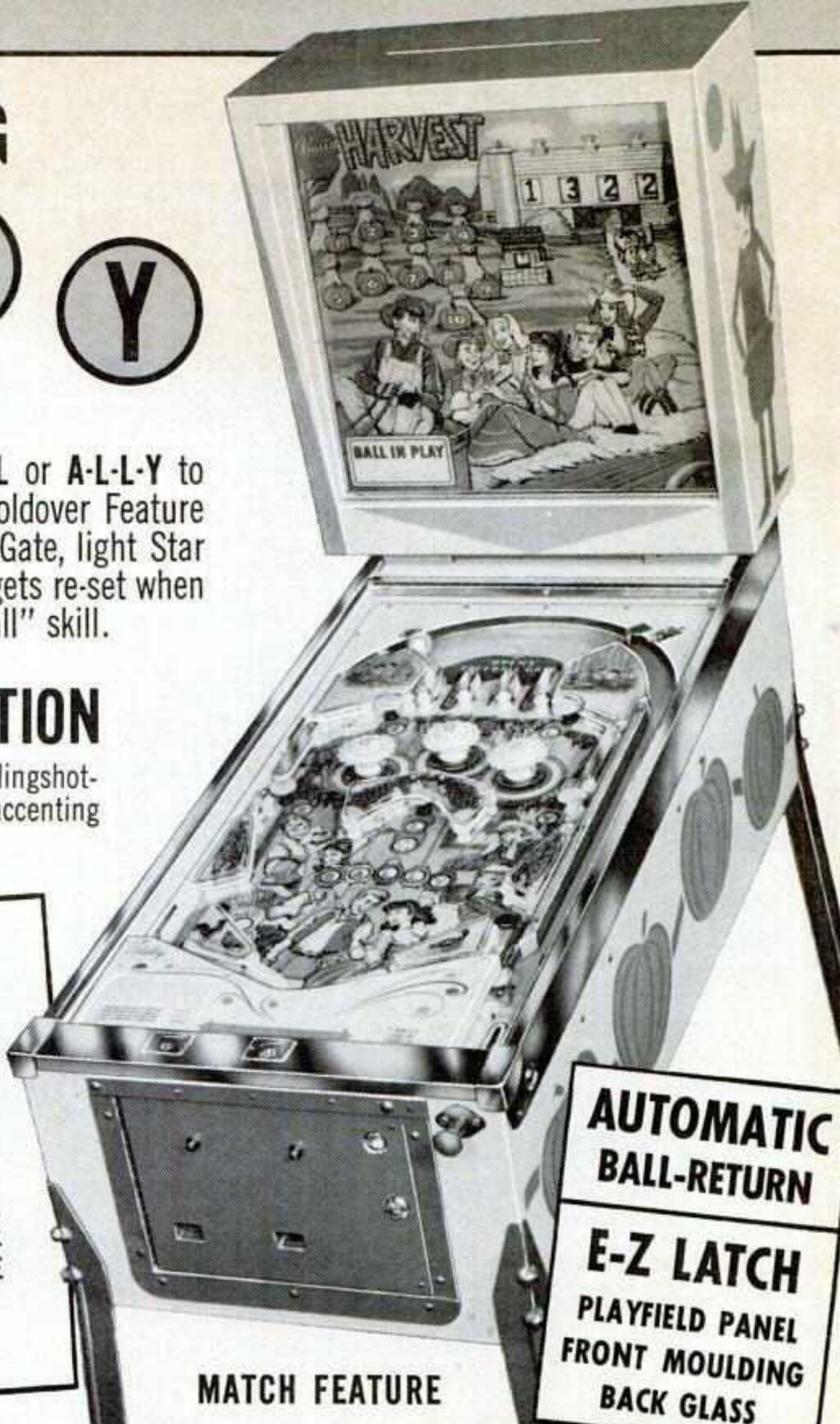
Light A-L-L to open Free-Ball Gate. Light B-A-L-L or A-L-L-Y to open Gate and also light Star, which is key to Holdover Feature scoring up to 3 Specials. Light B-A-L-L-Y to open Gate, light Star and also light Special at Bottom Left Rollover. Targets re-set when ball enters out-hole, challenging player to "one-ball" skill.

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Gate can be opened by lighting A-L-L or crossing Top Rollover when lit. When Gate is opened by Rollover hit, player has entire playfield, from top to bottom, to flipper-finagle and juggle ball toward and through Gate. No wonder players call HARVEST and HAY-RIDE the most exciting and strenuous flipper "work-out" in years! Get HARVEST busy for you today. Order HAY-RIDE for Add-A-Ball operation.



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# Rodeo by Midway Offers 25% Expanded Play Area

CHICAGO—Now rolling off the Midway Manufacturing Company assembly lines is a new two-player pin game called "Rodeo."

Distribution of the new product has begun, reports company president Marcine Wolverton, following exhaustive tests of "Rodeo" on location and avid operator response to the game at the recent convention of coinmen in Chicago.

The key feature of "Rodeo" emphasized by Wolverton is its "center shooting" design. By means of this new shooting concept, the playfield has been enlarged 25 per cent over side-shooting games of the same surface area.

"The extra play area adds greatly to the drama and excitement of the game," Wolverton declared.

Rodeo is adjustable for three or five-ball play and is designed



RODEO

with four kickers, two flippers and four action bumpers.

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Gottlieb Fashion Show ..... 225	Gottlieb Gigi ..... 215
Gottlieb Flying Chariot ..... 315	Gottlieb Olympics ..... 215
Gottlieb Preview ..... 250	Gottlieb Show Boat ..... 155
Gottlieb Swing-a-Long ..... 285	Gottlieb Slick Chick ..... 185
Williams Jumpin' Jacks ..... 350	Gottlieb Sweethearts ..... 270
Williams Oh-Boy ..... 325	Gottlieb Tropic Isle ..... 180
Gottlieb Gaucho (4 players) ..... 325	Gottlieb Rack-a-Ball ..... 265
Gottlieb Liberty Belle (4 players) ..... 300	Gottlieb World's Fair ..... 310
Gottlieb Shipmates (4 players) ..... 410	Williams Three Coins ..... 175

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# COINMEN in the news

## Chicago Chatter

Amid mounting praise locally in the wake of the smashing successful MOA and NAMA confluxes can be heard constructive criticism. Some Illinois operators said they couldn't do justice to all the MOA exhibits in a day. "A four-hour exhibit period wasn't enough for me," commented Michael Detzek of Champion Music and Amusement here. He could only devote one day to the MOA. . . . Suggested Wico's Morrie Wiczer: "Maybe the MOA could open up exhibits during an entire day for those operators who can get away from work for just a day." . . . Outgoing prexy of Illinois Operators Association, Les Montooth of Peoria, estimated some 70 to 100 Illinois operators attended the Chicago convention. . . . Our congratulations to the new Illini leader, Bill Poss of Aurora. . . . 250 coinmen were guests of Wico president Max Wiczer at a Kaffee Klatch Saturday (17). All were delighted with Wico's expanded sales and warehouse facilities. . . . Exiting right after the convention for half a month's vacation was Chicago Recorded Music Association president Earl Kies. . . . Chet Gore of Exhibit Supply sustained a minor back injury recently—was home-bound a week. . . . Sam Stern of Williams would like to get lock, stock and barrel moved into new digs by election day. . . . Operator C. C. Bishop (Bishop Music, Raleigh, N. C.) graciously escorted a bevy of German operators through MOA exhibits on Friday. . . . "Wunderbar!" commented the Deutschlanders. . . . Alvin Gottlieb reports Gottlieb Memorial Hospital will sponsor a lecture series on health problems this fall. . . . Hastening to enroll is Morrie Wiczer (Wico) who stepped off a curb right after MOA and sprained an ankle.

RAY BRACK

## Gotham Gleanings

Albert Simon, in Hawaii as a guest of Rock-Ola for meeting his sales quota, had no need to worry about things being handled efficiently in his absence. Stalwarts Albert D'Inzillo and Harry Koepfel were keeping things running smoothly as always. Commenting on the balmy weather New York was enjoying, Harry said, "It's almost as warm here, I'll bet, as in Hawaii." He wasn't far from being right on the button. It was 74 degrees in Gotham, 75 in Honolulu.

Veteran coin and arcade authority Mike Munves passed up the MOA and NVA conventions in Chicago. Mike, who has created so many amusement devices and has attended so many conventions, said that there was no special reason for going since, as he put it, "Joe Munves was there!" Meanwhile, as Mike was talking, a couple of friendly hecklers from Irv Holzman's United East Coast Corporation were kidding the window washer who was working on Mike's windows. They were trying to kid Mike about the poor job the washer was doing saying, "he's skipped our windows for six months and they look as good as yours after he washes them." Meanwhile, Dick Greenberg noticed a woman who was placing a miniature box of chocolates on Mike's desk and telling him what a wonderful Christmas present chocolates would make for his customers. There was little in the temperature to make one think of Christmas holiday gift giving, for outside it was in the 70's. Someone

said to Mike that it was too bad that Irv Rosenthal had closed his Palisades Amusement Park for it was warm enough for the park arcade to be open and doing business. Someone else asked Mike if he still rented arcade equipment to parks for the season. It came out that the Munves Company now only sold outright. Asked what new ideas and machines were being conjured up by the Munves minds, Mike said, "Joe is the one to see. He'll have something to say after the first of the year."

A recent story in The New York Times revealed that 28 bars were eliminated when the Lincoln Center for the Performing Arts was built in the area in which the bars were located. Another story in the same paper pointed out other reasons for the demise of neighborhood bars. One such reason was that the portion of Manhattan's population from Cuba and Puerto Rico are great lovers of beer, as well as music. However, the reason that juke boxes and bars do not prosper is that it is the custom of most people from the Caribbean area to take their beer home and drink it there. So, operators lose locations and lose business in some that are left.

Trucks from New Jersey operators are paying their share of tolls for using the Lincoln Tunnel to come into New York. In recent days, Casino Amusement's truck from Asbury Park, and Pat and Vinnie Storino's S&S Amusement Company truck from Toms River came to Tenth Avenue to make pickups from Abe Lipsky. He is also a frequent crosser of the Hudson as he commutes from Cherry Hill, Pa., on a bus that takes one hour and 36 minutes each way.

At the A-1 One-Stop, operators were paying a lot of attention to the special stereo record display boxes put out by Kapp and Epic Records. Otto Wilkinson reported lots of attention and operator interest in the product carried in each of the displays. Asked about the length of time he had been using them, he said "Kapp's has been doing good for the two weeks we've had it. We just got the one from Epic . . . it's brand new." Otto also reported considerable interest in the all time favorites. The Epic display has a portion devoted to a "Memory Lane Series" while Kapp has a separate display called the "Winners Circle." Kapp also has streamers which point out that special stereo records are available for operators and carry the message "Adult Programming at Its Best."

FRANK LUPPINO

# Ohio Group Backs Solons

COLUMBUS, Ohio — The Music Operators of Ohio will support the election campaigns of two Ohio congressmen—Rep. Clarence Brown (7th District) and William McCollough (4th District). The announcement was made by W. D. Hullinger, secretary-treasurer of the Ohio group.

Hullinger said the decision was prompted by the advice of Nick Allen, counsel for the Music Operators of America, and George Miller, former MOA president.

The two Ohio congressmen have been active in the fight to retain the juke box performance royalty exemption.

## Los Angeles Angles

Los Angeles and the area were well represented at the Chicago conventions with the local industry leaders taking advantage of the several groups meeting. Among those attending the Windy City events were Don Edwards and Sig Miller of the R. F. Jones Company; Bob Portale of the Los Angeles branch of Advance Automatic Sales, and Lou Wolcher and Chad McMurdie of the main office in San Francisco; Al Ferber and Leo Simone of the Seeburg branch; Jack Simon, Simon Distributing Company; Gary Sinclair, Wurlitzer Western representative; William R. Hoppel Jr., Badger Sales and Vending Company; Henry Leyser, president of Associated Coin Amusement Company, Inc., Oakland, and Herman Bied, Los Angeles ACA. Don Edwards left Los Angeles well ahead of the meetings to spend some time in Grand Rapids. Sig Miller stayed over in Chicago to visit relatives.

The name of Vendart Company has been changed to Badger Sales & Vending Company since William R. Hoppel joined the firm as general manager. Hoppel's original firm in Los Angeles was Badger, a part of the Badger operation that included the office in Milwaukee. . . . George Muraoka, vice-president of Simon Distributing Company, and Hitomi Russell were married in Las Vegas. . . . John Scavarda, auditor for the Wurlitzer branch here, has resigned and is now with Lee Walker. Ken Siler has been named office manager of the Los Angeles Wurlitzer branch.

MUSIC	BALLY	BALLY
Rock-Ola #425	3 in Line ..... \$375.00	Tournament ..... \$100.00
Grand Prix ..... Write	Sky Diver ..... 325.00	Champion ..... 100.00
Rock-Ola #424	Grand Tour ..... 375.00	Lucky Alley ..... 100.00
Princess Royal ..... Write	Bongo ..... 395.00	
Rock-Ola #418	Cue Tease ..... 325.00	UNITED
S.A.'s ..... \$895.00	Cross Country ..... 150.00	Playtime ..... \$225.00
Rock-Ola #414 S ..... 795.00	Monte Carlo ..... 325.00	Jumbo ..... 225.00
Rock-Ola #408 ..... 745.00	Mad World ..... 395.00	Holiday ..... 395.00
Rock-Ola #404 ..... 645.00	Star Jet ..... 325.00	
Rock-Ola #1468 ..... 295.00	2 in 1 ..... 395.00	GOTTLIEB
Rock-Ola #1458 ..... 225.00		Flying Charlots ..... \$375.00
Rock-Ola #1454 ..... 195.00		Bowling Queen ..... 375.00
Seeburg KD-200 ..... 325.00		Rack O Ball ..... 275.00
Seeburg V-200 ..... 195.00		Swing Along ..... 325.00
Seeburg "R" ..... 245.00		
	WILLIAMS	
	Space Ship ..... \$150.00	
	Valiant ..... 150.00	
	Four Roses ..... 195.00	
	Flipper Parade ..... 225.00	
	SHUFFLE ALLEYS	
	Bally Super	
	Shuffle ..... \$495.00	
	Chicago Coin Pro	
	Shuffle 6-Way ..... 195.00	
	United Bank Pool ..... 325.00	
	GAMES	
	CHICAGO COIN	
	Bronco ..... \$395.00	
	Fire Cracker ..... 395.00	
	Sun Valley ..... 395.00	
	Big Hit ..... 100.00	
	BOWLERS	
	CHICAGO COIN	
	Majestic Bowler ..... Write	
	Cadillac ..... \$875.00	
	Official Sparelite ..... 795.00	
	Grand Prize ..... 725.00	
	Royal Crown ..... 645.00	
	Gold Crown ..... 600.00	
	Continental ..... 545.00	
	Dutchess ..... 300.00	
	Princess ..... 425.00	
	Queen Bowler ..... 225.00	
	Twin Bowlers ..... 195.00	
	CHICAGO COIN (Like New)	
	Championship Rifle	
	Gallery ..... \$495.00	
	Riot Gun ..... 395.00	
	Long Range Rifle ..... 325.00	
	Pony Express ..... 275.00	
	WILLIAMS	
	Vanguard ..... \$150.00	
	Midway Shooting	
	Gallery ..... 150.00	
	SPINNERS	
	Like New ..... \$ 50.00	

CALDERON DISTRIBUTING CO., INC.

433 N. ALABAMA STREET, INDIANAPOLIS, IND. PHONE: MELROSE 4-8468

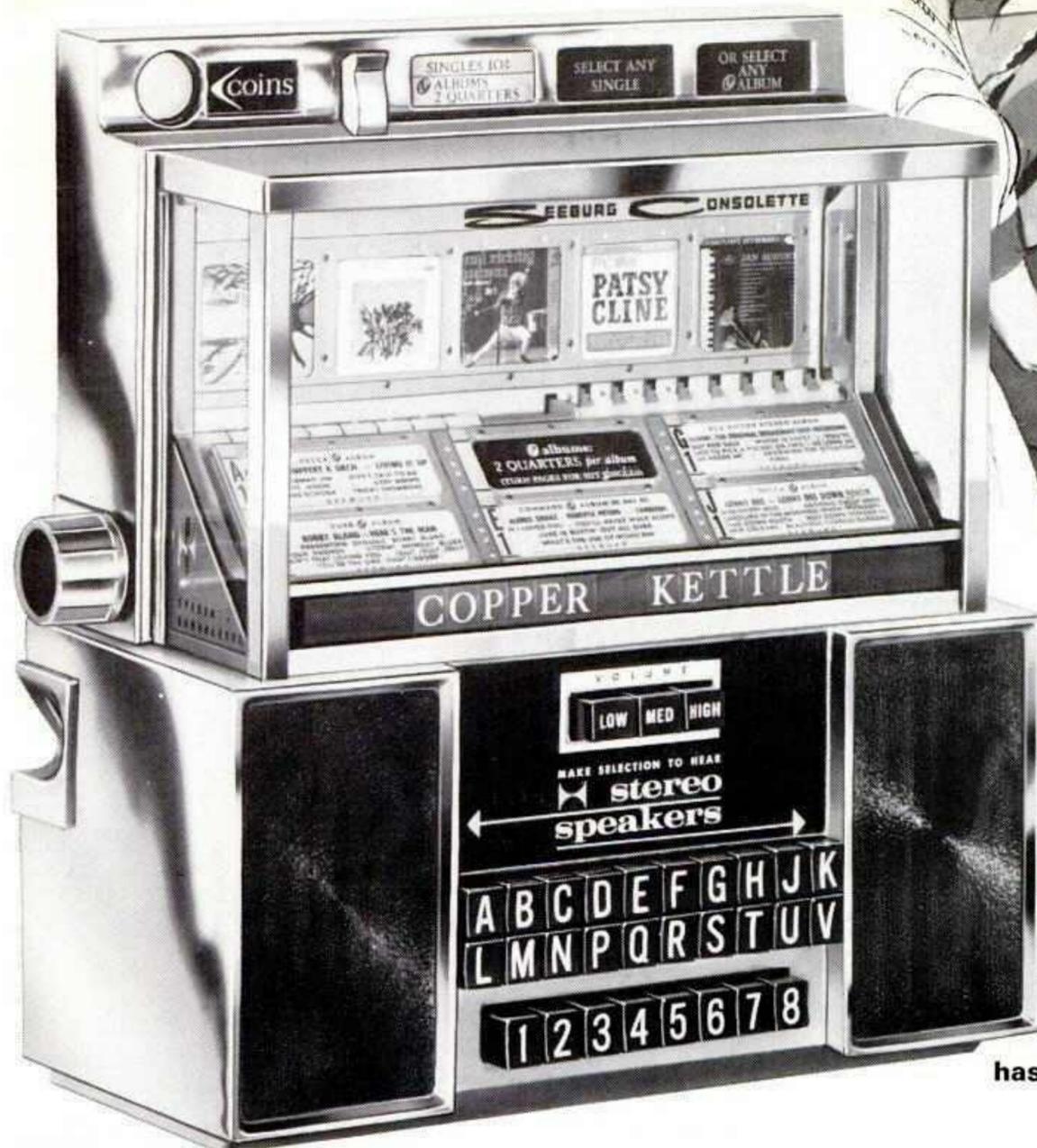
# **new** copper-finish Consolettes

**Seeburg's popular remote unit now available in rich, warm copper finish...in addition to brilliant chrome.**

New Seeburg Stereo Consolettes have all the famous features that have made them so popular with location customers and so profitable to operators. Foolproof remote Income Totalizing, twin stereo speakers, 3-way volume control, Little LP Albums display panel. Now, in answer to requests from many operators, Consolettes are available in a rich copper finish, as well as in chrome. The copper gives you a gem of a unit that fits beautifully into many new decorating schemes. See them in your Seeburg Distributor's showroom. Copper or chrome, they're designed to make you more *money*.



**new**  
The Stereo Consolette as an in-location inter-com system. Ask your Seeburg Distributor how any Consolette can be adapted to become a "Con-Com." Does everything the Consolette now does and, in addition, permits anyone at a master station to talk with customers.



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# ALBUM REVIEWS

1135 B40918 32KR  
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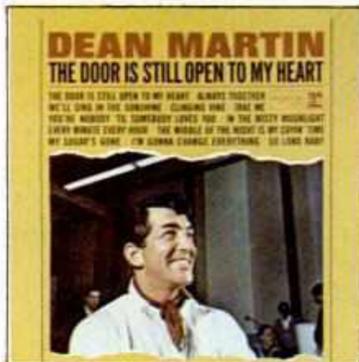
IT STILL OPEN TO



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.

Dean Martin, Reprise R 6140 (M); RS 6140 (S)

Dino is certainly back in the commercial groove. His most recent single release appears to be on its way up the chart hot on the heels of his No. 1 seller. The slow-ful, untensioned Martin actually alternates between country type and standard ballads.



## POP SPOTLIGHT

NOSTALGIC SWING MOOD, VOL. II

The Knightsbridge Singing Strings, Purist SP 9 (S)

Purist Records has released 10 albums by The Knightsbridge Singing Strings, of which this is one, designed to suit nearly every mood known to man. All of the tunes in each album are well known and popular standards. They're beautifully rendered by the 32 violins, 6 violas, 6 cellos, 2 string bass, plus rhythm reeds and brass.

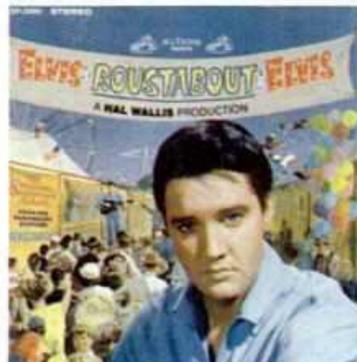


## POP SPOTLIGHT

ROUSTABOUT

Elvis Presley, RCA Victor LPM 2999 (M); LSP 2999 (S)

Soundtrack music from Elvis' latest motion picture. With Elvis' other motion picture soundtrack albums, and his continued strong sales in the singles field as evidence, this one should do extremely well at the counter.



## POP SPOTLIGHT

THE ROLLING STONES 12 X 5

London LL 3402 (M); PS 402 (S)

The hit-making British group's acceptance in this country becomes greater each month. With a recent personal appearance tour as a backdrop, the distinctive group is challenging the Beatles for the adoration of the younger set. Ear-splitting rock, country-flavored rock and British-flavored rock comprise the musical base. They're right in the groove of what's wanted these days.



## Gerry and the Pacemakers SECOND ALBUM



### POP SPOTLIGHT

GERRY AND THE PACEMAKERS SECOND ALBUM

Laurie LLP 2027 (M)

Gerry and the Pacemakers are currently working on their second hit, "I Like It," which is a part of the album and at this writing among the top 20 singles in the country. The English group keeps the pace bright and up-tempo with such swingers as "Jambalaya," "A Shot of Rhythm & Blues," "Here's Hopin'," and others. Package should register real large with younger set.

## Little Anthony and the Imperials I'm on the outside looking in



### POP SPOTLIGHT

I'M ON THE OUTSIDE (LOOKING IN)

Little Anthony & the Imperials, DCP DCL 3801 (M); DCS 6801 (S)

The group is currently coming off of a top single hit. They offer easy rock tunes, rhythm and blues songs and delve effectively into the more sophisticated pop songs of the day. Fine instrumental backing and excellent sound reproduction.

## BY POPULAR DEMAND A HARD DAY'S NIGHT



### POP SPOTLIGHT

A HARD DAY'S NIGHT

George Martin & His Ork. United Artists UAL 3383 (M); UAS 6383 (S)

George Martin has been the music director for the Beatles since the group first emerged from England. An outstanding arranger and conductor, Martin had an instrumental hit himself a month or so ago. Herein he takes the orchestra through the instrumental paces of Beatle song greats. Arrangements include sweeping strings, big brass.

## Laurindo Almeida GUITAR FROM IPANEMA



### POP SPOTLIGHT

GUITAR FROM IPANEMA

Laurindo Almeida, Capitol T 2197 (M); ST 2197 (S)

The Latin melody with the jazz orientation struck with notable success again this year as "Girl From Ipanema" will attest. Almeida has been part of this musical orientation for quite some time and played no small part in the success of the Bossa Nova in this country. An outstanding guitarist, he plays romantic melodies of Brazil by Gilberto, Jobim, Bonfá, and by his own pen.

## THE JACK JONES CHRISTMAS ALBUM



### CHRISTMAS POP SPOTLIGHT

THE JACK JONES CHRISTMAS ALBUM

Kapp KL 1399 (M); KS 3399 (S)

Jack Jones, who has done quite well with pops and movie songs now takes Christmas in his stride. The repertoire is standard but Jones gives the often-heard yulet favorites his special dash which should make it one of the strong selling holiday packages this season. Marty Manning did a fine job arranging and conducting.

## CHRISTMAS POP SPOTLIGHT

THAT HOLIDAY FEELING!

Steve Lawrence & Eydie Gorme, Columbia CL 2262 (M); CS 9062 (S)

It's Eydie Gorme and husband Steve Lawrence vocally romping through a dozen popular Christmas songs. Top holiday fun fare. Should be a solid seller this year and next and next.



## CHRISTMAS SPOTLIGHT

A CHRISTMAS FESTIVAL

Philadelphia Orch. (Ormandy), Columbia ML 6039 (M); MS 6639 (S)

Magnificent is this album of Christmas music. The honored Philadelphia under the baton of the renown Eugene Ormandy are further complimented by the beautiful voices of the fine Temple University Choir directed by Robert Page and the St. Francis de Sales Boychoir under the direction of Peter La Manna.

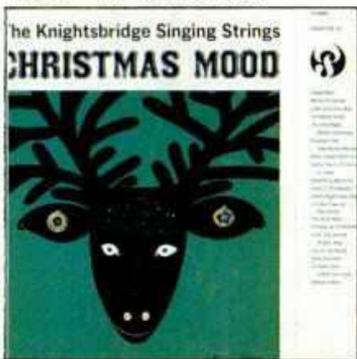


## CHRISTMAS SPOTLIGHT

CHRISTMAS MOOD

The Knightsbridge Singing Strings, Purist SP 13 (S)

Traditional holiday fare, both pop and carol are given the beautiful posh sound of The Knightsbridge Singing Strings. Gentle percussion blended with brilliant strings and first-rate stereo reproduction present a fine Christmas package. Among the 20 songs included are: "White Christmas," "Adeste Fideles," "The Christmas Song."



## CLASSICAL SPOTLIGHT

PROKOFIEV: VIOLIN CONCERTOS NOS. 1 & 2

Isaac Stern/Philadelphia Orch. (Ormandy), Columbia ML 6035 (M); MS 6635 (S)

Mr. Stern has had several important associations with Prokofiev in the past. He has a recording of No. 1 with Mitropoulos and No. 2 with Bernstein. This is his first recorded performance of the duo with The Philadelphia Orchestra with Eugene Ormandy conducting. The coupling is a wise one.

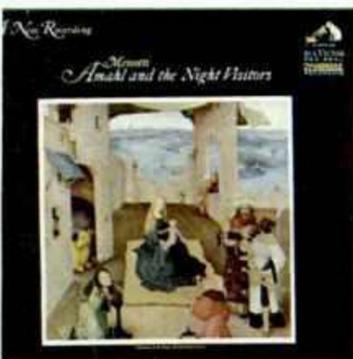
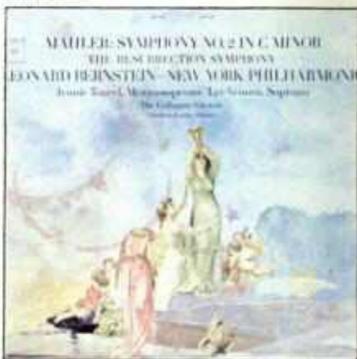


## CLASSICAL SPOTLIGHT

MAHLER: SYMPHONY NO. 2 IN C MINOR

Leonard Bernstein/New York Philharmonic, Columbia M2L 295 (M); M2S 695 (S)

In addition to the name assets of Leonard Bernstein and the New York Philharmonic, Mezzo-soprano Jennie Tourel and Soprano Lee Venora, Mahler's Resurrection Symphony will make a fine Christmas gift. The performance is eloquent and brilliantly interpreted.

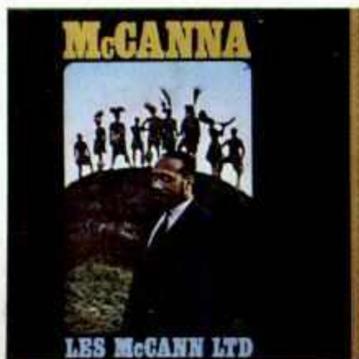


## CLASSICAL SPOTLIGHT

MENOTTI: AMAHL AND THE NIGHT VISITORS

NBC Opera Company, RCA Victor LM 2762 (M); LSC 2762 (S)

The first recording of Menotti's opera was made during a TV performance in 1951. This is a new recording made last year with the cast of the NBC Opera Company during the second TV airing of the work.



## JAZZ SPOTLIGHT

McCANNA

Les McCann, Pacific Jazz PJ 84 (M); ST 84 (S)

Plenty of excitement as Les McCann weaves his piano interpretations through the "Dark Continent." Willie Correa's bongos and other percussion instruments, in particular, the drums of Paul Humphries, and the bass of Victor Gaskin, make sure that the safari never gets bogged down. Les swings from tree top to tree top masterfully blending his piano with the group.

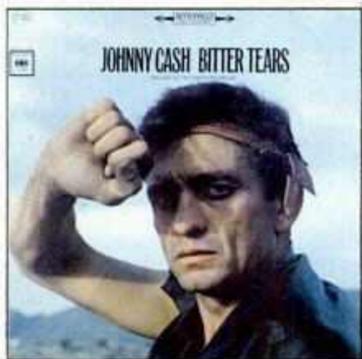


## SPECIALTY SPOTLIGHT

THE CONFEDERACY

Various Artists, Columbia LS 1004

This, and "The Union," are the same albums released by Columbia several years ago in monaural. It was effective then and it's much more effective in stereo. The book covers and the beautifully illustrated 32-page books that accompany the records make it a valuable addition to the library of history buffs.



## COUNTRY SPOTLIGHT

BITTER TEARS

Johnny Cash, Columbia CL 2248 (M); CS 9048 (S)

Cash, in narrative and song documents the tragic history of the American Indian.



## COUNTRY SPOTLIGHT

I GET LONELY IN A HURRY

George Jones, United Artists UAL 3388 (M); UAS 6388 (S)

George Jones ranks among the top-selling c&w artists on records. He has a very strong package here of traditional c&w songs sung as only he can. Selections include: "Gold and Silver," "I Get Lonely in a Hurry," "Holiday for Love."