

Billboard

The International Music-Record Newsweekly

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

All Retail Levels in Ferment As Mfrs. Examine New Methods

By PAUL ACKERMAN

NEW YORK—The entire retailing level of the record business is in a state of ferment and is being re-evaluated by manufacturers. There are strong signs that the traditional dealer segment is being buttressed, with a real attempt being made to carefully nurture it. On another retailing level, the racks are exerting growing pressure for a better deal from manufacturers. (See separate story.)

Several recent manifestations attest to the re-evaluation of the importance of the dealer segment of the business. In this week's issue of Billboard (page 10), Dave Kapp, president of Kapp Records, spells out the necessity of maintaining the dealer's economic health if the total industry is to prosper.

Last year Irwin Steinberg, Mercury Records' executive vice-president, stated in part: "All our research indicates that rather than lying dead, the dealer shows us that he is a vital force in the industry. Is the dealer, and I mean the traditional dealer as opposed to the rack jobber and discount house, on the decline? The answer is a resounding no."

The entire Columbia pricing program, covered extensively last week, is testimony to that label's concern for the welfare of the

(Continued on page 10)

By REN GREVATT

NEW YORK—Board members of the National Association of Record Merchandisers, during a special meeting here last week, met with representatives of Columbia and Capitol Records for talks on various problems now being faced by the rack fraternity.

The Columbia meeting was held primarily for a discussion of the warranty form which Columbia now asks all rack customers to file with the label. In the form, the racker is asked to identify the percentage of his business being done strictly through racks as against that which it does through leased departments or owned record stores.

With attorneys present for both NARM and Columbia, clarifications of certain aspects of the warranty form were obtained and the NA thereupon agreed to recommend that members file completed forms with Columbia.

Beyond this specific development, there was lengthy discussion on many points, focusing in general on what the rackers have called the increasing "price squeeze" in which they now find themselves. Rackers have taken exception to Columbia's recently announced "year-round" lower price policy. The rackers say this, in effect, raises the price which they must pay for Columbia product, since their normal functional discount is computed from a higher average, all-year price.

This takes the effect of a profit squeeze unless rackers raise the price of the records

(Continued on page 10)

COLPIX GETS RIGHTS TO LIZ' TV SPECIAL

NEW YORK—Colpix Records has acquired original cast album rights to the upcoming CBS-TV special, "Elizabeth Taylor in London." Deal was wrapped up by Donnie Kirschner, executive vice-president.

The taped Taylor show will be aired Sunday, October 6, at 10 p.m. EST. The London-born film star will introduce places and events in and around London which have been of importance in her own life. Script was written by S. J. Perelman with background score by John Barry, who handled similar assignments for "Dr. No" and "The L-Shaped Room." Walt Maguire, vice-president and general manager of Colpix, said the label is preparing a program of in-store displays, window streamers, tie-in promotions and trade and consumer ads.

ROOSEVELT GROUP FOCUSES LIGHT ON DUAL DISTRIBUTION

By MILDRED HALL

WASHINGTON—The Roosevelt (D., Calif.) Small Business Subcommittee will hold hearings this week (23) on the dual distribution aspects of the record industry. The subcommittee defines dual distribution as taking place when a supplier becomes the competitor of his customers through owned or favored outlets.

Spokesmen for major independent dealer and distributor associations in the industry are scheduled to testify. These include Amos Heilicher, president American Record Merchants & Distributors Associations (ARMADA); Boorstein, head of

Leslie Distributors, New York one-stop, and Jules Malamud for the National Association of Record Merchandisers (NARM).

Facts brought out in the Roosevelt hearings may weigh in the final decision for or against a Federal Trade Commission trade conference approach to the many complaints the Commission has received about alleged unfair practices by manufacturers in record pricing and special allowances. If FTC decides against the industry conference and guidelines approach, there may be a rash of complaints issued by FTC on individual cases.



'ANNIE' IN BERLIN: German premiere of 'Annie Get Your Gun' took place at Theater des Westens. Heidi Bruehl, left, played Annie, and Robert Trehy was Frank Butler, and on opening night they had visit from Ingrid Bergman.

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Pop Gospel Not of U.S.—Mahalia

By ELLIOT TIEGEL

HOLLYWOOD—"Pop gospel music has failed because it's not the voice and sentiments of the American people," explained a jubilant Mahalia Jackson here last week.

The world-renowned religious singer, who lashed out angrily last June against the pop gospel trend, revealed she has been deluged with letters and calls at her Chicago residence supporting her vociferous stand.

Disclaiming that her actions were the sole reasons for pop gospel's failure to become the

disk trend many thought it would (Billboard, August 31), Mahalia explained that the adverse publicity which pop gospel received "reminded the people of principals and ethics which were too strong to forget."

The vocalist who was here to record two single sides for Columbia and perform in the composers' and lyricists' Hollywood Bowl concert September 25, emphasized that "America is basically a religious nation and the people didn't want anything contaminating their religion. There are some things people are afraid to mess with and pop

gospel was one of those things."

Mahalia also said she was overwhelmed with the disk jockey response to her comments. "So many of them agreed with what I had said. They told me they were glad I had spoken out.

"No man wants to be pulled down, and pop gospel music was like pulling God down," she explained.

"If a man wants to hear good jazz, he goes where it's being played," she offered by way of comparison. "I don't think he would listen to anything which is messed up. This messed up

music made people stop and think for themselves."

During her recent visits to up-State New York, Boston and cities in Ohio, she said she was surprised at the great number of laymen who had read about pop gospel and who felt the way she did.

Where could these performers go now that the pop gospel trend was a dismal flop? "They can go back to the church, that's where," Mahalia exclaimed. "People will accept and forgive them. When a man stumbles he can be forgiven."

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Victor Goes All-Out For Live Push on Balladeer J. Gary

NEW YORK—RCA Victor has blueprinted a new artist promotion for the fall of this year. Virtually all the talent development and promotional know-how of the label will be put behind John Gary, balladeer.

Bob York, vice-president, has been searching for a long time for what he considers a balladeer in the great tradition, and he feels he has found one. Harry Jenkins, in charge of marketing, and Hank Greer, in charge of pop records advertising, already have crystalized a campaign entailing TV, national consumer and trade mags, distributor and dealer promotion.

In addition, Gary will tour key markets, covering 20 cities between October 7 and November 3, accompanied by Victor press and promotion personnel. The tour will include all the embellishments — press conferences, press kits and so on.

Gary has already cut one album, "Catch a Rising Star" (not yet released) and is working on a second. He has been signed by the William Morris agency and is under the personal management of Joe Csida.

The TV kick-off is already under way, with the singer set for a string of appearances on the Johnny Carson "Tonight" program.

A teaser deejay campaign has been worked out and a large four-color window display will be furnished dealers, using the theme, "Love at First Sound."

Distributors will receive mats for local ads, tying in with Gary's tour.

Part of the magazine campaign will be directed toward the college set through ads in campus publications. Full pages are set for The New Yorker and other mags. One Victor man said: "He will be in virtually every major magazine in the country and in columns throughout the nation." He said that in the past two weeks, some 18 reporters have interviewed Gary.

Jenkins noted that the label has enough faith in the promotion to ship initial orders on a 100 per cent return basis.

In brief, the Gary promotion will be the most concerted effort by the label since the Sergio Franchi drive, which proved very successful.

Dealers Alarmed as 4th Distrib Exits Pitt

By LEONARD MENDLOWITZ

PITTSBURGH—Closing of four record distributorships here in Pittsburgh during the past year is causing concern to many record stores in this area. The latest to leave here for Cleveland was Mercury Records, which has no actual office of its own but was distributed by Bill Lawrence, Inc.

Victor Re-Inks Eddy Arnold

NEW YORK—Eddy Arnold, veteran Nashville-based RCA Victor hit maker, has been re-signed by the label, according to Ben Rosner, manager of pop a.&r. Arnold, who celebrated his 20th anniversary with Victor this year, affixed his signature to the seventh contract he has had with the label. Over these years, Arnold has sold close to 30 million singles and albums. His sessions will continue to be done in Nashville under Chet Atkins.

Larry Flanagan, head of Eiben & Ier's record department in Pittsburgh, said that the prestige of Pittsburgh's record industry is being threatened.

"Pittsburgh is fast becoming just a route stop on a map instead of the excellent record territory it once enjoyed. The distribution and service can't possibly be as good as it was when we had local distribution," he said.

Salesmen Spread Out
Flanagan said that business
(Continued on page 6)

Musicians Out to Lunch?

NEW YORK — Word sometimes is slow reaching musicians. A good many of them who should have been back at their jobs following the putting off of an AFM Broadway strike—that would have shut down every theater in town Thursday (19)—didn't show up for work that night. News of the postponement till Monday (23) was late in reaching them. Or, perhaps, they weren't tuned in.

The powerful Local 802 of the American Federation of Musicians (AFM) and the League of New York Theaters agreed last week to set back the strike deadline while out-of-town votes (from men playing on the road with shakedown shows) were counted. Only trouble was that a good many of the Broadway music men were counting on the long weekend (which also con-

LIBERACE TO CUT FOR DOT

HOLLYWOOD — Liberace has been signed to record for Dot by President Randy Wood. The pianist will cut two albums immediately for simultaneous release in October. One will include his most requested stage numbers, and the other will be a package of Christmas songs.

tained a Jewish holiday) and were on holiday when the sudden reversal came. A good many chairs in the pits of Broadway orks remained empty Thursday, until replacement could be called up.

There are 26 out-of-town

votes which could upset a 166 to 156 membership rejection of a \$10-a-week raise offered by the League of New York Theaters. Both sides agreed to meet at 10:30 a.m. Monday in the Offices of Mediation at 270 Broadway.

The union is asking \$20 a week, spread over three years. Under the old contract, which expired Labor Day, musicians in non-contract houses got \$213.20 a week. Those in contract pits got \$170 and standbys \$119.50.

Members of both unions of theater owners (as well as a myriad of shop keepers restaurateurs and bartenders) were standing by waiting the outcome which could mean in excess of a million dollars in tourist trade should the strike come about and be prolonged.

Offsprings Spring Off on Own

By REN GREVATT

NEW YORK—The current Manhattan debut of Frank Sinatra Jr., at the Americana's de luxe Royal Box supper club, recalls that offsprings of the famous in the music business are doing right well by themselves.

Sinatra obviously is the example of the moment since he bears one of the best-known of all the names, and since he has deliberately cast himself in the same vocal groove and stage demeanor of his well-known parent. He is something of a mirror.

So also is young Liza Minnelli, teen-age daughter of Judy Garland and her first husband, Vincente Minnelli. The daughter blossomed forth this past season with little fanfare in an off-Broadway revival of "Best Foot Forward." Miss Minnelli enjoyed a lead singing role in the production and listeners —live, and buyers of the Cadence original casters—were struck with the startling resemblance of the voice to that of the mother, Judy Garland, in her own teen-age movie days. After a single and the cast album on Cadence, the younger image of Garland signed with Capitol Records.

Also among the newer entrants is Peter Duchin, pianist, who plays with his orchestra, much in the society vein of his well-remembered father, Eddy Duchin, and in the same St. Regis Hotel locale, once one of the home bases for the earlier Duchin. Then there is John Hammond a folk blues singer in his early twenties, and son of the well-known jazz producer, aficionado and mentor of many personalities, John Hammond. Young Hammond's first album has just come out on Vanguard, a set which has received considerable acclaim.

Doris' Boy

The name, Terry Melcher, may not mean too much to pop record fans. But that of Terry Day might well ring a bell. Both belong to the same boy, who happens to be the son of Doris Day and Marty Melcher. As a singer himself, he's Terry Day; as a producer of rock-type pop singing for Columbia, including an unreleased one by his mother,



FRANK SINATRA JR. AND FRIEND

called "Let the Little Girl Mambo," he's Terry Melcher.

Perhaps the most successful offspring of a show personality and one of the most solidly entrenched, is Rick Nelson, who has been making big hits for both Imperial and more recently Decca, for more than five years now. He is the son of Ozzie and Harriet (Hilliard) Nelson, longtime radio and TV favorites and 25 years ago, the leader and girl vocalist respectively of the Ozzie Nelson band.

Jack Jones, an increasingly popular singer devoted to the smart ballad and "hip" rhythm tune school, has turned out a series of salesworthy efforts for Kapp. He's the son of former opera singer, Alan Jones, perhaps best known for his rendition (and recording) of "Donkey Serenade" from "The Firefly."

In the country field, Hank Snow's son, Jimmie Rodgers Snow, named after the late, great Jimmie Rodgers, has also been known to make a disk or two. And Justin Tubbs, son of the noted country singer, Ernest Tubbs, has made a number of records for Starday and most recently, for RCA's Groove subsidiary. Young Tubbs, like his father, is also a successful clogger.

Other country examples would be June and Anita Carter, daughters of the famous A. P. and Mayhelle Carter and the Foley girls, Betty and Shirley. Shirley, also known as Mrs. Pat Boone, has made duet disks

with Pat and Betty has been heard on records with her father, the famous Red Foley.

They Sing Too
The Crosby Brothers, sons of Bing, have all had a fling at records and the club circuit, both as a team and individually. Morton Downey Jr., son of another famous singer, is presently a disk jockey. The RCA Victor a.&r. team of Hugo (Paretti) and Luigi (Creatore) are both descended from famous fathers. Luigi is the son of the great bandmaster Creatore, while Paretti's father played first trumpet for the Metropolitan Opera Orchestra at one time.

At the executive level in the disk business, there are other notable examples. One is Michael Kapp, son of Dave Kapp, who founded the company which bears his name 10 years ago. The younger Kapp is now a vice-president of the company. Jerry Blaine, founder of the Jubilee and Josie labels, in conjunction with his Cosnat distributorship, now has his son, Steve Blaine, actively operating the label end of the combined business.

Young Daniel Massey, son of the famed actor, Raymond Massey, is now on Broadway and recently played a role in the Anthony Newley-produced LP, "Fool Britannia." Veteran actor Henry Fonda, can look proudly on his offspring as well. She's the young actress, Jane Fonda, who has practically nothing to do with the record business at all. But she sure is pretty.

Labels Find Gold in Multi-LP Packages for Disks—Old, New

By JACK MAHER

NEW YORK—In the past six months more and more manufacturers have discovered the gold in multi-LP packaging. The two-pocket LP, which was once reserved for spectacular events, special material and death commemorations, is now being produced by a growing number of labels, both as new units and as definitive collections of catalog.

So powerful are some of these double album packages that one, "Judy Garland at Carnegie Hall," on Capitol, shot to the top of the best-selling album chart. Still another Garland package, "The Best of Judy," on Decca, has also shown solid strength. The label also has a strong one in "The Patsy Cline Story." Other recent Decca double-pocket packages have been produced by Kitty Wells, Burl Ives, Ernest Tubbs and others.

Decca saw the possibilities of multi-album packaging with Bing Crosby, who came out in five and three-album sets, Louis Armstrong's four LP "Satchmo set and multi-deck sets by Guy Lombardo and Al Jolson some years ago. The Jolson package, "Al Jolson Story" was given a big push initially by a TV rerun of the Jolson film in this city and then around the country, as the film was shown across the land. It only dropped off recently after more than 42 weeks on the chart.

Columbia Records is well represented in the double-LP running with a number of current sets. Among these are "Dave Brubeck at Carnegie Hall" and "Songs for a Summer Night," which features a variety of artists on its two disks. The label also has had much success with a "Tony Bennett at Carnegie Hall" two-disk set.

Canadian C&W Moving

TORONTO—The first Canadian Country and Western Music Conference, staged at the King Edward Hotel here last week, was called a success by officials, including CHIQ's Joe Forester, one of the originators of the event.

More than 100 radio and TV station people from many parts of the Dominion attended the event, which included guest speakers, panel discussions and entertainment. Jack Burgess, RCA Victor executive from New York, pointed out the importance of country music today and indicated that seven out of his company's 25 fall releases were cut in Nashville, country music capital.

Various workshop sessions covered such subjects as product releases, new Canadian talent, quality of sound and performance and the problems concerned with booking talent. Following the workshop sessions, a committee of five was named to plan next year's program. The committee includes Bob Martin, Columbia Records; Ed Lawrence, CIGX; Darcy Scott; Al Alburt, Leeds Music and Wray Rutledge, Billboard correspondent.

A luncheon meeting featured guest speaker and home town boy, Frank Jones, who is Columbia Records country producer with Don Law on the Nashville scene. Also on hand to entertain the traders were Grand Ole Opry stars Faron Young, Stonewall Jackson, Billy Walker, Lefty Frizzell, Carl and Pearl Butler, and a number of Canadian artists, all of whom were on hand for a show at Maple Leaf Gardens.

Other Columbia packages that have shown well, particularly in heavy traffic cosmopolitan areas, are the three LP sets by Mildred Bailey and Billie Holiday, and the three-LP recording of the Broadway smash "Who's Afraid of Virginia Woolfe?" The late Miss Holiday has been something of a phenomenon in her own quiet way in the multi-package business. Her set on Columbia is a steady seller in many Manhattan shops as is her "Billy Holiday Story," two-disk set on Decca and her "The Unforgettable Lady" on Verve.

Norman Granz was one of the first to bring the two-pocket idea to pop recording when his Ella Fitzgerald "Sings Rodgers and Hart" two-volume set appeared more than five years ago followed by other packages

dedicated to other outstanding composers like Cole Porter and Irving Berlin. Decca reports, however, that the two-pocket idea was used by them prior to this recording some original-cast material like "The Cocktail Party."

LATE SINGLE SPOTLIGHTS

Pop

KAI LINDLEY

THE LONELY ONE (Marks, BMI) (2:18)—**THE ICE CREAM MAN** (Bourne-Rank, ASCAP) (2:18)—Here's a strong pairing, either of which could be a follow-up to Winding's "More" smash. Top side is a smart, brassy instrumental with a 4 Seasons strut quality, while the flip has a "Teletar" touch about it. Either could go, with a nod to the top side. Verve 10301

Budget Biz Up

HOLLYWOOD—The budget record business is better than ever, according to Crown Records national sales manager George Tanos. The budget label's sales executive told Billboard that his firm shipped more than eight million LP's last month. The label has issued 51 new fall releases plus eight new Christmas packages.

MILES DAVIS LOSES DEEJAY WALK-OFF BEEF

PHILADELPHIA—Trumpet star Miles Davis has been ordered to pay deejay George Woods the sum of \$8,000 for walking off the big holiday jazz show at the Uptown Theater last New Year's eve. Action was taken by the AFM International Executive Board during a special meeting.

Woods, key spinner at WDAS, far from pleased with the award, said: "They didn't give me enough. I had originally asked for \$25,000." He estimates that he lost "at least \$25,000 in business on New Year's eve and New Year's day," the last two days of the show which also featured organist Jimmy Smith and Aretha Franklin.

Davis agreed to pay the \$8,000 "on the installment plan." Woods was informed. The money will be sent direct to the AFM who will turn it over to Woods.

Columbia Sales Makes Shifts in Personnel

NEW YORK — Columbia Records Sales Corporation has announced a number of personnel shifts within its merchandising department. In addition the firm has promoted Charles Schicke to the post of director, educational services. Most recently Schicke served as national promotion manager for Masterwork.

Bill Farr, merchandising director for CRSC, has named Bruce Lundvall to the post of merchandising manager for original cast catalog. Lundvall, formerly assistant manager of pop product, will now be in charge of creating ideas for sales communications, promotion material and programs on original cast language series product, pre-recorded tapes and the low priced Harmony line.

Peter Munves, formerly product manager for Masterwork, becomes merchandising manager for the same line and will have the same basic responsibilities for Masterwork as Lundvall takes on in his specific areas. Joe Norton, former product manager for pop material, will assume the post of merchandising manager for the pop catalog. He'll recommend repertoire and packaging concepts and will develop promotion and merchandising programs in that field.

Dave Rosner, formerly singles product manager, becomes merchandising manager for singles, a post wherein he'll be handling sales communications, and promotion materials and programs on singles.

Dick Smith becomes manager, merchandising services, and will maintain liaison between the Sales Corporation and creative services to insure that covers, ads and sales promotion schedules are met. He will also supervise mailing lists and sample services. He was formerly manager of product services.

Sal Forlenza, formerly New York regional promotion manager, becomes manager of field communications and will handle editing and publishing house organ and other internal and field communications.

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HISTORICAL DOWNPOUR—It rained in Los Angeles in September for the first time in 85 years the day Steve Lawrence and Edie Gorme went disk-jockey visiting recently. Steve holds the umbrella for himself and Ted Rosenberg, left, Columbia's LA distributor, while Edie and Bob Mooring, right, promotion man, appear left out in the rain.



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LIVE REVIEW

Woody's Herd of '63 Thunderer All Right

Woody Herman, an unabashed showman first class, opened at Basin Street East (19) along with pianist Oscar Peterson and singer Teri Thornton, drawing a capacity house for both shows. The Herman Herd was greeted with thundering applause.

Herman, 1963 style, is bright and breezy. If the distance between "hep" to "hip" is merely a question of turning up the volume and juicing up the tempo he's real hip. Well, unfortunately, it's not; but no matter. Herman offers a therapeutic program of songs identified with

his career which serves as a sort of shock treatment for the audience and a tour de force for the boys on the stand, and the program builds from jangled nerves to hysteria, and, finally, exhaustion. For encores, he invited Oscar Peterson to sit in on a number, and this really broke the house up.

This was the first "big showcase" for Teri Thornton. Teri is a beautiful girl, with what seems to be more talent than her material was capable of exploiting. The voice is resonant and flexible and her style is direct and warm. On this occasion, she was backed by a brass and rhythm section which precluded any appreciation of her subtlety of phrases. The arrangements did not take into consideration her particular timbre, which would better have been served by a simple trio, since strings were not available.

Her selection of material (or someone's) lacked variety, and the biggest sin—nobody thought to try interesting lighting. Her best number was her encore, "Just in Time," where she finally freed herself from her environment, and everything worked. A little tightening of her act, and loosening up of her personality, and Teri should go all the way.

The Oscar Peterson Trio opened the show with a happy set of flashy, tasteful tunes. The highlight of his performance was "Hallelujah Time."

BARRY KITTLESON

Bo Diddley Takes Off for London

NEW YORK—Checker Records blues specialist Bo Diddley left International Airport here for London Thursday evening (19). With the guitar man were his sister, known as the Duchess (who plays guitar in the group), and Jerome Green the maracas player.

Diddley will be in Britain for six weeks and he'll open his tour of concerts, in conjunction with the Everly Brothers, on Tuesday (29). During the first 10 days in the U. K. the Diddley crew will engage in a heavy promotion schedule, mapped out here by personal manager Matthew Penney of Komac Enterprises.

Art Ford Quits N. Y. Air Job

NEW YORK — Art Ford, well-known air personality here, vacates the all-night spot on WINS Monday (30) to enter indie film and radio production. Ford, who joined the Group-W station one year ago from WNBC, will be replaced by WINS stalwart, Paul Sherman. Sherman, a familiar radio voice here for 20 years, moves into the midnight to 6 a.m. slot from his "Sunday with Sherman Show."

Ford in launching his own indie motion picture firm is reported trying to obtain Boris Karloff for his first flick. Upon leaving WINS, Ford plans to tour Europe to obtain motion picture music for foreign soundtrack album rights. Distribution for his new firm, which will also produce radio programs, will be handled by American Film Distributors.

U. S. No Longer Mr. Big on German Charts, 'Tis Said

NEW YORK—The use of American copyrights continues to dwindle on German charts and publishing representatives from that country insist they will continue to drop until U. S. publishers realize the economic realities of the German copy-right scene.

Many West German visitors to these shores have indicated that the days of lush guarantees, jointly owned firms and other privileges have long been over. But they say some U. S. publishing houses carry on as if the American material still held a dominant position on the market. It doesn't, and hasn't for some time, according to these overseas authorities.

These points were restated in depth by a current visitor to this country, Alfred K. Schacht, who has begun his

own Musikverlag Oktave publishing firm after eight years with the Aberbach's German affiliate and as European director for the Aberbach operation.

Schacht says some U. S. publishers have little or no understanding of the German market. They still believe a disk that's a hit in the States is an automatic top 10 in Germany. According to Schacht, nothing is further from the truth. There is, he believes, a particular sound (or rather sounds) the German public requires from its pop music. Hits with a strong undercurrent of rhythm and blues or country twang do not ordinarily fit this conception.

Nine times out of 10, Schacht says, a German publisher must go out and acquire local versions of the U. S. hit. A piece of the original U. S. hit is no guarantee, for the U. S. versions so seldom score alone. If the material is what the German audience is looking for, the German language version of the hit will carry the U. S. disk along with it, rather than the other way around.

A recent example occurred when two hit recordings of "Blame It on the Bossa Nova" scored in Germany. The Eydie Gorme U. S. original did pretty well along with a German-language version of the song by Manuela which turned out to be the bigger hit.

In contrast to the Germans' apathetic attitude towards r.&b. and country-styled pop, that nation's population does go for Western or cowboy influenced music. Some of the biggest German hits from the States like Bob Moore's "Mexico" carry a Western motif and even more current and recent German hits have been fashioned out of what is sometimes referred to as pseudo-western. Some of the current items in this hit crop are "Ich Will 'Nen Cowboy Als Mann," "Wenn Ich Ein Cowboy War" and "Happy Cowboy."

ARMADA Board to Meet

NEW YORK—The board of the American Record Merchants and Distributors Association (ARMADA) will meet next October 1, at 10 a.m. at the Flying Carpet Motor Inn, Chicago, according to President Amos Hellicher.

Points to be discussed will include developments on the legislative front in Washington, and the implications of the vari-

ous and recent manufacturers' sales programs.

Holding concurrent meetings will be the ARMADA Manufacturers' Advisory Committee and the Rack Jobber Educational Committee. These two groups were created at the ARMADA meet in Chicago last June, and were amplified in scope during the last ARMADA convention in Miami, June 25-26.

Fourth Distrib Exits Pittsburgh

• Continued from page 3

would drop off because a transit salesman, operating out of Cleveland, wouldn't be able to concentrate on any one label, but instead would represent too many lines.

Betty Miller, assistant buyer at Gimbels, said that she hasn't met up yet with hardships and shipping has been no problem. She said that while she deplores the move to Cleveland, she gets three-day service from the Ohio distributors.

Nick Lomakin, who operates three record stores downtown, said that it now costs more money to return merchandise and defective records, but found no fault with the delivery service.

Tougher Now

"However," he said, "in the past if anything went wrong, all it took was a local phone call to remedy the situation. My favorite company is Columbia, which offers the best service, followed closely by Capitol. In fact, if I call Columbia before noon I can get a delivery the same day."

Sam Shapiro, who operates the National Record Marts, the largest record chain in this territory, praised the Cleveland service, but added "it's just a matter of time until the vacating companies all return here."

Cosnat retains Stan Ediss as field man here and Decca has John Hoebler operating in the same capacity. Ediss, who was former Dot branch manager here, succeeded the late Charlie Feldman at Cosnat.

Mark Gershwin Birth

NEW YORK—The 65th anniversary of the birth of George Gershwin will be marked Wednesday (25) by the unveiling of a bronze plaque by ASCAP at his birthplace in Brooklyn. Representing ASCAP will be lyricist Irving Caesar, with whom Gershwin wrote "Swanee," and composer-conductor Morton Gould, who has long been a leading interpreter of Gershwin's works.

Atlantic Sales Mark: 50,000 In One Week

NEW YORK—As unbelievable as it might sound, Atlantic Records sold in excess of 50,000 singles last week.

The label, which had four records make impressive moves on the chart this week, scored one of its most decisive sales on a record which only reached review columns last week.

Atlantic is distributing the Rufus Thomas "Walking the Dog" single on the Stax label and that one single, which has only been getting air play for a week, accounted for more than 20,000 disks in distributor sales. The one outlet that accounted for the biggest chunk of these sales was All-State, Chicago, which came in strong for the disk. This follows the former pattern for the last Thomas disk, "The Dog," which ran big r.&b. sales, especially in Chicago.

The Drifters disk on Atlantic, "I'll Take You Home," also accounted for a large share which went from No. 55 to No. 41, while a big dent was made by "Deep Purple," by Nino Tempo and April Stevens, which bounced from 74 to 58 on the Hot 100. "Straighten Up Your Heart," by Barbara Lewis and "My Babe," by the Righteous Brothers on Moonglow, distributed by the firm, are also accounting for the total week heavy sales, which the company said passed the 80,000 mark.

Victor Acquires Movie '3-Penny'

NEW YORK—Rights to the original sound track of the recently filmed English language version of "Threepenny Opera," featuring Curt Jurgens, Hildegard Neff and June Ritchie and featuring Sammy Davis Jr., have been acquired by RCA Victor. The album will be released in December, according to George R. Marek, RCA Victor topper, and Joseph E. Levine, who will present the film as a world-wide Embassy Pictures release at the turn of the year.

CLUB OWNERS' AWARDS GO TO MEEHAN, BIG 3

NEW YORK—The National Association of Night Club Owners of America, in convention last week at the Sheraton-Hilton, gave awards to two new acts. The Oscar Marienthal Award was given to Danny Meehan, dancer, singer, variety performer. The Hal Neustader Award for best new folk act went to the Big Three.

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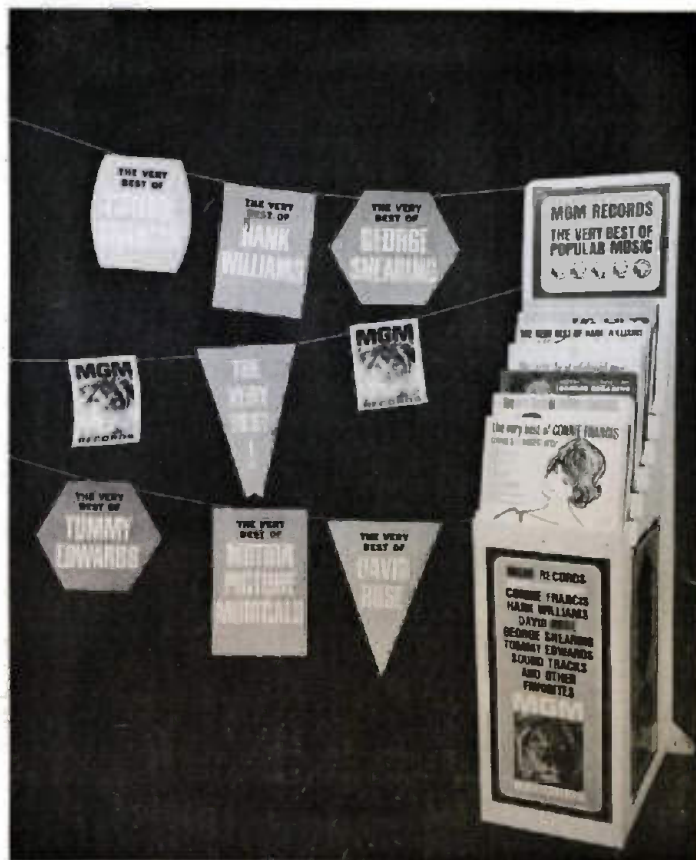
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E/SE 4167



THE VERY BEST OF DAVID ROSE

The famed composer's greatest hits, including: *Holiday For Strings, Manhattan Square Dance, Our Waltz, Dance Of The Spanish Onion, Holiday For Trombones, 4:20 a.m., Rose Of Bel-Air, Meet The Orchestra, Deserted City, Paris Oui Oui, Holiday For Flutes, One More Time.*

E/SE 4155



THE VERY BEST OF MOTION PICTURE MUSICALS

Includes such MGM musical show-stoppers as: Judy Garland singing *Over The Rainbow* from "The Wizard of Oz," Lennie Hayton and the MGM Orchestra playing *Slaughter On Tenth Avenue* from "Wards and Music," Leslie Caron and Mel Ferrer singing *Hi-Lili, Hi-Lo* from "Lili," Georges Guetary singing *I'll Build A Stairway To Paradise* from "An American in Paris," Louis Jordan singing *Gigi* from "Gigi," Judy Garland singing *Johnny One Note* from "Wards and Music," Howard Keel singing *The Girl That I Marry* from "Annie Get Your Gun," and others. E/SE 4171



THE VERY BEST OF HANK WILLIAMS

The great troubador's biggest hits, including: *Your Cheatin' Heart, Jambalaya, Lovesick Blues, Half As Much, Cold Cold Heart, Hey, Good Lookin', Why Don't You Love Me, Wedding Bells, Kow-Liga, So Lonesome I Could Cry, Ramblin' Man, Hanky Tonkin.* E/SE 4168



THE VERY BEST OF GEORGE SHEARING

Quinter classics by Shearing's famous group, including: *September In The Rain, I Remember You, Undecided, Little White Lies, Over The Rainbow, Roses Of Picardy, Lullabye Of Birdland, Spring Is Here, For You, Jumping With Symphony Sid, The Continental, I'll Remember April.* E/SE 4169



THE VERY BEST OF TOMMY EDWARDS

Great pop songs by a great pop singer: *It's All In The Game, I've Been There, You Win Again, Take These Chains From My Heart, Melancholy Baby, Please Mr. Sun, I Really Don't Want To Know, Please Love Me Forever, Fool Such As I, Morning Side Of The Mountain, Don't Fence Me In, I'm So Lonesome I Could Cry.*

V/V6 4141

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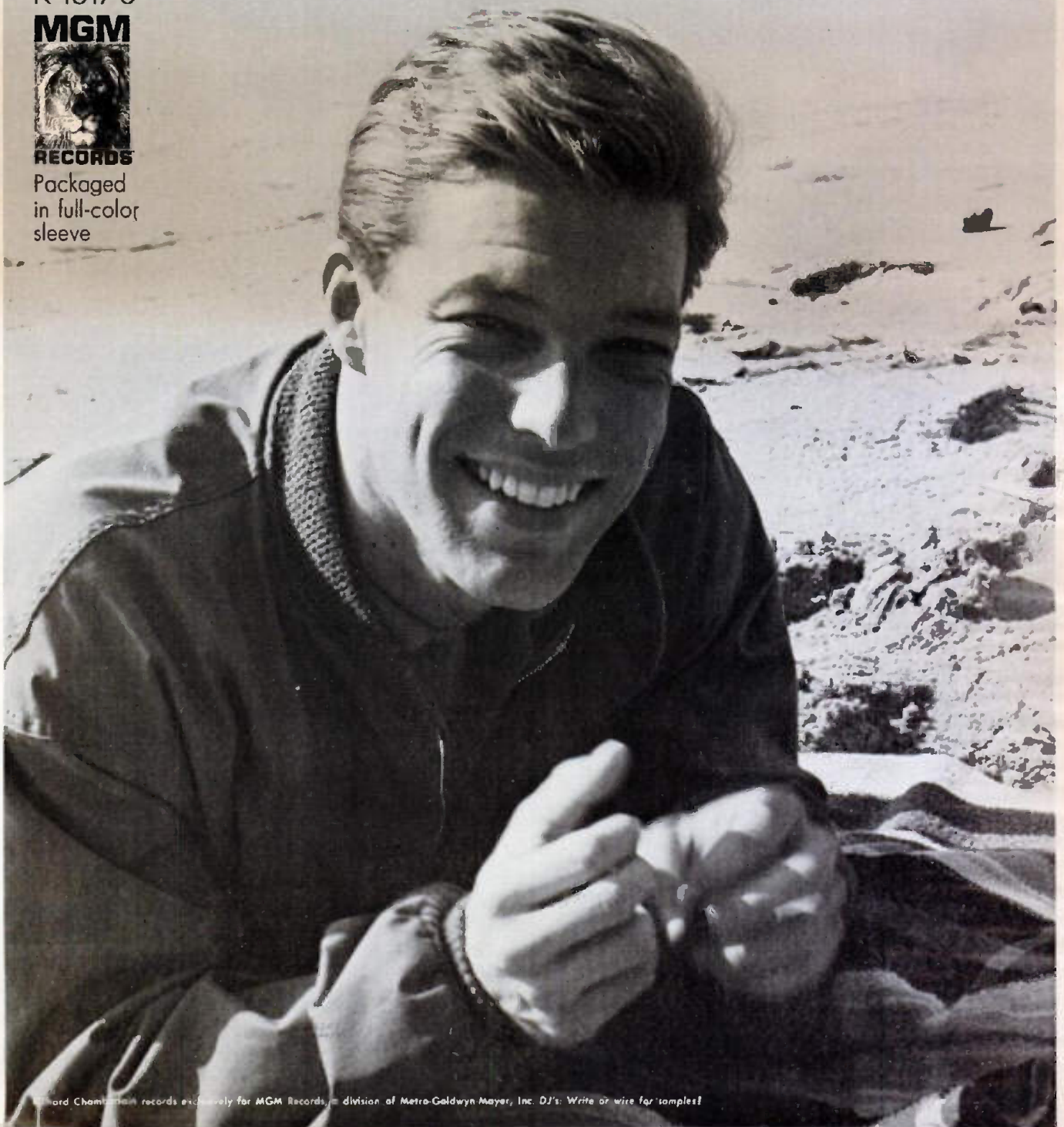
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A GREAT ALBUM



Show-stoppers by The Osmond Brothers in their wonderful MGM album debut!
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A GREAT SINGLE



Theme From "The Travels of Jaimie McPheeters," as sung by The Osmond Brothers
in this great, new MGM series on ABC/TV, with Aura Lee K13174

The Osmond Brothers record exclusively for MGM Records, a division of Metro-Goldwyn Mayer, Inc. D.P.: Write or wire for samples!



Dealer Feels Great--Kapp

NEW YORK—"The foundation is now being laid for the proper evaluation of price and product in the record business." The speaker is Dave Kapp, president of Kapp Records, who called for such an evaluation in his keynote address to the ARMADA convention June 25. Kapp, who has always been an advocate of realistic pricing and quality product, said that as a result of the trend toward saner manufacturer sales programs, "the dealer is now in a better frame of mind than he was six months ago."

He added: "It is necessary to keep him healthy with realistic pricing and good product, for he remains vital to the over-all health of the record industry."

Kapp noted that the times called for courage on the part of both indie and major manufacturers to adhere to sensible sales policies, and he added that a display of such courage will have a chain reaction and be effective all along the line. A.&R. men, for instance, will take heart and turn out better disks with better quality material.

The executive and his sales chief, Al Cahn, emphasized the role of the indie manufacturer in setting and implementing sane policies: The problem is more difficult for the indie, they pointed out, inasmuch as—unlike the majors—the product is funneled through independent distributors.

'Sales a Delight'

Since the inauguration of the label's program several weeks ago, "we have experienced delightful sales results," Kapp said, "because good distributors love the idea of getting more money for their records."

Tying in with this view, Norman Wienstroer of Robert's Records, St. Louis, said: "We've done well with the new Kapp program. I can say we've made our quota already. It makes a lot of sense for the manufacturers to try to restore some common sense to the pricing structure, and it is certainly going to help the dealers. We did experience some resistance, mostly from a

few racks, but some have already fallen in line. A lot of racks are learning that you don't just go out and grab off every possible account and come out.

"With the more conservative pricing we see now, some of the racks are going to be a tight position. The one-stops, of course, are also out hustling, which is fine with us. We're making the money and they are doing the work. . . . I'd say that the Kapp approach with a conservative, limited discount, is a real help to the business.

Nick Cenci, of Fenway Distributors, Pittsburgh, said, "Kapp is doing very well for us. . . . We don't find that the new conservative plan is hurting business at all, although in some cases we have to give just a little bit more to our accounts to stay competi-

tive. . . . We've reordered more Kapp merchandise and that's a good sign."

One of the themes implicit in the Kapp operation is the concept of selling the product rather than the price—the theory being that if the product is good the consumer will buy it, whereas if it is bad and priced low it will not sell anyway.

As an extension of this view, Kapp is known to be planning to release disks which will be priced according to their value. This concept of multi-pricing was well established in the early years of the record business. Prior to 1920, for instance, the setct from "Lucia," released by Victor on a one-sided disk with such artists as Caruso, Martinelli and Tetrazzini, sold for \$7. Other Victor versions sold for less.

Retail Levels in Ferment

• Continued from page 1

dealer as necessary to the industry's well-being. Decca, as well as some other labels, always regarded this segment of the business as vital—but it has become apparent in recent weeks that this realization is growing rapidly.

The attitude — so common until recently — that the dealer is a hopeless fuddy-duddy has practically vanished, and what seems to be its initial stages is the inception of a new era of

manufacturer-dealer respect and co-operation.

Tying in with this new philosophy was an interesting occurrence Sunday and Monday at Atlantic City, where the key executives and board of SORD, the dealer organization, held a board meeting and laid the groundwork for reconstituting the organization along new lines.

A new organizational name was adopted, the National Association of Record Retailers, and

Rackers Eye New Move With Concern

• Continued from page 1

on the racks. "But we can't do this, because our locations have to stay competitive with the discount stores in their area," said one leading rack jobber. "We can't raise our prices. We eventually will have to get some kind of added concession from the manufacturers."

Concerned

It is known that rackers in general are also looking with concern on what appears to be a developing trend in the industry toward conservatism. Few firms have gone to the lengths that Columbia has, but a number have adopted an extremely limited discount program in connection with their fall plans. This, too, gives racks pause, since again the question of the profit squeeze arises.

NARM members, it was emphasized later, now expect to watch more closely than ever the evolving distribution picture, with particular respect to legalities. For example, the question has been raised that since

a new philosophy for the organization has been broached, namely: one of co-operation with the manufacturers, many of whom are currently showing genuine interest in that heretofore much-maligned sector of the business—the record retailer.

Present at the SORD meeting at the Hotel Traymore, Atlantic City, were Lou Shapiro, president, and key executives and board members, including Mickey Gensler, oJe Goldberg and Charlie Simmons.

NARM members are being asked by one company to specify a breakdown of rack vs. regular retail business being done, it might also become important for indie distributors to specify what portion of their own business is being done through their own racks as against sales to retailers. A distributor operating his own racks could be assumed to have a price advantage over an outside rackster to whom he might be selling.

NARM officials stated that always implicit in these multifaceted disk operations is the factor of potential price discrimination, to which the Robinson-Patman Act would have specific application. These officials also believe that now that Columbia has instituted the so-called "warranty" form for breaking down the character of one's business, other companies will almost certainly have to go along similarly.

Though no specific agreement was reached on any of these points with either Capitol or Columbia, NARM people regarded the exchanges as hopeful and said that plans called for continued communications with these firms.

Meeting with the NARM executive director, Jules Malamud, counsel Earl M. Forman and the seven-man board was a Columbia group consisting of Bill Gallagher, Ken Glancy, Jack Loetz, Joe Lyons and attorney Clive Davis. In the later Capitol meeting, the same NARM group met with Stan Gotkov and general counsel Robert Carp.

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A TIGHT TALK

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**"Wives
and
Lovers"**

and

Toys in the Attic"

K-551

JACK JONES

*starting in Los Angeles,
New York and now
Philadelphia*

ingles from KAPP

**all
agree top ten
for sure**

"Walkin' My Baby"

K-553

by
Allen Wayne

*"Please
Don't Kiss
Me Again"*

K-547

the charmettes

*already breaking
in New York, Detroit,
Miami, Cleveland*



The new folk song
that will make
the country
stop and listen is
"Four Strong Winds"
by The Brothers Four

4 42888



Columbia  Singles Sell

Newsweek called him "The King at 24".. **LIFE** said: "Out of the West Coast has come a thumping teenage idol who is part evangelist, part Pied Piper and all success ..." He's **DICK DALE** and his new hit single is ... **The**

Scavenger

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Don't miss DICK on THE ED SULLIVAN SHOW, CBS-TV Oct. 6!

RIAA Hi-Fi Show Exhibit Intrigues Public

By HENRY BRIEF

Executive Secretary

Record Industry Association of America

NEW YORK—We brought the mountain to Mo-hammed with an exhibit at the recently concluded New York High Fidelity Music Show. Since most people do not find a record manufacturing plant conveniently accessible, we showed them pictorially how today's high fidelity and stereo records are made.

The RIAA exhibit consisted of three elements: The presentation on record manufacturing; a display of album covers intended not only to showcase our members' latest releases but also to portray the breadth and diversity of today's recorded repertoire, and a series of personal appearances by recording artists intended to humanize the exhibit and, by allowing for personal contact between the artists and the consuming public, to give record purchasers a rooting interest, as it were, in the future fortunes of our recording stars. In addition, we gave away 25 personally autographed albums during each personal appearance.

As was the case when we mounted a similar exhibit at the World's Fair of Music and Sound in Chicago a

year ago, the reactions of those going through the display were extremely interesting.

Though more than half a billion dollars' worth of records were retailed to the public last year, it is remarkable how many people have all sorts of misconceptions as to how records are manufactured, the most prevalent misconception being that every record is somehow individually cut. Those attending our exhibit found the transfer process of the original performance from tape to acetate to master to mother to stamper intriguing and were impressed by our message of continuing quality control involving constant checking of finished records and the immediate replacement of faulty stampers. The display was aided considerably by our being able to include samples of the actual materials that were contained in the photo blow-ups of the manufacturing processes—the reel of tape, the acetate, the metal parts and the untrimmed record, leading up to the finished product. Almost 2,000 people signed our registration book asking for a copy of the RIAA brochure dealing with record manufacturing, "Your Wonderful World of Records."

Equally interesting was the reaction of the public to

our display of album covers. Many apparently saw a product that they were unaware existed, made notes of the catalog numbers and, in the case of some of the smaller manufacturers, inquired where that particular record could be purchased. Some, thinking that records were on sale at our booth, wanted to buy the disk immediately. It highlighted the fact that even in a city like New York, records, with a fine potential, can die because of lack of exposure.

The personal appearances by recording artists were, of course, outstanding successes. They included Ed Ames, Theodore Bikel, Brook Benton, Sergio Franchi, Lesley Gore, Peter LaFarge, Jean Ritchie, Martha Schlamme, Nina Simone, Jerry Vale, Kai Winding and Yulya.

Our billboard sign announcing the artist's appearance was so designed as to allow us to display not only the cover of the latest album the artist had made but also previous releases.

Our member companies who helped arrange for these appearances and the artists themselves who gave unstintingly of their time to help make our presentation a success are to be greatly commended.



RIAA's pretty model, Cathy Penneck, with Henry Brief.



Mercury's Brook Benton.



Monitor's Yulya with label owner Rose Rubin.



Mercury's Lesley Gore.



Folkways' Jean Ritchie.



MOM Records' Martha Schlamme and, seen in background, MOM publicity director Sel Handwerker.



Electro's Theodore Bikel.



RCA Victor's Ed Ames.



Columbia's Jerry Vale.



Folkways' Peter LaFarge.



RCA Victor's Sergio Franchi.



Left: Colpix's Nina Simone.



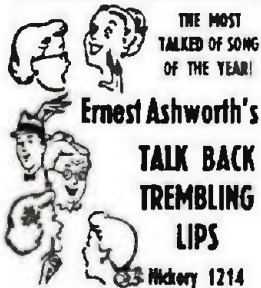
Right: Verve's Kai Winding.

COUNTRY MUSIC CORNER

By **BILL SACHS**

Ernest Ashworth, currently hitting high on the charts with his "Talk Back, Trembling Lips," has embarked on a string of personals that will keep him out until mid-October, when he returns to Nashville for another Hickory session. . . . United Artist thrush Kathy Dee, who last week hit the promotional trail through Pennsylvania, New York and New England, is due in New York this week, accompanied by her personal manager, **Quenda (Reed) Welty**, of B-W Music, Wooster, Ohio, for a meeting with U. A. officials. She is set for an appearance Saturday (28) at Durham, Conn. . . . The Tikis, who record for Minaret, are working the Jolly Roger Club in Nashville's Printers' Alley.

Joe Andrews, former vocalist at Dewey Groom's Longhorn Ranch, Dallas, is now working in a similar capacity with **Bob Wills and His Texas Playboys**. . . . Slated for guest shots on Eddie Zack's "Hayloft Jamboree" on WRIB, Providence, R. I., are **Webb Pierce**, October 5, and **Red Foley**, October 19, followed in November by **Don Gibson**, **Skeeter Davis**, **Sonny James** and **Melba Montgomery**, and **Shot Jackson** in December. **Thurston Moore's** Heather Publications, Denver, has just released its new 16-page Country & Western Souvenir Picture Album, designed for live program sales on the air or at stage showings. Cover is done in three colors and the booklet contains the photos of some 100 top country artists. Moore states that his "Who's Who in Country



**Ernest Ashworth's
TALK BACK
TREMBLING
LIPS**
Hickory 1214

"TEENAGE LETTER"
Jerry Lee Lewis
by
"SEASONS OF MY HEART"
SUN 3384
Jerry Lee Lewis
with
Linda Gail Lewis
Sun Records
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PROMISE LAND OF HITS
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WE CAUGHT A BIG ONE
SEARCHING FOR MY MAN
DOT and the VELVEETS



ANDERSON, S. C., OFFICIALS welcomed "Grand Ole Opry" stars with red-carpet treatment upon arrival for the first annual Country Music Festival—World's Championship Raccoon Hound Water Races presented recently by The Anderson Independent-Daily Mail. Left to right: Ralph Emery, of WSM-Radio-TV, one of nation's top c.&w. disk jockeys; Mayor John W. Glenn; Mrs. Estelle Walkery, of Sedalia, Mo., editor-publisher of Full Cry, raccoon magazine; RCA Victor star Skeeter Davis, Decca artist Bill Anderson, and Jim Mathis, director of water races. Thousands packed the Anderson Recreation Center for the events. **Wilson E. Hall**, former U. S. Senator, is publisher of the Anderson daily newspapers.

"Music" will be released at the convention in November. **Tex Clark**, of Cleveland, was elected president of the American Folk Musicians Association at the organization's seventh annual convention held September 6-7 at Hillbilly Haven, near Lock Haven, Pa. Other officers named were **Carl Heimbach**, Milton, Pa., first vice-president; **James Daughenbaugh**, Tyrone, Pa., second vice-president; **Kenneth Butler**, Riverton, Conn., third vice-president; **Mrs. Joy Clark**, Cleveland, secretary; **La-Rue Cooke**, Trout Run, Pa., treasurer, and **Rudy Deane**, Torrington, Conn., sergeant at arms. Named to the national executive board were **P. A. Stover**, Lock Haven, Pa.; **Harry Fay**, Cleveland; **Keith Wing**, Kent, Conn.; **Merle Dubea**, Torrington, Conn.; **George Reimensnyder**, Milton, Pa., and **Grant Gemberling**, Albion, N. Y. Conclave was highlighted by two jamborees held in the Loganton High School Auditorium on Friday and Saturday nights, with more

Gabe Tucker Leaves Daily's Dee Music

HOUSTON — Gabe Tucker has resigned as vice-president of H. W. (Pappy) Daily's Dee Music Company Inc., here, after five years' association, to devote his full time in exploiting a new record, "If I Should Need You," by **Joey Long**, slated for national release this week by the Teardrop label. Release will be distributed by the London Group.

Tucker wrote "If I Should Need You" back in 1949 while en route to New York and at that time had both an RCA Victor and Dot release on the song.

than 10 bands participating. **Harry (Uncle Clyde) Fay** handled the emcee chores. The 1964 convention will be held in Cleveland in August.

Jeff Simmons and the Seminoles, who have been playing the Pennsylvania and New York area in recent weeks with **Shirlee Hunter**, have a new release coming up soon on the Salem Records label. Simmons, a regular on "New Dominion Barn Dance," Richmond, Va., plays Albany, Ga., along with **Miss Hunter**, October 5, set by the **Jim Gemmill** office, Richmond. Simmons is under the management of **Mable Boyd**, College Park, Md. . . . Recent bookings chalked up by **Hal Smith's** Artists Productions, Goodlettsville, Tenn., put **Ernest Tubb** and his **Texas Troubadours** in **Sioux City, Ia.**, September 24; **Sargent, Neb.**, 25, and **Omaha**, 26-28; **Buck Owens** and the **Buckeroos** in **Albuquerque, N. M.**, September 24; **Farmington, N. M.**, 24; **Pueblo, Colo.**, 26; **Joplin, Mo.**, 27; **Springfield, Mo.**, 28, and **Hammond, Ind.**, 29.

Nugget Records artist **Don Holly** and fem deejay **Pat Boyd**, of **WJEF-Radio**, Grand Rapids, Mich., recently became Mr. and Mrs. in a ceremony at the home of the bride's mother. . . . **Ray Price** and his **Cherokee Cowboys** recently played seven Texas stands for the **Billy Deaton Enterprises**, San Antonio, chalking up capacity business at each of the stops, according to **Billy Deaton**. The Price aggregation drew the biggest night club

(Continued on page 30)

Outdoor Hoot Clicks At Dayton Center

DAYTON, Ohio — An outdoor country music hootenanny, produced by the newly formed **Herbilce Enterprises**, Vandalia, Ohio, drew a huge crowd to the **Arline Shopping Center**, adjacent to the **Dayton Municipal Airport**, last week. Program was headed by **Herbie Smith**. Others on the program were the **Westray Brothers**, **Mary Lou Turner**, banjoist **Red Spurlock**, **Johnny Baer**, **Lloyd Moore** and **Verle Taubee**. **Charlie (Cuzzin Elmer) Payne** handled the emcee chores.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY
FOR WEEK ENDING 9/28/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	ABILENE 16 George Hamilton IV, RCA Victor 8181	
2	2	RING OF FIRE 17 Johnny Cash, Columbia 42788	
3	4	TALK BACK TREMBLING LIPS 15 Ernest Ashworth, Hickory 1214	
4	3	GUILTY 12 Jim Reeves, RCA Victor 8193	
5	6	YOU COMB HER HAIR 12 George Jones, United Artists 578	
6	5	MAKE THE WORLD GO AWAY 8 Roy Price, Columbia 42827	
7	10	8 x 10 6 Bill Anderson, Decca 31521	
8	7	SIX DAYS ON THE ROAD 18 Dave Dudley, Golden Wing 3020	
9	8	DETROIT CITY 13 Bobby Bare, RCA Victor 8183	
10	16	LOVE'S GONNA LIVE HERE 2 Buck Owens, Capitol 5025	
11	15	FADED LOVE 3 Patsy Cline, Decca 31522	
12	12	WE MUST HAVE BEEN OUT OF OUR MINDS 22 George Jones & Melba Montgomery, United Artists 575	
13	9	THE MINUTE YOU'RE GONE 11 Sonny James, Capitol 4969	
14	13	A MILLION YEARS OR SO 8 Eddy Arnold, RCA Victor 8207	
15	14	TIPS OF MY FINGERS 13 Roy Clark, Capitol 4956	
16	17	LITTLE OLE' YOU 11 Jim Reeves, RCA Victor 8193	
17	18	HAPPY TO BE UNHAPPY 7 Gory Buck, Patel 1011	
18	19	SANDS OF GOLD 15 Webb Pierce, Decca 31488	
19	11	ACT NATURALLY 25 Buck Owens, Capitol 4937	
20	20	UNKIND WORDS 2 Kathy Dee, United Artists 627	
21	-	LOVING ARMS 11 Carl Butler & Pearl, Columbia 42778	
22	21	IN THE BACK ROOM TONIGHT 6 Carl Smith, Columbia 42768	
23	22	ANYTHING NEW GETS OLD 5 Don Gibson, RCA Victor 8192	
24	28	NOT SO LONG AGO 4 Merry Robbins, Columbia 42831	
25	-	DID I MISS YOU? 1 Orville Couch, Vee Jay 528	
26	29	HALL OF SHAME 6 Melba Montgomery, United Artists 576	
27	-	CALL ME MR. BROWN 1 Skeeter McDonald, Columbia 42807	
28	-	NEW YORK TOWN 1 Lester Flatt & Earl Scruggs, Columbia 42840	
29	-	TOO IN LOVE 1 Hank Thompson, Capitol 5008	
30	-	THANKS A LOT 1 Ernest Tubb, Decca 31524	

WITH THE COUNTRY JOCKEYS

By **BILL SACHS**

Buddy Dean typewrites that he can use all the help he can get from the artists and diskeries on the new c.&w. music show he has just inaugurated on **KCIH**, Arroyo Grande, Calif. It's the only country music station within a 200-mile radius, says **Buddy**. . . . If you don't have a copy of the new **Roy Drusky-Kitty Wells** release on Decca, "My World's Losing You," drop a line on your station letterhead to **Hubert Long**, 806 16th Avenue, South, Nashville. A sample will be sent your way promptly. . . . **Don Teguag** has a new release on the **Rains** label titled, "I'm Gonna Take a Walk," written by **Paul Abston**, recently signed to a writer's pact by **Starday**. The flip, "I Could Never Hurt You," was co-authored by **Brownie Wilder** and

Kate Riley. Deejay copies are available by writing to **MLH Enterprises**, P. O. Box 99, Amboy, Ill. . . . **Weldon** and **Wanda Rogers**, of **KPUB**, Pueblo, Colo., have a new release in "Hang Up the Phone" b.w. "Heaven Within Your Arms." Deejays needing a copy may write to **Peach Records**, Box 425, Louisville, Ga. . . . **Charlie Phillips**, who, with his **Sugarbitters**, is well known in the West and Southwest, has a new release on Columbia, "This Is the House" b.w. "Later Tonight," which he'll send to jocks who'll write him on their station letterhead. His address: c/o **KZIP Radio**, Amarillo, Tex. . . . **Eddie Zaeks**, whose "Hayloft Jamboree" is reported clicking hardily on **WRIB**, Providence, R.I., is

(Continued on page 30)

MORE PROFITS WITH RCA BLANK TAPES!

(3 Big Deals for Every Tape Dealer:)

DEAL NO. 1: RCA RED SEAL TAPE...Buy 12—Pay for 10!

- This profit-packed offer is good for all 5" and 7" reels!
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DEAL NO. 3: RCA MAGNETIC RECORDING SOUND TAPE MERCHANDISER BTR-1

- Features assorted Red Seal and Vibrant Tape reel sizes.

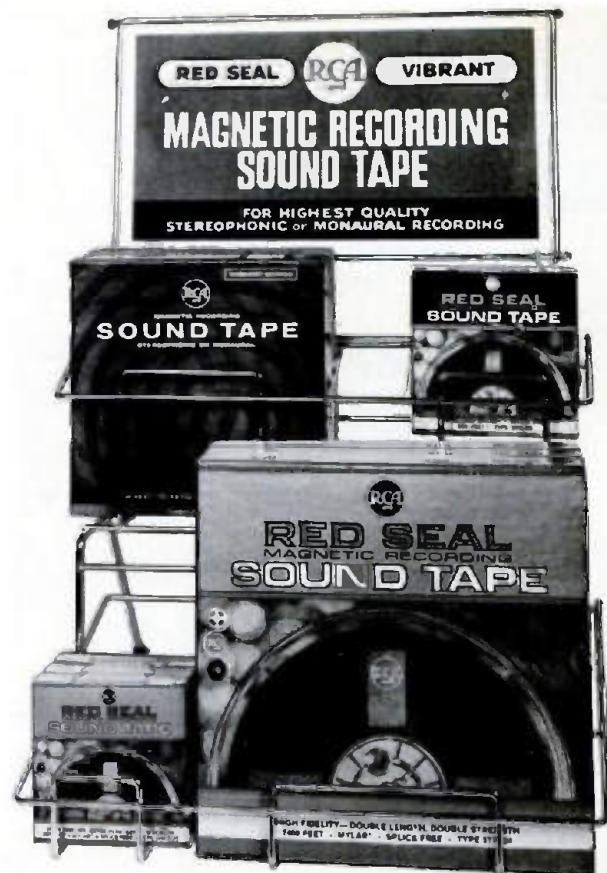
No. of Reels	RCA Type No.	Description
3	10M-2.25	3" Reel—Red Seal (Mylar)
3	5TM-6A	3¼" Reel—Red Seal (Tensitized Mylar)
1	V10A-9(703C1)	5" Reel—Vibrant Series (Acetate)
2	V15A-6(701C1)	5" Reel—Vibrant Series (Acetate)
2	15A-12	7" Reel—Red Seal (Acetate)
1	5TM-24	7" Reel—Red Seal (Tensitized Mylar)

- Rugged, heavy-gauge brass finished wire counter-top rack, with fold-down masonite header card, rubber feet. Packed 1 per carton with 12 assorted reels of tapes.
- Size 15" High x 11" Wide x 9" Deep
- Color: Gold with red, white and black masonite sign
- Accommodates removable cardboard sign

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†For V15A-12(702C1) 1200 feet, 1.5 mil acetate
*Void where prohibited by local laws and regulations.

 **The Most Trusted Name in Sound**



Kapp Shakes Up Distrib Pattern

NEW YORK—Kapp Records has realigned its distribution pattern in five areas. The label has eliminated Hartford, Conn., as a distribution point and will have its product handled out of Music Suppliers of New England in Boston.

This outlet will cover all of Connecticut, Maine, Vermont, New Hampshire and Massachusetts. Another change occurs in Buffalo where Best Distributing will handle all of New York State as far south as Middletown, N. Y.

Cincinnati has also been dropped as a distributing point, with Main Line of Cleveland taking over the territory formerly handled out of that Midwest city. Fidelity Electric out of Seattle will now be distributor for the area formerly handled out of Great Falls, Mont., in addition to its own Northwestern region. Finally, Hart Distributors of Los Angeles will cover the territory formerly supplied from Phoenix, Ariz.

SLOW AND EASY DOES IT: Epic recording artist George Maharis is currently on a 26-city promotion tour with his album, "Where Do You Go for a Broken Heart." Due to previous bouts with illness, Maharis noted: "When I get tired, we just call a halt to the schedule. The promotion guys, dealers and disk jockeys have all been wonderfully understanding. During my illness I thought not being active would result in people forgetting me. But just the reverse is true."

—NEW RELEASE—
A NATURAL HIT
JAMES DAVIS
BLUE MONDAY
B/W SING
DUKE 368

HEADED FOR THE CHARTS!
JOE HINTON'S
BETTER TO GIVE THAN RECEIVE
BACKBEAT 539

NEW SPIRITUAL RELEASE
TRUE STORY
B/W WONDERFUL
PILGRIM JUBILEE
SINGERS
PEACOCK 1899

MY MIND ON JESUS
B/W JESUS LOVES ME
THE GOLDEN ECHOES
PEACOCK 1897

CHRIST'S BLOOD
B/W CALL HIM UP
SPIRITUAL FIVE
PEACOCK 3001

DUKE & PEACOCK RECORDS, Inc.
2809 EBASTUS STREET
HOUSTON 26, TEXAS
OR 9-2617

BRAND NEW!
You're No Good
Dee Dee Warwick
Jubilee 5459
Nationally distributed thru
JAY-GEE RECORD CO., INC.
318 W. 48 St., N.Y. 36, N.Y.

WONDER MAKES THUNDER!
"WORKOUT STEVIE, WORKOUT"
LITTLE STEVIE WONDER
TAMLA 54086
HITSVILLE STRIKES AGAIN

20th to Put Out Al Kasha Disks

NEW YORK — The 20th Century-Fox label has signed a one-year deal with options to issue records produced by Al Kasha's independent production firm. The contract calls for Kasha to cut dates with his own artists and with talent contracted to the 20th roster. First single resulting from the deal will be released next week. It's by Artie Butler.

Chamberlain in N.Y.

NEW YORK—Richard Chamberlain came to town last week to plug his new single, "Blue Guitar," and a crowd of almost 3,500 teen-agers turned out for a personal appearance he made at Stern's department store. Label spokesmen said that the store sold 1,500 of the single and 500 of Chamberlain's album in two hours.

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 9/28/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	HEAT WAVE 8 Martha & Vandellas, Gordy 7022	8
2	8	MY BOYFRIEND'S BACK 6 Angela, Smash 1834	6
3	3	PART TIME LOVE 7 Little Johnny Taylor, Galaxy 722	7
4	5	CRY BABY 4 Cornett Mimms & the Enchanters, United Artists 629	4
5	6	MICKEY'S MONKEY 5 Miracles, Tamla 54083	5
6	2	THE MONKEY TIME 9 Major Lance, Okeh 7175	9
7	4	FRANKIE AND JOHNNY 8 Sam Cooke, RCA Victor 8213	8
8	10	MOCKINGBIRD 15 Inez Foxx, Symbol 919	15
9	14	SALLY, GO 'ROUND THE ROSES 3 Joyneets, Tuff 369	3
10	9	IT'S TOO LATE 8 Wilson Pickett, Double L 717	8
11	11	HEY GIRL 9 Freddie Scott, Colpix 692	9
12	12	IF I HAD A HAMMER 4 Trini Lopez, Reprise 20198	4
13	7	FINGERTIPS (Part II) 14 Little Stevie Wonder, Tamla 54080	14
14	27	SUGAR SHACK 2 Jimmy Gilmer & the Fireballs, Dot 16487	2
15	15	DOWN THE AISLE 5 Patty LaBelle & the Blue Belles, Newtown 5777	5
16	16	THEN HE KISSED ME 5 Crystals, Philles 115	5
17	19	BE MY BABY 2 Ronettes, Philles 116	2
18	30	DENISE 3 Randy & the Rainbows, Rust 5059	3
19	13	CANDY GIRL 9 4 Seasons, Vee Jay 539	9
20	—	CRY TO ME 1 Betty Harris, Jubilee 4556	1
21	29	A WALKIN' MIRACLE 2 Essex, Roulette 4515	2
22	20	CUT YOU A-LOOSE 4 Ricky Allen, A&O 29118	4
23	23	TALK TO ME 2 Sunny & Sunspots, Tear Drop 3014	2
24	24	SURFER GIRL 3 Beach Boys, Capitol 5009	3
25	—	BUSTED 1 Ray Charles, ABC-Paramount 10481	1
26	18	IT WON'T BE THIS WAY (Always) 11 King Pins, Federal 12484	11
27	22	1 (Who Have Nothing) 9 Ben E. King, Arco 6267	9
28	25	MAN'S TEMPTATION 9 Gene Chandler, Vee Jay 536	9
29	17	JUDY'S TURN TO CRY 8 Lesley Gore, Mercury 72143	8
30	—	THESE FOOLISH THINGS 5 James Brown & the Famous Flames, King 5767	5

BUSTING OUT NATIONALLY!!!

"BUST OUT"

THE BUSTERS

ARLEN 735

ARLEN RECORDS, INC. 707 Huntingdon Pike, Rockledge, Penna. Phone 215—RA 8-1775
(of Philadelphia)



Best Tressed

CLARA WARD was voted "Best Tressed Gospel Singer in the World," recently in "informal" poll taken among West Coast theatrical writers. Offering congratulations: also best-tressed Liborace. Both artists were appearing in Las Vegas at the time.

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

YOU LOST THE SWEETEST BOY

Mary Wells, Motown 1048

★ 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.

UNCHAINED MELODY . . .

Vito & the Salvationists, Herald 583 (Frank, ASCAP) (New York)

LONG TALL TEXAN . . .

Murray Kellum, M.O.C. 653 (Adams-Ethridge, BMI) (Dallas-Ft. Worth)

THE DAY THE SAWMILL CLOSED DOWN . . .

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

NOT SO LONG AGO . . .

Marty Robbins, Columbia 42831 (Marty's, BMI) (Dallas-Ft. Worth)

EEFANANNY . . .

Ardells, Epic 9621 (Lowery, BMI) (Seattle)

REACH OUT FOR ME . . .

Lou Johnson, Big Top 3153 (Ross, Jungnickel, ASCAP) (New York)

SINGLES REVIEWS



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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

POP SPOTLIGHT

NOREEN CORCORAN

WHY CAN'T A BOY AND GIRL JUST STAY IN LOVE

(Daddy Sam-Mother Bertha, BMI) (2:29)—Vee Jay 555

The less debates here with a smart re-balanced that's bound to grab teen listeners. Strong arrangement with chorus and work make the side a winner. Flip is "Love Kitten" (Leigh, ASCAP) (2:25).

POP SPOTLIGHT

MYRNA MARCH

I CAN'T SAY NO

(Trio, BMI) (2:19)—Realistic 4572

This one will raise a few eyebrows. A wild side that has the bump and grind sound with hard, slightly flat baroque gal singing and appropriate hollers from bald-men's row. Flip is "I Won't Forget You" (Trio, BMI) (2:12).

POP SPOTLIGHT

ROY CLARK

GOOD TIME CHARLIE

(Central Songs, BMI) (2:43)

APPLICATION FOR LOVE

(Central Songs, BMI) (1:58)—Capitol 5047

Two more potent sides from the "Trio of My Fingers" hit-maker. Clark sings the first with a solid beat against snare backing while the flip is a plaintive effort, asking for love, which has interesting lyrics. Both could go.

POP SPOTLIGHT

LITTLE STEVIE WONDER

WORKOUT STEVIE, WORKOUT

(Jobete, BMI) (2:39)

MONKEY TALK

(Jobete, BMI) (2:39)—Tama 54086

Two big follow ups to Little Stevie's "Fingerless" hit. First is a fast, bright rocker that has good harmonies and shouting chorus. Flip is part instrumental with Wonder talking and some sharp piano and big band blowing.

POP SPOTLIGHT

DEE DEE WARWICK

YOU'RE NO GOOD

(U. S. Songs-Morris, ASCAP) (2:30)—Jubilee 5459

Here's a hard-hitting, powerhouse rock side that pours it on. The side has that earthy, teen sound, produced in this case, by Jerry Sherman. Flip is "Don't Call Me Anymore" (U. S. Songs, ASCAP) (2:25).

POP SPOTLIGHT

CITY SURFERS

50 MILES TO GO

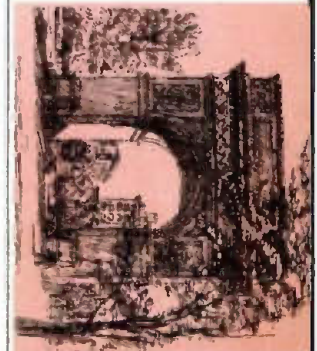
(T. M., BMI) (2:00)

POWDER PUFF

(T. M., BMI) (1:35)—Capitol 5052

Here are two sharp teen sides. The first is a hard-hitting story record that recounts a hot-rod road race with appropriate sound effects and driving guitar with rhythm. Second side has a similar road race theme, except the lead's chick is driver and it has humor and drive. Two strong ones. (Continued on page 24)

From Greenwich Village



WASHINGTON SQUARE

The Village Stompers
THE INSTRUMENTAL HIT OF THE YEAR!



To The Golden Gate!



POP SPOTLIGHT

THE 4 SEASONS

NEW MEXICAN ROSE

(Claridge Music, ASCAP) (2:45)—Vee Jay 542

The familiar 4 Seasons sound is smartly wrapped around a strong piece of material that is handled in some what of the tempo beat. Watch this one. Flip side is "That's the Way It Goes" (Claridge, ASCAP) (2:35).

POP SPOTLIGHT

BURL IVES

IT COMES AND GOES

(Azzoff-Rose, BMI) (2:04)—Decca 31543

Levity lyric ballad is sung here in Ives' own inimitable style. Bill Anderson wrote the song and soft string background is perfect for the material. Flip is "I Found My Best Friend in the Day Pound" (Wayfarer Music, ASCAP) (2:15).

POP SPOTLIGHT

JAMES BROWN AND THE FAMOUS FLAMES

SIGNED, SEALED AND DELIVERED

(Leib, BMI) (2:42)—King 5083

The old Cowboy Copas country hit is handled a strong, earthy R.B.-influenced reading by Brown and his Flames. The strong singing should make it a logical follow-up to the artist's last two hits. Flip is "Waiting in Vain" (Leib, BMI) (2:43).

POP SPOTLIGHT

THE HIGHWAYMEN

UNIVERSAL SOLDIER

(Jared, BMI) (2:30)—United Artists 447

Here's a poignant anti-war song that is bound to strike the public with force. The lyric talks of the senselessness of war and how everyone is the universal soldier. The flip is "I'll Fly Away" (Shink, BMI) (1:56).

POP SPOTLIGHT

HANK SNOW

NINETY MILES AN HOUR (Down a Dead End Street)

(Robertson, ASCAP) (2:34)
RCA Victor 8239

One of Hank's most potent pop-styled sides in many a moon. Side is about boy and gal on a motorcycle facing disaster. Flip is "Blue Roses" (Butterfield-Quartet, BMI) (2:30).

POP SPOTLIGHT

BOBBY BARE

500 MILES AWAY FROM HOME

(Central Songs, BMI) (2:35)

IT ALL DEPENDS ON LINDA

(Central Songs, BMI) (2:30)
RCA Victor 8238

Here has another smash song built on the "away from home" theme. This one is a touching side reminiscent of "Detroit City" and should be as big if not bigger. The flip is another top ballad in which the singer says he will do anything for the gal.

POP SPOTLIGHT

WEBB PIERCE

THOSE WONDERFUL YEARS

(Cedarwood, BMI) (2:20)

IF THE BACK DOOR COULD TALK

(Vanadore, BMI) (2:04)—Decca 31544

The top side here is the chatter's strongest try for the pop market. It's a lovely ballad with Webb singing with reverberation, chorus, strings—the works. The flip is geared to the country market in strong style. Chorus and strings are evident here, too.

POP SPOTLIGHT

PAUL ANKA

WONDROUS ARE THE WAYS OF LOVE

(Spinks, BMI) (2:13)—RCA Victor 8227

Breezy, melodic outing with an odd, mature Anka sound. The singer's dramatic singing is well supported by chorus and big band. Flip is "Hussy and Tell Me" (Apt, ASCAP) (2:08).

POP SPOTLIGHT

STEVE LAWRENCE

WALKING PROUD

(Screen Gems-Columbia, BMI) (2:21)
Columbia 47865

Another certain smash from Steve here. It's a big, teen-type ballad with striking rhythm figures, bright arrangement from Marion Evans and two writers by Goffin and King. Goffin's combination. Flip is "All the Way Home" (Famous Music and Chappell's, ASCAP) (2:25).

POP SPOTLIGHT

JOHNNY MATHIS

COME BACK

(Elm Drive, ASCAP) (2:02)—Mercury 72184

Johnny's first one on his new label affiliation has a big gummy sound very much in the contemporary teen groove. The singer comes before chorus and out, with big sound. Flip is "Our Teen-Age Dreams" (Elm Drive, ASCAP) (2:08).

POP SPOTLIGHT

THE GALENS

BABY I DO LOVE YOU

(4-Star Solar-Sullivan, BMI) (2:22)
Challenge 9212

An interesting side which starts with boys' group singing an old German melody in German with a girl's group moving up later to do an effective counter melody in English. There's a high-pitched scharina effect in the backing. Distinctive enough to go. Flip is "Love Belter" (4-Star Sales, BMI) (2:14).

HOT 100

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

Table with columns: Rank, Title, Artist, Label & Number, Weeks on Chart. Includes entries like 'BLUE VELVET', 'SALLY GO 'ROUND THE ROSES', 'BE MY BABY'.

Table with columns: Rank, Title, Artist, Label & Number, Weeks on Chart. Includes entries like 'DONNA THE PRIMA DONNA', 'DON'T THINK TWICE IT'S ALL RIGHT', 'THAT SUNDAY, THAT SUMMER'.

Table with columns: Rank, Title, Artist, Label & Number, Weeks on Chart. Includes entries like 'MARIA ELENA', 'I'M CONFESSIN'', 'WIPE OUT', 'WASHINGTON SQUARE'.

HOT 100—A TO Z (Publisher-Licensee)

Table listing songs and artists starting with A through Z.

Table listing songs and artists starting with A through Z.

Table listing songs and artists starting with A through Z.

BUBBLING UNDER THE HOT 100

Table listing songs and artists that are bubbling under the Hot 100.

Dot[®] the nation's best selling records

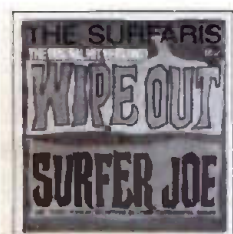
BEST SELLING SINGLES

SUGAR SHACK #16487 JIMMY GILMER & THE FIREBALLS	CUANDO CALIENTA EL SOL #16507 STEVE ALLEN	I'M SORRY B/W RAG MOP #16522 BILLY VAUGHN
SURFER JOE #16479 THE SURFARIS	TWO-TEN, SIX-EIGHTEEN B/W BANANA BOAT SONG #16527 JIMMIE RODGERS	FIESTA B/W BLUE VELVET #16526 LAWRENCE WELK
OUR SURFER BOYS #16523 THE SURF BUNNIES	THAT'S WHAT LOVE WILL DO #16508 JOE BROWN & THE BRUVVERS	MR. MOON B/W LOVE ME #16525 PAT BOONE

NEW RELEASES

- #16531 **NEVERTHELESS/I HEARD THE BLUEBIRDS SING** Wink Martindale
- #16524 **RAT TRAP/LITTLE CAESAR** Ralph Grasso
- #16530 **WONDERFUL SUMMER/DREAM BOY** Robin Ward
- #16528 **SURFIN'-JOHN BROWN/BIG BREAKER** The Ambassadors

BEST SELLING LP'S



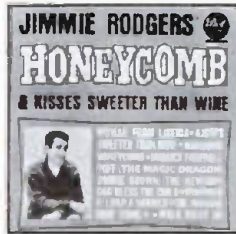
WIPE OUT • The Surfaris
DLP 3535



SCARLETT O'HARA • Lawrence Welk
DLP 3528



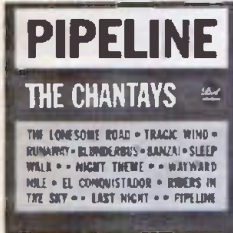
MORE • Steve Allen
DLP 3538



HONEYCOMB & KISSES SWEETER THAN WINE • Jimmie Rodgers
DLP 3525



SUKIYAKI • Billy Vaughn
DLP 3523



PIPELINE • The Chantays
DLP 3516



GRAVY WALTZ • Steve Allen
DLP 3515



HOT PASTRAMI • The Dartells
DLP 3522



1963's EARLY HITS • Lawrence Welk
DLP 3510



TIE ME KANGAROO DOWN, SPORT
Pat Boone
DLP 3534



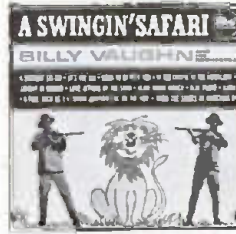
1962's GREATEST HITS
Billy Vaughn
DLP 3497



POLKAS MYRON FLOREN
DLP 3536



WALTZ TIME • Lawrence Welk
DLP 3499



A SWINGIN' SAFARI • Billy Vaughn
DLP 3458



THE MILLS BROTHERS' GREAT HITS
DLP 3157

POP SPOTLIGHT

THE OSMOND BROTHERS

THEME FROM 'THE TRAVELS OF JAMIE McPHEETERS'

(Miller Music, ASCAP) (1:49)—MGM 12174

This is the theme from the new TV show that's bound to rock up juvenile listenership and the sales should come from the same quarter. Has a strong Western flavor that should make it go. Boys, of course, were on the Andy Williams show and are well known.

POP SPOTLIGHT

CLAUDE GORDON

SOMETIMES ON FRIDAY

(Four Star Sales, BMI) (2:12)

JUAREZ

(Four Star Sales, BMI) (2:13)—Warner Bros. 5348

Two ear-catching instrumental sides. The first is the better of the two and it has fine trumpet blowing alone and its section work against a beat out of the 4 Seasons groove. The Tex-Mex sound is evident in the flip and it has a chance.

POP SPOTLIGHT

MODERN FOLK QUARTET

IT WAS A VERY GOOD YEAR

(Redlands, ASCAP) (2:08)

ROAD TO FREEDOM

(Bavallito, BMI) (2:00)—Warner Bros. 5347

Here's the soft folk ballad style back again with a very potent piece of material for the college and teen crowd. Tells the story of a man's experience. Flip is a stirring air that had the social conscience quality.

C.A.W. SPOTLIGHT

ALLEN CURTIS

FIREBALL MAIL

(Milene, ASCAP) (1:50)—Hickory 1724

A strong side by a good new artist. It's a fine old traditional country tune and it's given a smart, upbeat performance that builds all the way. Watch it. Flip is "The Hole He sold He'd Dig for Me" (Matarcano-Marric, BMI) (2:32).

POP SPOTLIGHT

RUFUS THOMAS

WALKING THE DOG

(East, BMI) (2:30)—Swax 140

Thomas had a long-selling r.&b. hit with "The Dog," recently and here's an obvious follow-up with another good rockin' performance but enough in the pop vein to hit the bigger market. A slick job. Flip is "Fins and Mellow" (Marks, BMI) (2:56).

FOUR-STAR SINGLES

The four-star rating is awarded new singles with sufficient commercial potential in their respective categories to merit being checked by dealers, non-stop and rack jobbers heading that category.

POPULAR

JAMES DAVIS
 ★★★★★ Blue Monday (Don, BMI) (2:15) — ★★★★★ Slim (Don, BMI)

THE CREATORS
 ★★★★★ Cross Fire — ★★★★★ Crazy Love. EPIC 9685

LENNY WELCH
 ★★★★★ Since I Fell for You (Advanced, ASCAP) (2:33)—★★★★★ Are You Sincere (Cedarwood, BMI) (2:24). CADENCE 1439

VICKIE CARROLL
 ★★★★★ The Girl You Left Behind (Minnota, BMI) (2:30) — ★★★★★ I Don't Exist (Big D, BMI) (2:12). DECCA 31645

LEROY HOLMES ORK & CHORUS
 ★★★★★ Theme From "A New Kind of Love (Famous, ASCAP) (2:30)—★★★★★ Theme From "The V.I.P.'s" (Robbins, ASCAP) (2:15). UNITED ARTISTS 637

THE PARAGONS
 ★★★★★ Time After Time (Sands, ASCAP) (2:30)—★★★★★ (Come On) Baby Take My Hand (Chiff-Tone-Playnote, BMI) (2:50). MUSIC CLEF 3041

CROWNS
 ★★★★★ Better Luck Next Time (Low-Cal, BMI) (2:48) — ★★★★★ I Wonder Why (Low-Ab, BMI) (2:35). VEE JAY 546

THE SHUT DOWNS
 ★★★★★ Beach Buggy (Screen Gems-Columbia, BMI) (2:43) — ★★★★★ Four in the Floor (Sette, BMI) (1:45). DIMENSION 1016

MOSS TOLBERT
 ★★★★★ Don't Do It Darlin' (Hill & Range, BMI) (2:17) — ★★★★★ Money in My Pocket (Willey-Conrad, BMI) (2:16). VEE JAY 558

AL GORDON & ORK
 ★★★★★ Good Things (LHM, ASCAP) (2:04) — ★★★★★ Midnight Guitars (Luristan, BMI) (2:06). GOLDEN CREST 580

TONY ORLANDO
 ★★★★★ I'll Be There (Cherio-Adart-Domic, BMI) (3:05)—★★★★★ What Am I Gonna Do? (Screen Gems-Columbia, BMI) (2:12). EPIC 9622

FREDDY CANNON
 ★★★★★ That's the Way Girls Are (Hill & Range-Sherbro Cannon Point, BMI) (2:43)—★★★★★ Do What the Hopples Do (Debbie Annale-Bae, ASCAP) (2:06). SWAN 4155

THE PLAYMATES
 ★★★★★ I Cross My Fingers (United ASCAP) (2:25) — ★★★★★ I'll Never Get Over You (Dutchess, BMI) (2:14). ABC-PARAMOUNT 10492

BILLY J. KRAMER AND THE DAKOTAS
 ★★★★★ Bad to Me (Metric, BMI) (2:15)—★★★★★ I Call Your Name (Northern Songs, Ltd.) (2:07). LIBERTY 55626

BOB AND PEGGY
 ★★★★★ Everybody's Talking (Don, BMI) (2:16) — ★★★★★ I'm Gonna Love My Way (Don, BMI) (2:24). PEACOCK 1917

JIMMY PETERSON
 ★★★★★ Half the Time (Westbound, BMI) (2:33)—★★★★★ Kathy My Darling (Westbound, BMI) (2:16). LIME-LIGHT 3088

JIMMY RADCLIFFE
 ★★★★★ Through a Long and Sleepless Night (Miller, ASCAP) (3:00)—★★★★★ Moment of Weakness (January, BMI) (2:05). MUSICOR 1033

BEVERLY WRIGHT
 ★★★★★ Greenfields (Montelara, BMI) (2:53) — ★★★★★ Remember Me (to Jimmie) (Vibar, ASCAP) (2:06). UNITED ARTISTS 644

JOEY AND DANNY
 ★★★★★ The Underwater Surfers (Juarez-Martin, BMI) (2:22)—★★★★★ I Got Rid of the Rat (Juarez-Martin, BMI) (2:31). SWAN 4157

PRESTON CARNES
 ★★★★★ Someone (Kinston Int'l, BMI) (2:35)—★★★★★ Romantic' Bar-bara (Kinston Int'l, BMI) (1:52). STACY 956

JOHNNY AND THE HURRICANES
 ★★★★★ Rough Road (Plymouth-Caribbeach, ASCAP) (2:28)—★★★★★ Kev-Liga (Milene, ASCAP) (2:26). BIG TOP 3159

THE FLARES
 ★★★★★ The Monkey Walk (Symbol, BMI) (2:15)—★★★★★ Do It if You Wanna (Symbol, BMI) (1:55). PRESS 2810

ARETHA FRANKLIN
 ★★★★★ Skylark (Simon, ASCAP) (2:45)—★★★★★ You've Got Her (Figue, BMI) (3:40). COLUMBIA 42874

BILL PURSELL
 ★★★★★ Autumn Magic (Tunetille, BMI) (2:59)—★★★★★ Dark Alley (Peer Int'l, BMI) (2:21). COLUMBIA 42876

THE DYNAMICS
 ★★★★★ Chapel on a Hill (Teddy Beat, BMI) (2:20)—★★★★★ Conquistador (Primary, BMI) (2:50). LIBERTY 55628

BILLY AND THE KING BEES
 ★★★★★ Bump (East, BMI) (2:14)—★★★★★ Sule Q (Arc, BMI) (2:12). VOLT 110

AL CAIOLA AND HIS ORK
 ★★★★★ La Donna Nel Mondo (Marks, BMI) (2:25) — ★★★★★ Radigo (Screen Gems-Columbia, BMI) (1:59). UNITED ARTISTS 646

ABE BATTAT TRIO
 ★★★★★ Once in Enough (Cresco, BMI) (2:02) — ★★★★★ Autumn Afternoon (Cresco, BMI) (2:46). FANTASY 548

MARVIN AND JOHNNY
 ★★★★★ I'm Throed of Being Alone (Garza - Mercedes, BMI) (2:40)—★★★★★ Hot Biscuits and Gravy (Brother-East, BMI) (2:50). FELTSTED 8681

EARLS
 ★★★★★ Don't Forget (Maureen, BMI) (1:57)—★★★★★ I Believe (Cromwell, ASCAP) (3:10). OLD TOWN 1149.

PAT BOONE
 ★★★★★ Mister Moon (Rooverett, BMI) (2:12)—★★★★★ Love Mr (Hill & Range-Quinnet, BMI) (2:17). DOT 16525

DONNA EVANS
 ★★★★★ Foolish Me (Blug-Jeffrey, ASCAP) (2:30)—★★★★★ Sorry (Rip-ling, BMI) (2:20). CHEER 1001

ERNESTINE ANDERSON
 ★★★★★ Out of My Continental Mind (Wells & Barry, BMI) (1:07)—★★★★★ Keep an Eye on Love (Saturn, BMI) (2:07). SUE 793

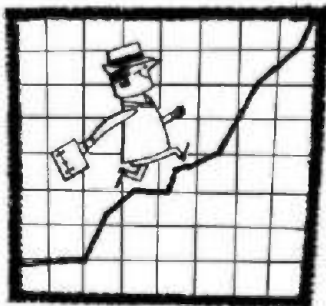
DAVID HOUSTON
 ★★★★★ Mountain of Love (Gallico, BMI) (2:47)—★★★★★ Angeline (Gallico, BMI) (2:31). EPIC 9625

ELMER BERNSTEIN
 ★★★★★ Black Strathmore (United Artists, ASCAP) (2:02)—★★★★★ The Carnival (United Artists, ASCAP) (2:05). AVA 144.

KAY STARR
 ★★★★★ Make a Circle (Leeds, ASCAP) (2:26)—★★★★★ To Each His Own (Paramount, ASCAP) (3:10). CAPITOL 5046

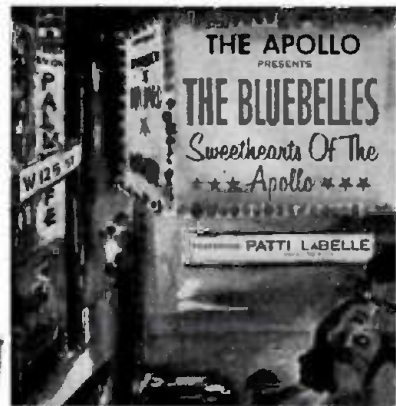
THE GATEWAY TRIO
 ★★★★★ Soldiers Who Want to Be Heroes (In, ASCAP) (2:25)—★★★★★ Four Man's Travellin' Blues (Alabama, ASCAP) (2:07). CAPITOL 5045

(Continued on page 41)



ON THE CHARTS AND CLIMBING

On The Presses TO BE RELEASED THIS WEEK!



PATTY LA BELLE & THE BLUE BELLES

"Sweethearts Of The Apollo"

Newtown LP 631

featuring their current hit "DOWN THE AISLE" and past favorites like "I SOLD MY HEART TO THE JUNKMAN"

"DOWN THE AISLE"

Newtown 5777

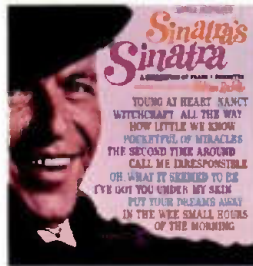
NEWTOWN RECORDS
 6600 N. Broad St., Phila., Pa.
 (LI 8-5010)

ALBUM REVIEWS



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

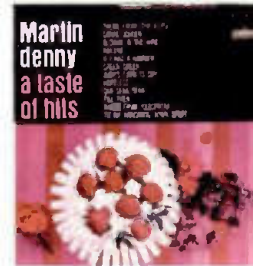
POP SPOTLIGHT
SINATRA'S SINATRA
 Frank Sinatra. Reprise R 1010 (M); R9-1010 (S)
 Here's a collection of some of the greatest of the Sinatra hit catalog which he enjoyed on another label, and re-recorded here with the backings of Nelson Riddle, the maestro associated with the original versions of most of these. Included are "Young at Heart," "In the Wee Small Hours," "Put Your Dreams Away," "Nancy," "Witchcraft," "Second Time Around." A veritable treasure for Sinatra fans.



POP SPOTLIGHT
CHASING A DREAM
 Bill Pursell. Columbia CL 2077 (M); CS 8077 (S)
 The piano artistry of Bill Pursell, ably backed by Grady Martin and ork, with 12 cuts aimed for easy listening. The dreamy-like theme is held throughout with two exceptions when Pursell dips into the exciting Bill Jolis arrangements of "Morn'" and "Pride." Strong was that could sell for a long time.



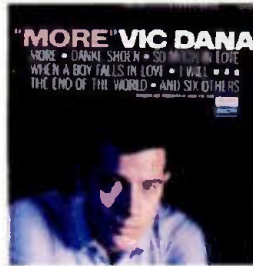
POP SPOTLIGHT
A TASTE OF HITS
 Martin Denny. Liberty LRP 3328 (M); LST 7328 (S)
 Martin Denny has a bright, smart instrumental LP here. The tracks are composed of tomorrow's and today's hits, included in the LP are "Danks Schoen," "Green, Green," "Ablener" and "Que Sera, Sera." The album has swinging vibes in an informal small group setting.



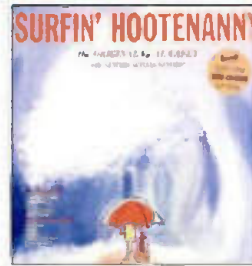
POP SPOTLIGHT
THE LONELY SURFER
 Jack Nitzsche. Reprise R 6101 (M); R9-6101 (S)
 The artist's current hit is teamed with a flock of material drawn from diverse sources. But the big strings and lyrical sound of the hit is there in all tracks. Besides "Lonely Surfer," "Puerto Vallarta," "Stranger on the Shore," "Old Town," "Ebb Tide" and a flock of other first-class tunes make this a most exciting LP.



POP SPOTLIGHT
TREASURY OF GOLDEN HITS
 Sammy Davis Jr. Reprise R 6096 (M); R9-6096 (S)
 Here's an LP of Sammy Davis' biggest hits and tunes he is most closely associated with, newly rerecorded with arrangements from the big ork by Mory Stevens. "Hey There," "Old Black Magic," "It's All Right With Me" and "Spoken For" are a few.



POP SPOTLIGHT
MORE VIC DANA
 Vic Dana. Delton BLP 2026 (M); BST 8026 (S)
 This is an album that should appeal to Dana fans across the land. The album contains the 12's current hit single "More" along with inimitable versions of such recent hits as "The End of the World," "Danks Schoen" and "I Will." Other fine tracks are "He Gives Me Love" and "What God Would It Do." Backings are smartly arranged and conducted by Ernie Freeman.



POP SPOTLIGHT
SURFIN' HOOTENANNY
 Al Casey. Stacy STM 100
 Al Casey's "Surfin' Hootenanny" has had some hefty chart action, and following the accepted practice, an album has been brought out, which should cash in on the interest created by the single hit. Also included in this Casey set are his latest single, "Guitars, Guitars, Guitars," plus "Thunder Beach," "Surfer Blues," "Lonely Surfer" and other strong surfing-type instrumentals, featuring the now familiar Casey organ-and-guitar sound.



POP SPOTLIGHT
THE GOOD LIFE
 Kathy Keegan. Malibu ML 100
 Kathy Keegan, who jumped into the national spotlight with a much-aided single of "The Good Life," displays on her first album a warmth and sincerity that should please devotees of the standard sound. She projects emotion and excitement reminiscent of Judy Garland and Lena Horne. Set should find ready acceptance with the devotees and buyers. "The Good Life" and "I Love You Today," among others, are sung with grace and feeling.



POP SPOTLIGHT
LUSH, LATIN & BOSSA NOVA TOO!
 Clebonoff & His Ork. Mercury MG 20824 (M); SR 60824 (S)
 Full strings, soft guitars and the bossa beat are the ingredients of this latest Clebonoff offering. The Latin touch is applied to such parental favorites as "Poinciana," "Jazz Samba" and "What a Wonderful Day Made," to mention a few. Highly listenable.

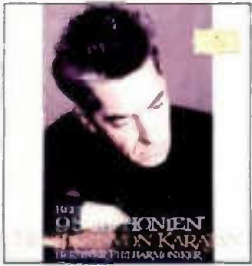
CLASSICAL SPOTLIGHT
BEETHOVEN: 9 SYMPHONIES (8-12")
 Berliner Philharmoniker (Von Karajan). Deutsche Grammophon SKL 1017/8 (S)
 This is perhaps the most monumental undertaking made to date by DGG. Karajan is one of the most popular and well-known European conductors today, and this recording of the complete Nine Symphonies of Beethoven is a testament to his fine reputation and skill. Reception of the complete set in Europe last year was history-making.

CLASSICAL SPOTLIGHT
MASCAGNE: CAVALLERIA RUSTICANA (2-12")
 Various Artists
 Angeli 3632 B/L (S)
 Victoria de los Angeles and Franco Corelli are ideally cast in this popular "versatile" opera. It is de los Angeles, though, who walks away with most of the honors. One of the first new Cavallerias in some time, it has strong appeal. The conductor, Gabriele Santini, and supporting members of the cast, Mario Sereni and Adriana Leczarline, are excellent.

CLASSICAL SPOTLIGHT
VERDI: IL TROVATORE (3-12")
 Various Artists
 Deutsche Grammophon SLP 138 835/37 (S)
 DGG offers a first-rate cast here. Antonietta Stella and Carlo Bergonzi head the cast in this "singers' opera." Both are an excellent central Bergonzi is one of the few tenors who can come up to Berling in the "Di quella pira," and Fiorenza Cossotto is one of the few mezzos whose intonation is right on the button. Tullio Serafin conducts dramatically.

COUNTRY SPOTLIGHT
THE BALLAD SIDE OF GEORGE JONES
 Mercury MG 20836 (M); SR 60836 (S)
 Jones is on another label now, but that seems to make little difference in his hit productivity. These are fine sides all the way. Many of them will hold their own with the best George Jones was now available. Titles here include such meaningful ones as "Belief Is Just a Swallow Away," "Farewell Angel," "I Always Wind Up Loser" and "The Last Town I Painted."

COUNTRY SPOTLIGHT
FARON YOUNG AIMS AT THE WEST
 Mercury MG 20840 (M); SR 60840 (S)
 Here's a tribute to the great West by Faron Young, with a partial bow to the movies and TV in such titles as "Raiding," "Bonanza" and "High Noon." In addition, Young finds the westlight flavor for "Don't Take Your Guns to Town," "A Dead Man Ago," "The Little Green High" and "The Rebel-Johnny Yuma." Young knows how to handle this material.



COUNTRY SPOTLIGHT
COUNTRY MUSIC STAR SPECTACULAR
 Various Artists
 Hickory LPM 116
 Though none of the 14 sides contained here were big single hits, they are by a group of artists of definite name value and most all the outings achieved some play and sale. Packaged in this manner, such artists as Sue Thompson, Roy Acuff, Bob Luman, Wilma Lee and Stony Cooper, Bob Gilliom, Ernest Ashworth and Bobby Lord make up a fine show of country and country-pop.



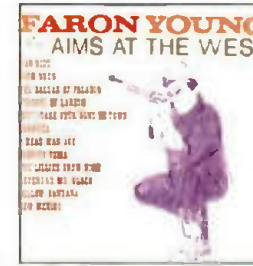
CHRISTMAS SPOTLIGHT
THE WONDERFUL SONGS OF CHRISTMAS WITH THE HARRY SIMONE CHORALE
 Mercury MG 20820 (M); SR 60820 (S)
 Harry Simone has become identified with Christmas. Through his chorus well-known "Little Drummer Boy" standard on another label. This is a strong bid to give Simone a more broad identity, with a number of other holiday-oriented efforts. Mixed chorus sings "Pala-Pan," "Silver Bells," "Twelve Days of Christmas," "Sleigh Ride," etc.



CHRISTMAS SPOTLIGHT
CHRISTMAS WITH THE PLATTERS
 Mercury MG 20841 (M); SR 60841 (S)
 Here's an exciting Christmas record from the Platters. The LP gets off to a fast start with what could be one of the big singles hits of the season, "Jingle Bells," a version of "Jingle Bells" done in quick, rocking tempo. Besides that track, "Morn' Dreaming of a White Christmas," "Rudolph" and a flock of other standards make fine programming fare.



LOW PRICE SPIRITUAL SPOTLIGHT
GREAT SPIRITUALS
 Molcom Dodd Singers
 Camden CAL 763 (M); CAS 763 (S)
 This album should bring a good deal of fine, broad, spiritual singing to the low price market. The Dodd group is an eminently moving vocal aggregation and the material is very well known. "Just a Closer Walk With Thee," "Go Tell It on the Mountain," "Deep River" and others are just a few of the first-class tracks.



POP SPECIAL MERIT
SING OUT ON THE BEACH
 Troubadore Singers.
 Horizon WP 1619 (M)
 There's much commercial potential in this album outing for the Troubadore Singers. The big folk-pop music hits such as "Walk Right In" and "If I Had a Hammer" are given a light, breezy up-tempo treatment. The 12-person group, although rich-voiced, is youthful sounding and maintains a simplicity of approach and arrangement qualities that could make this LP a popular one with the younger set as well as the folk-oriented set.



SPECIAL MERIT PICKS

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

POP SPECIAL MERIT

CHAD MITCHELL TRIO SINGIN' OUR MIND

Mercury MG 20838 (M); SR 60838 (S)

The Chad Mitchell Trio, who have already captured a large following and impressive sales on both their albums and singles, will probably pick up more fans with this album, which concentrates on the songs with social themes. Included is a satire on Ole Miss entitled "Alma Mater" and a parody on the Twelve Days of Christmas called "Twelve Days."

POP SPECIAL MERIT

WHERE HAVE ALL THE FLOWERS GONE

The George Mitchell Choir/De Cormier. Liberty LRP 3316 (M); LST 7316 (S)

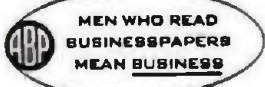
Robert De Cormier and the George Mitchell Choir present folk songs with a full dimensional treatment. The "classical" full choral approach is most unusual and will no doubt even please those who don't particularly like folk songs. De Cormier's arrangements give the simple folk melodies a highly universal flavor that can sell top sales at the commercial level.

POP SPECIAL MERIT

THE LEOPARD

Sound Track. 20th Century-Fox FXG 3015 (M); SXG 3015 (S)

The 20th Century-Fox motion picture, "The Leopard," starring Burt Lancaster is currently playing in theaters across the nation to wide critic raves and a strong box office. The flick was voted the "Best Film of the Year" at the 1963 Cannes Film Festival. The awards and acceptability of the picture should do much to launch sales for the original sound-track score by Nino Rota.



CLASSICAL SPECIAL MERIT

GINA BACHAUER

Queen of the Keyboard
Mercury MG 50349 (M); SR 90349 (S)

Gina Bachauer has assembled a dazzling program on this disk which is particularly suited to her big, rich tone and incredible technical facility. Stravinsky's "Petrouchka" saueris are particularly unkind to a pianist of less dedication than Bachauer. With few exceptions, when the tone becomes a bit harsh, the readings are brilliant. Other selections include the Chopin "Polonaise in A-flat," Liszt's "Hungarian Rhapsody No. 12" and Brahms' "Variation on a Theme by Paganini, Book 2." Mercury's sound is clean and fast.

FOLK SPECIAL MERIT

SONGS OF THE COAL MINES

Merle Travis
Capitol T 1956 (M); ST 1956 (S)

A whole wealth of lore has grown up over the years, based on the coal miner's lot and his way of life, like "16 Tons," written by Merle Travis, who has written all the tunes in this album right out of his own experiences in the Kentucky mine fields. The songs, like "The Harlan County Boys," "The Browder Explosion," "Here's to the Operator Boys" and "Pay Day Comes Too Slow," a fine blues, are deeply expressive, and Travis has a meaningful feel for them. A treat for students of folk lore.

FOLK SPECIAL MERIT

SHE'S LIKE A SWALLOW

Bonnie Dodson
Prestige Folklore 14015 (M)

Miss Dodson has been gaining in stature as a folk singer of the more or less authentic school, as compared to some of the more obviously commercial acts. Here she selects a number of ballads and legends, set to music, based on various Canadian cultures. For example, there are selections with strong roots in the Maritimes (the title tune), "Envoyons de l'Vent," from French Quebec, and "Frankie Slide" from British Columbia. Much interesting lore in these brightly performed ditties.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

MY BOYFRIEND'S BACK

Angels, Smash MGS 27039 (M); SR5 67039 (S)

THE REST OF THE CHAD MITCHELL TRIO

Kapp KL 1334 (M); RS 9334 (S)

FOURTEEN 14K FOLK SONGS

Limelliers, RCA Victor LPM Victor 2671 (M); LSP 2671 (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 MONKEY TIME

Major Lance, Okeh OKM 12105 (M); OKS 14105 (S)

ANNETTE'S BEACH PARTY

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

IN THE WIND

Peter, Paul & Mary, Warner Bros. W 1907 (M); WS 1507 (S)

3 GREAT BANDS

Henry Mancini, Al Hirt, Prez Prado, RCA Victor LPM 2722 (M); LSP 2722 (S)

TWANGIN' UP A STORM!

Duane Eddy, RCA Victor LPM 2700 (M); LSP 2700 (S)

DANKE SCHOEN

Wayne Newton, Capitol T 1973 (M); ST 1973 (S)

HERE COMES FATS DOMINO

ABC-Paramount ABC 455 (M); ABCS 455 (S)

MARVELETTES ON STAGE

Tamla 243 (M); (No Stereo)

GREATEST AMERICAN WALTZES

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

THE MIRACLES ON STAGE

Tamla 241 (M); (No Stereo)

OUR LOVE LETTER

Judy Garland, Capitol T 1941 (M); ST 1941 (S)

JUMP FOR JOY

Joe Williams, RCA Victor LPM 2713 (M); LSP 2713 (S)

GREAT SCENES FROM GERSHWIN'S PORGY & BESS

Leontyne Price & William Warfield, RCA Victor LM 2679 (M); LSC 2679 (S)

SONGS WE SANG ON THE ANDY WILLIAMS SHOW

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

1963—THE YEAR'S MOST POPULAR THEMES

Enoch Light & His Ork, Command RS 854 (M); RS 854 SD (S)

FOR YOU

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

MALA FEMMENA & CONNIE'S BIG HITS FROM ITALY

Cornie Francis, MGM E 4161 (M); SE 4161 (S)

THE ROBERT DeCORMIER FOLK SINGERS

Command RS 859 (M); RS 853 SD (S)

MORE

Vic Dana, Dalton BLP 2026 (M); BST 8026 (S)

RAILROAD MAN

Hank Snow, RCA Victor LPM 2705 (M); LSP 2705 (S)

FOLK SPECIAL MERIT

HOOTENANNY AT THE TROUBADOUR

Various Artists
Horizon WP 1616 (M)

Flock of folk singers here, some known, some unknown, perform before an enthusiastic crowd at the Troubadour Club, Hollywood. Some of the leading tracks are by Judy Henske and the other singers are extremely outstanding, such as "Captain Kidd," by Phil Campos, who shapes up as a real talent find. Judy Mayhan and Paul Syles are two other fine performers.

FOLK SPECIAL MERIT

DAVE VAN RONK FOLK SINGER

Prestige Folklore FL 14012 (M)

Dave Van Ronk has been pulling good notices in the consumer press around New York as a result of more frequent appearances in concert and in Greenwich Village clubs. The singer is known in the neo-tradition of folk artists, writing his own material about topical events and social injustice. He has a harsh, raspy technique that's most effective.

LOW PRICE SACRED SPECIAL MERIT

ALL-NIGHT SING

Various Artists
RCA Camden CAL 767

The all-night prayer meeting and gospel sing gets to be a bigger thing all the time in the South, and for those who want a living recreation of such a session right in the home, this set fills the bill at a budget price. Included on the new packaging are the Blackwoods, the Statesmen, the Soper Family, the original Carters, Porter Wagoner and Stuart Hamblen. Would be hard to find a better line-up than that.

(Continued on page 30)

THE ORIGINAL SOUND TRACK RECORDING OF

LORD OF THE FLIES

PLUS GREAT THEMES FROM CLEOPATRA IRMA LA DOUCE DAVID AND LISA MUTINY ON THE BOUNTY THE GREAT CHASE TO KILL A MOCKINGBIRD AND OTHERS

BIG PICTURES! BIG ALBUMS! AVA RECORDS

Presents Original Music Scores From Two Of The Season's Biggest Films!

ELMER BERNSTEIN'S ORIGINAL MOTION PICTURE SCORE

THE CARETAKERS

ELMER BERNSTEIN

THE CARETAKERS
ROBERT STACK PERCY FOREY JOAN MARCUS JAMES EARL RAYNE
STARRING: STACK BERGEN CRAWFORD PAIGE MCGRAW

LORD OF THE FLIES—Sound Track Recording, plus other great motion pictures themes! A/AS 30

THE CARETAKERS—Elmer Bernstein conducts his Original Music Score for the controversial shocker! A/AS 31

STILL SELLING BIG:

TO KILL A MOCKINGBIRD A/AS 20 • DAVID AND LISA A/AS 21 • WALK ON THE WILD SIDE A/AS 4 ST

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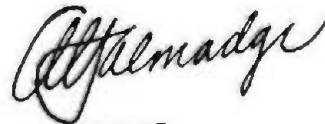
OFFICE OF THE
PRESIDENT

AN OPEN LETTER

I have just been privileged to hear a performance so moving and so powerful that I am compelled to express my feelings about it to the entire industry.

Our very talented folk group, THE HIGHWAYMEN, have a new release entitled, "UNIVERSAL SOLDIER". It unites a thrilling rendition, a magnificent song and a message of vital importance into a superb and entertaining entity which builds into one of the most resounding climaxes ever heard on a recording. I consider "UNIVERSAL SOLDIER" by THE HIGHWAYMEN a record of singular significance and we at United Artists Records are honored to release it.....

AT:na



ART TALMADGE,
President
United Artists Records, Inc.

The HIGHWAYMEN
"UNIVERSAL SOLDIER"
United Artists Record No. 647

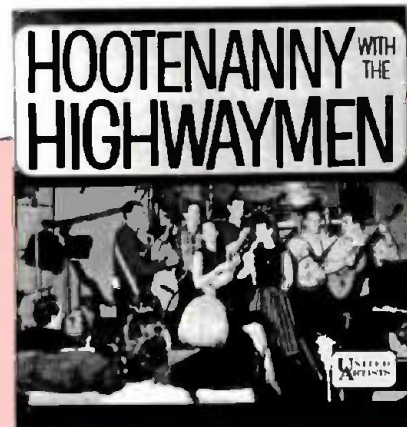


HOOTENANNY WITH THE HIGHWAYMEN
CURRENTLY HOT AND MOVING UP ON THE CHARTS!



The Proudest Name In Entertainment

UAS 6294 (Stereo) UAL 3294 (Mono.)



TOP LP's

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

Table with 5 columns: This Week, Last Week, Title, Artist, Label, and Weeks on Chart. Contains 50 entries of top LPs.

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Table with 5 columns: This Week, Last Week, Title, Artist, Label, and Weeks on Chart. Contains 50 entries of top LPs.

ALBUM REVIEWS

Continued from page 26



FOUR-STAR ALBUMS

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

THE PLATTERS SING... LATINO!
Mercury MG 20888 (M); SR 60889 (S)

SONGS OF HAWAII
Leo Adlon & His Ork. RCA Camden CAL 759 (M); CAS 759 (S)

THE OTHER SINGERS SING OTHER SONGS FOR OTHER PEOPLE
Horton WF 1622 (M)

POPULAR

THE GOOD OLD DAYS
Dinah Washington, Mercury MG 28829 (M); SR 60829 (S)

SPECIALTY

MR. UNIVERSE PRESENTS HIS RECORDED EXERCISES FOR MENTAL FITNESS
Capitol KAO 1954

A CHILD'S INTRODUCTION TO THE AMERICAN INDIAN
Chief Red Thundercloud, Prestige Int'l INT 13076 (M)

RHYTHM & BLUES

BLUES HOOT
Lightnin' Hopkins/Browne McGhee/Sonny Terry, Horizon WP 1617 (M)

INTERNATIONAL

MAGNIFIQUE
Jacqueline Francob, Philips PCC 680 (S)

CHRISTMAS IN THE CONGO
Les Troubadours du Roi Baudouin, Philips PCC 687 (S)



THREE-STAR ALBUMS

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

POPULAR

SWINGIN' AT HARRAMS
The Coquettes, Stms 103

A BEACHBOY PARTY
Waltah, Claret, Duke Kahanamoku 101-6 (S)

DIXIELAND BOSSA NOVA
Horace Elms & the Dixie Novas, Epic LN 50087 (M); BN 50087 (S)

JAZZ

ABSTRACT
Joe Harriott Quintet, Capitol T 10351 (M); ST 10351 (S)

COUNTRY AND WESTERN

LIVIN' ON THE MOUNTAIN
Bill Keith/Jim Rooney, Prestige Folklore FL 14002 (M)

INTERNATIONAL

DAS MERE, DIE HEIMAT DER MAYTESEM
Various Artists, Europa EU 4807-000

ALLE SINGEN MIT WILLY MILLOWITZCH
Europa EU 4809 (M)

IRISH SONGS
Sister Mary Ariene, O. P. Adrian LP 103

IT'S ALL GREEK
Various Artists, Fiesta FLP 1384 (M)

FESTA ITALIANA
Angelo e la sua Ork. Tipes Italiana, Fiesta FLP 1382 (M)

BAYRISCHE HEIMATKLÄNGE
Various Artists, Fiesta FLP 1383 (M)

FLAMENCO FANTASTICO
Fernando Sirvent, Prestige Int'l INT 13077 (M)

Boston, Atlanta, Miami, Newark, Cleveland, Nashville, Philadelphia Report Sales on:

JIMMY VICK

singing

"I NEED SOMEONE"

b/w

"TAKE A TRIP"

Cherry 7888

A special thank to Radio WALT, Medford, Mass.



SACRED

101 STRINGS
Ralph Carmichael, Sacred LP 3027 (M); LP 4027 (S)

RELIGIOUS

ONE OF THESE DAYS
Sunday Sing Trio, Sacred LP 3016 (M); LP 4016 (S)

PERSONAL EVANGELISM
F. Carlton Booth, Sacred LP 160

SPECIALTY

THE FORT HENRY RETREAT CEREMONIAL
Various Artists, Discus DS-NM-43/1 (M)

COUNTRY MUSIC CORNER

Continued from page 18

crowd in four years on the San Antonio engagement, Deaton says. . . Rusty (Ko Ko) Adams, after 27 days on the road through Illinois, Colorado, Nebraska and Missouri, opened September 16 at the Little Brown Jug, Owensboro, Ky., along with Jo Ann and Roy Cantrell. They run there through September 28.

George A. Crump, president of WCMS, Norfolk, Va., recently came up with an idea for the WCMS "Radio Ranch Club," to be comprised of WCMS listeners who had only to fill out a membership card and listen. No fees, no dues. After six weeks, the club boasts a membership in the thousands and applications are still arriving daily. Commenting on the new club, Carolina Charlie, WCMS deejay, says: "We feel a tremendous number of people are listening to country music that have never listened before. There's proof of this in the fact that at our most recent road show, featuring Bill Monroe and the Bluegrass Boys, Jim Eanes and the Shenandoah Valley Boys, and Don Gibson, drew over 11,000 people, according to official police estimates, half of whom were 20 years of age and under."

Webb Pierce, along with Reno and Smiley, set a new record when they drew 15,000 at the Frontier Ranch, Columbus, Ohio, September 1-2, according to Charlie Gore, promo chief at the ranch. . . A Rex Rinehart c.&w. package set up in co-operation with the Jira Denny Artist Bureau, Nashville, kicked off a 19-day tour of the Midwest in Fulton, Ind., September 19. The package headliners are Ray Price and His Cherokee Cowboys. . . George Morgan, Archie Campbell and Shirley Ray. Stops will be made in Columbus, Ind.; Cincinnati; Effingham, Ill.; Burlington, Ia.; Dubuque, Ia.; Danville, Ill.; Freeport, Ill.; Cedar Rapids, Ia.; Fort Atkinson, Wis.; Kenosha, Wis.; Green Bay, Wis.; Menominee, Wis.; Rochester, Minn., and Mankato, Wis.

Minnie Pearl, whose new book, "Christmas at Grinders Switch," is reported selling well in bookstores across the country, has been set by the Jim Denny Artist Bureau for the Hillsdale, Mich. Fair September 23-28. . . Hank Snow and His Rainbow Ranch Boys are set for a three-day appearance at the Hall of Fame Rodeo, Omaha, beginning September 23.

MUSIC AS WRITTEN

CHICAGO

Seymour Greenspan, of Summit Distributing Company, is walking around with a pair of cracked ribs—and the story you won't believe. Seems Seymour's little girl was away at summer camp and the parents were invited up for a day of fun and games with the kids. Seymour got into a volley ball game, tried what he describes as "an impossible shot," missed, and fell wounded. (Cracked ribs in a volley ball game at a girls' camp—really Seymour!) . . . Russ DiAngelo takes over the Turntable, South Side record store. He continues in partnership with Tony Burasco in Record Mart one stop. . . Norm Ladd joins Summit Distributing Company as promotion man. He'll work with Carl Proctor. Ladd is also a talented musician and plays at Willowbrook Ballroom.

Harry Beckerman, in Milwaukee, has added the Sceptor line. . . Harvey Goldstein may be taking a trip down the aisle soon. . . Bill McCloud has left M-S' promotion staff. . . Fred Sipora is starting to make noise about his annual New Year's ski weekend. He may go to Aspen, Colo. . . Little Al Temaner, long a holdout for list price, is entering the discount business—with a club yet. It'll be run separately from his regular operation. Al is also opening a store across the street from his main Lawrence Avenue outlet. It'll feature books, cards and only the cream in record merchandise. Al has also closed his Randolph Street store. . . Our apologies to Merrill Rose. Wishing him happy birthday is no reason to mispell his name Merle.

NICK BIRO

WITH THE COUNTRY JOCKEYS

Continued from page 18

idence, R. I., is in need of taped station breaks by country artists.

"For the first time in this area," writes Uncle John Brunell, operations manager of WVTR, White River, Vt., "WVTR-Radio and Lebanon Concerts on the Green recently teamed up to sponsor a c.&w. hootenanny, billed as Country Concert on the Green, in Colburn Park in the center of town. Despite little advance publicity, we drew over 2,500 people, and for a small town this is tremendous. Program consisted of a few small groups playing only country music. Considering that it was all local talent, this is a strong indication of just how popular c.&w. music is, even in an area that isn't considered prime c.&w. territory." The Lebanon mentioned is Lebanon, N. H., just across the Connecticut River from White River, Vt. . . Charlie Grant has just inaugurated two daily country music shows on WGRV-AM-FM, Greeneville, Tenn., the most country music the station has ever programmed. "The folks like our brand of music," writes Charlie, "and I believe it's going to pay off real big."

Byron Stokes, who whirls the country waffles at KLLA, Leesville, La., typewrites that the station is scheduling nearly four hours of c.&w. music daily and is in dire need of spinning material, old and new. Shoot them to Stokes at KLLA, Box 1323, Leesville.

IT'S ANOTHER HIT BY DAVE DUDLEY COWBOY BOOTS

GOLDEN RING 3030

DISTRIBUTED NATIONALLY BY **soma** RECORDING COMPANY

Picked by All The TRADE!

The Billboard SPOTLIGHT WINNERS OF THE WEEK

The Cash Box Pick of the Week

The Music REPORTER MUSIC VENDOR

Billboard

HITS OF THE WORLD

ARGENTINA

(Courtesy Escalera a la fama, Buenos Aires)
*Denotes local origin

Table with 2 columns: Rank, Song/Artist. Includes 'LA TERZA LUNA', 'RIO MANZO', 'DESPENADA', etc.

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

Table with 2 columns: Rank, Song/Artist. Includes 'BOMBORA', 'WIPE OUT', 'SANDY SANDY', etc.

BRITAIN

(A special list compiled prior to publication by the New Musical Express)
*Denotes local origin

Table with 2 columns: Rank, Song/Artist. Includes 'SHE LOVES YOU', 'BAD TO ME', 'IT'S ALL IN THE GAME', etc.

FRANCE

(Courtesy Parlophone, Sherwin/Ambassador, Pincus/Northern Songs, Ltd.)

Table with 2 columns: Rank, Song/Artist. Includes 'DANCE ON', 'STILL', 'I WANT TO STAY HERE', etc.

EIRE

(Courtesy Irish Times, Ltd., Dublin)

Table with 2 columns: Rank, Song/Artist. Includes 'KISS ME QUICK', 'TWIST AND SHOUT', 'IT'S ALL IN THE GAME', etc.

FINLAND

(Courtesy Iltis-Sanomati, Helsinki)

Table with 2 columns: Rank, Song/Artist. Includes 'TANGO MERELLA', 'LUCKY LIPS', 'SUURET SETELIT', etc.

FLEMISH BELGIUM

(Courtesy Jake Box Magazine)
*Denotes local origin

Table with 2 columns: Rank, Song/Artist. Includes 'DEVIL IN DISGUISE', 'N'EST-CE PAS MERVEIL', etc.

FRANCE

(Courtesy Parlophone, Sherwin/Ambassador, Pincus/Northern Songs, Ltd.)

Table with 2 columns: Rank, Song/Artist. Includes 'I'M MOVIN' ON', 'OH DONNA CLARA', 'IT'S ALL IN THE GAME', etc.

HOLLAND

(Courtesy Platenseleus, Amersfoort)

Table with 2 columns: Rank, Song/Artist. Includes 'CIMERONI', 'IK HEB EERBIJD VOOR JOUW GRUIZE HAREN', etc.

HONG KONG

(Courtesy Koi Israel Broadcasting)
*Denotes local origin

Table with 2 columns: Rank, Song/Artist. Includes 'DEVIL IN DISGUISE', 'DROWNING MY SORROWS', 'SUNSHINE', etc.

ISRAEL

(Courtesy Koi Israel Broadcasting)
*Denotes local origin

Table with 2 columns: Rank, Song/Artist. Includes 'DEVIL IN DISGUISE', 'BLUE ON BLUE', 'GYPSY WOMAN', etc.

ITALY

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

Table with 2 columns: Rank, Song/Artist. Includes 'SAPORE DI SALE', 'SE MI VUOI LASCIARE', 'QUELLI DELLA MIA ETA', etc.

MEXICO

(Courtesy Audiomexica)
*Denotes local origin

Table with 2 columns: Rank, Song/Artist. Includes 'LET'S GET TOGETHER', 'ENEMIGOS', 'DESPENADA', etc.

NORWAY

(Courtesy Verdens Gang, Oslo)
*Denotes local origin

Table with 2 columns: Rank, Song/Artist. Includes 'SUKTYAKI', 'DEVIL IN DISGUISE', 'WELCOME TO MY WORLD', etc.

PERU

(Courtesy La Prensa, Lima)
*Denotes local origin

Table with 2 columns: Rank, Song/Artist. Includes 'LA TERZA LUNA', 'LO SEGUIRE I Will Follow Him', etc.

PHILIPPINES

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

Table with 2 columns: Rank, Song/Artist. Includes 'A MILLION THANKS TO YOU', 'THE END OF THE WORLD', 'MORE', etc.

SPAIN

(Courtesy Discomania)
*Denotes local origin

Table with 2 columns: Rank, Song/Artist. Includes 'FREE ME', 'CARINOSA', 'CRYING IN THE WIND', etc.

SOUTH AFRICA

(Courtesy Southern African Record Manufacturers and Distributors' Assn.)
*Denotes local origin

Table with 2 columns: Rank, Song/Artist. Includes 'DEVIL IN DISGUISE', 'LUCKY LIPS', 'FORTY DAYS', etc.

VENEZUELA

(Courtesy Radio Carsona)

Table with 2 columns: Rank, Song/Artist. Includes 'VIDA CONSENTIDA', 'MAGIA BLANCA', 'MI CAPRICHITO', etc.

International NEWS REPORTS

Foreign Artists Slated As Post San Remo Show

ROME—Admission of foreign voices to the San Remo Festival will be in the form of a post-festival feature on Sunday, February 2, following the selection

AUSTRALIA

'Rock Classics' Pile 'Em Up

By GEORGE HILDER
19 Todman St. Kensington,
Sydney

During the first four weeks of sale, Col Joye's "Classics of Rock" LP has a bigger total than any other Australian artist released by Festival. A single from the album, "Be-Bop-A-Lula," was released by popular demand. Instead of becoming a hit, the disk has been instrumental in creating an even bigger demand for the album. Joye has just completed an extensive tour of the State of Queensland.

Folk music is now so popular in Sydney that devotees can enjoy concerts every week. Increased folk music record sales reflect this trend. Australia is now producing some first-class folk singers, among them Gary Shearston, Doug Owens and Lionel Long. Now that folk music has attained a commercial status, the accent by performers has shifted to professionalism.

At least 13 international stars will visit Australia within the next six months, stated John Collins, booking agent for Chevron Hilton Hotel, Sydney. First of these to arrive will be singers June Christy, Leslie Uggams and Ruth Walks in September. The following month will see Al Martino and Diana Dora. Frank Ifield is expected on Christmas eve so he can spend Christmas with his Sydney family before starting an Australian and New Zealand tour in the new year.

Leedon record artist Warren Williams, who created chart action during 1962 with his revivals of Richard Tauber songs, has put down two new sides at the Festival studios.

AUSTRIA

All-Star LP All-Time Hit

By FRED ZILLER
Moellwaldplatz 1, Vienna 4

In support of the All-Star Festival album, a press party was held at the Vienna headquarters of the Atomic Energy Agency. UNHCR Secretary William McCoy spoke about the album's meaning and success in this country, pointing out the sale of 22,000 Festival LP's (highest sale in this country's record industry history). Polyphon President Gerhard Gebhardt (Polydor/Philips) personally delivered a check for

Gala du Disque Opens Oct. 4

AMSTERDAM — This year the annual Grand Gala du Disque will again be held in two parts. October 4, the classical portion will be staged at the Amsterdam Concertgebouw. Polish pianist Adam Harasiewicz and the Spanish soprano Victoria de Los Angeles will be the soloists at the concert by the Concertgebouw under the baton of Bernard Haitink.

The pop portion of the Gala will be presented at the Kurzaal, Schevingen October 12. Artists include Wim Kan, Marlene Dietrich, Petula Clark, Freddy Quinn, Corry Brokken and Anneke Gronloh. The show will be covered by radio and television.

Anneke Gronloh Takes 4th Goldie

AMSTERDAM — Anneke Gronloh received her fourth golden record for 100,000 copies sold of "Soerabaya" on Philips. The trophy was presented to Miss Gronloh by former director of Phonogram here J. Th. van der Meer. Presentation was made in the new Phonogram studio complex.

lishing house P.P.P., also changes headquarters in Brussels. Plum has a big hit right now with a French record "Demain tu te marries," and he hopes to bring out a Flemish version. Among the American hits from his catalog are "Judy's Turn to Cry," "Drownin' My Sorrow," "Frankie and Johnny," "Like the Big Boys Do," "Freckles" and "If My Pillow Could Talk."

Polygram Belgium reports that the "Record of the Month" —action which has proven very successful so far this month, presents one of our most prominent violinists, Arthur Grumiaux, accompanied by Ricardo Castagnone (piano) with works by Tartini, Corelli, Vivaldi and Veracini. Robert Cogol's latest single is "Tu mens" (You Lie), although not yet released, has big orders coming in already. New Johnny Hallyday (Philips) disk is "Je ne danserai plus jamais" (I Will Never Dance) b/w "Douces filles de seize ans" (Sweet Little Sixteen). Top sellers in Belgium still are Claude Francois (Fontana) with "Si tu veux etre heureux" (If You Wanna Be Happy), Sheila (Philips) with "Pendant les vacances" and Les Gam's (Mercury) with "Il a le truc" (He Has the Trick). Dutch songstress Ria Valk makes her comeback "Ik wil een Cowboy als man" (I Want a Cowboy).

At a press conference in Brussels the directors of Brussels' Ancienne Belgique music hall, revealed its program for the coming months. Line Renaud (September 20), Paul Anka (27), Colette Renard (October 4), Johnny Hallyday (11), Jacques Brel (18), Marlene Dietrich (November 1), Golden Gate Quartet (8), Richard Anthony (22), Robert Cogol (January 3), Pere Didier (10), Sheila (February 7), Petula Clark (28). All these artists stay for one or two weeks.

The new radio and TV season of government operated BRT (Belgian Radio and Television), celebrates this year its 10th anniversary. This new time schedule was accepted for the coming months: news, 12 per cent; information and documentaries, 15 per cent; cultural, 11 per cent; education, 9 per cent; movies and plays, 21 per cent;

youth programs, 14 per cent; politics, 4 per cent, and entertainment, 14 per cent.

EMI Belgium obtained the distribution rights for the new French record company Markal and they will issue sale of the already famous "Ballade" by Marc Aryan. A record that started out of the juke box taverns located at the North Sea.

BRITAIN

Arden Brings Eddy on Tour

By CHRIS HUTCHINS
News Editor
New Musical Express

British promoter Don Arden returned from New York having signed Duane Eddy—just a week after the collapse of negotiations for him to tour here in October—and the Shirelles for a three-week tour in November, Gary U.S. Bonds for a three-week visit to Europe the same month and the Tymes for a tour here around the first of the year.

But perhaps the most significant part of his visit involved television deals he was able to put to several U.S. stars. Arden has pacted with Granada Television to bring artists here for concerts and also to make spectaculars for the company which will be televised nationally—a major deal for both himself and also Granada which largely restricts itself to north of England transmission.

Last week end Arden brought the Everly Brothers into Britain on their way to Germany—two weeks ahead of the start of their tour here—and hosted a party for the Warner Bros. duo at the London Hilton to assure friends and the press that Don was fully recovered from the illness which split them just ahead of their last British schedule and also to reveal that they would star in the first of the hour-long spectaculars he is making with Granada. It will be filmed during their stay and also features Bo Diddley.

Other stars to whom Arden has put his concerts-TV spectacular deal includes Brenda Lee—who normally tours for him—and Eddie Fisher.

Parlophone's Adam Faith flies to New York on October 1 to discuss a major American TV appearance and possible filmed series for international distribution. Five days later he goes on to Los Angeles and in Hollywood will record some of the songs for "Tom Sawyer," the musical in which he is set to open in London on December 19. His recording sessions have been arranged by EMI with a U.S. associate company.

Two days before the start of his second British tour Roy Orbison lost his voice and was unable to speak at a press reception Decca hosted for him and Monument Records President Fred Foster. Orbison was later ordered to bed with only a 50-50 chance of being able to join the tour at its start.

Guitarist Jet Harris—whose disk association with fellow ex-Shadow Tony Meehan has been producing a steady flow of hits—was badly injured in a car crash here. Another Decca artist who was with him, 18-year-old Billie Davis (she scored a hit earlier this year with her cover of "Tell Him") told reporters at the hospital they intended to marry soon.

Latest signing by John Barry to the Ember label is Russ Hamilton who earned a gold disk for the Anglo-American sales of "Rainbow" b-w "We

Will Make Love," on Kapp in the U.S. An American release deal for Ember is still pending.

Visitors

Irving Berlin is here with his wife and daughter on an unspecified visit. . . . Decca chairman Sir Edward Lewis is in New York on business. . . . Sydney Grace, of the Grade Organization, left London two days ago (26) for Perth, Sydney and Honolulu before arriving in New York for a few days on October 14.

Record Business

When Del Shannon arrives next week for his October tour with Gerry and the Pacemakers, he will be accompanied by his manager Irving Michmanik who will negotiate with Decca a release deal here for the Amy and Mala labels—one of which will release Shannon's future recordings in the U.S. . . . Pye rush-released a new Lonnie Donegan single which covers Peter, Paul and Mary's big U.S. hit, "Lemon Tree." Unsatisfied with an original waxing the company sent a mobile recording unit north to the resort where Donegan was appearing for him to re-record it and then stepped up pressing operations to get it into the shops by the scheduled release date. The Peter, Paul and Mary version issued here almost a year ago meant nothing chart-wise. Essex publishes the song.

Publishing Business

Lorna Music has a new Billy Fury record "Somebody Else's Girl"—an American composition by Bob Montgomery. It's a quick follow-up to his "In Summer" (Decca). The same firm is publishing the Sherman Edwards-Hal David composition "The Mirror" which Dorothy Squires waxed for release yesterday.

Phil Solomons' publishing company, One-Four-Two Music, has exclusive rights to Kermit Goell's score of the new musical "Princess Pocahontas" which opens in Glasgow next month with Solomons' artist Steve Perry in a leading role. A sound-track album will be recorded by Decca.

CHILE

Odeon A.&R. Post To E. Ortuzar

By RICARDO GARCIA
Radio Minería
Monedo 973, Santiago

Edmundo Ortuzar, promotion chief from Odeon, is the new a.&r. chief. Ruben Nouzeilles retains his job as director of artists. Jorge Onate will take Ortuzar's former job.

Goluloff announces release of a Chilean LP starring Cuco Sanchez. During his last visit the Mexican star recorded several Latin American songs, including some traditional Chilean tunes. Recording was done at the newly installed Splendid Studios. Sergio Maldonado is general manager of the studio, sound engineer is Luis Marcos Steven. . . . Fausto Papetti's orchestra is one of best seller albums at the moment. Besides Papetti, Bert Kaeppert, Olga Guillot, Los Chalchaleros, Los Huasos Quincheros and the Elvis Presley "Girls, Girls, Girls" sound track album are this winter season's LP best sellers.

The "All Star Festival" LP has been released here. The local afternoon newspaper Las Ultimas Noticias, with highest circulation in Chile, is also planning an LP which will include the 12 top native favorite singers and composers, to help in-

BELGIUM

Barclay Belge Opens in Brussels

By JAN TORRES
Stulvenbergvaart 37, Mechelen

Barclay Records, Paris, started distributing its own product in Belgium. New distributing firm here is called Barclay Belge and located in Brussels. General supervisor will be Jacques Souplet, while Peter Plum will handle the a.&r. department. Plum, head of his music pub-

valid children and polio victims. This idea has been a great public success. All recording labels will lend their top artists. "Esenando Boss Nova," by Eydie Gorme; "Tell Him," by Billie Davis, and "Waiting for Never," by Neil Sedaka, are the most popular North American songs.

Two song festivals have taken place during the winter. One was organized by Universidad Catolica and the winner was Martin Dominguez, a young singer and composer. The other festival was organized by the city of Antofagasta and the winners were three housewives: Patricia Leighton, Lusbina de Rosso and Idalia Campusano. Their songs will be recorded by Philips, RCA and Odeon. Enrique Lebendiger, president of Fermata (Brazil), in Santiago for three days. Lebendiger is planning to open an office in Chile. Fermata label is distributed by RCA here.

COLOMBIA

**New Station
Airs for Kids**

By ALVARO PENALVER
Mariano Rivera Conde and his wife, Consuelo Velasquez, visited here. . . . New station broadcasting for young people in Colombia, is "Radio 15," with Carlos Pinzon, Colombian disk jockey, acting as general director. . . . Francisco Youl is recording for Fuentes label "Las 4 Esquinas del Tango" LP. . . . Metropoli Records has established a depot in Bogota. . . . The Colombian composer Rafael Escalona Martinez has joined the Tropical label. . . . Fuentes acquired representation of the Music Hall label of Argentina. . . . The representative of Distribuidora Nacional de Discos of Venezuela, Raul Roges Garcia, visited Medellin and Baggagequila, to work out a deal to press the Velvet label in Colombia.

EIRE

**50c JFK Disks
Being Readied**

By KEN STEWART
Irish Times Ltd., Dublin
Joe Reynolds, a Dublin businessman, released a special single of a short speech by President Kennedy made during his visit to Ireland in June. It sells at about 50 cents, and 100,000 copies are reputedly being pressed, primarily for export. If successful, other JFK disks will be issued.

The Clancy Brothers and Tommy Makem couldn't have been more successful during their first dynamic public appearances here. It is now virtually certain that they will return in February. Their CBS albums are moving as a result. The boys have done much to stir up national interest in folk music generally. . . . The biggest-ever talent invasion continues. Brian Poole and the Tremetoes, Bill Haley, the Spotnicks, Springfield, Beatles, Johnny Cash, Julie Grant and Roy Orbison are among those expected before Christmas. . . . "Carrie," the most lavish production of the upcoming Dublin Theater Festival, will go to London's West End—one of the very few Irish musicals to do so. . . . Maide McDaniel, star of Telefisi-

Eireann's "Country Style," flew out for an English tour. . . . T.E.'s "Showband Show," emceed by Paul Russell, reached the No. 1 spot on the Television Audience Measurement ratings. . . . Solomon & Peres rush-released the Anthony Newley-Peter Sellers "Fool Britannia" album. Reaction to date is mild.

FRANCE

**RCA Brass Will
Drive Dynagroove**

By EDDIE ADAMIS
92 quai du Marechal Joffre
Courbevoie (Seine)
George Marek and Dario Soria will arrive at the end of the month on the occasion of the launching of RCA's Dynagroove records. The first batch to be marketed will be classical records and special pop. Titles are similar to those introduced in the U. S. initially.

ABC-Paramount's prexy Sam Clark will also be in at the end of this month. . . . Monument Record's prexy Fred Foster was in with Roy Orbison. The latter's records are issued locally on the London group label. . . . First records issued on Sofrason's new Weekend label are by Eric Charden and Betty Clair. . . . Paul Anka is playing the Olympia Theater and has been hailed as a composer and a performer.

It has been estimated that there are nearly seven million French teen-age buyers for the EP market. . . . In four years the number of TV sets has grown from one to four million. . . . Supervised by Norrie Paramor (a.&r. man) and J. J. Agi (French EMI's international department), Cliff Richard, accompanied by the Shadows, has recorded his first French EP in Blackpool. Such well known tunes as "La Mer," "Boom," "J'attendrai" and "C'est si bon" are included. Cliff's record will be marketed in October.

Belgian singer Adamo and U. S. thrush Dionne Warwick will play the Olympia Theater in December. . . . Teen-age idol Sylvie Vartan and impresario Johnny Stark are leaving (14) for New York. They will be in Hollywood (18-21) and then will proceed to Nashville where Sylvie Vartan will make a record in English.

GERMANY

**Here Comes
Connie—Twice**

By JIMMY JUNGERMAN
102 Ismaninger Street,
Munich 27
Connie Francis created a stir when an MGM single of the German versions of her hits from the movie, "Follow the Boys." The German versions were produced by Gerhard Mendelson. And for the first time two Francis albums within a single month have been issued in Germany by MGM-Polydor. "Connie Francis Sings Songs From 'Follow the Boys,'" and "Connie Francis Sings Award-Winning Motion Picture Hits." A total of 100,000 records have been sold of Petula Clark's "Chariot." One week after the first issue of Hans Clarin's "77 Little Girls," 25,000 records have been sold. Clarin is the German voice of Edward (Koo-

kie) Byrnes in the TV series "77 Sunset Strip." Clark and Clarin records for the Vogue label. . . . Peggy March, Bob Moore, Roy Orbison and Peter, Paul and Mary will guest star at the Berlin Radio and Phono Fair. . . . Electrola will release two more U. S. labels in Germany: Disneyland and 20th Century-Fox. . . . German singer Hermann Frey will tour the States in September, October and November. . . . Chile's No. 1 pianist, Claudio Arrau, will tour Germany in October. . . . "Joe, Der Gitarrenmann" is the German version of U. S. hit "Dance With the Guitar Man." The original by Duane Eddy is on the 10,000 mark in Germany. The German publisher is Paul C. R. Arends in Rimsing near Munich. Eddy's new hit, "Lonely Boy, Lonely Guitar." Is also published by the Arends firm.

Berlin's "My Fair Lady" star Karin Hübner married singer Franco Duval. . . . On September 12 Munich's Deutsches Theater will start a third long run of "My Fair Lady." This is the first time that a stage play starts a third run in the same theater. . . . Teldec started a new series, "Their Big Hits." In the first number these artists are featured on albums: Harry Belafonte and Elvis Presley on RCA, Pat Boone and Billy Vaughn on London, and Caterina Valente on Decca.

German singer Will Brandes is touring Poland. He guest starred at the International Song Festival in Zoppot. . . . Ivo Robic received a gold record from his home label, Jugoton of Yugoslavia. . . . Carlos Otero, who is very popular in Germany on TV and records, will visit his homeland Venezuela. In Caracas he will guest star in a Spanish operetta. As a souvenir, Otero will bring to his fatherland an album he recorded for Polydor Hamburg featuring Spanish songs. . . . Tubby Hayes will guest star at the radio and phono show in Berlin.

HOLLAND

**New Television
Channel to Deb**

By SKIP VOOGD
Joh. Camphuisstr. 189
The Hague
A newly established company, the Commercial Radio and Television Company (CRT) of The Hague, has filed an application with the Minister of Education, Arts and Sciences for a license for commercial television broadcasts over the second, or future third Dutch television network. If necessary the firm will build its own transmitter as a result of the Concertgebouw Orchestra's performances at the Edinburgh Festival. The orchestra was invited to make a concert tour of the United Kingdom in 1964 and 1965. . . . The Netherlands String Quartet will fly to New York October 11 for the fourth concert tour of the United States. Nap de Klijn, Jaap Schroeder, Paul Godwin and Carel van Leeuwen Boomkamp will give 35 concerts. They will return to the Netherlands on November 24. . . . "Lena . . . Lovely and Alive," by Lena Horne, was re-released by RCA in Holland. Eartha Kitt, Bobby Bare and the Astronauts all have singles. Toni Witt Und Seiner Kapelle made a very cozy LP for RCA "Blasmusik Beim Kronenwirt," a record with a great number of typical German Schlagers. . . . In Hilversum's Grand Hotel Gooiland September 2, some

800 record dealers and their wives, reporters of Holland's leading musical magazines and many guests were on hand for Phonogram's 17th Dealers Day.

H. Watson (Decca export manager), Jack Boyce (Decca's classical promoter) and Marcel Stellman (Decca's popular promoter) from England; J. Bouyer (director commercial of S.P.P. Paris) from France; Charles Licoppe (sales manager of Philips) from Belgium; Budmirovic (Radio & TV Beograd), from Yugoslavia; L. de Kok, director of Philips Nederland L. C., and J. W. A. Langenberg, director of Philips Phonographic Industries, of Holland, were hosts.

J. Th. van der Meer introduced his successor to the record dealers: J. J. M. Haslinghuis, who was appointed Phonogram's new director September 1. Presentations were introduced by Rolf ten Kate, head of Phonogram's press and p.r. department. He made a special mention of the new Concert Series on Philips.

Presentations were of the Laurei Caburet, Cor de Groot performing a brand-new Dutch recording of the "Rhapsody in Blue," the "Favorieten Express" with special Belgian guest-star Lize Marke and the "Surprise Series" with films of Caterina Valente and the Dutch singer Willy Alberti, a recording artist for 25 years.

Color slide presentations were given of a new series of Children's Records on LP, a Decca Waltz Series on EP and an outstanding classical presentation: "Muses' Rendez-Vous" on Philips LP's. . . . F. de Graaf, president of the Dutch Dealers' Association, spoke in the name of all dealers present.

Rehearsals for the Dutch version of the Lionel Bart musical "Oliver" starring Dutch comedian Johnny Kraaykamp, started at the seaport Rotterdam. The premiere will be given at the Rotterdam Luxor Theater October 4. . . . In the course of the 1963-1964 season the Amsterdam Concertgebouw Orchestra will give a number of concerts for KRO television. In order to create the most favorable conditions for television, KRO has decided to make special recordings in the Concertgebouw in Amsterdam. For this occasion the orchestra will not play on the stage, but in the hall proper.

To Commander of the Order of Oranje-Nassau was appointed the famous conductor of the Cleveland Symphony Orchestra, George Szell. H. J. Reinken, director-general of the arts and for foreign cultural affairs of the Ministry of Education, Arts and Sciences, handed the famous American conductor the Dutch mark of distinction. Szell has done much for Concertgebouw Orchestra.

HONG KONG

**Presley Still
Stands Tallest**

By CARL MYATT
27 A Estoril Court
Elvis Presley is still king as far as Hong Kong's younger set is concerned. In a poll conducted by the Hong Kong Music Maker, a magazine run by two local disk jockeys, Elvis easily topped the favorite male singer category, leaving Paul Anka and Rick Nelson well in his wake. . . . Connie Francis walked off with the honors in the female section, with Patti Page a surprise second and Brenda Lee

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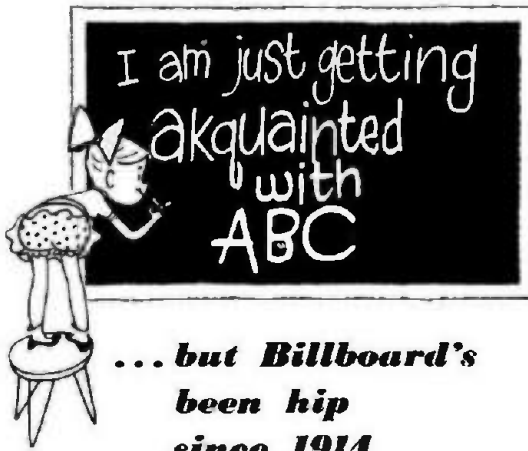
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PHILA. 21, PA.

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

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

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

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

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

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

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

Billboard

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

third. Patti's resurgence of popularity was attributed to that single personal appearance she made a couple of months ago. Skeeter Davis, a comparatively new name to Hong Kong record buyers, did well to finish fifth in front of such favorites as Linda Scott and Little Peggy March. This was on the strength of just one record — "End of the World."

A group to ride the crest of the wave to the top on one big hit was the Cascades. They were voted top vocal group due mainly to their Warner Bros. recording of "Rhythm of the Rain."

Winners in other categories were:

Favorite song: "Return to Sender" — Elvis Presley (RCA Victor).

Favorite instrumental number:

"Foot Tapper" — the Shadows (Columbia).

Favorite big band or orchestra—Billy Vaughn (Dot).

Favorite TV personality: Richard Chamberlain (MGM).

Favorite instrumentalist: Duane Eddy (RCA Victor).

Darryl Patton, editor of the Music Maker, said that another poll will be held at the end of the year.



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JIMMIE HASKELL—Capitol
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TODAY'S TOP TUNES

HONOR ROLL OF HITS

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

FOR WEEK ENDING SEPTEMBER 28		Weeks on Chart		
This Week	Last Week	Tune	Composer-Publisher	
1	1	BLUE VELVET	By Wayne-Morris—Published by Vogue (BMI)	5
2	2	MY BOYFRIEND'S BACK	By Feldman-Goldstein-Gotschler—Published by Blackwood (BMT)	8
3	7	SALLY, GO 'ROUND THE ROSES	By Sanders-Stevens—Published by Winlyn (BMI)	3
4	4	HEAT WAVE	By Holland-Dozier-Holland—Published by Jobete (BMI)	6
5	11	BE MY BABY	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	3
6	5	THEN HE KISSED ME	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	5
7	3	IF I HAD A HAMMER	By Hays-Seeger—Published by Ludlow (BMI)	8
8	6	SURFER GIRL	By Wilson—Published by Guild (BMI)	7
9	12	WONDERFUL! WONDERFUL!	By Raleigh-Edwards—Published by Marks (BMD)	4
10	10	MICKEY'S MONKEY	By Holland-Dozier—Published by Jobete (BMI)	4
11	13	CRY BABY	By Russell-Meade—Published by Rittenhouse-Mellin (BMD)	3
12	8	MORE	By Ortolani-Oliviero—Published by Marks (BMI)	10
13	16	A WALKIN' MIRACLE	By Hugo-Luigi-Weiss-Lavy—Published by Planetary (ASCAP)	3
14	14	THE MONKEY TIME	By Mayfield—Published by Curton-Poliro (BMD)	7
15	27	BUSTED	By Howard—Published by Pamper (BMD)	2
16	23	LITTLE DEUCE COUPE	By Wilson-Christian—Published by Sea of Tunes (BMD)	3
17	21	THE KIND OF BOY YOU CAN'T FORGET	By Greenwich-Barry—Published by Trio (BMI)	4
18	19	MARTIAN HOP	By Spirit-Lawrence-Rappaport—Published by Screen Gems-Columbia (BMI)	4
19	9	HELLO MUDDUH, HELLO FADDUH!	By Sherman-Busch—Published by Curtain Call (BMI)	8
20	15	PAINTED, TAINTED ROSE	By Sawyer-DeAngelis—Published by Damian (ASCAP)	6
21	17	HEY GIRL	By King-Goffin—Published by Screen Gems-Columbia (BMI)	7
22	—	SUGAR SHACK	By McCormick-Voss—Published by Dundee (BMI)	1
23	29	HONOLULU LULU	By Berry-Christian-Sponky—Published by Screen Gems-Columbia (BMD)	2
24	18	MOCKINGBIRD	By C. A. L. Fox—Published by Saturn (BMI)	9
25	22	YOU CAN NEVER STOP ME LOVING YOU	By Slater-Samwell—Published by Ridge (BMI)	5
26	28	PART TIME LOVE	By Hammond—Published by Circle-Escott (BMD)	2
27	—	ONLY IN AMERICA	Lieber-Stoller-Wei-Mann—Published by Screen Gems-Columbia (BMI)	1
28	—	I CAN'T STAY MAD AT YOU	By King-Goffin—Published by Screen Gems-Columbia (BMI)	1
29	—	WHAM	By Mack—Published by Carbon-Edwood (BMT)	1
30	—	BUST OUT	By Benjamin—Published by Lanny (BMI)	1

RECORDINGS AVAILABLE
 (Best Selling Record Listed in Bold Face)

- BLUE VELVET**—Bobby Vinton, Epic 9614; Lawrence Welk, Dot 16526.
- MY BOYFRIEND'S BACK**—Angels, Smash 1834.
- SALLY, GO 'ROUND THE ROSES**—Jaywells, Tuff 369.
- HEAT WAVE**—Martha & Vandellas, Gordy 7022; Rene Paulo Group, Hi-Fi 5075.
- BE MY BABY**—Ronettes, Phillies 116.
- THEN HE KISSED ME**—Crystals, Phillies 115.
- IF I HAD A HAMMER**—Trini Lopez, Reprise 10198; Peter, Paul & Mary, Warner Bros. 5296; Janis Ross, Operators 202; Ernie Adano, Assault 1842.
- SURFER GIRL**—Beach Boys, Capitol 5069.
- WONDERFUL! WONDERFUL!**—Johnny Mathis, Columbia 33048; Tymes, Parkway 884.
- MICKEY'S MONKEY**—Miracles, Tamla 54083.
- CRY BABY**—Garnet Mimms & the Enchanters, United Artists 629.
- MORE**—Vic Dana, Dolton 81; Martin Denny, Liberty 55571; Cleobuff Strings, Mercury 72151; Earl Grant, Decca 25607; Steve Lawrence, Columbia 42795; Ric Ortolani & His Ork, United Artists 598; Robin Randal, Dery 10018; Katyna Ranieri, London 10027; Della Reese, RCA Victor 8187; Clark Terry & Ben Webster, Camco 262; Danny Williams, United Artists 601; Kai Winding, Verve 10295.
- A WALKIN' MIRACLE**—Eases, Roulette 4515.
- THE MONKEY TIME**—Major Lance, Okeh 7175.
- BUSTED**—Ray Charles, ABC-Paramount 10481.
- LITTLE DEUCE COUPE**—Beach Boys, Capitol 5069.
- THE KIND OF BOY YOU CAN'T FORGET**—Raindrops, Jubilee 5455.
- MARTIAN HOP**—Ran-Dells, Chairman 4003.
- HELLO MUDDUH, HELLO FADDUH!**—Alan Sherman, Warner Bros. 5378.
- PAINTED, TAINTED ROSE**—Al Martino, Capitol 5000.
- HEY GIRL**—Freddie Scott, Columbia 692.
- SUGAR SHACK**—Jimmy Gilmer & the Fireballs, Dot 16467.
- HONOLULU LULU**—Jan & Dean, Liberty 55613.
- MOCKINGBIRD**—Inez Fox, Symbol 919.
- YOU CAN NEVER STOP ME LOVING YOU**—Johnny Tillotson, Cadence 1437.
- PART TIME LOVE**—Little Johnny Taylor, Galaxy 722.
- ONLY IN AMERICA**—Jay & the Americans, United Artists 626.
- I CAN'T STAY MAD AT YOU**—Skeeter Davis, RCA Victor 8219.
- WHAM**—Lionie Mack, Fraternity 912.
- BUST OUT**—Busters, Arlen 735.

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

NEW RELEASES from CHESS

"Michael"
 by
Steve Alalmo
 CHECKER #1054

"Two Sides"
 b/w

"I Worry About You"
 by
Etta James
 Argo #5452

"Strange Feeling"
 by
Billy Stewart
 CHESS #1868

"I'm Your Part Time Love"
 by
Mitty Collier
 Chess #1871

CHESS
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 2170 S. Michigan Chicago 16, Ill.

Bill Weatley a Really WIBG Man in Philly

By GIL FAGGEN

PHILADELPHIA—There's a slogan on the wall of Bill Weatley's office in the WIBG Building just outside of Philadelphia which reads: "Dog Tired in the Evening, Maybe You've Been Growing Too Much During the Day."

Whether it is by coincidence or design that so descriptive a phrase of WIBG hangs in the program manager's office does not matter. What matters is that it's true.

WIBG's daily growth over the past six years since Storer acquisition has been nothing short of phenomenal. The 50,000 watt outlet dominates the nation's fourth largest radio market with rating figures that not even a Congressional investigation can water down.

No station achieves the position attributed to WIBG without a vibrant aggressive, creative, and as the slogan says, tired-in-the-evening, staff. WIBG features heads-up programming requiring executives and air



PROGRAM MANAGER BILL WEATLEY checks over record hop plug with deejay Hi Lit (left). All WIBG air personalities purchase time from the station to plug their own personal hops. Station has fined Lit twice for running over. WIBG's continuity acceptance director Bob Knox checks all copy and ETs for conformity to Storer standards. Station also has further check through soundscribe that records everything an air.

—Photo by Morton Bond

personnel to be constantly on their toes.

The entire operation is captured by Joseph T. Conway,

Conway, a graduate of Temple University was formerly associated with WKDN, Camden, New Jersey, before joining WIBG.

He was appointed general manager from national sales manager Conway and his sales force headquarter in downtown Philadelphia.

Heading the Whitmarsh contingent (sales and programming are in two different locations) of the WIBG operation is program manager Bill Weatley who was appointed to the slot 17 months ago after a two-and-a-half year tour of duty with the Storer Los Angeles outlet, KGBS.

Weatley, hailed by fellow programmers, his staff and members of the music-record fraternity, runs the program department with a calm demeanor. However, there is little responsibility about him that reflects a dedication to his position specifically and radio broadcasting in general.

Fair With Record Men

Few stations with the importance to people in the record business offer the promotion men greater opportunity to display their wares. Weatley holds open house each Monday, 10 to 3

and all interested parties (and there are hundreds) are invited to present their records. Bill listens to all records in front of the promo men, allowing time for discussion of a record's merits as well as an exploration of the music-radio field as a whole.

"These people (record promoters) are important to me, they keep me informed as to what's happening with records and artists around the country," said Weatley.

Bill maintains a flexible policy in regard to top record company brass and record artists who may pop in for an unexpected visit during the week.

The important music sheet, WIBBAGE is made up by Weatley twice a month, but updated every week. The sheet consists of a total of 99 records which includes up to 15 newcomers and the "Future Forty-Nine." The list is based on reported sales both locally and nationally. Bill has his own personal system of separating the "hypes" from the real sellers

Everybody in the Sweat as Stations Hand Out Shirts New Stations Springing Up

NEW YORK — Seems that the sweat shirt as a promotional gimmick has found its niche in radio.

In Topeka, Kan., radio Station KEWI has already gone through well over 4,000 "Keewee Good Guy" sweat shirts with 1,000 more on order during the past year. The outlet has been merchandising the "Keewee Good Guy," "Keewee Kutie" and "Keewee Pecwee" shirts in a local supermarket chain at \$2.39 apiece."

The "Keewee Good Guys" reason that when they sell 5,000 of the orange shirts then New York's WMCA, which has sold or given away nearly 15,000 of its "Good Guy" sweat shirts, will

only be three to one ahead of them. (Does that make the New York market three times the size of the Topeka market?)

WPTR "Good Guy" sweat shirts are being awarded on a regular basis to the station's listeners in the Albany area.

The sweat shirt caper is not limited to radio. WNYS-TV, Syracuse, has been handing out "Baron Daemon" sweat shirts which carry such credits as "I'm a real cool ghoul" and a ghoulish character of a male and female. The 10,000 sweat shirts are being offered to Channel 9 viewers as a promotion for the

(Continued on page 37)

NEW YORK—The broadcasting fraternity is now regularly welcoming newcomers into the fold. Two new outlets are scheduled to begin broadcasting operations October 1.

WGUL, New Port Richey, Fla., and KISM, Shakopee, Minn., are interested in receiving the latest promotion releases from record companies. WGUL program director is Thad Lowrey and Robert D. Zellmer is general manager of KISM.

Princeton, N. J., is now being served by a new 5,000-watter, WHWH. The station will broadcast music in the light classic to easy listening pop range: sports (emphasizing Princeton

(Continued on page 38)

Radio-TV

PROGRAMMING

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

VOX JOX

By GIL FAGGEN

AT YOUR SERVICE: KDKA-Radio's Art Pallan has been named chairman of the Hope Corps and the station is launching an extensive campaign to enlist members in the new youth group, which is being organized by the Allegheny County (Pittsburgh) Chapter of the Pennsylvania Association of Retarded Children.



Pete Getzlaff (center), WIP sportscaster and player-coach of the Philadelphia Eagles, is presented an award by James A. Skidmore, president of the New Jersey Jaycees (right), for his efforts in behalf of President Kennedy's Build Up Our Youth physical fitness program. On hand for the presentation is Harvey L. Glascock, vice-president and general manager of WIP (left).

Bob Gamble, news manager, WFBM-Radio (Indianapolis), accepted on behalf of station, Radio-Television News Directors Association national award for station's editorials.

HATS OFF to WCOU-Radio (Lewiston, Me.) currently celebrating its 25th anniversary. WCOU president is Faust Couture. WCOU deejay Tom (The Bee) Banks has moved from his Saturday p.m. stanza to the wake-up show on the outlet.

Also on the Maine line is Portland's WJAB, which has adopted the news slogan "Total Information." WJAB backs this up with Washington correspondents, stringers and mobile newsmen throughout the State

and boasts no fewer than five telephone-equipped news cruisers. . . . Jay Jeffrey has returned to WJAB after a stint at WMEZ (Boston). Other staffers are Bob Fuller, Jon E. Dee and Jim Sands.

HEAR HEAR! Wally (Beethoven) Thornton, program director of Indianapolis swinger WISH, writes that "record distributorship for the most part is lousy (there) with few exceptions." Thornton pointed out that Indianapolis is a full-fledged city with a metro area serving almost one million

(Continued on page 38)

programming newsletter

By BILL GAYIN • Billboard Contributing Editor • Publisher, Bill Gavin's Record Report, 114 Sanson St., San Francisco.

SAN FRANCISCO — The acid test of music policy is competition. A station will grow fat on its ratings as long as its competitors are fumbling. Sooner or later another station or two in the market is bound to sharpen up its operation, and the rating picture begins to change.



For reasons not clearly understood, top 40 revenues are considerably more vulnerable to rating declines than are the comfortable monthly billings of their more conservative colleagues. Advertisers appear to believe that on a good music station they are buying prestige, whereas on a top 40 station they are buying only a predictable number of ears. The attitude apparently prevails that most of the modern sounds of today's popular records are somehow disreputable, connoting cheapness and inferiority. Irrational as it may seem, this advertiser attitude exists, and because of it, top 40 music must deliver those ratings—or else!

To many thoughtful radio people, this advertiser antipathy toward today's popular music makes little sense. Popular records are not the exclusive province of the teen-ager. Agency media buyers know, from impartial research studies, that most top 40 audiences contain a majority of adults. In spite of this, agency people are still prone to evaluate top 40 as "kid's music."

In my opinion, this confused image is mainly the fault of top 40 people themselves, aided to be sure by the caustic critics of the press and of the competition. Far too many top 40 stations empha-

size teen appeal out of all proportion to their audience potential. "Dedication" shows are a case in point. Bulletins about how seventh grade Lucy isn't mad at Joe any more, or how all the girls in the eighth grade think that Tom is a "darling" can be pretty nauseating to listeners who are over 18 years of age. It is not necessary for a station to sound juvenile in order to please its younger listeners.

From time to time we hear of a top 40 station that is changing its music policy because its revenues are inadequate. Others change because of rating inroads by a competitor. Such changes, either in a smooth sound or hard rock direction, run the risk of lower ratings without compensating revenue gains.

It is possible that the doctors who have prescribed the change have incorrectly diagnosed the illness. Radio "experts" make music policy their favorite whipping boy. In many cases a re-orientation of the station's air presentation, or of its community image, can solve the problem without tinkering with the music.

Music policy does occasionally require modifications to meet changed conditions. In the event of a competitive challenge, however, it's a good idea to take a long, hard look at the many other factors involved in a station's public acceptance.

When music policy does need revision, it is well to consider the changes most carefully. Amateur tinkering is worse than useless. The wise manager has a specific objective and then makes certain that the people making the changes are moving intelligently in the right direction. Changes should be made with a purpose, not out of panic.

which is known to station officials only. Some 105,000 WIBBAGE (Pronounced "Wihb-age") sheets are printed in the stations own print shop on the premises and distributed to 350 retail outlets.

The deejays are given a music work list and are required to program the top 20 tunes in every show; 75 per cent (three out of four records must be played from the top 50; one out of four is a new release, and one "oldie" per hour.

"I don't tell the men how to do their shows in respect to balance or content," Weatley said, "We hire professionals and expect them to be professional on the air."

The Wihbage men are Joe Niagra (6-10 a.m.); Bill Wright (10-2 p.m.); Jerry Stevens (2-6 p.m.) Hy Lit (6-10 p.m.); Frank X. Fellmer—recently of WAAT, Trenton (10 p.m. to 2 a.m.) and Don L. Brink former Williamsport, Pa., air personality (2 a.m. to 6 a.m.).

Needs of Community

WIBG's public affairs and news presentation is just as up to date as the station's music policy.

"The philosophy of the Storer Broadcasting Company and WIBG is to be of service to the community, and a music-only format is seldom the only way of building an audience," said Weatley.

Veteran Philadelphia newscaster and air personality Jerry Grove is the man shouldering the WIBG fast-stepping news and public affairs operation.

The station's non-music public service efforts range from one-minute capsules scheduled throughout the day to special

HY LIT RATES TYPES OF TEENS

PHILADELPHIA—WIBG's Hy Lit, who rapidly is becoming the air spokesman for the younger set here, has tapped "Crossfire" as the next teen-age dance craze. Lit, who conducts several record hops each week with attendance in the thousands, says it is the most requested dance.

"It's tough...however, to pick trends in music by observing teen-agers," Lit said. "There are basically three types of teen-agers today, 'conservative', Ivy League type; 'hippies', who dig the heavy rock beat, and 'jive', who are more on the square side, espouse the Rick Nelson sound."

60-minute documentaries, aired once a week.

"We feel that long programs alienate most people," said Grove. "The message has greater impact with minimum loss of interest when presented in short capsule form."

"Of course, it is necessary to maintain a block of time on Sunday for discussion in order to allow people to respond more readily to community problems," Grove said.

"Voices of Freedom"

Among the more notable WIBG public service productions is "Voices of Freedom," produced by Grove and former WIBG Program Manager Roy Schwartz (now p.m. of sister Station WHN, New York). Grove and Weatley recently completed production of "Series Four," featuring the voices of

Raymond Burr, Sen. Karl E. Mundt and Dr. David A. Poling—to name a few.

In conjunction with the series, WIBG distributed parchment copies of the Five Documents of Freedom to all schools and public officials in the Philadelphia area.

News director Grove and his four-man team, in an effort to keep drivers informed, keep an ear on 31 traffic control points checked by phone four times a day and receive reports from the AAA six times a day. Grove's department pays out approximately \$2,000 yearly on its "tipster service," giving \$5 for each news tip used on the air.

In July of this year WIBG completed its third annual comprehensive survey of community needs and entertainment preferences of hundreds of people in the area. Aided by a community leadership panel comprised of prominent business, educational, medical and civic leaders, WIBG determines what programs and subjects will receive air exposure.

WIBG's modern program format is a strong rebuttal to the unknowledgable critics of "pop music stations" who claim they program only to and for the teen-ager. (See Bill Gavin column in this section.)

"Teen-agers are an important factor in our economy," said Weatley. "I have no respect for people who arbitrarily put down the American teen-ager," he said.

Indeed, WIBG is a teen-ager's station. It is, however, even more a mature station with much listening appeal for adults. WIBG can discount all of its teen-age audience and still be Philadelphia's No. 1 rated radio station.

Ohio Miss 1963 Teen-Age Queen

NEW YORK—Paulette Breen 16, of Rossford, Ohio, won the title of "Miss American Teen-Ager of 1963" at Palisades Amusement Park.

The crowning of Miss Breen climaxed a summer long series of elimination contests involving 15,000 teen-age beauties from all over the nation. The contest is conducted annually at the park in co-operation with WNBC-TV.

Sweat Shirts

Continued from page 36

station's Saturday and Sunday night horror programs.

Recently MGM Pictures and records got into the sweat, through distribution of "Favorite MGM VIP" sweat shirts plugging in large black letters on white cotton, the new Liz Taylor-Richard Burton flick and the MGM title song release.

Keep cool.

Watch This One!
DEBBIE DOYALE
"HEY LOVER"
R 4521
ROULETTE RECORDS
1631 B'way, N. Y., N. Y.

Sales in Chicago, New York prove we have an English lyric hit
THE BLUE DIAMONDS
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10033
ANGRA
INTERNATIONAL

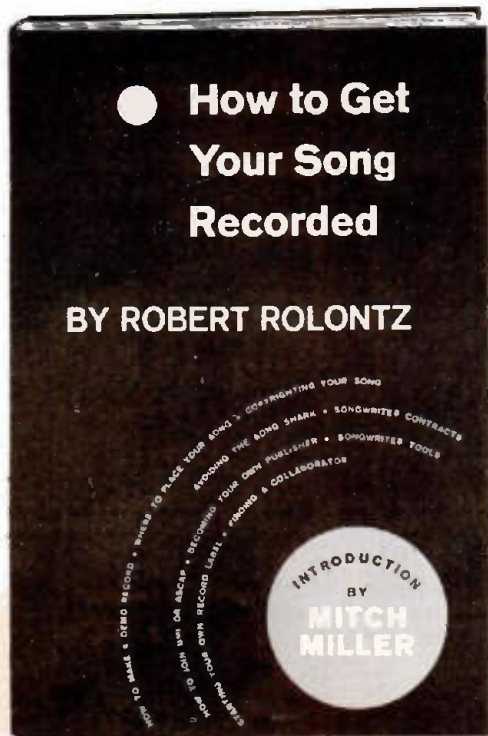
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<p>1 DENISE Randy & the Rainbows, Rust 5059</p> <p>2 MY BLOCK The Four Pennies, Rust 5071</p> <p>3 HE'S SO FINE The Chiffons, Laurie 3152</p>	<p>4 ONE FINE DAY The Chiffons, Laurie 3179</p> <p>5 HEART Kenny Chandler, Laurie 3158</p> <p>6 COME GO WITH ME Dion, Laurie 3171</p>	<p>7 SANDY Dion, Laurie 3153</p> <p>8 MOLLY Bobby Goldboro, Laurie 3148</p> <p>9 A LOVE SO FINE The Chiffons, Laurie 3195</p>
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INTRODUCTION BY MITCH MILLER

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Bill Randle
WCBS Radio

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published by Watson-Guptill Publications, Inc.

For anyone who wants to learn about the marketing of a song in today's music record business, this book will be a constant source of reference. The introduction, by Mitch Miller of the popular "Sing Along With Mitch" CBS-TV Show, is a must for any young man or woman who is serious about becoming a professional songwriter.

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VOX JOX

• Continued from page 36

people. "These people not only buy records but they would like to hear them before they are a month old," he says. Wally, your complaint of having to buy records at local one-stops and stores before receiving them from distributors is one of the problems I experienced when program director of WIRE in your beautiful city.



YE GODS, are these promotion men getting ugly! Seriously, WYNNR (Chicago) deejay Dick Kemp gets a lift from "The Gorilla," which is currently receiving hot sales reaction in Pittsburgh, Detroit, Cleveland Chicago. The Cortland waxing features the Ideals.

SEGUE

Bob (Scooby-Do) Sandidge departs WVMC (Mt. Carmel, Ill.) to accept position with KSAK (Ontario, Calif.). Bonnie Utter joins air staff of KYCN (Wheatland, Wyoming) for Saturday evening and Sunday afternoon and evening shows. Glenn C. Lewis (The Voice of the Turtle) takes over morning show on WROV (Roanoke) replacing Fred Freilantz, who enters the National Guard. Jim Reese, former program director at WCFV, joins the station as host of the 6 to midnight program.

Red Jones departs KDEO (San Diego). John Stone appointed program director at San Bernardino's KFXM. Jack Frost moves from KRIZ (Phoenix) to KFXM.

Al Anthony is now handling duties of director of operations for KFAY (Bakersfield), KFXM (San Bernardino) and KDEO (San Diego). Bobby Barnett has been appointed program director at KAFY.



Bob Dahlgren, former WNEW, WCBS, WABC, WIP and WJAS AM-FM (Pittsburgh) as WNIA staffer, joins NBC's host of the 9 to 1 p.m. segment. Dahlgren will also host the special "Sunday, Sinatra and Strings" show heard on Sunday afternoons as well as an early Saturday a.m. stint.

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

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

POPULAR

CHASING A DREAM—Bill Parcell (Liberty, LRP 3328, LST 7328) "More" & "Pride"

A TASTE OF HITS—Martin Denny (Liberty, LRP 3328, LST 7328) "Theme From the V.I.P.'s" (Robbins, ASCAP) (2:20)

THE LONELY SURFER—Jack Nitzsche (Reprise, R 6101, RR-6101) "Puerto Vallarta" (Little Darlin' Music, BMI) (2:29)

TREASURY OF GOLDEN HITS—Sammy Davis Jr. (Reprise R 6096, R9-6096) "Spoken For" (Spin Music, ASCAP) (3:08)

MORE—Vic Dana (Dolton BLP 2026, BST 8026) "What Good Would It Do" (Roosevelt, BMI) (3:00)

THE GOOD LIFE—Kathy Keegan (Majuba ML 100) "I Love You Today"

LUSH, LATIN & BOSSA NOVA TOO!—Clemson & His Ork (Mercury MG 20824, SR 60824) "Poinciana"

CHRISTMAS

CHRISTMAS WITH THE PLATTERS—(Mercury MG 20841, SR 60841) "Jingle Bells Jingle" (Glenn, ASCAP) (2:00)

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
Week	Week	TITLE, ARTIST, LABEL	Hot 100
1	1	BLUE VELVET, Bobby Vinton, Epic 9614	8
2	2	WONDERFUL! WONDERFUL!, Tymes, Parkway 884	7
3	3	PAINTED, TAINTED ROSE, Al Martino, Capitol 5000	10
4	4	YOU CAN NEVER STOP ME LOVING YOU, Johnny Tillotson, Cadence 1437	8
5	7	HEY THERE LONELY BOY, Ruby & Romantics, Kapp 544	8
6	14	I CAN'T STAY MAD AT YOU, Steeler Davis, RCA Victor	4
7	18	DON'T THINK TWICE, IT'S ALL RIGHT, Peter, Paul & Mary, Warner Bros. 5385	3
8	19	THAT SUNDAY, THAT SUMMER, Nat King Cole, Capitol 5027	5
9	6	BLOWIN' IN THE WIND, Peter, Paul & Mary, Warner Bros. 5368	14
10	11	WHY DON'T YOU BELIEVE ME, Dupree, Coed 584	6
11	5	FRANKIE AND JOHNNY, Sam Cooke, RCA Victor 8215	10
12	16	MORE, Vic Dana, Dolton 81	8
13	17	TREAT MY BABY GOOD, Bobby Darin, Capitol 5019	6
14	20	TWO TICKETS TO PARADISE, Brook Benton, Mercury 72177	4
15	9	MORE, Kai Winding, Varve 10295	13
16	8	I WANT TO STAY HERE, Steve & Eydie, Columbia 42815	11
17	12	MAKE THE WORLD GO AWAY, Timi Yaro, Liberty 55587	11
18	10	DANCE SCHOEN, Wayne Newton, Capitol 4989	12
19	15	STRAIGHTEN UP YOUR HEART, Barbara Lewis, Atlantic 2200	7
20	—	B x 10, Bill Anderson, Decca 31521	6

YESTERYEAR'S HITS

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

POP—5 YEARS AGO
September 29, 1958

1. It's All in the Game, T. Edwards, MGM
2. Volare (Nel Blu Dipinto Di Blu), D. Modugno, Decca
3. Bird Dog, Everly Brothers, Cadence
4. Rockin' Robin, B. Day, Class
5. Little Star, Elegants, Apt
6. Patricia, P. Prado, RCA Victor
7. Tears on My Pillow, Little Anthony & the Imperials, End
8. Susie Darlin', B. Loko, Dot
9. You for Two Cha Cha, T. Dorsey Ork, Decca
10. Just a Dream, J. Clanton, Ace

POP—10 YEARS AGO
September 26, 1953

1. Vaya Con Dios, L. Paul M. Ford, Capitol
2. You, You, You, Ames Brothers, RCA Victor
3. Oh, P. W. Hunt, Capitol
4. Dragnet, R. Anthony, Capitol
5. He Other Love, P. Coze, RCA Victor
6. Crying in the Chapel, J. Valli, RCA Victor
7. Ebb Tide, F. Chacksfield, London
8. P. L. I Love You, Hilltoppers, Dot
9. Eh Compagn, J. La Rosa, Cadence
10. My Love, My Love, J. James, MGM

RHYTHM & BLUES—5 Years Ago—September 29, 1958

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

- Tears on My Pillow, Little Anthony & the Imperials, End
Just a Dream, J. Clanton, Ace
Susie Darlin', B. Loko, Dot
Win Your Love for Me, S. Cooke, Kapp
Patricia, P. Prado, RCA Victor

Stations Spring Up

• Continued from page 36
games) and news on the hour from 6 a.m. to midnight.
A new full-time country and Western programmed station, KLOC, Modesto, Calif., has recently hit the air. Staffers are Dee Brown, Ward Hill, Charles McEwen (news director), Red Pierce (disk jockey, commercial manager and co-owner), Jim Roddy (disk jockey and program director), Ted Silva,

Bard in Cleveland

CLEVELAND — WHK-FM here is featuring the "Living Shakespeare," a 13-week series. Works to be heard on the Metromedia outlet are "Henry V," "Antony and Cleopatra," "Othello," "Macbeth" and others.
Chester Smith (disk jockey, general manager and co-owner), and Glenn Stepp. Of course, the new outlet vitally needs promo disks.

Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

EIA Planning Moves Against Audio Imports

WASHINGTON—A "massive effort" to save the American electronic industry from destruction at the hands of imports from "low wage" nations, has been blueprinted by the Electronics Industries Association. The EIA's fall conference, meeting here, was asked to support the campaign.

A special Electronics Imports Committee, headed by Robert C. Sprague, was expected to ask all divisions of EIA to back a request for funds to carry on a "constant and intensive" program on behalf of the industry. The program would include a study of the effects of imports on employment, sales and production of U. S. manufacturers bearing the brunt of the foreign competition, which would be used to back a variety of actions to be urged on various government agencies.

the record department for the past seven weeks.

The window each week ties the display in with the artist who plays the Harvey-sponsored portion of the WSM radio Grand Ole Opry.

Some of the top artists included in the promotion during the past several weeks include the Jordanares, Roy Acuff, Flatt and Scruggs, Porter Wagoner, Hank Snow, Sonny James and Bill Anderson.

Louis Buckley, veteran Nashville coin machine operator and owner of Buckley's Discount Records, operates the record department of Harvey's.

Harvey pointed out that his store has profited with strong promotion of records. "Records in most department stores are neglected," Harvey said. "Many times the customer will find records hidden behind the appliance department on the eighth floor, but we know records can be big business for the man who goes after it," he added.

Harvey's records are located on the ground floor near one of the heaviest entrances in what is probably the largest retail outlet for records in Nashville.

Harvey's, in addition to giving prominent floor and window space to the department, also buys a healthy portion of air time and newspaper advertising.



PACKARD BELL's versatile stereo bench (Model RPC 27) is a key element in the firm's new line. The unit serves as a cocktail table, occasional table and window seat. All controls are in a slide-out drawer, making possible use of the set without moving any of the fixtures on top. List price is \$279.95.

Packard Bell New Line Includes Wide Selection

LOS ANGELES — Packard Bell has introduced 36 new stereo phono and stereo-TV-radio combination units in its 1964 line. Distributor showings have been held here and in San Francisco, Portland and Dallas, with dealer shows scheduled for a number of areas following the distrib meetings.

The line includes consoles, swing-outs, expandable and bench type models in hand-crafted, all-hardwood cabinets. All units contain four-speed changers and AM-FM, FM stereo radios. The combination units feature both black and white and color TV.

Kenneth R. Johnson, vice-president and general manager, commenting on the firm's "long, low look in cabinet stylings introduced two years ago," said the current lines incorporate a number of versions of "the look." He also described the line as marking a "return to elegance" in stereo stylings.

A feature unit in the line is the stereo bench (Model RPC 27 at \$279.95) which doubles as a cocktail table, occasional table or window seat. Also of interest are the swinging-out and expandable models. When not in use, Model RPC 31 (list price \$475) measures four and a half feet in width. With speakers swung out, the set becomes seven and a half feet in width. Speakers are also detachable, giving the unit considerable versatility for use in rooms of various sizes.

"Selling the wrong needle is verschtuncken!"



There you have it, straight from Hendrik Van Sticker. Fidelity's Quality Control Expert and diamond cutter. What Hendrik means is that it's easier for you... and for your customers... when you sell them the right needle the first time! How? With Fidelity's exclusive Needle Guide and Identification Key catalog. This comprehensive book makes it easy for you to determine the proper needle for every model, every tone arm on the market. And that's just one of the many good reasons for handling Fidelity. Van Sticker's a stickler for quality, too.



Fidelity, Inc.
Chicago 26,
Illinois



A SPECIAL WINDOW DISPLAY at Harvey's in Nashville has put the spotlight on top country artists during the past several months. The displays, designed by Ray Carey, Harvey's display director, have coincided with the artist featured on the Harvey-sponsored portion of the "Grand Ole Opry." Artists featured in the grouping above include Roy Acuff, Hank Snow, Flatt and Scruggs and the Louvin Brothers.

Display Windows Pay Off Well in Nashville

NASHVILLE — Special display windows coupled with vigorous merchandising efforts are paying off for Harvey's Department Store's record department, according to Fred Harvey Jr., president of the mid-South's largest store.

"August total sales showed a 51 per cent increase this year over the same month of 1962," Harvey said.

As a special promotion, Ray Carey, Harvey's display director, has spotlighted a different Grand Ole Opry artist and the artist's top albums in a show window near the entrance to

EQUIPMENT NEWSLETTER

A Cold Five Years for Progress

By DAVID LACHENBRUCH

NEW YORK—Time has stood still for the last five years in the home entertainment industry—technologically speaking.



In an industry based on advancing technology, the past five years have probably been the most barren since the end of World War II. In the last decade there have been virtually no major and significant scientific developments in television receivers, phonographs and radios have suffered from a similar technical stagnation for at least the last five.

There are signs that this sleepy era may be drawing to a close. The next five years may well see changes in home entertainment products rivaling the most startling innovations since the origin of the modern consumer electronic industry at the end of the second world war.

THE PAST HALF-DECADE has been a period of consolidation, of gradual improvements, without major breakthroughs, without major new products.

One reason for the lack of extensive technical gains has been the shortage of research and development in the consumer electronic field. The best engineering brains have been devoted largely to military, space and computer technology. Stiff price competition in the consumer products field has shaved the amount of money American corporations can afford to pay for research and development aimed at the consumer market. Scientific fallout from military and space developments has not been fully utilized by the consumer electronic industry. Most of the industry's recent significant breakthroughs have been in the field of price tags.

In the era before the sleepy half-decade, three major technological developments gave birth to three highly successful new products—Color television, the stereo phonograph and the transistor radio. (It's noteworthy that the last of these represents a foreign country's successful adaptation of a significant American scientific development.)

The sleepy half-decade has brought with it only development which could lead to a significant new product. This is FM stereo, which has given added impetus to the already booming markets for FM reception and stereophonic instruments.

(Continued on page 40)

MGM Hoot Disk Tied to Movie

NEW YORK — MGM Records has released Sheb Wooley's recording of "Hootenanny Hoot" to coincide with saturation openings of the new MGM musical "Hootenanny Hoot" throughout the country.

Song, which Wooley also sings in the film, was written by Wooley and the film's musical director Fred Karger.

IPG Handles Clock

NEW YORK — Independent Producers Group, Inc., has taken over world distribution of Clock Records. The first album which IPG will distribute for Clock is "The Golden Hits of Dave (Baby) Cortez."

In addition to the album, IPG, Inc., will make available on the Clock label a single of "The Happy Organ" backed with "The Whistling Organ."

EQUIPMENT NEWSLETTER

A Cold Five Years for Progress

• Continued from page 39

THERE WILL ALWAYS be some people opposed to rocking the boat when business is good. Remember the moaning about the introduction of stereo, which upset the then-growing monophonic "hi-fi" market? Nevertheless, this industry thrives on changes, on new products, on radical new ways of doing things. When we no longer come out with significantly new products, with sharp improvement over older models, we can expect our customers to increase their budgets for boats, for swimming pools, for travel, and for home billiard tables—at our expense.

A halfway awakening began this year, with some rather significant changes in a couple of existing products—but hardly radical breaks with the past. One is the increasing trend to solid-state circuitry in sound equipment; the other the introduction (or reintroduction) of personal portable small-screen TV. Not breathtaking, but at least evidence of some imagination. Both are based on developments of many years ago, and the decision to introduce them this year was more an economic than a scientific one.

Now, however, we appear to be standing on the threshold of a major new era of progress in consumer electronic products, nearly ready to emerge from our five-year technological rut. Home entertainment may well be forced to leave the sleepy era while it's still ahead.

We'll just cite three important developments which could bring major changes to the home entertainment scene within the next five years.

THE FIRST WILL APPLY initially in the field of radio, but eventually its benefits will be felt across the entire consumer electronic spectrum. This is the field of molecular electronics, integrated circuitry and related developments. For the first time, a military-space development promises to be translated almost immediately into the consumer field, eliminating the 10-year wait which kept the transistor from the public.

Molecular electronics substitutes tiny chips of semiconductor materials for entire circuits. It promises extremely high reliability, sharp reductions in size and lower power drain. But the big reason why this technology may be adapted soon to con-

sumer products is that—according to many scientists—it is capable of mass-production at a cost lower than equivalent conventional circuits. American manufacturers are extremely interested in this concept, since they feel it will offer a potential way to recapture the radio market from the Japanese.

For the consumer, it could eventually mean service-free radios; ultra-miniature radios; "disposable" radios; hi-fi systems of broadcast studio quality, designed in extremely compact packages. Many experts believe integrated circuitry will begin showing up in portable radios less than two years from now.

The second important development will merge recording and television. A low-priced home video recording system is almost certain to be introduced within the next five years. Many companies are now working on it, and several systems have already been announced (but none has yet been proved to be manufacturable and marketable at a price within reach of most consumers). Home video recorders could start an entire new industry—pre-recorded video records, home TV cameras, special clock-timers to record TV programs while nobody is at home, and so forth.

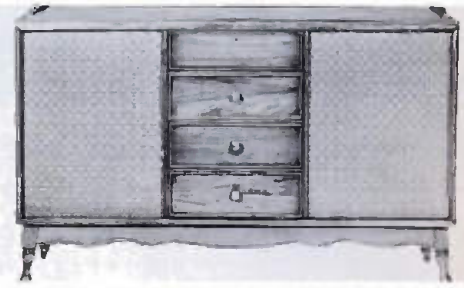
The third major development of the next five years probably will be a rather startling improvement of an existing product—color television. We have no knowledge of any coming breakthrough in this field—but so many engineers and laboratories are now looking into the suddenly booming field of color TV that it's now safe to foresee such developments as portable color television, low-priced color television and huge-screen color television, with the first moves in these directions coming within the next five years.

There may be other significant developments in the works, but these illustrate our point. Consumer electronics is becoming exciting again. Some manufacturers are beginning to intensify their consumer product research. New products are urgently needed—and they'll be forthcoming. The industry can't survive on complacency and price cutting.

Learn to adjust your thinking to the fact that something new is coming. It will be easier to sell it than to sell against it.

NEW DEALER PRODUCTS

Setchell-Carlson's 3 New Models



Setchell-Carlson's new line features three models of the basic Model RP640 stereo-radio combination. The unit is available in Contemporary, French Provincial and Early American styling. Shown above is the Early American unit, Model RP640E. The set includes FM stereo radio, four-speed VM changer, eight special eight-inch woofers and two four-inch tweeters.



ART-PHYL, of Newark, N. J., has introduced a new kind of record and book holder known simply as Snap-On. The Snap-Ons consist of a set of seven-inch triangles finished in brass. They're adjustable, self-locking and designed to hold records, books or tapes. They fit any standard shelf, and plastic tips prevent marks or scratches on shelves. Retail price is \$1 a pair.

SPOTLIGHT ON JAZZ

Billboard—the only business publication covering the Jazz field on a regular basis

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A FULL EDITORIAL WRAP-UP OF
THE NATIONAL AND INTERNATIONAL
JAZZ SCENE . . . FROM BASEMENT
BISTROS TO CARNEGIE HALL—FROM
PROGRESSIVE TO THIRD-STREAM . . . AND
HOME AGAIN

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Billboard New York Chicago Hollywood Nashville



DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

COLUMBIA—Expires September 25, 1963. Started July 22, 1963.

On all purchases during this period, dated billing will be available to qualified accounts. Newly announced year-round prices of \$2.25 for \$3.98 LPs and \$2.81 for \$4.98 LPs, with 10 per cent quarterly exchange privilege starts at once.

EPIC—Expires September 27, 1963. Started July 15, 1963.

A 15 per cent discount on all new releases and catalog, including all disks and tapes. Dated billing, one-third each for three months following month of purchase.

A&C-PARAMOUNT, IMPULSE, CHANCELLOR, TANGERINE—Expires September 30, 1963. Started June 22, 1963.

On all new releases and entire catalog of all four labels 12½ per cent discount.

JAY-GEE—Expires September 30, 1963. Started June 24, 1963.

Buy 100, pay for 85 on Jubilee and Josie new releases and catalog product.

RCA VICTOR-VICTROLA-CAMDEN—Expires September 30, 1963. Started July 29, 1963.

A 12 per cent discount on all new releases and catalog of the three labels for both disks and tape. Dating privileges also available.

COLUMBIA—Expires September 30, 1963. Started June 24, 1963.

New "Winner . . . Take All!" play: On new pop releases, buy 100, get 20 free. Same deal applies on children's catalog items. On all other items, buy 100, get 10 free.

CAMEO-PARKWAY—Expires September 30, 1963. Started August 1, 1963.

A 12½ per cent discount on all new Cameo and Parkway releases. Dated billing available.

DOT—Expires September 30, 1963. Started August 15, 1963.

A 10 per cent cash discount on all LPs and EPs, mono and stereo. On pre-packs in "All-Time Hit Series," 10 per cent cash discount. Six months dated billing. Christmas product returnable any time after December 25.

PRESTIGE and associated labels—Expires September 30, 1963. Started August 26, 1963.

A 15 per cent discount on all album and single product on all the labels.

VANGUARD—Expires September 30, 1963. Started September 1, 1963.

A 10 per cent discount on entire catalog.

PHILIPS—Expires October 15, 1963. Started August 20, 1963.

A 12½ per cent discount on all new releases and catalog.

LIBERTY—Expires October 30, 1963. Started August 26, 1963.

Ten per cent cash discount off face of invoice for all new release and catalog product except Chipmunk albums. A 100 per cent exchange with product exchangeable after February 1, 1964. One-third payments due 10th of next December, January and February.

REPRISE—Expiration Indefinite. Started September 1, 1963.

A 12½ per cent discount on new releases.

DOOTO—Expiration Indefinite. Started May 1, 1963.

On all Docto album product—buy five, get one free.

ORIGINAL SOUND—Expiration Indefinite. Started June 25, 1963.

Entire LP catalog: Buy 10, get one free. One hundred per cent exchangeable.

COMMAND—Expiration Indefinite. Started June 21, 1963.

One-free-for-six-purchased deal on seven new releases and entire catalog.

TAMLA-MOTOWN-GORDY—Expiration Indefinite. Started July 15, 1963.

Buy six, get one free, on all new releases and entire catalog of all three labels.

WORD—Expiration Indefinite. Started September 21, 1963.

Package offer of 50 albums units selected from 24 best sellers. Free display rack and 90-day deferred billing and full refunds on unsold merchandise at end of 90-day period for dealers.

Everybody & His Brother A Tape Recorder Prospect

READING, Pa.—"Everybody is a tape recorder prospect," says James McGlenn Jr., owner of Dreh's Camera Center, here. The philosophy has led to many sales.

"Actually, only one out of every 10 tape recorder customers came into our store with the thought of buying one," explains McGlenn. "If we were to sell recorders only to those who are interested in them, our sales would be very small. Instead, we look at it from another angle—that every photographic customer can be interested in a tape recorder, and a large percentage of them will become customers. There is no question about it that we are very pleased with the results so far."

Tape recorders are discussed with every customer right after they have concluded their photographic business. The usual remark made to them: "Have you seen our tape recorder display up front?" Whether the answer is yes or no, the tape recorder display is pointed out to them. The average customer is familiar with tape recorders but not many have given any thought to them for specific purpose. This is the main reason for the display.

"We feature one tape recorder for every use, such as home recording, a portable transistor

unit for salesmen, one that a businessman can use for dictation and another for all-around purposes," explains McGlenn.

"While we discuss one or another, the customer begins to find a use for one. Men and women alike have multiple uses for tape recorders, and it's just a matter of finding where a particular one may fill a need.

Keeps Notes

Once McGlenn knows a specific use which a customer may have in mind, he makes a note of it. Mailing pieces are sent and when the opportunity presents itself, he'll call them and discuss a particular model. Inevitably, if he has a special value to offer or something new or attractive, the prospect will return to his photo shop.

"We try to handle selected brands of tape recorders that we feel will not put us in competition with other types of outlets," says McGlenn.

"This helps to make us a specialty store for this line of merchandise and also helps to minimize the competitive price picture. We stock six different brands and try to have as many models of each as we can afford to handle. This gives our customers a wide selection from which to make a choice. Even if a competitive source does handle the same brand of tape recorder, we usually have

SINGLES REVIEWS

Continued from page 24

POPULAR

CLAY HAMMOND

★★★★ There's Gonna Be Some Changes (Chess-Eurot, BMD) (2:34)
★★★★ My Baby Left Me Crying (Chess-Eurot, BMD) (2:26). GALAXY 733

GIAN FRANCO INTRO AND HIS ORK

★★★★ What Is Home (Feist Remont) (Frank, ASCAP) (2:18)★★★★ Pannagista Confidential (Savini Zerboni (SIAE), ASCAP) (2:31). CGD 1994

BILL TANNER COMBO

★★★★ Oh, What! (Leonard, BMD) (1:58) — ★★★★★ Lonely Rhapsody (Leonard, BMD) (2:19). LIN 5831

NEIL BRIAN

★★★★ My Hummed Heart (Woodcraft, BMD) (2:18)★★★★ Three Rows Over (Poker, BMD) (2:19). PARKWAY 886

THE AVANTIS

★★★★ Wax 'Em Down (Electron, BMD) (2:40) — ★★★★★ Gypsy Suffer (Electron, BMD) (2:06). CHANCELLOR 1144

TOMMY DAWSON

★★★★ Charlene (Robin Hood, BMD) (2:18) — ★★★★★ Hardballed Sue (Sanford, BMD) (2:15). CHANCELLOR 1145

JANICE HARPER

★★★★ Is It Really Me? (Chappell, ASCAP) (2:30) — ★★★★★ You're the Greatest (Lowe, ASCAP) (2:38). RCA VICTOR 7244

COUNTRY

BILL MONROE & HIS BLUE GRASS BOYS

★★★★ New John Henry Blues (F. D.) — ★★★★★ Devil's Dream (Champion, BMD) (2:23). DFCCA 31546

THE DIKIE GENTLEMEN

★★★★ What Can I Say (Glad, BMD) (2:25) — ★★★★★ Will You Wait for Me (Glad, BMD) (2:18). UNITED ARTISTS 639

CHARLIE WALKER

★★★★ Runnin' Back to You (Famper, BMD) (2:18) — ★★★★★ There's Where Katie Walks (Central Sound, BMD) (2:36). COLUMBIA 42840

GORDON TERRY

★★★★ Sitting Just One Car From You (American, BMD) (2:17) — ★★★★★ Almost Gone (Four Star Sales, BMD) (2:46). LIBERTY 55430

models to offer that the other does not. Here again, we try to 'out feature' the other types of recorders so that it provides us with a better foundation from which to make sales."

The tape recorders are located in a foremost counter in the store. These are exposed to customers entering and leaving. By trying to get the machine into the hands of the customer, letting them sing, dictate or pursue whatever may interest them, brings about an increased reception to these units.

"Once the seed is planted, the sprouting which results may lead to a sale," he says.

In pricing, McGlenn tickets his recorders at the pre-determined price less a 10 per cent discount. He has found this more effective than tagging the unit with the price which already includes the 10 per cent allowance. He finds that a 10 per cent discount seems more appealing to the average customer than pricing it at say \$157.50.

"We don't like discounting nor have we ever gone into it," explains McGlenn. "But there is no question that the public is discount conscious. For this reason, rather than tagging an item of merchandise at a special price, we do it the other way around just to show that we are allowing a discount. This seems to please many customers, and so far as we are concerned, we are selling the equipment at what we feel is a fair price and a profitable return."

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

BEST SELLING MONAURAL TAPE DECKS AND RECORDERS

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	6/29/63 Issue	3/9/63 Issue		
1	1	1	Webcor	19.6
2	2	2	Voice of Music (V-M)	15.8
3	6	3	Masterwork	10.8
4	5	—	Decca	9.6
5	3	4	RCA Victor	9.2
6	—	7	Wallensak	5.5
7	—	—	Norelco	4.5
8	7	6	Sony	3.3
			Others	21.7

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

6/29/63 Issue: Telectro (4).

3/9/63 Issue: Telectro (5).

BEST SELLING STEREO TAPE DECKS AND RECORDERS

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	6/29/63 Issue	3/9/63 Issue		
1	1	2	Webcor	20.0
2	2	1	Voice of Music (V-M)	18.8
3	9	7	Masterwork	8.5
4	8	—	Decca	6.4
5	4	5	Roberts	6.3
6	—	8	Wallensak	4.2
7	7	6	Sony	3.5
8	3	3	RCA Victor	3.1
			Others	29.2

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

6/29/63 Issue: Telectro (5); Ampex (6).

3/9/63 Issue: Telectro (4).

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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.

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POPular 5-1010

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We want to know about your new records so you'll get maximum one-stop exposure in this important market area.

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BUSINESS OPPORTUNITIES

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Write to: Joe Pace
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Cincinnati, Ohio, 45214

Price: \$1.00 per copy

"HOW TO GET YOUR SONG RECORDED"

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

- Your Song and What to Do With It.
- How to Make a Demo Record.
- Protecting Your Song and Yourself.
- The Songwriter and Performing Rights Societies.
- Sterling Your Own Record Label.

Plus: List of Active Record Companies, Leading U. S. Music Publishing Firms, Recording Studios and Wholesale Record Distributors of the U. S.

Written by Bob Rolontz, former music editor of Billboard and executive with record companies.

Single copy \$2.50. Cash with order. Send check or money order to: Watson-Guptill Publications, Inc., 1584 Broadway, New York 10026, N. Y., with this advertisement and your name and address. Copy will be sent postpaid. N. Y. C. residents add 4% sales tax.

INTERNATIONAL PROFITS YOUR object? You can reach and sell your published songs, tapes, masters, services to leading music industry influential all over the world through the International Buyers & Sellers Exchange. Designed to help you reach markets outside the U.S.A., it appears each week in Billboard.

PAINTING GAME OPERATORS: 5X7 frames, \$43.25/1000 (5000 lot); cards, \$6/1000. Free sample in stock. Other sizes. Fern Photomounts, Box 87, Glenolden, Pa. ocs

MISCELLANEOUS

ATTENTION, SONG WRITERS

BRIGHT TUNES PRODUCTIONS, INC. and BRIGHT TUNES MUSIC CORP.

are looking for original song compositions for:
THE CHIFFONS, RANDY AND THE RAINBOWS, ANDREA CARROLL, THE FOUR PENNIES, THE WONDERS, THE SUMMERS, TOWNE CRIERS and THE TORKENS, as well as other artists.

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SECOND EDITION, "JOCKEY JOKER" now ready. A complete file of one-line gags for deejays. Nos. 1 and 2 each \$2.50. Show Biz Comedy Service (Dept. J22), 45 Parkway Court, Brooklyn, New York 11235. ocs

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EMPLOYMENT SECTION

SITUATIONS WANTED

EXPERIENCED, HARD-WORKING RECORD Sales Executive available. Prefer regional or district sales and/or promotion position, or would like to locate with an aggressive rack merchandiser. References and proven track record available on request. Will relocate. Box 513, c/o Billboard, 1564 Broadway, New York 36, N. Y.

CLASSIFIED RATES

	Per Insertion			
	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for _____ consecutive issues.
Classification _____ Size _____
 Set regular classified style. Set boxed classified style.
 Amount enclosed _____
Copy _____
Company Name _____ Authorized by _____
Address _____
City _____ Zone _____ State _____
Please enclose your payment. We do not bill for classified ads.

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The Company that
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more business CAN
get more business...
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MART

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Coin Machine OPERATING

MUSIC MACHINE PROGRAMMING • DOUBLE PLAY DISKS
RECENT STEREO RELEASES • BULK VENDING

Cong. Comm. Releases Report on Celler Bill

WASHINGTON—The House Judiciary Committee report on the Celler bill to end performance royalty exemption for juke box music has finally emerged, more than a month after the committee had approved the bill, paving the way for House action. (Billboard, August 8, 1963.)

As expected, the majority report penned by the chairman of the Judiciary, Subcommittee on Patents, Trademarks and Copyrights, Rep. Edwin E. Willis (D., La.), said there appeared no reason to justify the "unique exemption" granted juke box operators in the commercial use of popular music. All other commercial use of copyright music requires performance royalty payment, and is subject to damage provisions of the Copyright Act.

A lengthy and angry minority dissent was issued by Rep. Roland V. Libonati (D., Ill.), and a briefer one by Rep. Byron G. Rogers (D., Colo.). Both congressmen hold that the juke box operator is already subject to federal and local taxes and license fees, and that he pays heavily in mechanical royalties for thousands of records used in the machines.

Majority Opinion

The majority opinion holds that operators offer to pay extra mechanical royalties is no solution. It does not reflect the true performing royalty which is entirely separate from mechanical royalty on records. The majority report points out that all users of records for profits pay both mechanical and performance

(Continued on page 36)

Seeburg Distributors in Europe Meet on Encore in Zurich

ZURICH — European Seeburg distributors gathered here recently for a two-day session on Encore, the company's new juke music system, and the ChoiceVend line of can and bottle venders.

Highlights of the meetings was M. A. Rosengarten, chief executive officer of Musikvertrieb, Seeburg's Swiss distributing firm, and a leading record distributor. Rosengarten is also a partner with Seeburg in several European joint distribution operations.

Distributors from Belgium, Finland, France, Germany, Great Britain, Italy, Sweden and Switzerland were present.

George Gilbert, Seeburg's export vice-president, explained the workings of the Encore, while Max Miller, president of the ChoiceVend Division, held forth on the can and bottle venders.

Arthur McZier, recently appointed Seeburg sales representative for Africa, was also on hand.



M. A. ROSENGARTEN, chief of Musikvertrieb, Zurich, with European Seeburg distributor officials at the recent introduction of Seeburg's Encore foreground music system. Left to right: Henri Herbosch, Seeborg S.A., Antwerp; Jack Dimenstein, Musikvertrieb, Zurich; Arthur McZier, Seeburg sales representative to Africa; Rolf Dieter Pohl, Seeborg G.m.b.H., Hamburg; Enrico Berthold, Musikvertrieb, Lugano, Switzerland; Willie Rieble, Phoenix Apparate, Karlsruhe, Germany; Rosengarten; Giuseppe Pasquini, Seerome, Italy; P. A. Atterbom, PanNordic, Goteborg, Sweden; John Henderson, Seeburg (Great Britain), Ltd., England; George Gilbert, Seeburg International; Tuomas Tapala, Nordator Compay, Helsinki; Leon Hutmacher, Musikvertrieb, Lausanne, Switzerland; Emmanuel DeGeest, Seeburg European field engineer; Hans Neufeld, Musikvertrieb, Zurich. Also present, but not in the picture: Jean Jacques Gaillard, Sociodimex, Paris, and Charles Danneman, Abadan Company, Stockholm.

Coin Export Rise Continues

NEW YORK—United States exports of music machines and coin games continued to soar, with May shipments totaling \$2,922,476, some \$700,000 in excess of 1962 shipments for the same month.

The latest figures, released this week by the U. S. Department of Commerce, disclose that for the fifth successive month coin export shipments have topped 1962 totals.

New phonograph and both new and used game exports were well ahead of last year's totals, while used phonograph exports trailed slightly.

France was the best customer for American coin machine exporters, with total purchases of \$704,979. Most of this total was accounted for by games—1,227 units valued at \$619,476—with only 95 new music machines and no used music machines shipped.

West Germany was far and away the major

buyer of new phonographs—762 units valued at \$468,773, while Belgium bought the most used phonographs—208 units valued at \$53,941.

The May figures show that France's appetite for novelty games and shuffles is still unsatisfied after the virtual embargo of the 1950's.

They also reveal that despite the burgeoning German juke box production, German operators still prefer the U. S. product for their top locations.

Also, the ratio of new phonograph purchases to used machine purchases is significant. Germans bought 762 new units as against only 20 used pieces, indicating that they are probably using the domestic product for their run-of-the-mill locations and going for the new U. S. machine for their top stops. Given a choice of a new German machine and a used American phonograph at roughly the same price, they prefer the domestic model.

Coin Machine Exports

May, 1963

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
France	95	\$ 85,503	—	—	1,227	\$ 619,476	1,322	\$ 704,979
West Germany	762	468,773	20	3,240	452	221,772	1,234	693,785
Belgium	224	173,901	208	53,941	483	136,597	915	364,439
United Kingdom	50	39,665	55	14,070	693	214,676	798	268,411
Canada	83	70,391	30	6,000	331	85,164	444	161,555
Switzerland	91	76,674	—	—	39	21,254	130	97,928
Japan	45	29,186	131	40,630	85	27,481	261	97,297
Sweden	18	13,502	—	—	88	48,694	106	62,196
Finland	50	48,750	—	—	—	—	50	48,750
Denmark	5	5,156	—	—	155	42,188	160	47,344
Austria	54	44,114	—	—	—	—	54	44,114
Venezuela	60	22,628	—	—	79	20,308	139	42,936
Spain	—	—	—	—	84	32,515	84	32,515
Italy	—	—	—	—	91	32,131	91	32,131
Argentina	3	2,850	—	—	105	24,481	108	27,331
Other Countries	62	40,035	334	83,489	294	73,241	690	196,765
TOTALS	1,602	\$1,121,128	778	201,370	4,206	\$1,599,978	6,586	\$2,922,476

Fun & Games Spark Coin Outing

ELLENVILLE, N. Y.—New York State coinmen relaxed at the Nevele Country Club here Friday through Sunday (13-15) as the Music Operators of New York, the Westchester Operators Guild and the New York State Operators Guild joined forces to sponsor the week-end.

While the emphasis was on partying and athletics, the operators did manage to squeeze in a business session the second day, with Al Denver, president of the Music Operators of New York, tracing the history of the anti-royalty exemption bills, and Lou Werner, counsel for the New York State Operators Guild

advising operators of their legal rights with regard to games and pool tables.

Attendance was the highest ever, with 480 turning out for the Saturday night banquet and 150 attending the business session.

Out-of-State guests included Lou Wolscher, San Francisco; Art Brier, Minneapolis; Willie Blatt, Miami; George Klersey, Chicago, and Abe Fish, Hartford, Conn.

Prize Winners

Winners of prizes donated by Irv Holzman included Mrs. Denis Hyland, a mink stole; Ronnie Billings, an all-expense-

paid trip to Miami, and Mrs. Abe Green, a television set.

Marty Sonin won the \$500 door prize donated by the Music Operators of New York, while Mrs. Sid Mittleberg and Mrs. Dorothy Rosen each won \$25 bonds donated by MONY.

Golf trophy winners were Mike Tartaglia, low gross men; Mrs. Sid Mittleberg, low gross women; Mrs. Nick Nuccitelli, low net women; Mrs. Frank Marks, runner-up, low net women; Abe Green and Frank Marks, tied for low net men;

(Continued on page 36)

OPS EDGE DISTRIBS IN PITCHERS' BATTLE, 15-13

ELLENVILLE, N. Y.—"Bring on the Mets!" That was the battle cry of the Operator softball team after it defeated the Distributor nine 15-13 at the Nevele Country Club here Saturday (15) in the athletic highlight of the three-day outing of the Music Operators of New York, the Westchester Operators Guild and the New York State Operators Guild.

The defeat was a bitter pill for Irv (The Kissing Salesman) Kempner, who pitched one of his better games, holding the Operators to two dozen scattered hits, not all of them for extra bases.

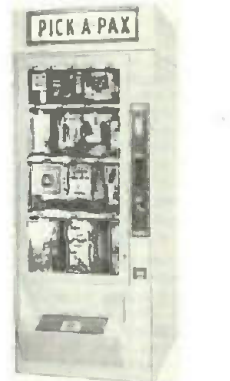
Normally a gracious loser, Kempner muttered something about the official scorer, claiming that at least two of the runs he gave up were unearned. In tagviglia of the nine errors committed by his teammates, the charge did not sound unreasonable.

But Norman Bieber (a ringer who is Charlie Sachs' son-in-law) was tight in the clutches for the Operators, bearing down with men on bases and holding off a last inning rally by the Distributors.

Big blow for the losers was Ronnie Billings' three-run homer in the last of the seventh. The score was 15-10 before the blow. However, Bieber then settled down and retired the last two batters.

Bernie Boorstein, took time off from his golfing schedule to pinch hit for the Operators in the fifth and hit a towering triple, scoring two runs. Both runners crossed the plate nearly a full minute before Boorstein dogtrotted into third.

Bruce Blatt, Distributor left fielder, was the defensive standout of the game, with several running catches, bailing out Kempner from some hairy situations.



SEEBURG'S NEW PICK-A-PAX vender carries up to 15 different items at up to 12 different prices, ranging from 5 cents to \$1.50. Items are suspended by plastic tabs on a "snatch" auger. Unit has a six-second maximum vending cycle, has a National SCS changer, safety plate glass front and measures 70 by 31 by 31 inches.

Materiale protetto da copyright

Trade in Europe Not Angry at U. S.

LIVORNO—U. S. coin machine experts are agreeably amazed at the rapport achieved between the U. S. and European trades.

Nothing quite like it has ever been attained before in U. S. business annals. All is sweetness and light—or a reasonable facsimile thereof—within the transatlantic trade. Which would not be particularly noteworthy except that Europe is by far the biggest market for U. S. coin machines, while the U. S. is a negligible market for European product.

Latest figures show Europe accounts for about 80 per cent of the U. S. coin machine exports. In theory, such a massive invasion of the European market should be resented, all the more so since the U. S. moved in during the early postwar period when Europe was struggling to get back on its economic underpinnings.

But this is not the case. There is no visible resentment of the U. S. trade's conquest of the European market on the part of the domestic trade. Rather, the Continental trade resents any suggestion that such is the case.

This is spectacularly the case here in Livorno, where Notomat makes and sells Wurlitzers in Italy in competition with U. S. exported equipment. It is equally true in France, where Emaphone

competes against U. S. phonographs.

And it is true for West Germany, where the VDAI, the German trade association, has just issued a statement reaffirming its dedication to free trade in coin machine equipment. The VDAI specifically rejected the idea it might be resentful of U. S. export success.

Analysts here offer two reasons for the harmony sounded by the transatlantic coin machine trade. One reason, as an Italian trade expert here pointed out, "is the enlightened attitude taken by the American trade from the outset. The Americans have helped us build our trade. We know that without American help there would be no Italian coin machine trade as we know it today."

"If the Americans have created a profitable export market in Europe, they are entitled to it. They have it coming, and we are glad."

Italy imported 301 new phonographs in April, the latest month for which U. S. Department of Commerce figures are available. But Italian trade leaders consider this a relatively modest figure.

"We like to see the figures go up on American phonograph exports. Our reasoning is simple: U. S. machine imports are a gauge of the development of our trade—the more American pho-

nographs we import, the faster our trade is growing," one of the executives here said.

Imports Mean Growth

"There is a definite correlation between U. S. imports and Italian trade growth. The more machines we import the more we sell from our domestic production. We look on American phonograph imports as a trade growth indicator."

This attitude is general throughout the Continental trade, and its accounts, whether Continental trade leaders themselves fully realize it, for the almost startling equanimity displayed toward the U. S. phonograph invasion.

In fact, European production of phonographs and games has been growing apace with U. S. equipment imports. European production is at an all-time peak, and quality is improving rapidly.

Continental trade leaders believe, as the VDAI spelled out in its recent statement emphasizing solidarity with the U. S. trade, that U. S. and Continental equipment is complementary, not competitive.

European producers have concentrated on building basic, low-cost phonographs. With such compact boxes, European producers have catered to a largely separate clientele than that for U. S. phonographs.

How U. S. coin machine exports have helped stimulate the European trade is being illustrated at the moment in France, which in April was the largest buyer of U. S. games with 624 units valued at \$323,877. Import restrictions have only recently been lifted; yet, while these restrictions were in effect, games operation stagnated and French producers showed no interest in continuing the restrictions.

Playing Cards Motif of New Gottlieb Unit



SWEET-HEARTS

CHICAGO — Sweet-Hearts, D. Gottlieb & Company's latest release, features a three or five-ball adjustment for a single player. Motif is a card game, with each card on the playing field lighting up a corresponding card in the light box, and all cards relighting the rollovers for specials.

When each of three groups of cards—10, 5, Q, K, A and 6, 7, 8, 9, and 2, 3, 4, 5—are lit, the center hole lights for specials. Two-side targets increase in value as rollovers light five pop bumpers for super-score.

The game is now in production and is available in distributor showrooms.



CONCERTMASTER OFFERS customers 22 juke box plays for a dollar bill. The machine may be wired into any juke box and is manufactured by Bel-Cal Corporation, Visalia, Calif. Firm also manufactures a line of electronic equipment, including currency and coin changers. Price of the Concertmaster was not given.

Kaye Pool Table Series Now in Full Production

BROOKLYN — The new El Dorado pool table series, shown by the Irving Kaye Company at the recent Music Operators of America convention, is now in full production.

The line is available in five sizes, Mark I, Mark II, Mark III, Mark IV and Mark V. Formica finish is standard on the two last-named models. It is optional on the first three. Two Formica colors available are macassar ebony with mottled gold and teak with beige. Electric drop chutes are optional on all models of the line.

Other tables exhibited by Kaye included the Satellite, Club Pool and Jumbo Club Pool.

All models will be equipped with adjustable five-inch cast-

ers within 30 days. The casters allow servicing without raising the table.

Kaye is also in production on the Continental professional model, a non-coil unit which comes in the regulation four-and-a-half by nine-foot regulation size.

Units are shipped packed down in three pieces. It is one and one-sixth inches thick. Formica finish comes in deep blue and pearly, cocoa and beige, pumpkin and eggshell, emerald green and sea green, and cardinal red and white.

Cloths are available in rust, gold, blue and green. The line comes with nine-inch adjustable casters.

NAMA Launches Drive To Curb Teen Smoking

CHICAGO — An aggressive self-regulation program aimed at preventing the illegal sale of cigarettes to teen-agers is being launched by the National Automatic Merchandising Association.

The program includes a nationwide study to learn more about teen smoking habits and where they obtain their cigarettes.

Results of the study and details of the industry-wide program were revealed last week by Louis Risman, president of NAMA. He said that fewer than 5 per cent of all teen-agers buy cigarettes from vending machines.

Seldom Enforced

Risman pointed out that smoking by minors laws have been on the books for many years but were seldom enforced until the current tobacco-health controversy brought them to the forefront.

He noted the association has always supported a policy to comply with State and local laws and the current six-point program implements this policy.

The six steps for the volun-

tary, self-regulation program are:

1. A complete survey by each vending operator of the location of all cigarette vending machines to which minors are likely to have access.
2. Place on all such machines conspicuous decals declaring that sales of cigarettes to minors are forbidden by law.
3. Clearly post the operator's name, address and telephone number on all machines he operates.
4. Reposition machines at the

(Continued on page 53)

Seeburg Names W. H. Clark V-P

CHICAGO — William H. Clark has been named vice-president in charge of operations of the Seeburg Corporation. Clark joined Seeburg in March 1956 and was formerly an account manager for 12 years with Price Waterhouse Company, public accounting firm. He lives in suburban Libertyville with his wife and four children.

Denver Collections Down, But Outlook Not Too Dark

By BOB LATIMER

DENVER — Collections here are down by from 10 to 15 per cent, as compared with same date in 1962.

All but one of a dozen large operating firms surveyed reported that their losses were near the 15 per cent mark for this year, while the other operator, who had added several mountain-resort routes to his locations, had improved sales enough that the over-all figure was only 10 per cent less than for 1962.

Cited as reasons were a remarkable drop in tourist volume this year, as well as the fact that far more summer travelers are using campers or folding tents for vacation housing, rather than staying in mountain lodges and hotels, which, of course, are important juke box and amusement machine centers.

A look at any highway into the Colorado resort area shows that about one out of every three family tourists arriving in the area has brought along outdoor camping facilities, which means, of course, that the tourist family is more likely to be out in the woods, rather than in good coin-amusement locations.

Outlook Fair

The outlook for the rest of the 1963 season is not bad, however, according to such operators as Don Akins, of Continental Music Company. Given as reasons were the establishment of several important new government plans in the Denver area, multimillion-dollar contracts let to such prime defense contractors as the Martin Company, and generally healthy economics in local business. Where operators have leaned too hard on the tourist flow for volume, there were bound to be disappointments, Akins pointed out.

Most operators in the Denver area are going in for aggressive merchandising more heavily than at any time in many years, using billboards, incentive pro-

grams among employees in locations, heiter bargains in music, to attract a greater flow of dimes, quarters and half dollars.

Programming trends show much more reliance on 33 $\frac{1}{3}$ r.p.m. singles and albums.

Noticeable trends in programming in the Denver area have been the inclusion of far more old favorites, mostly instrumentals, based on the success of two large juke box operating companies, Apollo Music Company and Midwest Music Company, with this type of programming. Operators almost without exceptions are attempting to cut down at least somewhat on the amount of twist and rock and roll numbers appearing on the music menu.

Commission arrangements remain at the standard 50-50, except for a few instances where with new album-type consoles, operators have been able to set up 60-40 splits, based on a higher return for both. There is a complete absence of such features as front money, leases and space rentals.

The loan problem remains as serious as ever, much multiplied by the fact that taverns and cocktail lounges in Denver did not show as good a year for 1963 as during 1962, many of them seeking large loans, to boost their flagging revenues with remodeling. Most operators are turning a stony ear to requests for oversize location loans, but there have been no evidences of loan bidding from one operator to another to garner top spots.

Most operators have maintained strong preferences as to one type of record or the other, not infrequently, eschewing albums altogether. Now, however, it is obvious that 33 $\frac{1}{3}$ records, and complete albums, although there is some drawback in the fact that the customer cannot immediately listen to the piece he selects, are going to be increasingly important in programming.

ROCK-O-LA presents for 1964...

new versatility... product progress where it counts



new ROCK-OLA

Rhapsody II

Model 418S

160 play deluxe stereo
monaural phonograph.

Model 418SA

with new 7" LP feature!

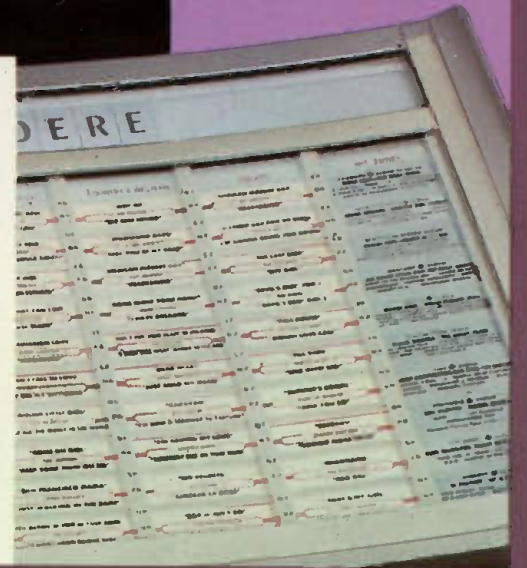




new 7" LP feature!

Now, with the new Rock-Ola Rhapsody II, Model 418SA, operators can meet the demands of any location. Offer 33 $\frac{1}{3}$, 45 RPM, even 7" LP albums. The LP feature is installed in groups of 10 records (20 selections). Any number of LP albums can be installed, up to 80 records, with 160 selections . . . in groups of 10. Customer has the choice of both sides of album record or any combination of sides. Mix any bank of records in any sequence with the Rock-Ola Mech-O-Matic changer . . . or, offer all 33 $\frac{1}{3}$, all 45 RPM, all 7" LP records!

Yes, here at last is the phonograph that truly has everything . . . greatest possible selection versatility . . . superbly crafted cabinetry, now with new stain and mar resistant "Conolite" plastic laminate finish . . . famous Rock-Ola design simplicity . . . plus, full dimensional stereo sound that can be easily adapted to anything from a small cafe to a concert hall!



progress where it counts!

New Miniaturized 160 selection Mechanism

Here in one simple, compact mechanism is proof enough of the Rock-Ola tradition of quality and engineering excellence. Now the famous quality of the Rock-Ola 100 selection mechanism is incorporated in the miniaturized 160 selection mechanism. Pure and simple concepts of engineering that offer the operator an ultimate in design simplicity and dependable, trouble-free operation year after year.

More than merely miniaturized, the new Rock-Ola phonograph mechanism is so designed that its operation is almost exclusively mechanical . . . In addition to design simplicity, the Rock-Ola selector system offers operators the fastest selection-to-play cycle available . . . more play, more profits! Coupled with the famous Rock-Ola revolving record magazine, it selects ready for play any record in 10 seconds or less . . . plus, it offers fail safe selection every time through self-cleaning mechanical selector levers .



simplicity of design

... interchangeable parts ... key to ROCK-OLA dependability!



1 Exclusive Rock-Ola Mech-O-Matic Intermix Changer

Completely automatic changer intermixes 33 $\frac{1}{3}$, 45 rpm, stereo, monaural records in any bank, in any sequence ... even intermixes 7" LP records with the Rock-Ola Rhapsody II Model 418SA. No wires, no micro-switches or electronic aids for changing motor speeds or spindle sizes ... nothing to break down or repair.

2 Full Dimensional Stereo Sound

Dramatically achieved by combining cone tweeters, above, with the main unit speakers below, then factory pre-angling them to achieve what we call "beaming the music" ... providing full dimensional sound whatever the location. Standard with the Rock-Ola Rhapsody II. Optional with the Capri II.

3 Snap-in Needle Cartridge and Diamond Stylus

High-compliance astatic stereo cartridge merely snaps in. New snap-in diamond stylus eases service problems.

Feather Touch Tone-arm Set Down

Resister circuit on gripper arm motor slows action on tone arm for softer set down. Lengthens needle life. Muting delay relay circuit allows tone arm to be muted during set down and entry into first record groove—eliminates undesirable tone-arm feed-in noises.

4 New "Common" Receiver System Model 1764 for 100 and 160 Selection Wallboxes

Operates with both the Rhapsody II and the Capri II for 160 or 100 selection phonographs. Ends cost of multi-receiver system inventory.

Stereo-Monaural Amplifier With Tubeless Automatic Volume Control

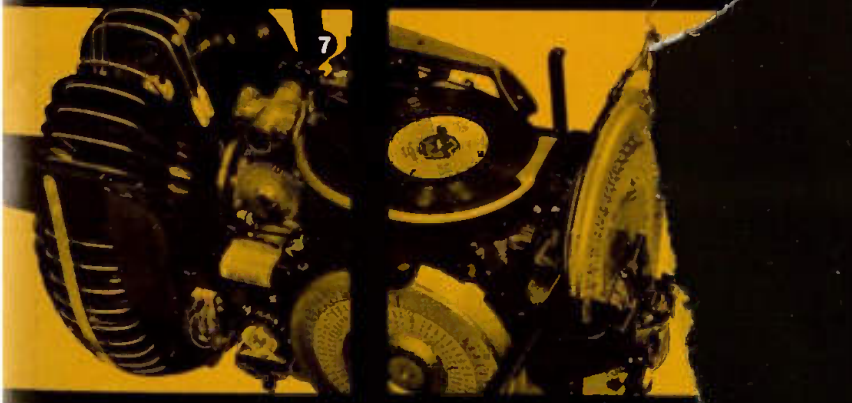
AVC controls record volume variations completely automatically through the use of "Thermistors." Use of silicon rectifiers in the amplifier and "Thermistors" in the AVC circuit reduces troublesome tube replacement problems.

5 Two-button Selection System

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

Featured-star Display Panel

Adds appealing appearance to your record center home.



new ROCK-OLA

Capri II

Model 414S

100 play deluxe stereo
monaural phonograph
with full dimensional
stereo sound. Optional.



profit proved accessories with built-in ROCK-OLA reliability!

Model 1628 De Luxe "Stereo Twins"

Rock-Ola "Stereo Twins" perfectly match acoustic qualities of the Rock-Ola Rhapsody II and Capri II. Each speaker enclosure houses a 12" heavy duty bass speaker and a wide dispersion driver horn, line matching transformer and tap switch for sound level control. Cabinets are 12½" deep, 27" wide, and 16½" high.

Model 1629 "Stereo Twins Jr."

8" P.M. speakers with line matching transformer and tap switch for sound level control. Can be used separately as monaural remote speaker, or in pairs for stereo. Cabinets are 11" deep, 14" wide, and 16½" high.

Model 1950 Remote Volume Control Unit

Simple five-wire accessory controls volume for monaural and stereophonic play including all extension and main unit speaker. Finger-tip cancel button permits "cancelling-out" any tune when desired. Sixty foot cable aids easy, quick installation.

Model 1551

Universal Wall Box Bar Bracket

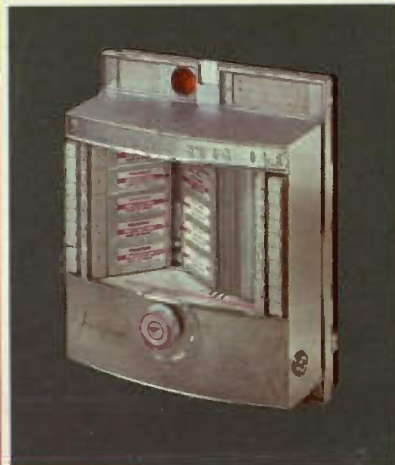
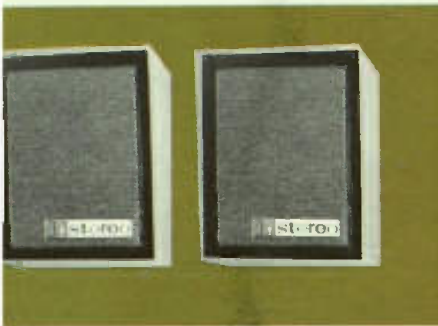
Sturdy and durable accessory is made of heavy duty steel with hammeroid finish. Height of vertical support bar is 13". Length of horizontal support bar is 18".

New Rock-Ola Wall Box

Model 1578 (160 selection) Wall Box

Model 1584 (100 selection) Wall Box

- Entire mechanism removable for fast efficient servicing.
- Extra large cash box.
- Deep recessed 50¢ coin chute.
- Completely sealed and hinged front door.
- High styled design.
- Accumulator permits multiple coin deposits.
- Highly durable construction . . . stain and mar resistant.



SPECIFICATIONS

	CABINET				Weight		CRATED	
	Weight (lbs.)	Height	Depth	Width	Weight (lbs.) Domestic	Weight (lbs.) Export	Height	Depth
MODEL 418SA—RHAPSODY 11	305	58½"	25½"	32"	350	354	61"	28"
MODEL 418S—same as 418SA without LP feature	—	—	—	—	—	—	—	—
MODEL 414S—w/full dimensional stereo	260	58½"	25½"	32"	305	309	61"	27"
MODEL 414—wo/full dimensional stereo	237	49"	—	—	282	286	53"	25"

Cabinet Finish: Charcoal and Black

Coin Equipment:

Single entry, Four coin—nickels—dimes—quarters—halves—U.S. Coins. 50¢ a feature. Also credit accumulator.

Record Changer Mechanism:

Models 414, 50 (100 selections) 7" records—Models 418, 80 (160 selections) 7" 33½—45 RPM. Mech-O-Matic Intermix standard feature on Domestic Models. Standard on Export Models.

Tube Complement: All Models—(4) 6973 (2) 12AT7 (2) 6CY7 (1) 12AU7

Automatic Volume Compensator: A standard feature both models.

Speaker Complement:

Model 414 Two (2) 12" Heavy Duty Extended Range Speakers
Models 418S Two (2) 12" Woofers and six (6) 2¼" Tweeters, crossover net
418SA
414S

Rock-Ola Manufacturing Corporation, whose policy is one of continuous improvement, reserves the right to change designs, specifications, price and equipment at any time without notice or incurring cost.



ATTENDING ROCK-OLA'S EXPORT SALES MEETING recently for the introduction of the firm's new Rhapsody II and Capri II phonographs and Coravelle cigar vander were Clarence Elsworth, Happiness Tours; Les Rieck and George Hincker, Rock-Ola; Roman Kozoris, Winnipeg; Jerry Janda Sr., Toronto; Robert Himel and Roberto Roca, Santurce, Puerto Rico; E. G. Doris, Rock-Ola executive vice-president; Earl Lundstrom and Rolando Fongon, Santurce, Puerto Rico; David R. Rockola, assistant to the president; Arthur Janacek, Rock-Ola export sales manager; Jean Coutu, Montreal; and Jack Barabash, Rock-Ola engineer. Also in attendance were Murray Soward, Edmonton; Rudolfo Roca, Santurce, Puerto Rico; George McGahey and M. Ochi, Tokyo.

3M Bows Background System on 8-Inch Tape



3M Background System in Operation

ST. PAUL—The 3M "2100" Background Music unit, about the size of a typewriter, has been introduced by the 3M Company here. Some 2,100 high fidelity selections are contained on one eight-inch reel of tape. The inch-wide, 14-track magnetic tape occupies only 1 1/4 inches of the radius of the reel. Total playing time for the reel is 75 hours.

Marketing has begun in the Chicago and Twin City areas, with national distribution expected by the first of the year. Sales and service will be handled by 3M's Thermo-Fax Copying Products dealers.

Three separate tape libraries are available. They are:

Melodic, with large orchestras and strings predominating. The tempo is average to medium slow for clubs, hotels, motels and restaurants.

Basic, with a wide variety of selections of average to medium tempo music, for offices, banks and medical clinics.

Rhythmic, with faster tempos and small to medium-sized orchestras for industrial locations.

Each of the three libraries has four tracks for Christmas music.

The first 10 tracks contain the regular background music; two tracks have intermittent Christmas music, with every eighth number a Christmas selection, and the final two tracks are continuous Christmas music. This system allows the operator or location to do his own Christmas programming.

The Christmas programming may be put on with the push of a button on the control panel, and it may be turned off the same way.

A microphone can be plugged in for paging and messages, and a 50-watt transistorized amplifier allows the installation of several hundred remote speakers.

One tape is replaced every six months and a new playing head is installed every year.

Additional information may be obtained by writing the 3M Company, 2501 Hudson Rd., St. Paul 19, Minn.

Ace for Desnoyers

HANOVER, N. H.—George Desnoyers, a music machine operator from nearby White River Junction, Vt., recently scored a hole in one on the Hanover Country Club course. Desnoyers used a No. 5 iron to make the 170-yard ace.

Cihak's Have Son

CHICAGO — It's a boy — Christopher — eighth child for Don Cihak, head of Star Title Strip Company here, and his wife Ann. The youngest Cihak lustily and loudly proclaimed his arrival last Wednesday (11). He joins the Cihak's other six boys and one girl.

YOU'D NEVER KNOW IT TO LOOK AT HIM

CHICAGO — You'd never know it to look at him, but Hirsch de La Vez celebrated his 74th birthday at the recent Music Operators of America convention. The popular Washington operator and show business personality did it by producing a giant three-hour show at the convention's traditional wind-up banquet. To most people, it wouldn't be an MOA banquet without Hirsch standing next to the stage making last-minute arrangements — all the time talking through the headset which has become his trademark. It may be sentimental to wish Hirsch another 74 years — just as eventful as the first 74 — but that's exactly how we feel.

Greiner Warns Against Packing Capsule Vender

MORRIS, Ill.—To get maximum performance from Northwestern's Model 60 capsule venders, be sure to allow room for the capsules to move freely. In other words—don't fill them too full.

That's the advice of Ray Greiner, sales head of the firm. Greiner says a tightly packed capsule vender does not allow the capsules to be agitated correctly by the movement of the mechanism.

This condition can cause undue wear on the brush and the agitator spring, he points out.



A NEW LINE of fiber-glass pool cues is being put out by the St. Croix Corporation, Park Falls, Wis. The company says the new cues can't splinter, warp or rot, and are impervious to moisture and temperature. Price is comparable to quality wood cues.

DOUBLE-PLAY DISKS

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

SURFER GIRL BEACH BOYS, CAPITOL 5009
LITTLE DEUCE COUPE
MEAN WOMAN BLUES ROY ORBISON, MONUMENT 824
BLUE BAYOU
THAT SUNDAY, THAT SUMMER MAT KING COLE, CAPITOL 5027
MR. WISHING WELL
SURFER JOE SUREFARIS, DOT 16479
WIPE OUT
THE GRASS IS GREENER BRENDA LEE, DECCA 31539
SWEET IMPOSSIBLE YOU
FIRST DAY BACK AT SCHOOL PAUL & PAULA, PHILIPS 40142
A PERFECT PAIR

Recent STEREO RELEASES for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

CATERINA VALENTE—Strictly U.S.A. Landon
LOUIS PRIMA—Prima Show in the Casbar Prima

Pop Instrumental

KNUCKLES O'TOOLE—Greatest All-Time Ragtime Hits Grand Award

Jazz/Rhythm and Blues

THE JAZZ CRUSADERS—At the Light House Pacific Jazz
ART BLAKLEY—Caravan Riverside

Folk Music

THE BROTHERS FOUR—Crass-Country Concert Columbia

Original Cast

ORIGINAL CAST—My Fair Lady Columbia

All titles listed are custom 3 1/2" stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York, N. Y. 10036.



JONAH JONES, left, Capitol recording artist, visits Lew Choate at the Seattle Record One-Stop to plug his new release, "Doodles," to local operators.

Exclusive
BUILT-IN AUTOMATIC INCOME TOTALIZER
The Revolutionary **SEEBURG** LP **CONSOLE**

FOR SALE

All types of used Cigarette Machines, 30¢ or 35¢. Also 70 Capsule Machines, like new, at \$10.00 each.

GUERRINI'S

1211 W. 4th St. Lawistown, Pa.

Rowe Ami Music
makes
shakes thicker



OPERATE
Williams
EL TORO

- 2-PLAYER GAME
 - 2 DROP TARGETS
 - MORE WAYS TO SCORE
- FEATURING the EXCLUSIVE
LATCHLOCK PLAYFIELD

See Your Williams Dealer

Williams

Electronic Mfg. Corp.
4242 W. Fillmore St., Chicago 24.

BARGAINS

FOR THE WEEK
GAMES GAMES

A BIG SELECTION

Received a lot of Drink and Coffee Vending Machines in Trade.

WHAT DO YOU NEED!

- Billy Speed Bowler Shuffle \$200
- United Embasser \$100
- Chgo. Coin Citation \$100
- United Caraville \$75
- United Avolon \$75

All above equipment is reconditioned.

Mills Panorama \$350
New 2700 Cigarette Venders, repainted hammerhead finish and reconditioned... 200

We have many large ball bowlers for sale, as is. What price do you offer?

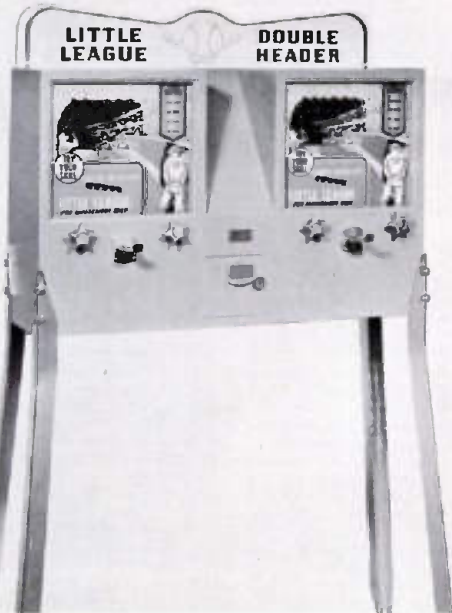
Write or Call Us Collect.

MAin 1-3511

Write for Our Price List on Full Line of Coin-Operated Machines.

Central

DISTRIBUTORS, INC.
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Phone: MAin 1-3511; Cable: Condist



A PAIR OF "BAT 'N' CATCH" NOVELTY BASEBALL games are featured in J. Frantz' new Little League Double Header. Players get five balls for a cent or nickel. The ball is batted up and rolls down over a series of horizontal pegs. The player attempts to catch the ball when it drops. The double unit sells for \$199.

New Price Item:
2 Rings for 10¢

ROSLYN, N. Y.—The Paul A. Price Company displayed several new items at the recent National Vendor's Association directors meeting in Chicago.

Among them were the "two-rings-for-10 cents capsule item, a collection of some 60 different stoned rings. A new horror

Teen Smoking

• Continued from page 44

location where necessary to assure adequate supervision at all times.

5. Remove machines from locations where they cannot be supervised.

6. Form active local operator committees to collaborate with local authorities in enforcing the law on smoking by minors.

Risman noted that the association has issued brightly colored decals for vending machine operators to place on each of their machines which, in bold letters, say: "Sales of cigarettes to minors are forbidden by law. We support this law. Parents are urged to help prevent violations."

series, consisting of five different monster heads, was also shown. The highly detailed heads include such notorious characters as Frankenstein, Cyclops and the Wolf Man. The heads are hollow and will adhere to many varied surfaces, including the hands and forehead.

Also displayed by the firm were a molded sandworm and a large crocodile. Both are realistic to the eye and to the touch and are molded of the same life-like plastic used in the firm's successful Scar-em line.

S.C. Operators to Hold Convention

COLUMBIA, S. C. — The South Carolina Coin Operators Association holds its annual convention at the Wade Hampton Hotel here October 12-13.

Operators throughout the State as well as representatives of leading music machine and game manufacturers are expected to attend. Exhibits will be open both days of the convention. A business session is set for the afternoon of the second day.

TILLIE HAS A BIRTHDAY— AND A PARTY

MORRIS, Ill. — They call her Tillie, the Milk Maid, but to most people in the bulk vending industry, she's Otilia Greiner, genial wife of Ray Greiner, head of the Northwestern Corporation. Tillie, or Otilia, has a five-day-per-week radio show on her own FM radio station here, WRMI-FM. She's on every morning from 6-8. Last week was Tillie's birthday, so some 18 WRMI-FM employees and guests showed up at the Greiner farmhouse to throw her a party. Tillie got a lot of good wishes and a six-layer cake in the shape of (what else) a milk pail. And to all the good wishes she got then, are added those of everyone in the bulk vending industry, and, of course, our own.

Williams Names Rock City Firm

CHICAGO—Kenneth Brake's Rock City Distributing Company has been named Williams distributor for Nashville and environs. Rock City also handles the Wurlitzer line.

Announcement came last week from Jack Mittel, Williams executive.

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BALLY 597	445	ROWE 14-Cd. Cig.	175
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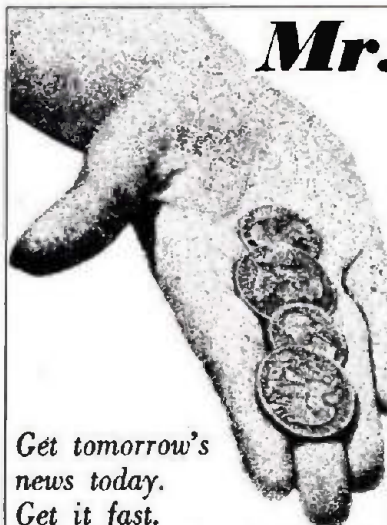
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BULK VENDING

Bulk Units in Capital Laundries Have Operator Jumping for Joy

WASHINGTON — Because local bulk vending operators were slow to grasp the importance of coin laundry locations, Sol Katz of Gary-Mar Vending Company here, is one of the largest bulk operators in the Washington area.

It all started 11 years ago when Katz was working with a relative in servicing and operating coin laundries, mostly in apartment houses. Katz noticed a few bulk machines on these locations, but only a few.

He figured that if these machines produced revenue on some locations, they would produce revenue on other locations. So he bought 10 machines, vending straight ball gum, and placed them beside washing machines he was already servicing.

Expansion

That worked out well enough to encourage him to buy 200, and then 600 bulk vendors. Now, after 11 years, Katz operates 3,500 machines between Baltimore, Maryland, and south to Leonardsville, plus all of the gigantic Washington trading area. Along with his bulk vendors, the routes include 200 kiddie rides.

A native of New York, Katz had given no thought to living in the Washington area until a cousin invited him to join up in the washing machine field. Now, he is probably one of the busiest operators in the East Coast, with three full-time collectors, dry-

ing air-conditioned station wagons on the staff.

Operating over a high-density, heavy-trafficked area, Katz has probably gone further to standardize operations than any operator we have met. For example, except for a few fast-moving routes, the average machine is serviced once a month, many of the service calls being merely checkups on machine appearance and condition.

Morning Reports

His routemen call in twice per day, and report each morning to a telephone answering service, by 8 a.m., to advise that they have started on the day's collecting and service. For the last four years, Katz has standardized his equipment to the point that 75 per cent of his bulk machines on location are one make, to simplify service, filling, appearance and re-conditioning.

He is also a real pioneer in locations which apparently had no possibility of profit into consistently worthwhile stops because of his ability to gauge areas which are due for population increases, and which for one reason or another have had very little bulk vending machine locations.

Vending almost every item on the market, Katz has constantly expanded, with basic ball gum, jelly beans, Boston baked beans, general confections, charms, and lately, 5-cent and 10-cent merchandise. He notes a strong trend toward 5-cent and 10-cent items which Katz thoroughly enjoys, inasmuch as efforts in these price categories were a failure not long ago.

Chain Operations

He has successfully sold many of the largest supermarket chains in the area on allowing him to install big batteries of bulk machines, in such huge organizations as the Co-op Super Markets, Acme Foods and Penn Food Company. The giant supermarket chains have been a tremendous boost, inasmuch as they have meant many, many more stops without extending the territory covered which Katz limits to 60 miles as a matter of course. He doesn't feel that larger areas than 60 miles in either direction, in a section of

the nation which has practically no parking places available, is practical.

Along with smooth, excellent service, conducted on the basis of exchanging heads or complete machines as the case may be for fill or for machine appearance renovation, Katz has built his huge routes on personality. Every collector is urged to spend a few minutes of chit-chat with location owners, learning something about the latter's interests, family and business, to form the basis for personal, friendly conversations.

Katz makes the routes regularly himself for this purpose, concentrating on telling the location owner something about the bulk business, and, in the process, building prestige for it. He is proud of the bulk business, and makes sure that every location owner knows it.

New York Route

Through the 11 years Katz has made many experiments with expansion. For example, he set up a 600-machine route in New York, on the theory that there was plenty of room for it, but gave it up after a year or so, simply because it took him away from home and family too often.

Next, he has even extended all the way down U. S. 1 to Miami, in a move calculated to make operations more pleasant. This was dropped, too, as simply too remote and difficult an operation to control.

Katz realizes the value of discounting his bills, paying cash for all of his vending equipment — except for the New York experiment, which involved 600 machines. Capitalizing on the 2 per cent discount every month has made a difference in net profit returned, of course, and has been the basis for an unimpeachable credit rating.

Vandalism

Covering some of the most luxurious areas in the Washington environs, including Price George and Montgomery counties, the Washington operator has been somewhat disgruntled to find more vandalism, more slugging of machines, in the high-income areas than in the downtown Washington area, where it would be more likely expected.

However, by and large, he be-

lieves that his vandalism problem is probably lighter than in many other sections of the country — even though there have been instances in which as many as 15 machines were stolen in a single week.



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Greiner Plugs Mint Line for Hot Weather

MORRIS, Ill.—Mints or hard candies are excellent hot weather items, according to Ray Greiner, Northwestern sales head, and he says the firm's package gum venders can be easily converted to carry the packaged, rolled confections.

Greiner notes the confections come in a variety of flavors: Wild Cherry, Butterscotch, Lime, Butter Rum, Peppermint, Lemon, Wintergreen, Spearmint, Orange, Clove Mint, Root Beer and assorted flavors.

The items can be vended in one, two, three, four or five columns of a Northwestern package gum vender by installing a standard conversion unit. Greiner cautioned operators to specify how many columns they plan to use for rolled candies or mints when ordering the conversion parts.

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5c, 10c or 25c Vend—11-Lb. Globe

This new Capsule vendor has the industry talking. Will pay for itself on one loading. Will accurately vend capsules filled with lighters and other select jewelry items.

We have largest variety of 5c, 10c and 25c capsule items in stock. New items are always coming in. Send for list #409 of these fast-moving items.

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Vends any item which can be placed in a capsule.

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Greiner Cites Operator Yields on Moon Rocket

CHICAGO—Northwestern's Moon Rocket—undoubtedly the largest and most elaborate bulk vender around—is yielding operators from \$30 to \$70 per month, according to Northwestern sales head Ray Greiner.

He said the machine has been exceptionally effective in such spots as supermarkets, chain stores and discount houses. The Moon Rocket is one of the very few bulk vending machines that offers the kiddies some en-

tertainment along with their ball of gum.

As most people know, the machine is in the shape of a rocket standing on a launching pad. Some 7,200 pieces of 100-count ball gum are housed in the rocket's body.

The front of the machine also has a miniature enclosure which contains a small-scale rocket and a small moon. When the child inserts a nickel and turns the machine handle, the rocket goes through 5-4-3-2-1 countdown, and the miniature rocket is actually propelled toward the moon.

It's all a rather colorful display, since the machine lights up and flashes on and off to add to the effect. Naturally, the child receives his five pieces of ball gum to boot.

The Moon Rocket is built from heavy-gauge steel, finished in vivid white and red with brilliant eye-catching decals. Strong, rigid fins give the rocket fuselage non-tipping support.

Electrical connections require 110-volt 60-cycle outlets. All parts are installed for ease of servicing with grounded fuse plug and nine feet of heavy-duty cord. A variety of vending methods are offered.

For a nickel and five turns, the child receives five balls of gum with the rocket launching. For 1 cent and one turn, he gets one ball of gum, but no moon shot. The unit can also be adjusted to vend three balls of gum for a nickel (three turns).

BULK VENDERS NO BOON TO MAN'S BEST FRIEND

DETROIT—The use of vending machines by dogs is not a menace to the health of the community, the Detroit Board of Health has concluded after a survey team studied the problem. Principally concerned are bulk vendors using ball gum, though other low-built vendors for food handling could also be affected.

The problem was raised when a "Teed-Off Citizen" sent a letter to the Detroit News complaining of "two level vending machines," with the lower dispensing mechanism within reach of toddlers, because "I saw a large dog using the machine for a tree or fire hydrant."

The citizen then charged the health officials as "lax in permitting this kind where dogs can get at them."

Health inspectors found that the lowest machine on location was at least 17 inches off the ground and that the dispensing chute had a trap or door on the delivery mechanism, making use by any ordinary-sized dog rather impossible.

Most of such machines even were found to be in inside locations in stores, not outside.

"It causes us some concern, but we now feel that it is not any real problem," concluded Carl Gregory, Chief Inspector of the Food Division. "We felt that it would be impossible for a dog to contaminate the food area."

A suggestion was made, subject to approval by the SPCA, that machines still considered a menace be equipped with a small decoy hydrant.

Northwestern Shows Full Line-Up at NAMA

CHICAGO—The Northwestern Corporation showed its full line of gum, confection and stamp machines at last week's National Automatic Merchandising Association conclave—only bulk vending firm to exhibit at the giant major equipment show.

The Northwestern booth thus became the gathering point for virtually every bulk operator and distributor at the show. Some 50 bulk traders were in town for a separate board meeting of their own National Vendors Association in the Congress Hotel (see separate story).

Northwestern had an attractive booth displaying its Model 60 and Super 60 1-cent, 5-cent, 10-cent, 25-cent, three for 5-cent and 1 and 5-cent combination venders; its model 49 1-cent, 5-cent, 10-cent and 25-cent machine; its package gum, tab gum, postage stamp and Moon Rocket vender, its candy stripe

and regular cabinet stands and its Showcase "Six" and "Two" chrome stands.

Northwestern

SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING



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5-Selection Vender Dispenses Batteries

CHICAGO—A five-selection vender which sells batteries is now being manufactured by the Northwestern Corporation. The machine's five interchangeable columns can vend flashlight, transistor, toy or other batteries. Total capacity is 74 batteries and a 25-cent mechanism is used.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c\$14.50
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Pistachio Nuts, Large Tulip72
Pistachio Nuts, Vendor's Mix64
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Cashew, Whole44
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Peanut, Jumbo37
Spanish31
Mixed Nut27
Baby Chicks38
Rainbow Peanuts32
Bridge Mix34
Boston Baked Beans33
Jelly Beans32
Licorice Gums32
M & M, 500 ct.47
Marshey-elli47

Rain-Bo Gum, 75 ct. \$.32
Malt-stra, 100 ct. per 10038
Rain-Bo Ball Gum, 500 ct.32
100 lb. minimum order on all Rain-Bo Ball Gum.
Adams Gum, all flavors, 100 ct.48
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Beach Nut, 100 ct.48
Marshey's Chocolate, 200 ct. 1.20
Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

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NORTHWEST'N HAS BROCHURE

MORRIS, Ill. — A four-page brochure which contains color pictures of all Northwestern Corporation machines and stands is now being made available by the firm. Free copies can be obtained from Northwestern distributors, or from the factory here. Inquiries should be addressed to the Northwestern Corporation, East Armstrong Street, Morris, Ill.

BIG SAVINGS on BALL AND VENDING GUMS

Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size\$.80 1/2 lb.
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Clor-Vend Chicks, 200 ct.\$.83 1/2 lb.
Chicle Chicks, 320 & 320 ct.\$.39 lb.
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Tab (short stick), 100 ct.\$.40c bar
5-Strick Gum, 100 packs\$2.00
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2534 Mission St., Pittsburgh 3, Pa.
World's Largest Selection of Miniature Charms



5c ATLAS MASTER ROCKET VENDOR

Cong. Comm. Releases Report on Celler Bill

• Continued from page 43

royalty, except—thus far—the juke box operators.

The law would not take effect until January 1, 1965. The majority report says the extra time would help safeguard the industry from "sudden disruption."

Libonati maintains that the Judiciary Subcommittee on Patents, Trademarks and Copyrights actually never held hearings on the present Celler bill to eliminate performances royalty exemption (H. R. 7194). Hearings were held on the earlier Celler bill which would have put a \$5 per box ceiling on license fees from all licensing groups annually. Under the present bill, operators will be "at the mercy" of ASCAP, BMI, et al., Libonati charges.

Legal Battles

He sees no help for operators in costly recourse to court under ASCAP consent decree. Any argument over licensing fees would have to be made in U. S. District Court in New York, and

operators haven't the time and money for such legal battles.

Libonati charges that under the Celler bill, damage provisions would make a juke box operator liable to \$250 fine and attorney costs for infringement for each record he plays (up to \$5,000), each time he plays it—If he has not paid a license fee to licensing groups or to an individual songwriter.

Representative Rogers' dissent challenges the bill's requirement that a location owner answer any written or oral request for identity of owner of the box on his location. (Location owners are exempt under the bill, unless they own or control the machine.) Rogers holds that if the operator "does not answer promptly, he can be sued for \$250 plus attorney fees. Should a music box contain 100 records, you would have a lawsuit for each record played, regardless of the damage to the copyright owner."

Historic Background

Judiciary Subcommittee Chairman Willis provides a historic background of hearings on the juke box performance royalty in the 1908 Copyright Act, dating from 1947.

Songwriters, performance licensing groups, ASCAP, BMI, SESAC, and spokesmen from the Copyright Office and the State Department have urged repeal of the exemption, and payment of performance royalty on juke box music to its owners.

The State Department claims

the exemption creates hard feelings internationally, because in other countries, performance royalty is required on juke box play. American music collects royalty from overseas play, while their nationals receive nothing from U. S. juke box play.

Cites 1961

Based on information from the Legislative Reference Service of the Library of Congress, the Willis report traces growth of the juke box industry. In 1961, there were about 10,000 operators, with an average of 56 machines each, averaging a net income of \$11,000 per year from juke boxes alone. Only 7 per cent of these had no other machines, while 40 per cent had cigaret venders; 93 per cent had amusement machines; 10 per cent had food vending machines and 15 per cent had kiddie rides.

"It thus appears that well in excess of half billion dollars annually is divided by juke box operators and location owners." All vended commodities must be paid for—and coin-operated machines vending copyrighted music for profit cannot be made an exception, the report states.

With solid finality, Willis concludes: "The committee is unable to find any logical or equitable justification for the continuance of the juke box exemption. No satisfactory explanation has been given why the circumstance of coin operation alone should exempt the performance of juke box music, while all other commercial performances of copyrighted music remain subject to protection. It seems to the committee that repeal of the exemption will result in a fairer, more uniform, and more rational scheme of copyright protection of musical compositions."

Fun & Games Spark Outing

• Continued from page 43

John Nuccitelli, hole-in-one contest men; Mrs. Mike Tartaglia, hole-in-one contest women, and Bernie Boorstein, long drive.

Recording Talent

Operators were entertained Friday and Saturday nights with night club acts in the Starlight Room. Recording talent performing included Lovelace Watkins, MGM, and June Vail, ABC-Paramount, Jackie Kannon, humorist and comic, who published the "JFK Coloring Book" and "Happiness Is a Rat Fink," broke up the bouse with his act Friday night.

Speech-making was held to a minimum at the Saturday night banquet, as Al Denver, MONY president; Mike Mulqueen, NY-SOG president, and Carl Pavesi, WOG president, made brief remarks. Al (Senator) Bodkin, delivered one of his stirring orations.

Potables during both night club sessions were provided by Albert Simon, Inc.; Atlantic-New York Corporation, Bilotta Enterprises; Musical Distributors Corporation, and Runyon Sales Company.

Smooth Arrangements

With George Holtzman, convention chairman, and Ben Chicosky, MONY business manager handling the arrangements, no mix-ups in room reservations or in seating accommodations were reported.

Cocktail parties preceded both the Friday and Saturday dinners.

FOR SALE
Games & Bowlers

Keeley Sportsman	595.00
Bally Spinner	148.00
United Chief Shuffle	83.00
Bally Official Jumbo	195.00
Bally Congress Shuffle	72.00
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Gottlieb Texas	195.00
Keeley Go Cart, New	295.00
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Wurlitzer 2308			443.00
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Wurlitzer 2210 WB			49.50
Wurlitzer 2207 WB			23.00
Seeburg 301 WB			18.50
AMI Lyric 100			191.00
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Seeburg C			122.00
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NEVER SAY DIE: Jerry Vale's eight-year-old rendition of Fay Tishman's "Only Beautiful" is subject of a new promotion campaign by the "Only Beautiful" twins, Valerie and Phyllis Whiting, who pose here with Vic Damone during their rounds. Disk was resurrected by WNBC deejays Steve Woodman and Keith Rich, later picked up by others.

Billboard

PHOTO GALLERY OF Newsmakers



BASH FOR BIG BAND: A party for Liberty's Si Zentner band was given at opening of his recent engagement at Coney Island's Moonlight Gardens, Cincinnati. Shows here (left to right): Liberty's Pat McCoy, Jack Bratol and Dick Bowman, Si Zentner, Billboard's Bill Sachs; Dan Bohanan, Rick Frio, Marv Dorfman and Ray Hill, Liberty associates.



TWISTIN' TIMEPIECE: Rudolph Engleder, president of Ariola Sonopress, presents Chubby Checker with a golden musical clock as an award for 500,000 German-sold recordings. For entores the clock plays "Let's Twist Again."



BING AIDS REFUGEES: Alan W. Livingston, president of Capitol Records, presents gold record award on behalf of U. N. High Commissioner for Refugees for participation in "All Star Festival" album, which reached world-wide sales of over one million copies.



CAUGHT! ONE RISING STAR: John Gary (standing) is getting old-fashioned all-out treatment as new singing discovery of RCA Victor. Evidence: Producing talents of Hugo and Luigi (left) and tap arranger Marty Gold.



PARTY AFFILIATES: The Mercury fall sales meeting theme was in the spirit of a political convention this year. "Boss" Green (Irving B.) is straw-battling (right) as Executive Vice-President Irving H. Steinberg doffs his skimmer and Kenneth S. Myers, vice-president in charge of sales, swings a mean gavel.



THE INTERNATIONAL SET: Visitors to the German Radio Exhibition in Berlin recently were U. S. artists (left to right) Bob Moore, Little Peggy March and Roy Orbison. Schedule included television appearances, recording sessions, plus outing to riding school.



TRACK RECORD IS V.I.P.: MGM's lucky sales manager, Sol Greenberg (standing), and publicity chief Sol Handwarger (seated) are surrounded by the lovely track ladies of the staff, all decked out in shirts designed to promote the track album of "The V.I.P.'s," composed by Miklas Rassa.



QUALIFICATIONS? THEY BAT 1,000: Smash Records' singing Angels meet their swinging namesakes during tour of California. Members of the Los Angeles Angels, shown here, are (left to right) Jim Fogasi, Ken Hunt and Bob Rodgers. Order of the day—PLAY BALL!

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