

Billboard

The International Music-Record Newsweekly

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



KIP TYLER, exciting young international singing sensation, currently hot with "That Bell of Freedom" on Gyro-Disc International. Radio Free Europe has accepted donation of Kip's artist royalties. Says Kip: "I'm humbly grateful that I can help, in some small way, the cause of world freedom." (Advertisement)

FTC Rules in 10 Days; ARMADA to Call Parley

By PAUL ACKERMAN

NEW YORK — The Federal Trade Commission's long awaited record industry trade practice rules are expected to be handed down within 10 days. They are now in the hands of the Government Printing Office. Soon after FTC issuance of the rules, the American Record Merchants and Distributors Association (ARMADA) will call an industry-wide meeting to discuss implementation of the FTC trade regulations.

According to present indications, ARMADA's all-industry sessions will be held in Chicago. In addition to inviting leaders from all sectors of the disk business, ARMADA will ask FTC

Commissioner John Reilly to attend, and bring with him Commission staff members to help explain the rules. ARMADA special counsel Earl Kintner, a former FTC chairman, will attend the meetings as well.

It is expected that the FTC rules will adhere closely to the trade practice regulations initially proposed by ARMADA early this year. (Billboard carried a complete and exclusive report on the rules ARMADA proposed to the Commission in the Feb. 8 issue.)

FTC's trade practice guidelines for the record industry marks the successful culmination of efforts first launched by ARMADA more than two years

ago. During the ensuing period, ARMADA rallied leaders from other facets of the record business to join in the undertaking.

In addition to ARMADA's recommendations for the trade practice rules, proposals were (Continued on page 10)

Kapp to Expand Little LP Sales to Retailing Market

By AARON STERNFIELD

NEW YORK—Kapp Records plans to expand its little LP sales to the retail record market as well as to the juke box market, according to Al Cahn, executive vice-president, and Macey Lipman, marketing executive.

The label's second series of little LP's—six disks planned for release during the Music Operators of America show—follows the initial series, issued in August, on 10 small albums. All this product is geared exclusively for juke box operator needs, with distribution from manufacturer to one-stop.

In next week's release, as in August, all material has been culled from previously issued 12-inch albums.

Simultaneous Release

The big departure in Kapp's little LP policy is scheduled for January. At that time, little LP's will be pressed simultaneously with the 12-inch albums.

Lipman feels that while acceptance of the little LP product by the juke box operator has been encouraging, it would be even better if the product were released at the same time the 12-inch version hits. (Continued on page 46)

Mrs. Wilken Joins Justis As Partner

NASHVILLE — Songwriter Marijohn Wilken last week joined Bill Justis as a partner in his recently formed BMI publishing firm, Buckhorn Music. Buckhorn, founded last winter, won a BMI award for its first song, "G.T.O.," recorded by Ronnie and the Daytonas for the Mala label.

It was Ronnie's first recording, and the first tune he had penned. Ronnie, whose real (Continued on page 10)

MGM'S LP TO AID NARC

NEW YORK — MGM Records has come up with a special LP, the proceeds of which will go to the Research Fund of the National Association for Retarded Children. The album is entitled, appropriately enough, "Benefit Performance" and will have a sales price of \$5.

Among the stars on the disk are Debbie Reynolds, Connie Francis, Ella Fitzgerald, Maurice Chevalier, Jonathan Winters, Stan Getz, David Rose, Count Basie, Johnny Tillotson and Shelley Berman.

The proceeds will go to State and local NARC units as well as to the study fund.

Columbia, Most Deal in the Offing

NEW YORK—Mickey Most, young British disk producer, is on the verge of making a new U. S. disk affiliation. Most was in town last week for meetings with Columbia Records executives and the talks centered on his producing records for release on the Epic label, a Columbia subsidiary. "It will be a million-dollar deal," said Most.

If the deal is consummated, Most pointed out, it will give Epic the release rights to all his future productions. Some of the artists Most plans to record when he gets back to England are the Fairies, the Bats, Zoot Money and Tony Sheridan.

In the past several months, Most's record pro-

ductions have been on the MGM, London and Decca labels. He produced records by the Animals and Herman's Hermits for MGM, the Nashville Teens for London, and Brenda Lee's "Is It True" for Decca.

Most summed up his recording technique as "reverse infidelity." He also said that the age range for pop singles records now runs from five to 15, and to reach this audience the records have to be as simple as possible and at the same time build "atmosphere and excitement."

In addition to record production, Most is partnered in management and music publishing with Mike Jeffery. Latter also is in the U. S. in conjunction with the Animals' current tour.

HI-FI SHOW OPENS

Components Losing Ground to Packages

By DAVID LACHENBRUCH
Contributing Editor

NEW YORK—Last week was Hi-Fi Show week here, with all the appropriate hoopla, as audio-

philes jammed the Trade Show Building to inspect and listen to the latest equipment. Judging by the crowds this annual show draws, you'd never suspect that component high fidelity is a sick industry.

Couple of weeks ago, we presented some fairly substantial evidence that the audiophile high

fidelity business is shrinking, not expanding—that despite an increase in average unit cost of audio components, the nationwide industry dollar volume is declining. Therefore, it's bucking the general trend. Consumers are spending more for luxuries, for entertainment, for leisure-time activities. Why is component hi-fi dipping!

Is it lack of salesmanship? That hardly seems likely. The mass merchandisers are in sound equipment as never before, and apparently increasing their share of this market.

I don't pretend to know the answers. I don't even know all (Continued on page 34)

Beatles Boost EMI Income To New High

LONDON — Electrical Musical Industries profits before taxes for the year ended June 30 were up by 80 per cent as compared to those for the previous year. The group turnover was 12 per cent higher.

EMI has announced profits of \$11,500,000 compared with \$6,600,000 for the 1962-1963 period. The total group sales (Continued on page 10)

Billboard Names Biro Coin Machine Editor

NEW YORK—Effective with the Oct. 17 issue of Billboard, Nick Biro, Midwest editor, takes over as coin machine editor, replacing Aaron Sternfield, who becomes editor of all Billboard supplements and special issues and a senior editor of the regular weekly issues.

In announcing the shift, Editor in Chief Lee Zhito said that Biro will continue as editor of Billboard's Audio/Video Retail-

er section, and as the publication's Midwest editor.

Assisting Biro in Chicago will be Ray Brack, recently with Chicago's City News Bureau. Brack will cover coin machines and record and accessory merchandising.

Frank Luppino, Billboard's managing editor and a veteran of 18 years with the publication, will add East Coast coin ma- (Continued on page 46)

LISTEN: KIP TYLER "THAT BELL OF FREEDOM"
Now Backed With "Girl From Ipanema" #710

SEE: Gyro Disc's full color ad on back cover of retail issue out next week.

OVER ONE MILLION RECORDS SOLD IN ITALY

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Judkins Asks for 'Realistic' Readjustment of List Prices

HOLLYWOOD—Three years after making his initial plea for a review of manufacturers' pricing policies, Howard Judkins, president of the National Association of Retail Record Dealers, is striking a blow again for realistic list prices.

Judkins brings the subject up for a second airing in NARRD's October bulletin. The Garden Grove dealer states he wrote an open letter to all manufacturers on May 12, 1961, "asking for a review of pricing policies including a reduction of stereo prices to correspond with mono prices."

"It has since come to pass that practically 99 per cent of all wholesale prices are now automatically reduced to dealers 10 per cent or more. Why then is it not possible to adjust list prices to reflect the real value instead of a fictitious one?" he asks.

Judkins thinks the answer is clearly this: "To maintain a high list price for the total and only benefit of the so-called discount houses who prostitute the manufacturers' product and the record dealers' sales with fictitious values."

Judkins ends his editorial with a plea to the manufacturers "to adjust these list and wholesale prices; failure to do so may mean the demise of the record industry as we have known it."

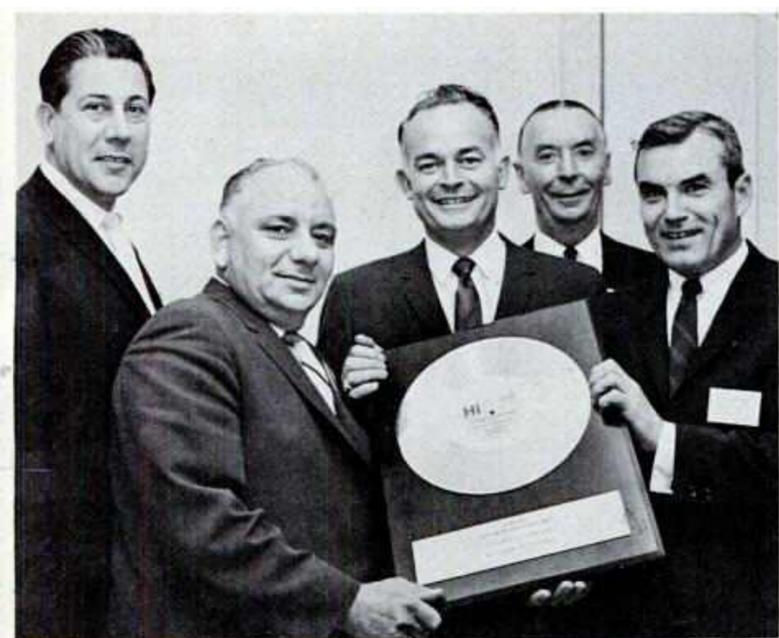
The author says Capitol and Columbia's one-price policy has been in force long enough for evaluation. "Columbia's one-price policy has worked fairly well," Judkins notes. "However, in some areas it has a tendency to bend a little. The 10 per cent rack bonus unfortunately finds its way into large department stores and discount houses that should be classified as retail dealers."

"The final conclusion has to be that Capitol's lower one-price-to-all policy is much more equitable to all dealers and racks alike and NARRD's hat must go off to Capitol for a very close policing of the policy."

Judkins believes the "temporary price and discount structures of other firms could be tailored after Capitol's policy to the benefit of all concerned." The trade association president thinks the time is proper for a realignment of all retail list prices in a more realistic light. "This would remove a lot of the confusion even among dealers and certainly among consumers about what a record should sell for and when a bargain is not a bargain."

When Judkins wrote his first letter to manufacturers, he was president of the Society of Record Dealers. He then charged

(Continued on page 10)



CITED AT THE HI RECORDS-LONDON RECORDS distributor meeting in Memphis recently was Bill Emerson, center, Big State Distributing Corporation, for "Best Distributor Performance" among Hi distributors. Left to right: Herb Goldfarb, London's album national sales manager; Joe Cuoghi, Hi president; Emerson; D. H. Toller-Bond, director of London's American group, and Walt Maguire, in charge of singles for London and the London group.

HI-FI SHOW OPENS

Components Losing Ground to Packages

NEW YORK—More transistorized equipment than ever before was featured at the ninth annual New York High Fidelity Music Show that opened its four-day run Thursday (1) at the Trade Show Building here.

The show, sponsored by the Institute of High Fidelity, Inc., was promoted heavily here with spot announcements on radio stations. Newspapers also de-

voted considerable coverage. According to early indications last year's attendance will be surpassed.

One promotion, heavily ballyhooed via the commercials, dealt with a discotheque, to which the second floor of the building was devoted. William B. Williams, disk jockey and WNEW radio personality,

(Continued on page 37)



JOHNNY MATHIS accepts Billboard award as the favorite male vocalist of American college students. The presentation was made by Bill Wardlow, the publication's West Coast general manager, at the Greek Theater, Los Angeles, where Mathis was appearing.

Spoken Line Expanded by Caedmon Unit

NEW YORK — About three years ago, Caedmon Records formed the Shakespeare Recording Society to give further hearing to the Bard. The concept, a success by dealer and manufacturer standards, led to the formation of the Theater Recording Society, which bowed its first release, "The Glass Menagerie," through Caedmon.

The Tennessee Williams play features Montgomery Clift, Jessica Tandy, Julie Harris and David Wayne. The cast was brought together by the Society which has among its advisory board such well-known theatrical personalities as Tyrone Guthrie and Eva Le Gallienne. The two-record "Menagerie" set is de luxe packaged and contains a production folio with notes and pictures of the cast and the author. The initial release is priced at \$12.90 retail, mono or stereo.

Releases will be issued every

(Continued on page 10)

20th Century-Fox Records Names Wayne A&R Chief

NEW YORK—Bernie Wayne has moved into the top a&r spot at 20th Century-Fox Records. He replaces Morty Craft who had been the a&r head for about three months.

Wayne immediately will launch a stepped-up release schedule of soundtrack albums from 20th Century-Fox movies, working in association with Lionel Newman, musical director of 20th-Fox in Hollywood. Wayne's first project will be the Andre Previn soundtrack recording of "Goodbye Charlie."

In addition to the soundtrack spree, Wayne will be responsible for the discovery and development of new artists.

Wayne previously was with ABC-Paramount as a composer, conductor and arranger, and with Paramount Pictures in a similar capacity. He also was associated with Coral Records. In addition to having written such pop songs as "I Don't



Want to See Tomorrow," "Blue Velvet" and "Laughing on the Outside," Wayne creates the original music for the annual Miss America Pageant which includes the theme, "There She Is —Miss America."

MADE BY VALRI

A New Market in Canada: Records for You to Greet By

TORONTO — An unusual market for Canadian singers and musicians has opened up in the musical greeting cards made by Valri Greeting Cards. Better-looking than their U. S. and U. K. counterparts, the cards are about eight inches square, with colorful fronts, and inside is a vinyl 3 1/2 record with up to five minutes, 10 seconds of song or comedy. The first eight cards have been on sale about a month and are reportedly selling like hotcakes at 50 cents each.

The series kicks off with cards featuring well-known performers Don Francks, soon-to-be-lead in the Broadway musical "Kelly," who just cut his second Kapp album, and impressionist Rich Little, whose first Capitol of Canada album, a spoof on the Conservative government, sold 10,000 copies. He has since gone on to become a hit on such TV shows as "Hollywood Palace" and "The Judy Garland Show."

Disks for the musical greeting cards were produced by Art Snider, just back from England where he was doing arrangements for the Bachelors. Music is by Al Rain and lyrics and comedy routines by Chris Beard.

PYE IN BUDGET LP MARKET

LONDON—Pye Records has entered the budget LP market—the first major British company to do so. Pye launched a new series of albums last week called "Marble Arch," which will retail at \$1.70 each—the average price of an LP in this country is just under \$5. The works of Beethoven, Dvorak and Schubert recorded by the London Philharmonic Orchestra are featured on the first three releases, which will be devoted to classical music.

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Rydell Inked By Capitol

HOLLYWOOD—Bobby Rydell has been signed by Capitol Records. The singer had been recording under the Cameo-Parkway banner for the past several years and was a loan-out to Columbia Records for the soundtrack album of "Bye Bye Birdie."

Rydell, who is now in Tokyo, will be recorded by Capitol as soon as he returns to the States.

NEW YORK—Irving Brown, vice-president of Chappel & Company, has resigned after a 16-year tenure with the music publishing firm. Brown was an assistant to the late Max Dreyfuss.

Brown has been negotiating with another firm, but, at press-time, no plans were disclosed.

A-B Mapping Triple Threat Invasion: Theater, TV, Films

By MIKE GROSS

NEW YORK — April-Blackwood, the music publishing subsidiary of Columbia Records, is preparing to broaden its area of activities. Having established a firm foothold in the pop field since David Kapralik took over as general manager eight months ago, the firms are now ready to move into the theater, TV and motion picture fields.

The first move in this direction is the score for "The Secret Life of Walter Mitty," a musical adaptation by Earl Shuman and Leon Carr of the James Thurber story. The musical is scheduled to open off-Broadway later this month. The score will be placed in April Music, the ASCAP firm. (Blackwood is the BMI firm.)

Kapralik also is planning to set up a separate department to nurture and develop writers for

the Broadway musical field. In this respect, as in all areas of the April-Blackwood operation, Kapralik works closely with his associate professional managers, Ed Silvers and Jerry Tifer.

On the TV end, Kapralik is already at work blueprinting an all-out campaign for next season. He plans to work closely with CBS-TV-owned shows as well as with the independent TV packagers. Kapralik's format is to have his firms play a creative role in the TV spectrum by developing themes, title songs and special material.

For the push into the motion picture field, Kapralik will head out to the Coast next week with a view to opening a Hollywood office where close contact with studio needs can be maintained. April-Blackwood, said Kapralik, will view the Broadway-TV and pic fields as it does pop—"auton-

omous and competitive." Even though the firms are part of the Columbia Records' family, they shoot for recordings from all labels.

Pointing up April-Blackwood's wide disk spread is that it recently placed its songs with Paul Anka (RCA Victor), the Shirelles (Scepter), Lesley Gore (Philips) and Pat Boone (Dot). Upcoming are Connie Francis (MGM), Brook Benton (Mercury), Nancy Wilson (Capitol), Peggy Lee (Capitol) and Bobby Vinton (Epic.)

As part of his push into the pop field, Kapralik has built a writing stable that now consists of Van McCoy, Chip Taylor, John Gluck, Herb Weiner, Alan Jeffries and Dick Heard.

Kapralik hasn't overlooked the country and western field, either. He recently set up a branch office in Nashville with Wayne Walker as its head.



ROBERT J. BURTON, left, president of Broadcast Music, Inc., accepts a \$10,000 check from Mercury Records' artists & repertoire man, Shelby Singleton, on behalf of the label and its president, Irving Greene, for the Country Music Association's Building Fund. Burton is Fund chairman.

Compo Co. Promotion

MONTREAL—The same audio-visual presentations created to inspire salesmen to sell fall record product are now inspiring consumers to buy those records in a large department store here.

The Compo Company, Ltd. promotion department has put together highlights from the fall sales presentations of its affiliate labels into a 50-minute sound and slide program which is being presented in the record department of the T. Eaton Company, Ltd., store, the largest department store in Montreal.

Customer reaction has been even better than hoped for, with many shoppers staying to hear and see the entire presentation. English and French commentaries on tape introduce the highlight cuts from the albums, and the tape trips the corresponding color slides at preset intervals. The presentation is

(Continued on page 10)

CBS - Oriole to Play Follow Leader on Price-Fixing Ban

By CHRIS HUTCHINS

LONDON — If discount selling becomes the trend in the British record industry following the ban on retail price maintenance, CBS will not take a similar stand against it to the one it took in America despite its entry into the market via the purchase of Oriole Records. So says Harvey Schein, CBS international director, in an interview with Billboard.

"We would not want to give huge discounts, because we believe that our product is a good one and will sell at proper prices on its merit. But we couldn't take a leadership position as we did in the U. S. with such a small share of a country's market as we have at present in Britain.

"We haven't come into Britain intending to make a big noise. The only thing we want to change about this market is our share of it—we want a bigger one!

Schein revealed that CBS intended putting a lot of dollars into Oriole, which is the smallest of the five major companies in Britain. "Our money will be behind the big expansion in distribution, which Oriole managing director, Maurice Levy, spoke of the other day.

"Our product is good enough to force bigger distribution in a short time, but initially, the facilities have to be there, and this means expenditure, big expenditure."

Schein said he considered the British industry was in such a good state because the repertoire is so good, and it was a share in that repertoire that CBS badly wanted.

"I would say that the ideal situation for every American company is to have its own share in the market of other major countries in the world. Obviously not every American company is equipped for that, but there are several who are, and they're just sitting back.

"I believe we are in a position to make world-wide careers for British artists by our own world-wide dealings. Oriole already has two girl singers, Christine Quaitie and Maureen Evans — whom we think we could do this for. Some British artists as will probably want to record in America, as we have done recently with Cliff Richard for Epic, but we see no purpose in exchanging all our artists in both countries to record at our studios in the other land.

"To enlarge on that, the market for many of Columbia's artists is primarily in America. It would be uneconomical to send them to Britain when we have four studios in the U. S.

"But there are exceptional circumstances. For example, we would have loved to record Bob Dylan's recent concert at the Festival Hall, and would have done, had Oriole been ours then.

"Let me say that Britain has

Singer Co. Retailers Begin Home Entertainment Drive

By FRANK LUPPINO

NEW YORK — On Oct. 1 some 1,602 Singer Company retail outlets in the U. S. began selling portable stereophonic phonographs, battery-operated transistor phonographs and a personal, portable TV set. The announcement was made by Singer Vice-President Alfred di Scipio, who heads the Consumer Products Division, at a luncheon last Thursday, Oct. 1.

Di Scipio said that although Singer was "completely aware of the highly competitive nature of the home entertainment field," it was also aware that its "customers seek enjoyment and value from the products Singer offers in its stores." He pointed out that the firm is "in the home entertainment business to stay" and that Singer will continue to suggest that people "look to Singer for products that are unique." As an example, he displayed a Singer 7 transistor radio that will be available shortly in their stores for \$14.95 and is only half as thick as any pocket transistor radio currently available.

Singer entered the home entertainment field earlier this year when it acquired the KLH Research and Development Corporation of Cambridge, Mass., manufacturers of high fidelity components, FM radios, stereo phonographs and speakers. The portable stereo phonograph, which will retail at \$199.95, is the first KLH-produced product

to be sold under the Singer label through its retail stores.

KLH brand products will continue to be marketed through KLH's own network of some 400 independent dealers.

Singer Centers will launch a unique product familiarization program called "Home Entertainment Weeks," Oct. 19 through Nov. 7. A customer may request the use in his home of the portable stereo phonograph during the three-week period without obligation.

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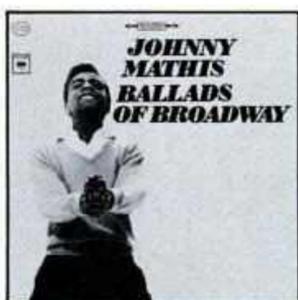
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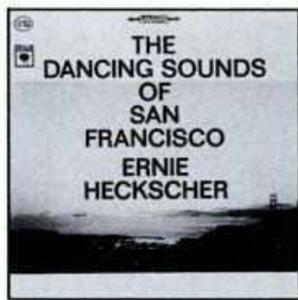
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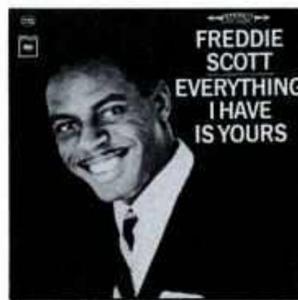
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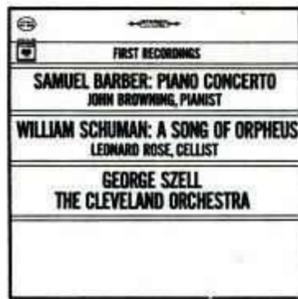
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ML 6035/MS 6635*



ML 6036/MS 6636*



ML 6038/MS 6638*



M2L 295/M2S 695*/M2Q 604†
(2-Record Set)



M2L 307/M2S 707*/M2Q 656†
(2-Record Set)

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This One



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Price Maintenance Repealed In Holland; Product Affected

By ANDRE DE VEKEY

AMSTERDAM — A surprise move by the government here repealed price maintenance (RPM) on a range of electrical household goods including records as of Dec. 1, 1964. This covers TV, radio, record players, photo equipment and automobiles.

A year ago RPM was agreed to by the Dutch Government in principle, but now it seems that a rise in the retail price index is expected, and it is eliminating price control from consumer goods in the entertainment category.

Although Dutch record manufacturers are unable to plead their case before any Tribunal for the retention of price maintenance as in England, the trade in general feels that self-discipline by dealers will prevent price cutting on a damaging scale.

Officially, manufacturers will be unable to cut off dealers (all of whom have to be members of their association to get record product anyway) merely because of price cutting. They can, however, deal with this to a great extent by blocking product to dealers who do not adhere to sales policies outlined in contract with their trade association. In view of the already existing variety of prices at which records are available in Holland—classical LP's range from \$2 to \$7 and pop LP's from \$1.80 to \$5.50—the public will not be greatly affected by additional price changes. Some 70 different prices exist in shops among the various labels. A manufacturer could, if he wished, offer a bigger discount thus encouraging a dealer to cut his price, but this is considered unlikely. Dealers currently have a discount of 31.5 per cent and no returns and have two "official" sales periods during the year.

So far, this government dictum has had no effect of discouraging record dealer buying. As sheet music has not been specifically mentioned in the list of goods freed from price control, music publishers will be able to maintain their established selling prices.

The industry here reports a current increase of 6-7 per cent in over-all sales. This has been the annual increase for the past two or three years. LP sales have increased by 14 per cent, singles are down by 6 per cent and pop LP's are running down by 15-20 per cent per year. It appears likely that singles sales may continue to increase with the growing trend of Dutch women gaining jobs outside the home. This trend has not been so marked here as in England until recently. The resulting increase in buying power gives teen-agers more spending money, and pays off in more disk sales.



THE VILLAGE STOMPERS, Epic Records group, scored a double win in the 16th Annual Billboard Record Artist Popularity Poll, having been voted by the American Disk Jockeys as the "Most Promising Instrumental Group" and the "Most Played Instrumental Group." Mike Gross, center, Billboard associate editor, went down to New York's Village Gate, where the group was appearing, to give the plaques to Frank Hubbell, left, the Stompers' leader, and Joe Sherman, who does the arrangements.

Four-Day Jazz Festival in Berlin Is Ein Grosse Smash

By ANDRE DE VEKEY

BERLIN — The first jazz festival to be staged in Berlin—four days of concerts and a jazz ball—proved highly successful. Concerts in Berlin's famous Philharmonie by international jazz artists were a sell-out and the final day (Sept. 27) at Berlin's ballroom, the Pralat Schoneberg brought the festival to an exciting close. It was organized by Joachim-Ernst Berendt, director of the S. Western German Radio and TV network.

The festival was a personal triumph for some 44 jazzmen from the U. S. and 45 from

Europe. Artists included Coleman Hawkins, Bud Freeman, Joe Jones, Pee Wee Russell, Dave Brubeck, Paul Desmond, Slam Stewart, the Original Tuxedo Jazz Band, Polish Jazz Quartet, Harry Edison, George Russell and Miles Davis.

Germany's own big band led by Max Greger opened the final dance night in the Pralat Schoneberg in one of two halls in the same building, while Bud Freeman and Pee Wee Russell played the opening session in the other hall.

Judging by the comments from both artists and public, it appears destined to become an

annual European festival, with Berlin as the No. 1 center for jazz. Bud Freeman told Billboard that he was moved by the enthusiastic reception jazz enjoyed.

Berendt, who conceived the festival, indicated that Berlin may now become the European center for jazz. Frankfurt has had a festival since 1951, but never on this scale.

All record stores took advantage of the event to display every possible recording available of the visiting artists. German TV recorded many of the sessions for subsequent transmission.

MGM Records Goes to TV To Promote Production in Fall

NEW YORK — MGM Records is banking on its TV ties to promote its singles and album product this fall.

First off is a promotion for its Children Series. The line will be featured on the WNBC-TV kiddie program "Birthday House," with special stress on the label's new package "Flipper's New Adventures." The series and the "Flipper" album will receive both audio and video plugs. This tie-up will run for the next 13 weeks.

On the pop level, MGM has made special arrangements with CBS-TV and the Ed Sullivan office to prepare window streamers for record shops plugging Connie Francis' LP, "A New Kind of Connie," and her appearance on the Sullivan show. She'll make her Sullivan shot on Oct. 11.

In another Sullivan tie, the Animals, who are currently on tour in the U. S., will appear on the show Oct. 10 singing their new single, "I'm Crying," plus selections from their MGM album. Special promotional material on this appearance crediting both the Sullivan show and CBS-TV has been shipped to dealers to cash in on the appearance.

MGM also has tied in with the Hallmark Greeting Card Company and NBC-TV for the presentation of "The Fantasticks" Oct. 18. Although the TV production has a cast different from MGM's original-cast album, both Hallmark and NBC-TV are utilizing the label's original-cast album of the long-running off-Broadway production. Hallmark is printing special window display material

which will credit MGM's album for display in greeting card stores as well as in record shop windows. Hallmark also will use the original-cast package for promotional distribution to its salesmen. In addition, NBC-TV is sending the original-cast package of "The Fantasticks" to its affiliate stations carrying the show with instructions to use the album jacket as a background display for advance trailers and other TV spots.

Station Suit Is Won By Copyright Owners

PORTLAND, Ore.—District Judge Gus Solomon in Federal Court here, Sept. 16 held that three radio stations in Washington State improperly used copyrighted songs and ordered payment of damages.

Suit was brought several months earlier by a number of copyright owners, including Irving Berlin, Richard Rodgers and Cole Porter against the corporations owning radio stations KGMI, Bellingham; KIXI, Seat-

tle, and KPQ, Wenatchee. Rogan Jones of Bellingham, president of International Good Music, Inc., the owner of KGMI, also was a defendant, it was reported.

Judge Solomon issued a memorandum opinion which said the defendants had appropriated the property of the plaintiffs and of "many other copyright owners for more than a quarter of a century."

He rejected their defense that

Other Noteworthy News

Joins Amy-Mala

NEW YORK—Peter Hess has joined Amy-Mala as sales manager. He'll also handle Bell product. Before joining Amy-Mala, Hess had been general sales manager for Cadence Records. Hess will handle the company's sales, working mainly in merchandising with the company's distributors. Fred DeMann, firm's national promotion director, will expand and develop his promotion department to encompass all phases of the industry, with special emphasis on radio, TV, personal appearances, etc.

Fischer Buys

NEW YORK—Carl Fischer, Inc., has purchased the music catalog of the Cundy-Bettoney Company of Boston which has considerable material written and arranged for woodwind and brass instruments. All stock has been moved to the Fischer offices here.

Parade, Ultima

HOLLYWOOD — Two new record labels have been formed, Parade and Ultima. Parade is owned by Dave Ward, George Tipton and Johnny Cole. Ultima is headed by Allen Graves, with Andre Monet merchandising manager and Larry Goldberg a&r chief. Latter firm has signed vocalists Mille Rodgers, Sonny Parks and the Montereys.

the composers had violated a Washington State law relating to pooling copyright interests by assigning licensing rights to the American Society of Composers, Authors and Publishers (ASCAP). He said their reason was not to avoid State prosecution but to save payments fees.

Solomon said federal law permits assessment of damages from a minimum of \$250 to a maximum of \$5,000 for violation of each copyright. He ordered the minimum for each cast against Westcoast Broadcasting Company, owner of KPQ and KDPQ, Inc., owner of KIXI, and he set \$350 in each case jointly against International Good Music and Jones.

Solomon said the stations would be enjoined from further infringement of the copyrights.

Virtue Inked

PHILADELPHIA — Frank Virtue, head of Fayette Records, has signed a long-term contract for national distribution with Swan Records. Fayette maintains recording studios here and its product includes pop, r&b and country releases.

Baumstein V.-P.

NEW YORK—Morris Baumstein has moved out of his post as Columbia Records' director of advertising and sales promotion to become vice-president and principal of Cadwell-Davis Company, a newly formed advertising agency in New York. Baumstein's exit becomes effective Oct. 1, and Leonard Burkat, vice-president for Columbia's creative services division, said that a successor to Baumstein's slot would be announced shortly. Baumstein has been with Columbia since August 1960, as director of creative services operations. In April 1962, he had been appointed director of advertising and sales promotion.

Baez Wins Suit

SAN FRANCISCO—The Superior Court has awarded Joan Baez a permanent injunction prohibiting Fantasy Records from producing and selling copies of an LP made from tapes by the vocalist when she was 17 years old.

Miss Baez filed suit contending the LP did not represent her present ability, had been taped when she was a minor and she had no contract with Fantasy. Nearly 40,000 copies of the LP, "Joan Baez in San Francisco," have been sold.

Furness Moves

NEW YORK—George Furness has joined Atlantic Records as administrative assistant to Jerry Wexler, executive vice-president and general manager of the firm. Furness, in the music business for 20 years, started his new position last week. His past positions include sales and promotion manager for Coed Records, similar responsibilities for Carlton Records and stints with the Robbins and E. H. Morris publishing firms. He also worked for BMI for 11 years.

How can you tell which new Verdi Requiem to stock?

Easy.
Only one—the performance now on
Angel stereo—gets reviews like these:

The “finest . . . realization of Verdi’s blazing masterpiece.”
(Saturday Review)

“Breathtaking . . . powerful and brilliant.”
(The London Times)

“(Giulini) maintains a high degree of emotional intensity over the whole work.”
(Records and Recording)

“A performance of stunning power.”
(The London Daily Mail)

“Electrifying . . . in the Toscanini tradition.”
(The London Evening Standard)

“Magnificent.”
(The Guardian)

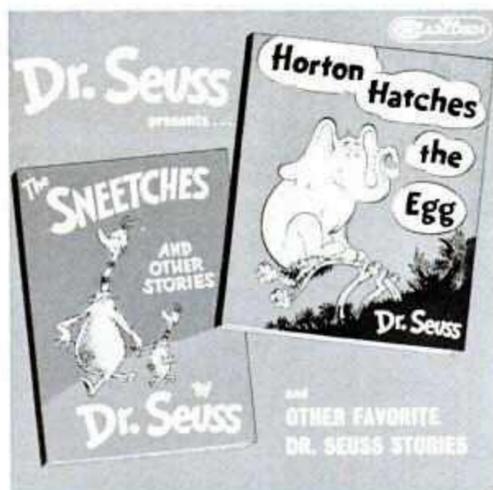
“The recording surpasses any that we have so far had.”
(The Gramophone)

Angel album number SBL-3649: Elisabeth Schwarzkopf, Christa Ludwig, Nicolai Gedda, Nicolai Ghiaurov, and the Philharmonia Chorus and Orchestra conducted by Carlo Maria Giulini.

Order this brilliant new Angel stereo recording by contacting your Angel representative.



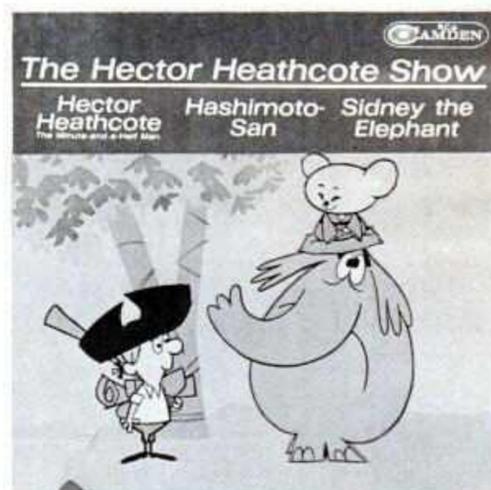
Profit-Making is Easy as A-B-C with



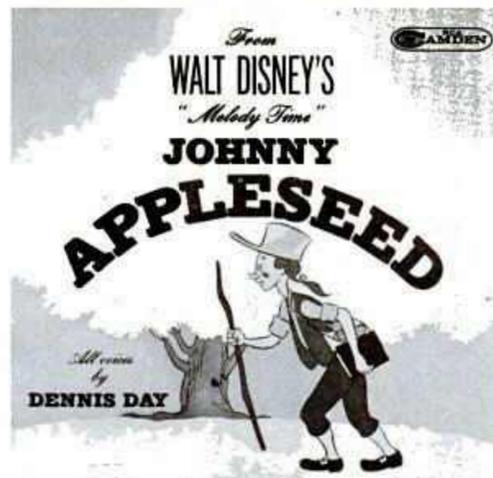
The best-known stories of America's most popular writer of children's books dramatized by Marvin Miller and Cast, music by Marty Gold. Includes "Horton Hatches the Egg," "The Zax" and others. CAL/CAS-1051



Shari Lewis and her lovable puppets are proven favorites with children—and so are the stories she tells here. "Pinocchio," "The Pied Piper of Hamelin," "The Tortoise and the Hare," are 3 of 12. CAL/CAS-1052



A brand-new original soundtrack album of one of TV's most successful children's shows. So there's a ready-made market for this recording of six entertaining stories featuring Hector and his pals. CAL/CAS-1053



The magic of Walt Disney's name and talent combine to make this a sure sales-winner. Dennis Day is heard on *Johnny Applesseed* while Roy Rogers and the Sons of the Pioneers do *Pecos Bill*. CAL/CAS-1054 (e)



A special collection of holiday songs and stories chosen for their appeal to younger children. Included are songs and stories of St. Patrick's Day, Easter, Fourth of July, Thanksgiving and Christmas. CAL/CAS-1055



Adventures on a passenger train from a child's point of view — plus 8 songs of the railroad sure to fascinate kids: "John Henry," "The Wreck of the 97," "900 Miles" and "I've Been Working on the Railroad." CAL/CAS-1056

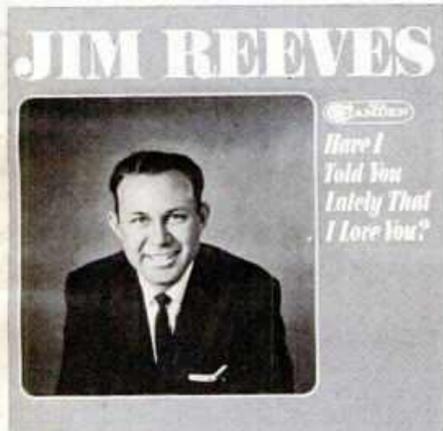
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AMERICA'S BIGGEST ENTERTAINMENT VALUE

DISCOVER A NEW WORLD OF PROFITS

WITH RCA CAMDEN



Sure to score with the "Shindig" audience. Teenage dance tempos featuring ten chart items made famous by top teen favorites. Includes "Dang Me," "School Days," "Mabellene," "Rag Doll." CAL/CAS-844



Some of Jim's finest performances, nicely paced with ballads and up-tempo numbers. Includes "Waltzing on Top of the World," "Your Old Love Letters," "I'm Gonna Change Everything." CAL/CAS-842(e)



Ten great bands in a cross-section of the big-dance-band era. Artie Shaw, Gene Krupa, Lionel Hampton, Les Brown, Bunny Berigan and others play their big hits. A collector's item for big-band buffs. CAL/CAS-811(e)

Christmas with GEORGE BEVERLY SHEA



Shea sings 12 Christmas selections perfectly suited for his rich baritone—and for your holiday selling season. Includes "Silent Night," "O Little Town of Bethlehem," "Go Tell It On the Mountain." CAL/CAS-850(e)



The recent release of the movie version of this celebrated musical will create heavy demand for this new album. Hill Bowen, his Orchestra and Chorus plus a cast of fine singers perform superbly. CAL/CAS-819

AMERICA'S BIGGEST ENTERTAINMENT VALUE

Decca Drives on Full Yule Catalog

NEW YORK—For Sydney N. Goldberg, vice-president in charge of sales for the Decca-Coral-Brunswick labels, Christmas starts Oct. 5. He's launched a month-long dealer incentive program that encompasses the company's entire Christmas catalog of LP's, EP's and kiddie sets, plus this year's addition of five new yule albums, including a Bing Crosby set that has been enhanced for the first time in stereo.

Leading off Decca's Christmas pitch is Brenda Lee and for the first time Decca is bringing

Ernest Tubb and Jimmie Davis into the country Christmas spirit. Also in Decca's yule package this year is a set of Christmas carols from Puerto Rico.

Besides the new product, the program will encompass the company's complete Christmas catalog of LP's, EP's and Children's sets. Such names as Bing Crosby, Guy Lombardo, Burl Ives, Fred Waring, Ethel Smith, Ronald Colman, Sammy Kaye, Lawrence Welk, Kitty Wells, New York Pro Musica and Jackie Wilson are involved.

'People's Choice' Promosh Is Bowed at U-A Parley

NEW YORK—United Artists distributors from the U. S., Canada and Puerto Rico attended a two-day convention at the Americana Hotel here Thursday and Friday (1-2) as the label's executives presented

the U-A "The People's Choice" promotion.

The promotion entails the 27 new packages bowed at the meetings. Two soundtracks — "Goldfinger" and "Topkapi" — are featured in the fall program.

The name of the promotion itself is the title of a Ferrante and Teicher album.

Artists included in the new releases are Al Caiola, Riz Ortolani, the Pittsburgh Pops Orchestra, the Youngfolk (a new folk group), Bobby Goldsboro, Danny Williams, Garnet Mimms, George Martin, Tito Rodriguez, the Four Lads, Jan Pierce.

Country artists represented include George Jones, Judy Lynn and Melba Montgomery. Four kiddie albums are also included.

U-A distributors were told that the label's wholly owned subsidiary, ASCOT Records, has been reactivated. Initial releases are by Manfred Mann, Morgana King and a new artist, Jorge Renan, and Las Guitarras Fantasticas.

Also introduced was the Beatles' "A Hard Day's Night" soundtrack, which will have a special Christmas promotion.

Si Mael, vice-president and general manager presided at the meetings, and President David V. Picker introduced the soundtrack albums.

CAP. OF CAN'DA PICKS HERMITS

TORONTO—Those hit-pickers, Capitol of Canada, who were pushing the Beatles here nine months before they broke loose in the U. S. and followed up with such other U. K.-import chart climbers as the Dave Clark Five, Gerry and the Pacemakers, Billy J. Kramer, the Swinging Blue Jeans, Manfred Mann, and the Animals, are now putting their money on another English group, Herman's Hermits.

Their "I'm Into Something Good," in the Top 10 in Britain now, was released here last week. Capitol has also picked up Simon Scott, who's being touted in England as "the new Cliff Richard" (the label also has the old Cliff Richard), and will release his first disk here next month.

New Education Chief at Big 3

NEW YORK—Alan G. Langenus is the new educational director at the Big 3 (Robbins-Feist-Miller). He has taken over the spot vacated by Edward J. McCauley, who recently retired.

Langenus, who joined the Big 3's educational staff in 1961, has been active in the music field for some 20 years as an educational and sales representative for major music publishing firms.

McCauley, who retired Oct. 2 after 56 years in the publishing field, had been with the Big 3 for 31 years.

Nacio Brown Dies at 68

SAN FRANCISCO — Nacio Herb Brown, film composer, died here Monday (28) of cancer. He was 68. Among his standards were "Alone," "Temptation," "Paradise," "Pagan Love Song" and "Singing in the Rain."

In 1929 he teamed with Arthur Freed in writing "Broadway Melody," which won an Academy Award for MGM. During his long relationship with Freed, the pair scored "Ziegfeld Girl," "Hollywood Revue" and "Pagan Love Song."

Brown's last screen effort was "Singing in the Rain" in 1952 with Freed. Additional tunes which carried his credits were "You Were Meant for Me," "You Are My Lucky Star," "Should I," "I've Got a Feeling You're Fooling" and "You Stepped Out of a Dream."

Brown is survived by two sons and a daughter. He was married and divorced three times.

FTC Rules

• Continued from page 1

made by dealers, rack jobbers and manufacturers in an industry-wide effort to establish a basic code under which the record business could function. Reilly had presided over the trade practice hearings in gathering these proposals.

ARMADA President Amos Heilicher, and the late Harry Schwartz, pioneer indie distributor, were the moving forces behind the drive for establishment of the trade practice rules.

Judkins Asks

• Continued from page 3

that the "chaotic conditions in the industry" could be attributed to "the inflated price structure." He noted that tacking an additional \$1 for a stereo LP was an example of manufacturers inflating prices without cause. His letter drew mixed reactions from manufacturers who stated in a Billboard survey that they agreed that something should be done about LP prices but that equalizing stereo and mono prices would mean very little.

Spoken Line

• Continued from page 3

other month. Next will be "Medea," with Judith Anderson, issued in October. This will be followed by "Uncle Vanya," with Laurence Olivier, Michael Redgrave and Sybil Thorndike among the cast. The series will continue with Bernard Shaw's "Caesar and Cleopatra," star-

Arden's Pop Tour Is Snarled on First Try

LONDON—Don Arden's first tour of the fall has run into serious problems. Only three weeks before it was due to go out, Arden announced that star Brenda Lee had withdrawn from the three-week schedule, "as a result of exhaustion following her recent British visit for recording, radio and TV dates."

Arden immediately planned for Manfred Mann and his own Nashville Teens to join Bill Haley and the Comets on the tour, but a new firm, Colour Television Consultants, issued a writ against Mann's manager, Kenneth Pitt, alleging that Mann was already booked to tour for them during the same period.

And joint promoters Arthur Howes and Brian Epstein threatened Arden with litigation alleging that the Nashville Teens were committed to join Billy J. Kramer on their nationwide tour at the same time.

Meanwhile, Howes and Epstein had other problems with their Kramer tour, for it seemed doubtful that the Ronettes would arrive last weekend to join the package as advertised. Arden is now negotiating for Brenda Lee to begin a 12-day British tour on or about Nov. 18, but the songstress is believed to be also considering offers from other British promoters.

Norway Disk Firms Pushing New Talent

OSLO — Norwegian diskeries this autumn will bring forward more new talent than any year earlier.

Iversen & Frogh's hottest new name this year is Teddy Nelson who, together with the Apaches, has recorded "Susie Be Mine."

Norsk Phonogram brings forward the instrumental group, the Climbers, and songstress Ronnaug Frostad.

From Arne Bendiksen come singers Else Skagen, Marit Ellingsen, Erna Moerch, Winnie and Kirsti Sparboe and the instrumental group, the Cool Cats.

Jorg-Fr. Ellertsen launches

the Heartbreakers, Anne-Marie Halse, Liz Baxter, and Toril Stoa, whose "Nei Jeg Skal Aldri Aldri Mer Si Aldri," has been on Norway's Top Ten.

Indie Manu also has a new singing lass, Bente Lind, and Nor-Disc introduces Kirsten von Krogh.

The strangest thing is that all this activity is taking place in the middle of the strike in which organized musicians will not record without a pay hike. All accompaniment, therefore, has to be done by amateurs, who, incidentally, do a good job. Many of the "shadow-like" instrumental groups perform as good as professionals.

RCA to Honor Plant Head

HOLLYWOOD — RCA Records will tender a testimonial retirement dinner to Herbert M. Sheppard, Los Angeles plant manager since 1949, retiring after 45 years with the company.

Sheppard first came to Los Angeles in 1928 and has worked stints as plant superintendent in Camden, N. J., and Oakland, Calif. His 45th anniversary with RCA occurs in December.

Sheppard says the improvement in sound reproduction amazes him the most of all the industry's technical advancements. He estimates there are a dozen top plant management

people around the country who worked for him during his career. "We've still stayed friends even though they're my competitors," he says. Sheppard believes "there are no secrets in the record business anymore." During the '20's there weren't so many plants, he explained, and those that were active were widely scattered.

He will devote his time to work around his house and in church and Rotary activities.

Maryjohn Wilken

• Continued from page 1

name is Bucky Wilken, is the son of Marijohn. As a result of the Wilken - Justis combine, Bucky Wilken was signed as an exclusive writer for the Buckhorn firm.

Mrs. Wilken was under exclusive contract to Cedarwood Publishing Company, and has more than 300 tunes in the Cedarwood catalog to her credit. Among these are such copyrights as "PT 109," the Jimmy Dean hit; "Just Don't Understand," recorded by Ann Margaret, and "Long Black Veil," with hit disks by Joan Baez and Lefty Frizzell.

Compo Promotion

• Continued from page 4

completely automatic, requiring only a tape rewind every 50 minutes.

Among the artists being featured are Frank Sinatra, Dean Martin, Trini Lopez, Sammy Davis Jr., Peter, Paul and Mary; Rick Nelson, Pete Fountain, Woody Allen, Compagnons de la Chanson and Ginette Reno.

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A FRESH NEW FOLK GROUP THAT ROCKS
THE HOUSE WITH EVERY SONG!



Fiedler Popping on RCA Victor As a Master of Pops and Pop

NEW YORK — Arthur Fiedler, the venerable conductor of the Boston Pops, is becoming a hip longhair. Also, at age 70 (come Dec. 17), Fiedler is probably the oldest Beatles' fan extant.

"It's just a matter of not being a snob about music," says Fiedler, "and trying to keep out of a musical rut." Fiedler's feelings, fortunately, are in tune with RCA Victor's platter plans for the maestro and it's been working into a payoff proposition.

It all adds up to an expansion of a recording career that began at Victor 30 years ago. During that time he has a sales rackup estimated at 4,500,000 albums and 9,000,000 singles—an amazing count for a Red Seal artist.

But now, even though he's continuing with the Boston Pops recordings, Fiedler and Victor are opening up new vistas and reaching new audiences through the pairing of the maestro with pop names. Case in point is his Victor album, "Pops Goes the



ARTHUR FIEDLER

Trumpet," which he did in tandem with the label's hot pop artist Al Hirt. Estimates as of late last week indicate that the LP has passed the 50,000 sales mark and is making a steady upward progress on Billboard's Hot LP's chart.

RCA Victor Awaiting 'War's' Bombardment

NEW YORK—World War I appears to be making a comeback. There are two TV series on the first World War running this season and late last week (Sept. 30) producer David Merrick brought the British hit "Oh What a Lovely War" to the Broadhurst Theater in New York. The show was received with mixed notices from the critics on the New York dailies. RCA Victor has an option to record the cast album. At press time no decision had been reached. It's interesting to note that an original cast set of the English production has been issued in England by British Decca.

(Editor's note: Because "Oh What a Lovely War" is more of a musical documentary than a musical with an original score, the Billboard feature, "New York Press Box Score," does not apply. However, since it may be on the market as an original cast album, a brief rundown of the show's values as seen by the critics follows.)

The New York Times said that it was a laughing, slashing show with a wonderfully disarming air of geniality; The Herald Tribune said that you might just possibly find the little lecture superfluous; The Daily News said that it was one of those English jobs which didn't travel too well; The Post said it is both a moving and exciting evening of entertainment; The Journal American played it cautiously with "I had a good time, but don't hate me if you disagree"; and The World-Telegram and Sun called it "a gift of truth."

The score, mainly an adaptation of traditional and public domain songs, is by Charles Chilton and is being published through Howie Richmond's Musical Comedy Productions (BMI).

Cincy Playboy Bows in Big

CINCINNATI—The sumptuous, new Playboy Club, 10th in the chain, made it official bow here Saturday (19) after three nights of preliminaries, which included a \$25-a-head charity affair Friday night (18), sponsored by the Cuvier Press Club for the local Boys Club organization. More than 1,100 patrons were clocked on the opening night. New club is located atop the new renovated Executive Building, formerly the Kroger Building, at Seventh and Walnut.

Club's opening talent parade comprises the comedy team of Curtiss and Tracy, songstress Bonnie Jacobs, and folk singer Will Mercer, all of whom will remain through Oct. 18. Talent will change every two weeks thereafter. Vocalist Millicent Browne and comic Jackie Gayle move in Oct. 19, and singers Philly Duke and Johnny Janis

There's now a plan in the works to send Fiedler to New Orleans to conduct Hirt's band at the trumpeter's club.

Further case in point is Fiedler's pairing with Allan Sherman (courtesy of Warner Bros. Records) on "Peter and the Commissar," a free version of Prokofiev's "Peter and the Wolf." This set was recorded "live" at Tanglewood this past summer. It's due for release shortly.

What the next pop pairing will be for Fiedler is moot. There are quite a number of artists on the Victor roster that could fit into this Fiedler-pop concept but it is still to be developed. For example, Fiedler recording in Nashville has become a concept the Victor people are toying with and it may eventually result in a musical liaison between Massachusetts and Tennessee.

As far as the Beatles are concerned, Fiedler admits to being happy about his single click with "I Wanna Hold Your Hand," but he doesn't know how much farther he can go with their material. Fiedler says that the Beatles' songs are new and exciting but all their songs don't fit into his musical concept.

The question now, it seems, is where is Fiedler going. He has a 10-week-a-year commitment with the Boston Pops and after that are engagements with the orchestras in Chicago, Houston, Washington, Minneapolis, etc. After that there is a tour of Japan in 1965 and a junket through Australia and New Zealand in 1966.

Fiedler has long-range long-hair plans but he doesn't turn his back on pop and RCA Victor benefits by his attitude.

PEOPLE AND PLACES

By MIKE GROSS

Jerry Brown has joined Bourne Company to take charge of the firm's advertising and public relations. He previously held the ad-pub post at E. B. Marks. . . . Erroll Garner begins his concert tour of the United Kingdom in London Oct. 10. He'll play 12 concerts in the U.K. Following the British tour, Garner is scheduled for engagements in Paris, Holland and the Scandinavian countries. . . . John Bubbles will guest on Steve Allen's show Oct. 9 and on Jack Paar's show Oct. 16. He'll sing songs from his new Vee Jay album, "Bubbles—John W., That Is." . . . Life magazine has a photo-story layout on Pete Seeger in its Oct. 9 issue. . . . Alex Giraldo, international singing guitarist, goes into New York's Cafe Pierre Oct. 6. . . .

K&F Productions will present Dave Brubeck's Quartet with the Count Basie Orchestra at the Lincoln Center Philharmonic Hall Oct. 18.

George D. Weiss, Paul Evans and Charles Tobias will participate in a panel discussion on pop songwriting as part of the ASCAP Symposium on American Music Oct. 8 at New York's Judson Hall. . . . Bobby Scott, who for the last few months has been handling a&r for Mercury Records, will appear in concert at New York's Town Hall Oct. 17. . . . Alan Grant's Celebrity Club, an intimate jazz room, opened in Great Neck, L. I., last week. . . . Anna Maria Alberghetti opens at the Royal Box of the Americana in New York Oct. 13. . . . Ronnie Martin will be the comic feature at Harrah's Club at Lake Tahoe, Nev., for two weeks beginning Oct. 12. The bill stars Nat King Cole. . . . Oscar Brown Jr. stays at the Cafe Au Go Go in Greenwich Village until Oct. 15. . . . Singer Sam Cooke is in New York this week for a 20th Century-Fox screen test. . . . Comedian George Kirby guests on the Ed Sullivan show Oct. 11. . . . Johnny Tillotson, who just returned from his first tour of South America, plans another junket there next spring. . . . Johnny Nash's first Argo album, "Composer's Choice," will consist of personal favorites selected from their own compositions by top Broadway tunesmiths for a recent Saturday Review article by Henry Hewes.

Monroe Glasberg, former Warner Bros. Records director of operations, is now with the Wall Street brokerage firm of Granger & Company. . . . Karen Bensal, secretary to Bert Siegelson, general professional manager of Frank Music, hosted a special "secretary screening" for the movie "The Luck of Ginger Coffey." Frank Music is publishing the score written by Bernardo Segall. . . . The Israelads, comedy-song group, are making their American debut at the Cafe Sahbra, Israel night club in New York. . . . Stella Ben Abou Douglas, president of Storytime Record-Puzzles, flew to France to interest Charles Aznavour in narrating a series of records for youngsters. . . . Jazz pianist Billy Taylor is playing a two-weeker at the Village Vanguard. It's his first club date in two and a half years. Neil Sedaka will sing the title song for the new Boris Karloff movie "The Devil's Models." . . . Tony Orlando is scheduled to tour with the Dave Clark Five in November and December. . . . Phil Wayne's orchestra is now at Central Park's Tavern-on-the-Green. . . . Warner Bros. Records artist Buddy Cole has been appointed musical director for the Bing Crosby TV series. . . . Peggy Stuart Coolidge, composer-pianist who records for the London label, was lauded by Sen. Margaret Chase Smith in the Congressional Record of Sept. 8.

BOSTON REVIEW

'Ben Franklin' Is Lofty, Lifting

There's a grand and glorious feeling about "Ben Franklin in Paris," which opened a three-week pre-Broadway date at Boston's Shubert Theater. It is gay, pretty, even spectacular at times, as when Ben and his lady love go for a balloon trip over Paris. There are melodious songs and vivacious dances, elegant scenes at the court of Louis XVI, and Robert Preston, who makes it seem as though the Philadelphia philanderer and statesman was really there. If the fact that it is a musical play of invented history is overlooked, it is still necessary to face the fact that the charm of the piece is laced with too many leaden spots. While Ben is pursuing his goal of winning recognition for the United States at the court of France there is drive and drama. But his romance with the cool Scandi-

navian beauty Ulla Sallert, seems like an afterthought, the stilted love affair engaged in by his grandson (and secretary) merely tending to cramp the show's progress.

Of Mark Sandrich's 14 songs, several of which seem merely

there to fill in gaps in the script, only a few have either distinction or potential commercial value. They are mostly special numbers fitted to the show, although the opening one, "We Sail the Sea," gives the impression of having something to look forward to. "Those Are the Happy Times," "Look for Small Pleasures," sung by Ben and his lady love, the lively production number, "You're in Paris," have merit—perhaps even as singles that could hit the charts. Two other big tunes are "God Bless the Human Elbow," which is from Franklin's writing, and "Hic Haec Hoc," danced and sung by the monks as they prepare the wine.

Bostonian Sidney Michaels is a facile playwright and his lyrics are singable. Even if he has taken liberties with history, he still has a solid base on which to build a hit in the next few weeks. Michael Kidd will undoubtedly smooth out some of the raggedness in the dances, and when Preston finds the correct level on which to play the sassy septegenarian (he flits awkwardly from passion to politics) there seems little doubt that "Ben Franklin in Paris" will enjoy a happy and lengthy visit in New York.

CAMERON DEWAR

Signings

Frances Faye has signed with Jack La Forge's Regina Records. The contract is reported to guarantee Miss Faye \$500,000 over a nine-year period. She previously recorded with the Bethlehem, Verve and Capitol labels. . . . Conductor Paul Lavalle has signed an exclusive RCA Victor contract. Lavalle has been associated with Victor in the past, and is currently represented in the catalog with two albums, "America's Favorite Marches" and Ferde Grofe's "World's Fair Suite." He's now at work in Victor's New York studios preparing an album to be released in the near future. . . . Sonny and Cher, boy-girl singing duo, has been signed to the Reprise label. . . . The Headliners, young variety quartet, have joined Tamla-Motown.

David Jones, who was nomi-

(Continued on page 14)

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**WHEN YOU
WALK IN
THE ROOM**

THE SEARCHERS

Jumped from #41 to #21 on
English charts in second
week of release.



**WHEN YOU'RE
YOUNG AND
IN LOVE**

**RUBY
AND THE
ROMANTICS**

First week on Billboard's
chart broke at (80).





THE VIBRATIONS 'SLOOP DANCE'

4-7205

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RELEASE ON THE
LABEL...

ANOTHER
Okeh
HIT



TED
TAYLOR

'DON'T DECEIVE ME'

4-7206

A NEW, SENSATIONAL
SOUND FROM AN
ALL-TIME BEST
SELLER...

ANOTHER
Okeh
HIT

RHYTHM & BLUES

R&B D.J. ROUNDUP

The information below is reported each week by leading R&B disk jockeys. The Contributing Editor is KAL RUDMAN. NATIONAL BREAKOUTS are those records registering sales in a significant number of regions and can be classified as new hit records.

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

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

★ HUNTER HANCOCK—KGJF, LOS ANGELES

- FIRST APPEARANCE IN LOCAL TOP 15
SOMETHING YOU GOT—Ramsey Lewis, Argo (Top 5)
I SMELL TROUBLE—Little Johnny Taylor, Galaxy
CHITTLINS—Gus Jenkins, American Artists
DON'T ANSWER THE DOOR—Jimmy Johnson, Magnum
OPPORTUNITY—Jewels, Dimension

- BREAKOUTS
JUMP BACK—Rufus Thomas, Stax
THEN YOU CAN TELL ME GOODBYE—Johnny Nash, Chess
SMACK DAB IN THE MIDDLE—Ray Charles, ABC

★ O. C. WHITE—WAWA, MILWAUKEE

- BREAKOUTS
JUST A MOMENT AGO—Soul Sisters, Sue
BABY LOVE—Supremes, Motown
SAND IN MY SHOES—Drifters, Atlantic

★ "TALL" PAUL DUDLEY WHITE—WENN, BIRMINGHAM

- BREAKOUTS
CHAINED AND BOUND—Otis Redding, Volt
JUMP BACK—Rufus Thomas, Stax
BABY LOVE—Supremes, Motown

★ AL BELL—WUST, WASHINGTON

- FIRST APPEARANCE IN LOCAL TOP 15
HEY MR. LONESOME—Carltons, Chess
NEVER GET ENOUGH OF YOUR LOVE—Eddie Floyd, Safice
DO YOU WANNA GO—Andy Mack, Chess
AFTER LAUGHTER—Wendy Rene, Stax
- BREAKOUTS
MY ADORABLE ONE—Joe Simon, Vee Jay
GOTTA GIVE HER LOVE—Volumes, American Artists

★ CHATTY HATTY—WGIV, CHARLOTTE

- FIRST APPEARANCE IN LOCAL TOP 15
I CAN'T BELIEVE WHAT YOU SAY—Ike & Tina Turner, Kent
JUST A MOMENT AGO—Soul Sisters, Sue
- BREAKOUTS
TRY ME—Jimmy Hughes, Fame
I HAD A GOOD HOME—Joe Tex, Dial
NEVER GET ENOUGH OF YOUR LOVE—Eddie Floyd, Safice
FEVER/Down Home Girl—Alvin Robinson, Red Bird
TROUBLE CHILD—Barbara Mason, Crusader
LUMBERJACK—Brook Benton, Mercury
THEN YOU CAN TELL ME GOODBYE—Johnny Nash, Chess
YES I DO—Solomon Burke, Atlantic
THAT'S WHERE IT'S AT—Sam Cooke, Victor

★ JOHN RICHBOURG—WLAC, NASHVILLE

- SMASH
THAT'S HOW STRONG MY LOVE IS—O.V. Wright, Goldwax
MY ADORABLE ONE—Joe Simon, Vee Jay
- BREAKOUTS
I CAN'T BELIEVE WHAT YOU SAY—Ike & Tina Turner, Kent
LAST NIGHT—Jr. Parker, Duke
TRY ME—Jimmy Hughes, Fame
TROUBLE CHILD—Barbara Mason, Crusader
OPPORTUNITIES—Jewels, Dimension
MY LOVE—Buddy Ace, Duke
TOO MANY DRIVERS—Lowell Fulson, Kent
MAKE UP YOUR MIND—Anna King, Smash
- RECORDS TO WATCH
I'M LONELY—Bobby Byrd, Smash
BREAD WINNERS—Sammy Ward, Soul
PLEASE FORGIVE ME—Du-Ettes, Onederful

★ STALLING MERIT, P. D., & JACK HOLMES—WRAP, NORFOLK

- BREAKOUTS
MAYBE THE LAST TIME—James Brown, Smash
BABY LOVE—Supremes, Motown
CHAINED AND BOUND—Otis Redding, Volt
GATOR TAILS—Spats, ABC
JUMP BACK—Rufus Thomas, Stax
HEARTBREAK—Dee Clark, Constellation

★ JOHN HARDY—KDIA, SAN FRANCISCO-OAKLAND

- BREAKOUTS
SHAKE A LADY—Ray Bryant, Sue
BABY DON'T LOOK DOWN—Billy Storm, Loma
- RECORDS TO WATCH
YES I DO—Solomon Burke, Atlantic
SAD BOY—Stevie Wonder, Tamla
AIN'T THAT BAD—Pancho Villa, Sue
JUMP BACK—Rufus Thomas, Stax
MAYBE TONIGHT—Shirelles, Scepter
I AIN'T DOING TOO BAD, Pt. 1—Bobby Bland, Duke

★ ROBERT, B. Q.—KATZ, ST. LOUIS

- BREAKOUT
I CAN'T BELIEVE—Ike & Tina Turner, Kent
- RECORD TO WATCH
SOMETHING YOU GOT—Ramsey Lewis, Argo
- TOP LP BAND
OUT OF THIS WORLD—Lyh Roman, Columbia

★ SIR WALTER, WAMO, PITTSBURGH

- RECORDS TO WATCH
I'M LONELY—Bobby Byrd, Smash
OH NO NOT MY BABY—Maxine Brown, Scepter
NEEDLE IN A HAYSTACK—Velvelettes, VIP
DON'T SPREAD IT AROUND—Barbara Lynn, Jamie

★ BURKE JOHNSON—WAOK, ATLANTA

- REQUEST SMASH
TROUBLE CHILD—Barbara Mason, Crusader
- FIRST APPEARANCE IN LOCAL TOP 15
JUMP BACK—Rufus Thomas, Stax
SAND IN MY SHOES—Drifters, Atlantic
THAT'S WHERE IT'S AT—Sam Cooke, RCA

- BREAKOUTS
TELL ME GOODBYE—Johnny Nash, Chess
CHAINED AND BOUND—Otis Redding, Volt
OPPORTUNITIES—Jewels, Dimension
MONKEY JUMP—Jr. Walker, Soul

- RECORDS TO WATCH
ONE WOMAN—Garnet Mims, UA
MUSIC MAKES ME WANT TO DANCE—Patty & Emblems, Herald
MAKE UP YOUR MIND—Barret Strong, Tollie
YES I DO—Solomon Burke, Atlantic
BABY BABY ALL THE TIME—Superbs, Dore
WAIT TILL TOMORROW—Dells, Vee Jay
DON'T SPREAD IT AROUND—Barbara Lynn, Jamie
JUST A MOMENT AGO—Soul Sisters, Sue
NEVER GET ENOUGH OF YOUR LOVE—Eddie Floyd, Safice
LOST LOVE—Shirelles, Scepter
MY LOVE—Buddy Ace, Duke
SHE'S ALL RIGHT—Jackie Wilson, Brunswick

★ ERNIE DURHAM—WJLB, DETROIT

- FIRST APPEARANCE IN LOCAL TOP 15
IN A BAD WAY—Freddie Gorman, Ric-Tic
SAND IN MY SHOES—Drifters, Atlantic
- BREAKOUTS
SAD BOY—Stevie Wonder, Tamla
AIN'T DOING TOO BAD—Bobby Bland, Duke
REACH OUT FOR ME—Dionne Warwick, Scepter
ONE WOMAN—Garnet Mims, UA
OH NO NOT MY BABY—Maxine Brown, Wand
WATCH OUT—Jackie Wilson, Brunswick
SAY YOU WILL—Margo & Marvettes, American Artists

★ FRED HANNA—WAME, MIAMI

- FIRST APPEARANCE IN LOCAL TOP 15
MY ADORABLE ONE—Joe Simon, Vee Jay (No. 1)
I CAN'T BELIEVE—Ike & Tina Turner, Kent
OH NO NOT MY BABY—Maxine Brown, Wand
- RECORDS TO WATCH
YES I DO—Solomon Burke, Atlantic
LOOK AWAY—Garnet Mims, UA
IN MY HEART—Barbara & Browns, Stax
CHAINED AND BOUND—Otis Redding, Volt
SOMETHING YOU GOT—Ramsey Lewis, Chess
DON'T SPREAD IT AROUND—Barbara Lynn, Jamie
NEVER GET ENOUGH OF YOUR LOVE—Eddie Floyd, Safice

★ GEORGE WOODS & JIMMY BISHOP—WDAS, PHILADELPHIA

- BREAKOUTS
BABY LOVE—Supremes, Motown
NEEDLE IN A HAYSTACK—Velvelettes, VIP
- RECORDS TO WATCH
REACH OUT FOR ME—Dionne Warwick, Scepter
JUMP BACK—Rufus Thomas, Stax
MAYBE TONIGHT—Shirelles, Scepter
DO YOU WANNA GO—Andy Mack, Chess
JUST FOR THE BOY—Anita Humes, Roulette
SOMETHING YOU GOT—Ramsey Lewis, Chess

★ KEN HAWKINS & WILL RUDD—WJMO, CLEVELAND

- RECORDS TO WATCH
I WANNA THANK YOU—Enchanters, WB.
OH NO NOT MY BABY—Maxine Brown, Wand
THE RETURN OF THE WATUSI—Olympics, Chene

★ ED (SCREAMING) TEAMER—WYLD, NEW ORLEANS

- FIRST APPEARANCE IN LOCAL TOP 15
THAT'S WHERE IT'S AT—Sam Cooke, VIC
I DON'T CARE—James Brown, King
THAT'S HOW STRONG—O.V. Wright, Goldwax
I SMELL TROUBLE—Johnny Taylor, Galaxy
MAKE UP YOUR MIND—Anna King, Smash
GIVE ME BACK MY HEART—Jackie Wilson, Brunswick
MY ADORABLE ONE—Joe Simon, Vee Jay
- RECORDS TO WATCH
CHAINED AND BOUND—Otis Redding, Volt
CAN'T STAY AWAY—Don Covay, Rose
HURTS TO BE IN LOVE—Betty Everett, Vee Jay

Belafonte Plans Campus Trek

NEW YORK—Harry Belafonte will hit the campus circuit this fall on a tour that begins Oct. 22 and winds up Nov. 22. He'll play 19 dates.

On this tour of the nation's leading colleges, Belafonte will introduce Greek songstress, Nana Mouskouri. She will have a featured part in the singer's program along with instrumentalists-singers, Sonny Terry and Brownie McGhee, who were with the Belafonte show on its last tour this past summer. Miss Mouskouri, a native of Athens, sings in six languages and is expected to get the special Belafonte Enterprises attention given Miriam Makeba a few years ago.

Stratford Goes Off-Broadway

NEW YORK—Stratford Music, which heretofore has published only Broadway scores, is stepping off-Broadway this season. The firm has acquired the rights to Will Holt's "That Five A.M. Jazz," scheduled for production sometime in November. Holt, who wrote such pop hits as "Lemon Tree" and "Raspberries and Strawberries," and the score for the British-made movie "The Luck of Ginger Coffey," wrote words and music for the show.

Stratford is currently dicker-ing with several record companies for an original cast album."

Signings

● *Continued from page 12*

nated for a "Tony" award for his portrayal of the Artful Dodger in the Broadway musical "Oliver" in 1963, has been added to the Colpix roster. In addition to a strong promotion from the Colpix label, Jones will also receive a major build-up from Columbia Pictures and Screen Gems.

Alan Black, former Ted Heath band vocalist in England, has been signed to an Argo Records contract by the label's President Leonard Chess. . . . Eddie (Lock-jaw) Davis, absent from the recording scene since early 1963, has signed with Glover Records. Henry Glover, head of the label, said that the first single "Too Soon the Autumn," is already out and it will be followed by an album. The Glover product is distributed by Roulette. . . . Ed Heller has added Gerald Goodman and Rudy Lynn to his Tribute Records roster.

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An open letter to Jerry Bock and Sheldon Harnick from an admirer



BROADCAST MUSIC INC 589 FIFTH AVENUE NEW YORK N Y 10017 PLAZA 9-1500

Robert J Burton President

Dear Jerry and Sheldon,

At about 3:00 a.m. on the morning of September 23rd, I turned to page 86 of The Daily News and read the following words by John Chapman: "Fiddler on the Roof"...is one of the great works of the American Musical Theater."

At about 3:30 a.m. on the same morning I turned to page 56 of The New York Times and read the following words by Howard Taubman: "Compounded of the familiar materials of the musical theater ("Fiddler on the Roof") combines and transcends them to arrive at an integrated achievement of uncommon quality."

What an incredible instant it must have been for the "Fiddler" company when you read those same words and were at last reassured of something you'd silently told each other for months, "Of course it will go!"

Knowing you both as I do, and because a theater triumph allows us to be outlandishly sentimental, I am sure you will not object if I send you a congratulatory message in this manner.

That you have brought great glory to the musical theater is, of course, now known to all the world. The long, magic line at the Imperial Theatre box office attests to it.

That you have also brought a great glory to your fellow composers at BMI and to all of us in management is a personal honor I want the world to know too. We are enormously proud of you, of your association with us, and of your resplendent contribution to American Musical Literature.

From all your friends at BMI -- thank you, Jerry. Thank you, Sheldon.

A handwritten signature in dark ink, appearing to read "RJB", is written over a horizontal line.

Robert J. Burton

Beatles: Plague or Boon for Radio?

By GIL FAGGEN

NEW YORK — With the Beatles safely home after their record-breaking tour of the United States and Canada, broadcasters are mulling the cause and effect of "Beatlemania."

In attempting to evaluate a phenomenon like the Beatles the inevitable question arises as to what caused the hysteria—the Beatles fans as a result of radio, or radio, under pressure of Beatles fans.

No matter who caused it, never before in the history of radio broadcasting has any group or individual from the enter-

tainment world received such overwhelming support. Beatlemania struck radio with unprecedented impact, sending many thousands of hours of related programming into the airwaves.

The involvement by radio has gone far beyond the mere playing of Beatles records. Contests, promotions, extensive news coverage, pilgrimages to England, etc., became standard procedure.

The cities with more than one contemporary music-formatted station enjoyed (or cringed) as two or three stations battled to out-Beatle each other.

Radio programmers explain that the affair was not one of love alone, but an effort to cash in on what was mushrooming into the latest (and perhaps biggest) pop music craze ever to hit this continent.

Others argue that the mania is attributable primarily to the tremendous radio station involvement and identification with the Beatles. The "Monster" was of their own making.

Serious Drawbacks

Industry programmers caution that Beatlemania with its

Radio-TV PROGRAMMING

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

strong appeal to teen-agers could result in driving away adults that enjoy contemporary pop music. It has also been noted by many the possibility that rhythm and blues and the more conservative music stations have attracted many listeners away from pop stations as a result of the latter's preoccupation with the English sound.

Just how much good, or harm, the Beatles have done to radio is being measured. Programming executives are carefully watching station audience composition studies and the ratings to determine if the new seven to 12-year-old listeners captured by Beatlebroadcasting has resulted in a loss for contemporary music stations of adults.

The Beatles of Liverpool, like the Pied Piper of Hamelin, have a mysterious musical lure for even the smallest of tots.

Why?

"It's their honesty, in part, plus the fact that they look like cuddly dolls," says producer Jack Good of ABC-TV's "Shindig," on which the Beatlemania of John, Paul, George and Ringo will resound Wednesday, Oct. 7.

Another ABC-TV show bows Saturday, Oct. 10 to the demand of Beatles fans. Dick Clark will present an all-Beatle program on the "New American Bandstand—'65," including the pick of their latest recordings, a portion of their latest motion picture, several taped interviews procured from KRLA, (Continued on page 24)



OUTSIDE AND IN THE HUGE 13,000-seat Pittsburgh Civic Arena, KQV was well displayed during the recent Beatles concert. The ABC-owned station ran a contest prior to the show, offering tickets to those who displayed signs saying, "KQV Welcomes the Beatles."



LAST MONTH, WJOL deejay Jerry Halasz staged a Beatlemania in conjunction with a local theater and record shop. Wearing a black Beatle wig, Jerry took the WJOL mobile unit to downtown Joliet, Ill., and held dances in front of the Music Shop to promote the advance ticket sale for a special preview showing of the Beatles' first full-length motion picture. All 3,000 special tickets were sold.



THE BEATLES hold one of their many press conferences—this time with Rick Snyder, Lee Gray and Bob McClay, WTRY, Albany-Schenectady-Troy deejays (left to right) looking on. The DJ's accompanied 80 listeners on a free trip to Atlantic City to see the Beatles in person.



STICKS OR STONES nor a broken bone kept this young lady, center, from Forestville, Md., from making it to the nation's capital premiere of the Beatles' "A Hard Day's Night." WWDC personalities Bob Raleigh, left, and Carroll James, right, were on hand for a 12-hour on-the-scene broadcasting stint, reporting interviews and comments of the premiere from in front of the movie house. WWDC also provided water for the fans waiting in line and a registered nurse for safety sake. WWDC provided 2,200 cups of water for the 10,000 people attending the film's opening.



"WE LOVE YOU GOOD GUYS" is the unanimous reply to WMCA "Good Guy" Frank Stickle, as he interviews Beatle fans outside Broadway's Astor Theater at the opening day sale for tickets to the Beatles' movie. The WMCA "Good Guys" were first to air the waxing of the movie's soundtrack.



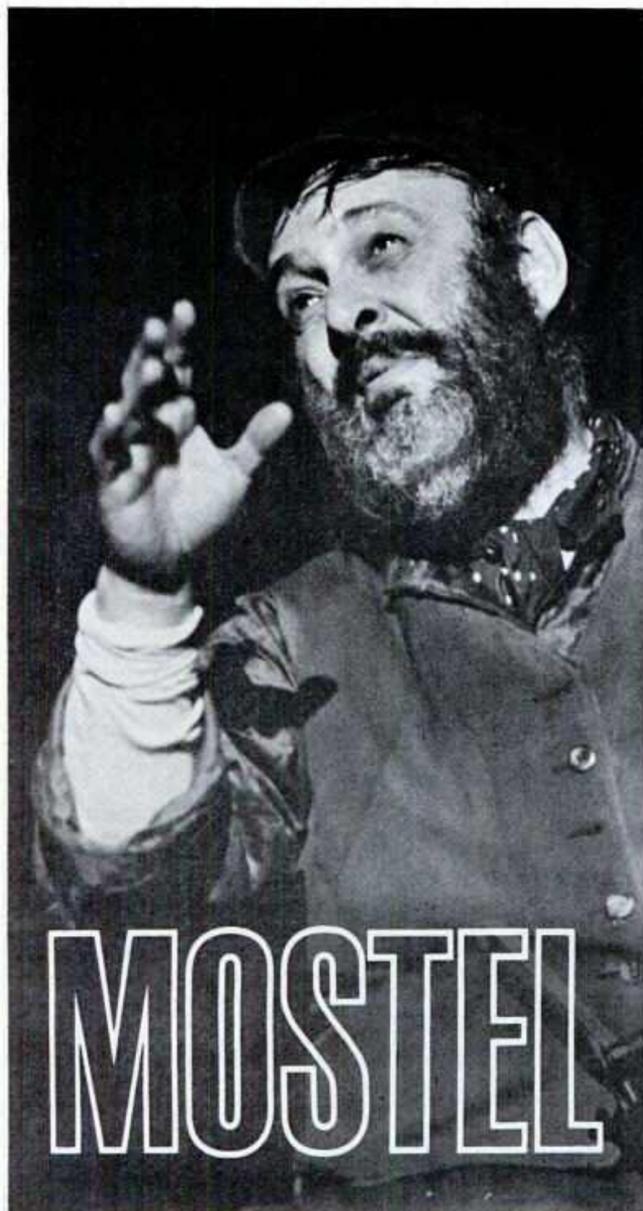
BEATLES EVERYWHERE! On the floor and on the air—WABC vice-president Wally Schwartz and Donn Winther, WABC's advertising-promotion director, look bemused and happy amid 50,000 Beatles' drawings produced during a three-week WABC "Draw the Beatles" contest headquartered at the World's Fair.



BEATLE ART—KRLA, Pasadena, Calif., personnel display the winning paintings of Tom Yamashita, second from right, who won the station's recent Beatle art contest. From left to right: DJ Dave Hull, program director Reb Foster, Yamashita and DJ Bob Eubanks.



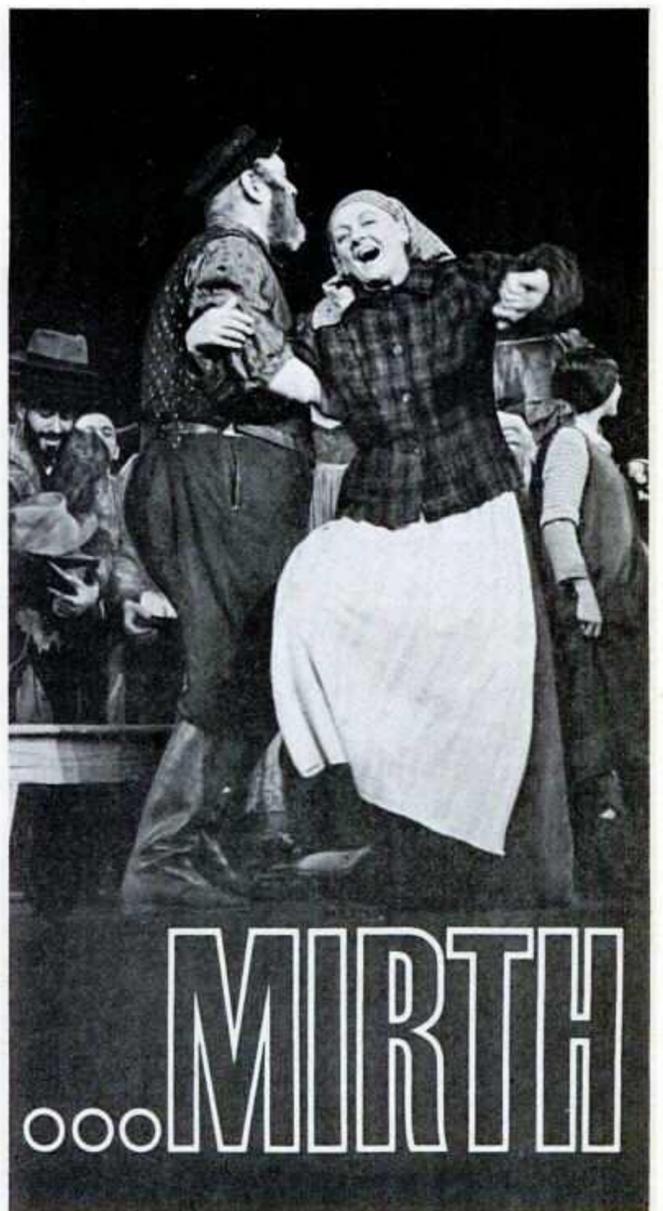
FRANK ROBERTS, left, and Mike Hopkins, right, CKY "Good Guys," interview the Beatles upon their arrival in Winnipeg, Man. CKY co-sponsored premiere of their motion picture.



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JOANNA AUGUST BERT JULIA
MERLIN PENDELTON CONY HIGGINS
MICHAEL JOSEPH TANYA JOE
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SINGLES

REVIEWS



HOT POP SPOTLIGHTS

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

BRENDA LEE—IS IT TRUE (Southern, ASCAP) (2:20)—Recorded in England, it blends the Mersy and the Nashville sounds for a big payoff. A great counterattack! Flip: "Just Behind the Rainbow" (Forrest Hills, BMI) (2:48). Good soundin' ballad. **Decca 31690**

LESLEY GORE—HEY NOW (Jenny, ASCAP) (2:14) Hand-clappin' rock beat featuring dual track chanting. 'Tis very commercial. Flip: "Sometimes I Wish I Were a Boy" (April-Bonjour, ASCAP) (2:08). **Mercury 72352**

THE ROLLING STONES—TIME IS ON MY SIDE (Rittenhouse-Maygar, BMI) (2:50)—Old r&b classic is given distinctive English accent, tambourine preachin' and all. Flip: "Congratulations" (Hollis, BMI) (2:25). **London 9708**

EVERLY BROTHERS — GONE, GONE, GONE (Acuff-Rose, BMI) (1:58)—And that they are! Fantastic beat coupled with outstanding performance. Anglo-American grooving should shoot this disk right into Top 50. Flip: "Torture" (Acuff-Rose, BMI) (2:18). **Warner Bros. 5478**

FATS DOMINO—HEARTBREAK HILL (Anatole-Kansma, BMI) (2:38)—Fine dance beat. Yackety sax backs him in the rollicking side. Should put Antoine back in the top chart numbers. Flip: "Kansas City" (Lois, BMI) (2:24). **ABC-Paramount 10596**

THE SHIRELLES—LOST LOVE (Ludix-Flomarlu, BMI) (2:32)—Lilting ballad with a haunting slow delivery. R&b as well as pop chart potential. Flip: "Maybe Tonight" (Blackwood, BMI) (2:32). **Scepter 1284**

REVIEWED THIS WEEK, 106; LAST WEEK, 140

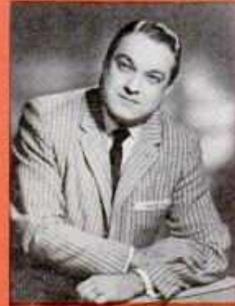
GUEST PANELIST OF THE WEEK

EDDIE CLARKE

Program Director, DJ,
WTOG, Booth
Broadcasting Company
Toledo, Ohio

"RIGHT OR WRONG"

RONNIE DOVE
Diamond 173



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

MARVIN GAYE & KIM WESTON—WHAT GOOD AM I WITHOUT YOU (Jobete, BMI) (2:49)—Lyrics carry great tale and story is well told by duo to powerful rock beat. Flip: "I Want You 'Round." **Tamla 54104**

JOEY POWERS—TEARS KEEP FALLING (Northern, ASCAP) (2:35)—**WHERE DID THE SUMMER GO (Geld-Udell, ASCAP) (2:15)**—Big sound on first side with up-tempo dual tracked vocalizing. Really moves. Flip is sing-a-long type ballad . . . soft, romantic and nostalgic. **Amy 914**

THE DEVONAIRES—PLEASE DON'T SAY WE'RE THROUGH (Myto, BMI) (2:38)—Zippy beat and catchy arrangement. Gals are in the groove. Real Top 50 chart-nudger. Flip: "A Little Too Long." (Myto, BMI) (2:18). **Golden World 17**

CHART SPECIALS

(Bottom 50 Chart Potential—50 through 130)

HOT POP

THE CHIPMUNKS—All My Loving (Maclen, BMI) (2:16)—Do You Want to Know a Secret (Metric, BMI) (1:56). **LIBERTY 55734**

PAUL ANKA—Ognj Volta (Every Time) (Flanka, ASCAP) (2:33)—Cludy Go Home (Blackwood, BMI) (2:08). **RCA VICTOR 8441**

THE CINDERELLAS—It's a Wonderful Night (Jobete, BMI) (2:00)—More Than Yesterday (Jobete, BMI) (1:48). **TAMARA 763**

THE TYMES—Here She Comes (Wyncote-Ranger 7, ASCAP) (2:21). **PARKWAY 924**

JIMMY GRIFFIN—Try (Kita, BMI) (2:07). **REPRISE 0304**

THE SURFARIS—Karen (Hawaii, BMI) (1:45). **DECCA 31682**

THE MOMENTS—You Really Got Me (Kassner, ASCAP) (2:23). **WORLD ARTISTS 1032**

TAMS—Untle Me (Lowery, BMI) (2:26). **ARLEN 7-11**

LETTERMEN—You Don't Know Just How Lucky You Are (Screen Gems-Columbia, BMI) (2:11). **CAPITOL 5273**

JIMMY CLANTON—Follow the Sun (Geld-Udell, ASCAP) (2:28). **PHILIPS 40219**

THE SISTERS—Gee Baby Gee (Trio, BMI) (2:17). **DEL-FI 4300**

JOHNNIE RAY—A Sometime Love (We Three, BMI) (2:43). **GROOVE 0044**

SINGLES REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's Review Panel, and its programming and sales potential is rated within its category of music. Reviews are presented for Spotlight picks only.

SPOTLIGHT WINNERS OF THE WEEK

Pop singles Spotlights are those singles with sufficient programming and sales potential to achieve a listing in the top 50 of Billboard's Hot 100. For the benefit of broadcasters, Spotlights are broken down into specific programming categories. Across-the-Board Spotlights are records applicable for all program formats. Hot Pop Spotlights are records picked for the contemporary and pop contemporary radio play. Pop Standards Spotlights are geared for pop standard and pop contemporary air play. Programming specials are other records applicable for programming in their specific categories.

JIMMY GILMER—Thunder 'N Lightning' (Davon, BMI) (2:14). **DOT 16666**

LLOYD PRICE—I Love You (I Just Love You) (Lloyd-Logan, BMI) (2:14). **MONUMENT 856**

JAY BENTLEY & THE JET SET—Watusi '64 (Tamrose, BMI) (2:03). **CRESCENDO 332**

DEBBIE ROLLINS—Meet Me Tonight (Rittenhouse, BMI) (2:37). **ASCOT 2159**

BEVERLY McMURRY—The Image (Lou-Keith, BMI) (2:37). **ASSOCIATED ARTISTS 1264**

CLAIRETTE CLEMENTINO—He Don't Want Your Love Anymore (Wood, ASCAP) (2:05). **CAPITOL 5276**

CANDY & THE KISSES—The 81 (Hill & Range, BMI) (2:34). **CAMEO 336**

GENE MOSS—I Want to Bite Your Hand (I Want to Hold Your Hand) (Duchess, BMI) (2:21). **RCA VICTOR 8438**

MARGO & THE MARVETTES—Say You Will (Leeds, ASCAP) (2:11). **AMERICAN ARTS 8**

TERRY BLACK—Can't We Go Somewhere (Trousdale, BMI) (1:59). **TOLLIE 9026**

BOBBY LEWIS—Stark Raving Wild (Picturetone, BMI) (2:36). **ABC-PARAMOUNT 10592**

POP STANDARD

MAURICE JARRE—Theme from Behold a Pale Horse (Parts 1 & 2) (Screen Gems-Columbia, BMI) (2:44 & 3:12). **COLPIX 746**

BOBBY BARE—Four Strong Winds (Witmark, ASCAP) (2:44). **RCA VICTOR 8443**

GERALD GOODMAN—La Musque (Four Star Television, BMI) (2:28). **TRIBUTE 212**

RHYTHM & BLUES

EDDIE FLOYD—Never Get Enough of Your Love (East, BMI) (2:38). **SAFICE 334**

HOWLIN' WOLF—My Country Sugar Mama (Arc, BMI) (2:34). **CHESS 1911**



PROGRAMMING SPOTLIGHTS

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

HOT POP

BILL DOGGETT—THAT'S ENOUGH, LOCK 'EM UP (J & C, BMI) (2:00)—Cute novelty that really swings all the way. Doggett at his best! Heavy air play could make this one a chart entry. Flip: "Crackers" (Billace, BMI) (2:10) **King 5948**

MIDDLE ROAD

DIXIE HOOTS—RUSSIAN ROULETTE (Vinwood, BMI)—Rousing version of an old Russian melody. Plenty of variety in Greenwich Village arrangement. Surprise ending. Could register real well at the sales counter, too! Flip: "Michael" (Vonwood, BMI) **Trivoli 101**

Album Reviews on Page 48



COUNTRY & WESTERN SPOTLIGHTS

BILL ANDERSON—IN CASE YOU EVER CHANGE YOUR MIND (Moss Rose, BMI) (2:22)—Softly sweeping rendition by Bill. Good choral and guitar accompaniment. Medium tempo and haunting lyric. Flip: "Three A.M." (Moss Rose, BMI) (2:30). **Decca 31681**

JENNY CLAY—WHITE AND RED TO BLUE (Maricopa, SESAC) (2:24)—**LATE HOURS (Maricopa, SESAC) (2:19)**—Side 1 is traditional weeper well performed in genuine down-to earth Nashville style. Flip will please all lovers of the true c&w sound. Gal's a fine performer. **Columbia 43144**

DENA SANFORD — THANK YOU NEIGHBOR (Garpax-Alamba, BMI) (2:10)—That'll teach you to be kind to a neighbor, he might up and steal your wife. Sanford laments the event in notable fashion. Flip: "I'm Too Young to Grow Old Over You" (Garpax, BMI) (2:14). **Country Capers 1150**

JOHNNY HORTON—LOST HIGHWAY (Rose, BMI) (2:35)—Well-remembered tune sung "western soul" by the late Johnny Horton. Fine country sound. Flip: "The Same Old Tale the Crow Told Me" (Acuff-Rose, BMI) (2:38) **Columbia 43143**

COUNTRY & WESTERN

SONNY BURNS—Penny Love (Glad, BMI) (2:32)—**Little Car Draggin' The Shoes (Glad, BMI) (2:35)**. **UNITED ARTISTS 779**

HANK WILLIAMS, JR.—Endless Sleep (Montei-Elizabeth, BMI) (2:55)—**My Bucket's Got a Hole in It (Pickwick, ASCAP) (2:15)**. **MGM 13278**

HENSON CARGILL—Charlie From Boston (Knob Hill, BMI) (2:21). **BOYD 136**

WILMA LEE & STONEY COOPER—I Couldn't Care Less (Acuff-Rose, BMI) (2:32). **HICKORY 1279**

JOHNNY WRIGHT—Don't Give Up the Ship (Painted Desert, BMI) (2:25). **DECCA 31679**

BOB MORRIS—13409-63 (4-Star, BMI) (2:47). **CHALLENGE 13409-63**

BILLBOARD, October 10, 1964

Copyrighted material

BRENDA LEE

SINGS HER NEWEST HIT

Recorded in England



IS IT TRUE

c/w

JUST BEHIND THE RAINBOW

31960

AVAILABLE
NOW
ON



HOT 100

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

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 32 songs including 'OH, PRETTY WOMAN', 'DO WAH DIDDY DIDDY', 'DANCING IN THE STREET'.

Table with columns: Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 33-62 including 'RIDE THE WILD SURF', '20-75', 'THAT'S WHAT LOVE IS MADE OF'.

Table with columns: Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 63-100 including 'BLESS OUR LOVE', 'SO LONG, DEARIE', 'I WOULDN'T TRADE YOU FOR THE WORLD'.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A through Z with artist and label information.

Table listing songs A through Z with artist and label information.

Table listing songs A through Z with artist and label information.

Table listing songs A through Z with artist and label information.

BUBBLING UNDER THE HOT 100

Table listing songs bubbling under the Hot 100 with artist and label information.

Record Form



PLAY THE WINNERS*



Race	Number	Entry	Owner
1	K-13274	I'm Crying—The Animals	MGM
2	K-13280	I'm Into Something Good—Herman's Hermits	MGM
3	K-13278	Endless Sleep—Hank Williams	MGM
4	K-13277	Karate Sam—Glenn Sutton	MGM
5	K-13269	Oh No!—Ray Peterson	MGM



6	VK-10330	The Cat—Jimmy Smith	Verve
7	VK-10334	Do Anything You Wanna—Kai Winding	Verve
8	VK-10332	Swimmin' Home Baby—Willis Jackson	Verve

**All the top jockeys are riding these favorites*

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

RADIO RESPONSE RATING

Albany—Schenectady—Troy SECOND CYCLE

TOP STATIONS

Rank	Call Letters	% of Total Points
★ POP Singles		
1.	WPTR	63%
2.	WTRY	37%
★ POP LP's		
1.	WGY	46%
2.	WABY	26%
3.	WOKO	17%
4.	WROW	11%
★ R&B		
1.	WABY	100%
★ C&W		
1.	WEEE	86%
2.	WGY	14%
★ CONSERVATIVE		
1.	WROW	71%
2.	WGY	17%
3.	WOKO	12%
★ CLASSICAL		
1.	WGFM	100%

THE RADIO RESPONSE RATINGS of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers. Not a popularity poll, the ratings are strictly on the comparative ability of the stations and air personalities to influence their listeners to purchase the singles and albums played on the air. The ratings likewise point up the importance of music of all types in building audiences and creating the framework conducive to influencing the listener to purchase other products and services advertised on radio stations.

FORMAT GLOSSARY: "Contemporary"—Stations that play primarily singles and LP's of a "rock-n-roll" and rhythm and blues nature. "Pop Contemporary"—Stations that feature rock-n-roll and rhythm and blues music, as well as current singles and LP's of a non-rock nature. "Pop-Standard"—Stations programming current and stock singles and LP's, excluding rock-n-roll and rhythm and blues. "Standard-Pop"—Same as "Pop-Standard" with stations emphasizing standards to current pop singles. "Standard"—Stations programming current or stock versions of the old standards culled primarily from LP's. Rock-n-roll and "teen sound" excluded. "Conservative"—Stations featuring primarily LP music of a subdued nature in tone and performance. Background instrument music. "Classical," "Country & Western," "Jazz," "Rhythm & Blues," "Ethnic"—Stations programming more than 50 per cent of their music in the above mentioned particular categories.

STATIONS BY FORMAT

ALBANY-SCHENECTADY-TROY: Nation's 46th radio market. 9 AM; 2 FM. 3 Standard-Pop; 2 Contemporary; 1 Conservative; 1 Pop-Standard; 1 Country Western; 1 Standard.

WABY: 1,000 watts days. 250 watts night. Independent. Music format: Standard-Pop. Special programs: Foreign language programs Sunday from 1 to 6:30 p.m. Pee Wee Harris r&b music show, Sun. 7-midnight. Gen'l mgr., Edward L. Trudeau. Station mgr., Toni Brady. Records should be directed to Miss Toni Brady, 80 Braintree St., Albany.

Independent. Music format: C&W. Highly identifiable air personalities. Special programming. "Saturday Hootenanny," 3 p.m.-sign off with host Gary Woods. Hymns, 9 a.m.-noon, Sun. Live music show with Ann-Marie Thomas and Dave Denny, Sat., 10:30-11 a.m. "Top 50" country records, 11 a.m.-3 p.m., Sat. Woman's show with Ann-Marie Thomas, 10-noon, M-F. Pres. & Gen'l mgr., Harry L. Goldman. Prog. dir., Ed Bailey. Records should be directed to Ed Bailey, Smultz Rd., Glenmont, Albany.

WGY: 50,000 watts. Owned by General Electric Co. NBC

affiliate. Music format: Standard. Highly identifiable air personalities. New York Mets baseball, Syracuse University football, New York Giants pro football games carried. Special programs: Farm program, early morning & 12:15 p.m., M-S. Woman's show with Martha Brooks, 11:30 - noon, M-F. Sports, 5:45-6 p.m., M-F. Country & Western music, 12:15-1 p.m., Sat. Metropolitan Opera carried Sat. afternoons during season. Jazz music with Dave Kidd, Mon., 8-10:30 p.m. 15 min. newscasts noon, 6 p.m., 11 p.m., M-Sun. 10 min. 7:30 a.m., M-F. Combo news operation under direction of Al Zink. Mobile news cruisers. Helicopter reports. Gen'l mgr., J. Milton

WOKO: 5,000. ABC & Mutual affiliate. Music format: Standard-Pop. Editorials aired. R.P.I. hockey and New York Yankees baseball carried. Exec. dir., Charles L. Murn. Records should be directed to Record Librarian, Box 1520, Albany.

WPTR: 50,000 watts. Owned by Schine Enterprises, Inc. Music format: Contemporary. Highly identifiable air personalities. Editorials aired daily. Special programming: "Vox Pop," 1 min. "Voice of the people" comments on subjects dealt with in daily editorials. Aired once per hour. "Headlines & Highlights," 5 min. news features. Ski reports, 48 weekly (heavy weekend concentration). Farm reports, 3 min. within newscasts, 6, 7 a.m., 12:25 p.m. Sports, 2 min., 15 min. to every hr. 10 min. newscasts 6:55, 7:55, 11:55 a.m.; 4:55, 5:55 p.m. 6-man news dept. John Alexander, news dir. 6 two-way radio equipped news wagons. Short wave news monitoring studio. VP & Gen'l mgr., Perry S. Samuels. Prog. dir., Bill Sanders (also does daily air show). Records should be directed to Boom Boom Brannigan, music dir., Box 1540, 1820 1820 Central Ave., Albany.

WROW: 5,000 watts days. 1,000 watts nights. Capitol Cities Broadcasting Corp. CBS affiliate. Music format: Conservative. Block programming. Special production features of local historical interest aired throughout day. (90 sec) 10 min. newscasts on hr. Newscasts voiced from Albany Times Union City Room. Combo news operation. Two-way radio equipped news units. VP & Gen'l mgr., Robert M. Peebles. Prog. mgr., Jay LaPalme (also does daily air show). Records should be directed to Jay LaPalme, Box 590, Albany.

WSNY: 1,000 watts days. 250 watts nights. Music format: Standard-Pop. Editorials aired daily. High school football, basketball; Little League baseball carried. Foreign language broadcasts, Sun. "Party Line," telephone audience call-in discussion, 1:30-11 a.m., M-F. 5 min. newscasts 7:30, 8:30 a.m. 15 min., noon; 10 min., 5:30 p.m. 3-man news dept., mobile cruise equipped. Gen'l mgr., Thomas O. Seeley. Prog. dir., Steve Fitz (also does daily air show). Records should be directed to Steve Fitz, 619 State St., Schenectady.

WTRY: 5,000 watts. Independent. Music format: Contemporary. Highly identifiable air personalities. Editorials aired regularly. Quarter-by-quarter "Game of the Week" carried (high school or college football and basketball). Special programs: "Action," public officials answer questions written in by listeners. Aired regularly during day. 10 min. newscasts 7, 8 a.m., noon. 4-man news operation. 1 news cruiser, 9, 2-way radio-equipped cars. VP & Gen'l mgr., G. L. Hartsfield. Prog. mgr.,

NAB Plans 8 Parleys

WASHINGTON, D. C. — Armed with "tremendous" favorable reaction to its September experimental Programming Clinics, the National Association of Broadcasters appear convinced that the programming problems facing their membership daily should be given greater attention by the organization.

The NAB will include in its forthcoming series of eight regional fall conferences a presentation by Henry Brief of the Record Industry Industry Association. Brief's presentation at the March NAB Convention was a milestone in broadcasting-record industry efforts to better understand each others problems.

The day-and-a-half meetings each will feature a member of the NAB's Executive Committee as a luncheon speaker. The conferences will spotlight a panel discussion and question-and-answer session with accent on government relations. The radio session will be on the theme: "Operating for Increased Profits." Speakers include RIAA's Brief; George W. Bartlett, NAB manager of engineering, and Howard H. Bell, Code Authority Director and Charles M. Stone, Radio Code manager, on Radio Code practices. The session also will feature a panel of broadcasters on methods of controlling costs.

The schedule: Oct. 12-13, Salt Lake City, Hotel Utah; Oct. 15-16, Los Angeles, Statler Hilton; Oct. 19-20, Oklahoma City, Skirvin Hotel; Oct. 22-23, Des Moines, Fort Des Moines Hotel; Oct. 26-27, New Orleans, Hotel Jung; Nov. 9-10, Detroit, Michigan Statler; Nov. 12-13, Albany, Ten-Eyck Hotel, and Nov. 16-17, Richmond, John Marshall Hotel.

Band for Charity

BOSTON — Ten Greater Boston radio stations today (5) will join together in an unprecedented effort in behalf of the Greater Boston United Fund when they broadcast a special half-hour documentary — "A Friend in Need." WBCN, WBOS, WCOP, WCRB, WEEI, WEZE, WHDH, WHIL, WMEX and WNAC will air the show 7:30-8 p.m. WBZ will broadcast the program Thursday evening.

The program was written by Paul Benzaquin and narrated by Jim Westover and produced by the WEEI Public Affairs Department.

Lee Gray (also does daily air show). Records should be directed to Lee Gray, 92 Fourth St., Troy.

WKKW: 500 watts days. Independent. Editorials aired. R.P.I. games carried. Special programs: Radio drama (NANA package) 9:15 p.m., "Pepper Young," 10:16 p.m., "Big Sister," M-W-F. "600 Playhouse," mystery dramas (Geo. Michaelson package) 4:30-5 p.m., M-F. "Party Line," audience telephone call-in discussion show, 12:30 p.m., M-F. 10 min. newscast at noon. In depth sports, 12:16 & 3:44 (10 min.). Gen'l mgr., A. F. DiBello. Station mgr., Miachel Colarusso. Prog. dir., Ed McKee (also does daily air show). Records should be directed to Ed McKee, Hendrick Hudson Hotel, Troy.

KORVETTE AID HOSTS SHOW

NEW YORK—Dave Rothfeld, who directs the music-record sales operations of the E. J. Korvette chain of stores, has become host of a radio program, aired weekly on Sundays over WQXR. The program, "Stereo Treasure House," runs from 10:07 until 11 p.m., and is sponsored by the Korvette firm. The show will run for 52 weeks and features new stereo recordings. Commercials involve records, audio equipment and books.

Probing Biz In Montreal

MONTREAL — The Justice Department is looking into some aspects of the music recording industry in the Montreal area in relation to the Combines Act, which seeks to maintain free and open competition in the free enterprise system and deals with price fixing and other practices restricting fair and full competition. A 70-page French-language document titled "The Scandal of Canadian Recordings" has been referred to Justice Minister Guy Favreau. In it a French-Canadian record producer charges that the personnel of some French-language radio stations favor some recording artists to the discrimination of others, based not on artistic quality or popular tastes but because the favored artists record for companies in which station personnel are interested parties. (One Montreal radio station, CKAC, has its own record company with local French-Canadian artists on its Dinamic label.)

The Justice Department is now looking into the charges which, if based on fact, may lead to a shake-up in French-language recording and might also lead to action against the radio stations by the Board of Broadcast Governors.

Existence of the report was made known by Bernard Goulet, permanent member of the BBG, which regulates broadcasting in Canada, at the close of an address to a sales seminar held by a broadcast sales representative firm in nearby Ste. Marguerite, Que.

Dance Party In 10th Year

NEW YORK — "Top Ten Dance Party," a syndicated teenage TV dance show, begins its 10th year next month.

Originally started in September 1955 with six TV stations, the network has grown to 45 stations, according to Alan Sands, series producer.

WHBQ-TV, Memphis, presented the show for more than eight years. WJBF, Augusta, Ga., is currently in its sixth year with "Top Ten Dance Party."

Distributed through Victor & Richard, Inc., 17 E. 48th Street, New York, the show is performed at each location utilizing a local host and audience. Sands, who provides programming features, prizes and ideas to each station using the show's concept, is watching for contest ideas involving record albums, recording and motion picture artists.

VOX JOX

By GIL FAGGEN



is the owner of the Miss Universe franchise for Indiana, a pleasant diversion to balance one's temperament, he says "That you're working with disk jockeys." Naturally he's kidding. . . . **Mac Curtis**, program director of KATR, Eugene, Ore., stayed aloft in a house trailer suspended by a crane over the Lane County Fair for four and a half days. He's broadcast six and a half hours a day and the tie-in promotion with the trailer firm was very successful.

W. J. Hunt, WKZO, Kalamazoo, pays cash to winners of the station's "Exploring for Treasure" contest. Mobile "explorer" vehicle from the station appears at unexpected locations and broadcasts appeals for common items, such as kitchen utensils or other household articles. First contestant to arrive with the item wins a cash prize. If they can present their voter registration card or a station-issued voter certificate issued to new registrants by registrars, the cash prize is doubled.

Dave Kirschner, host for "Nightbeat" from 9 a.m. to midnight, and **Bill Buckner**, the Clockwatcher from midnight to 5 a.m., both at Atlanta's WSB, are giving away record albums to listeners whose names are drawn from postcards. Listener writes to tell of his activities while tuned to the station. . . . **Larry King** has moved from WVMC, Mt. Carmel, Ill., to WDZ, in Decatur, and will be holding down the 1-3 p.m. slot. . . . Capitol Recording artist and veteran deejay **Neal Merritt** has

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

No National Breakouts This Week

★ REGIONAL BREAKOUTS

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

LITTLE HONDA . . .

Beach Boys, Capitol R 5267 (Extended Play) (Sea of Tunes, BMI) (Philadelphia)

THE DOG . . .

Junior & the Classics, Groove 0043 (East, BMI) (Milwaukee)

AFTER LAUGHTER COMES TEARS . . .

Wendy Rene, Stax 154 (East, BMI) (Memphis-Nashville)

MAYBE THE LAST TIME . . .

James Brown, Smash 1919 (Try Me, BMI) (New York)

joined the announcing staff of KHEY, El Paso, Tex.

Gene Creasy holding down the 6-9 a.m. slot at WITH, Baltimore, replacing **Buddy Deane**, who is going to manage his own two stations. . . . **Hot Rod** is leaving WITH and **Rudy Runnells** is taking over his time from 8 a.m. to 11 a.m. . . . Another Baltimore deejay **Save Robinson**, WAQE, pilots his own plane and flies around the State conducting "Stomp Out Cancer" record hops for the Maryland division of the American Cancer Society. . . . **Milt (Butterball) Smith** has been appointed director of music for WMBM, Miami Beach, writes station president **Alexander Klein**.

SEGUE

Sheldon Singer, former general manager of KVOR, Colorado Springs, Colo., will become

general manager of WADC, Akron, Ohio, upon FCC approval of the station's sale to a Cleveland syndicate, headed by attorney **Harrison Feurst**, for \$1,350,000. . . . **Sherman Strickhouser**, with WJAR since 1961, has been upped to program director of the Providence, R. I., station. . . . **Arthur Harrison** has moved from sales manager of WINS to the same spot at WWRL, both New York.

Dave Dixon Dead at 38

ST. LOUIS — Dave Dixon, 38, program director and disk jockey at KATZ, died Saturday, Sept. 19, as a result of injuries suffered in an auto collision in St. Louis Aug. 28.

Dixon had served for the past two years as president of the National Association of Radio Announcers (NARA).

He had been with KATZ since 1955.

CFGM FINED FOR TOO MANY COMMERCIALS

TORONTO — An unusual testimonial to advertisers' faith in country music is a \$340 fine levied against country music station CFGM Toronto for broadcasting too many commercials. The station aired 292 minutes and 35 seconds of commercials between 6 a.m. and midnight in one day, and the Board of Broadcast Governors' regulations limit commercial content to 250 minutes in that time period. The fine is half the minimum national rate for each illegal commercial. The error was due to inexperienced staff, the station said. But if you have to have troubles, too many commercials is the best kind.

*I'M EXHAUSTED! ALL WEEK... EV'RY DAY... UP AND DOWN... UP AND DOWN... SHIP THREE DEALS ON *CHESS 1907, THREE DEALS ON *ARGO 5481, TWO ON *MAR-MAR 314. — I'M SO TIRED, I FEEL LIKE PLAYING DEAD!*

YOU! THIS IS THE FIRST BREAK I'VE HAD ALL DAY! — SOMETIMES I WISH I GOT 'INSTALLED' IN A NICE, QUIET, INACTIVE... MOPEY RECORD COMPANY!



* Chess 1907
Argo 5481
Mar Mar 314

— "I Had A Talk With My Man" — Mitty Collier
— "Something You Got" — Ramsey Lewis Trio
— "I Just Don't Understand" — Tommy Adderley

CHESS producing corp.

Chicago 16, Ill.

memo to:
Billboard
readers
from:



NEW YORK—Did you know that there are over 41 million children under the age of 10 in our country today? That's more than three times the number of children who were in the country when we sold our first Golden Record in 1948—exactly sixteen years ago this month!

We're preparing to ship our 250 millionth record this week and we decided that it's about time to sound off a little. That's going to be the purpose of this weekly column and we'll try to make it interesting. Hardly any hardsell except for our P.S. picture... mostly a few words about the world of "recording for kids," some of the wild letters we get, problems we have, raves and pans we get from the grownups and kids themselves... (by the way, we hope you send us questions, answers, letters... with or without orders in them.)

Hope you read this every once in a while and write to...

Arthur Sheen

P.S. HARSELL: Order our new space-saving shelf extender prepacks! Here's a picture of one.



P.P.S. Listen, we've taken an ad in Cash Box too. This time both columns are similar but that's only because it's the first time. From hereon in they will be entirely different and we hope you will read both weekly.

Beatlemania: A Plague or Boon to Programmers

• Continued from page 16

Pasadena, and KRLA deejay Casey Kasem's recording of "A Letter from Elena."

The flames were further fanned by many stations, who not content to refer to the group in the second person, dispatched their top newsmen and deejays on the recent 30-day junket made by the boys from Liverpool.

Among the air personnel who traveled with the Beatles to tape on-the-spot personal reports and interviews for their stations back home included Larry Kane, newsman, WFUN, Miami; Art Schrieber, news director of KYW, Cleveland; Jim Stagg, KYW deejay, and Long John Wade, WDRC, Hartford, deejay. Most stuck it out for the whole tour.

Contests and Promotions

Nearly every conceivable type of contest and promotional tie-in with the British group has been tried by stations here and in Canada.

CHWO, in Canada, conducted a "Beatle Bonanza" in connection with the showing of "A Hard Day's Night." A special phone answering switchboard set up to handle the calls was swamped and eventually broke down. KDKA's promotion manager, Owen Simon, and 17 other station staffers went into the streets of Pittsburgh with 40 tickets to the movie. WOWO, Fort Wayne, Ind., "Pussycats" were similarly beaten in a

battle with the Beatles for group singing honors. The "Pussycats," comprised of deejays from WOWO, were edged out in a contest which drew 52,000 postcards during the three-week battle.

WIBC, Indianapolis, selected 35 questions from more than 3,500 submitted by listeners to be relayed to the Beatles in London. They recorded their answers, sent the tape to WIBC and the WIBC Beatles Press Conference became a ruddy success. The station was also designated as the "Mid-America Chapter of the Beatles National Fan Club."

Both WQAM and WFUN in Miami, flew a planeload each of listeners to the Beatle concert in the Gator Bowl. The stations ran contests to pick the lucky entourage. WJZ-TV, Baltimore, ran a "Beatles Forever Contest" in conjunction with the station's "People Are Talking" program. The grand prize winner received an all-expense-paid trip for two to Pittsburgh to see the Beatles.

Toronto was typical of the cities that experienced personal Beatle visits.

CHUM garnered all of its manpower to cover the event and featured broadcasts from the hotel lobby while George Harrison's sister Louise (flown to town courtesy of CHUM) broadcast her comments from a suite overlooking the hotel entrance.

CROOK WORKS ON WJMO'S DAY OFF

CLEVELAND—A thief with an ear for music and perfect timing stole 625 record albums, putting a big hole in the WJMO, Cleveland, library. The station has a 24-hour schedule, except for Mondays when it is off the air from 1 to 5 a.m. The visitor chose that time, on Sept. 28, to replenish his own supply of musical favorites.

clared the station would "no longer be part of a drive to build a Beatle empire."

BARBARA'S GREATEST EVER!



BARBARA LYNN JAMIE #1286



JAMIE/GUYDEN DIST. CORP. PHILADELPHIA 21, PA.

YESTERYEAR'S HITS

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

POP—5 Years Ago October 12, 1959

1. Mack the Knife, B. Darin, Atco
2. Put Your Head on My Shoulder, P. Anka, ABC-Paramount
3. Mr. Blue, Fleetwoods, Dolton
4. Sleep Walk, Santo & Johnny, Canadian-American
5. (Til) I Kissed You, Everly Brothers, Cadence
6. Teen Beat, Sandy Nelson, Imperial
7. Poison Ivy, Coasters, Atco
8. Three Bells, Browns, RCA Victor
9. Just Ask Your Heart, F. Avalon, Chancellor
10. Lonely Street, A. Williams, Cadence

POP—10 Years Ago October 9, 1954

1. Hey, There, R. Clooney, Columbia
2. Sh-Boom, Crew Cuts, Mercury
3. I Need You Now, E. Fisher, RCA Victor
4. This Ole House, R. Clooney, Columbia
5. Skokiaan, R. Marterie, Mercury
6. If I Give My Heart to You, D. Day, Columbia
7. Skokiaan, Four Lads, Columbia
8. Hold My Hand, D. Cornell, Coral
9. Shake, Rattle and Roll, B. Haley, Decca
10. Little Shoemaker, Gaylords, Mercury

RHYTHM & BLUES—Five Years Ago—October 12, 1959

- Sea of Love, P. Phillips, Mercury
Poison Ivy, Coasters, Atco
Say Man, B. Diddley, Checker
Sleep Walk, Santo & Johnny, Canadian-American
I Loves You, Porgy, N. Simone, Bethlehem

- I'm Gonna Get Married, L. Price, ABC-Paramount
Hey, Little Girl, D. Clark, Abner
What'd I Say, R. Charles, Atlantic
Broken-Hearted Melody, S. Vaughan, Mercury
You Better Know It, J. Wilson, Brunswick

POP-STANDARD 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
1	1	WE'LL SING IN THE SUNSHINE, Gale Garnett, RCA Victor 8388	9
2	2	A SUMMER SONG, Chad Stuart & Jeremy Clyde, World Artists 1027	8
3	5	ON THE STREET WHERE YOU LIVE, Andy Williams, Columbia 43128	5
4	7	SOFTLY, AS I LEAVE YOU, Frank Sinatra, Reprise 0301	5
5	12	THE DOOR IS STILL OPEN TO MY HEART, Dean Martin, Reprise 0307	3
6	8	FUNNY GIRL, Barbra Streisand, Columbia 43127	5
7	10	I DON'T WANT TO SEE TOMORROW, Nat King Cole, Capitol 5261	4
8	15	WHO CAN I TURN TO, Tony Bennett, Columbia 43141	2
9	14	I WANNA BE WITH YOU, Nancy Wilson, Capitol 5254	2
10	11	THE JAMES BOND THEME, Billy Strange, Crescendo 320	7
11	9	MICHAEL, Trini Lopez, Reprise 0300	7
12	13	PEARLY SHELLS, Burl Ives, Decca 31659	5
13	—	SO LONG DEARIE, Louis Armstrong, Mercury 72338	2
14	16	I WOULDN'T TRADE YOU FOR THE WORLD, Bachelors, London 9693	5
15	19	WHEN YOU'RE YOUNG AND IN LOVE, Ruby & the Romantics, Kapp 615	2
16	—	LUMBERJACK, Brook Benton, Mercury 72333	2
17	—	L-O-V-E, Nat King Cole, Capitol 5261	3
18	—	THINGS IN THIS HOUSE, Bobby Darin, Capitol 5257	2
19	—	UP ABOVE MY HEAD, Al Hirt, RCA Victor	1
20	20	I GUESS I'M CRAZY, Jim Reeves, RCA Victor 8383	5

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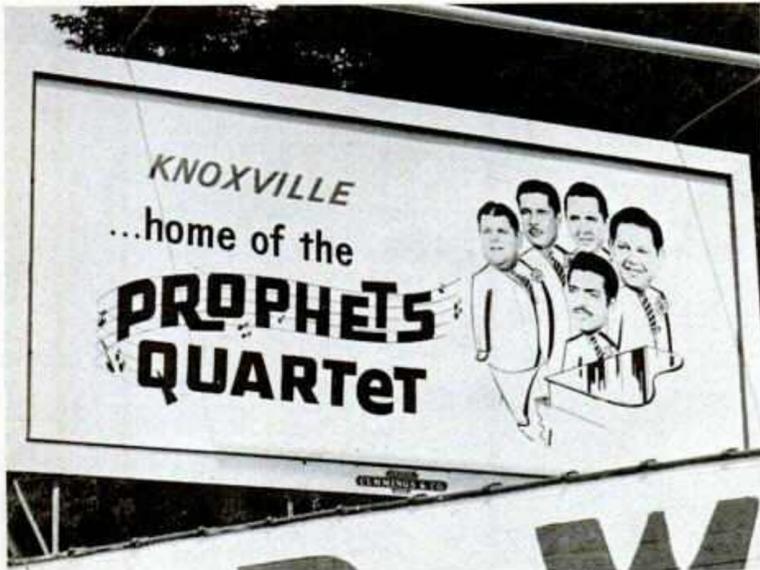
TOP 100

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

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This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	THE BEATLES—A HARD DAY'S NIGHT Soundtrack, United Artists UAL 3266 (M); UAS 4366 (S)	13	52	44	MEET THE BEATLES Capitol T 2047 (M); ST 2047 (S)	37	103	92	SOMETHING SPECIAL FOR YOUNG LOVERS Ray Charles Singers, Command RS 866 (M); RS 866 SD (S)	28
2	2	SOMETHING NEW Beatles, Capitol T 2106 (M); ST 2106 (S)	10	53	52	TODAY New Christy Minstrels, Columbia CL 2189 (M); CS 8939 (S)	26	104	98	TELL ME WHY Bobby Vinton, RCA Victor LPM 24113 (M); BN 26113 (S)	12
3	3	EVERYBODY LOVES SOMEBODY Dean Martin, Reprise R 4130 (M); RS 4130 (S)	9	54	66	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	127	105	90	YESTERDAY'S LOVE SONGS—TODAY'S BLUES Nancy Wilson, Capitol T 2112 (M); ST 2112 (S)	38
4	4	PETER, PAUL & MARY IN CONCERT Warner Bros. 2W 1355 (M); 2WS 1355 (S)	9	55	57	I WALK THE LINE Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	12	106	106	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	64
5	5	ALL SUMMER LONG Beach Boys, Capitol T 2110 (M); ST 2110 (S)	11	56	59	LICORICE STICK Pete Fountain, Coral CRL 37460 (M); CRL 737460 (S)	8	107	109	JOAN BAEZ, VOL. 1 Vanguard VRS 9078 (M); VSD 2077 (S)	137
6	6	HOW GLAD I AM Nancy Wilson, Capitol T 2155 (M); ST 2155 (S)	6	57	60	WHO'S AFRAID OF VIRGINIA WOLF? Jimmy Smith, Verve V 8583 (M); V6-8583 (S)	26	★	—	MY FAIR LADY Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	1
7	7	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	19	58	54	LAND OF GIANTS New Christy Minstrels, Columbia CL 2187 (M); CS 8987 (S)	7	★	—	WALK, DON'T RUN, VOL. 2 Ventures, Dolton DLP 2031 (M); BST 8031 (S)	1
8	10	THE IMPRESSIONS KEEP ON PUSHING ABC-Paramount ABC 493 (M); ABCS 493 (S)	10	59	65	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	78	110	113	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869 (M); CS 8649 (S)	119
9	9	HELLO, DOLLY! Original Cast, RCA Victor LOC 1087 (M); LSO 1087 (S)	34	60	55	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	18	★	—	PETER NERO PLAYS SONGS YOU WON'T FORGET RCA Victor LPM 2935 (M); LSP 2935 (S)	1
10	8	FUNNY GIRL Original Cast, Capitol VAS 2059 (M); SVAS 2059 (S)	24	61	50	THE DAVE CLARK FIVE RETURN! Epic LN 24104 (M); BN 24104 (S)	17	★	143	BOBBY VINTON'S GREATEST HITS Epic LN 24098 (M); BN 26098 (S)	2
11	11	SUGAR LIPS Al Hirt, RCA Victor LPM 2965 (M); LSP 2965 (S)	8	★	87	KINGSMEN, VOL. 2 Wand LP 659 (M); LP 659 (S)	3	★	130	WE'LL SING IN THE SUNSHINE Gale Garnett, RCA Victor LPM 2833 (M); LSP 2833 (S)	3
12	12	AMERICAN TOUR Dave Clark Five, Epic LN 24117 (M); BN 26117 (S)	7	63	64	WHERE LOVE HAS GONE Jack Jones, Kapp KL 1396 (M); KS 3396 (S)	7	★	114	OFF THE BEATLE TRACK George Martin & His Ork, United Artists UAL 6377 (M); UAS 6377 (S)	6
13	21	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	10	64	56	THE SECOND BARBRA STREISAND ALBUM Columbia CL 2054 (M); CS 8854 (S)	57	115	124	BREAD AND BUTTER Newbeats, Hickory LPM 120 (M); (No Stereo)	2
14	15	THE CHIPMUNKS SING THE BEATLES HITS Liberty LRP 3388 (M); LST 7388 (S)	6	65	62	I DON'T WANT TO BE HURT ANYMORE Nat King Cole, Capitol T 2118 (M); ST 2118 (S)	11	116	123	NAT KING COLE SINGS MY FAIR LADY Capitol W 2117 (M); SW 2117 (S)	3
15	17	IT MIGHT AS WELL BE SWING Frank Sinatra, Count Basie & His Ork, Reprise F 1012 (M); FS 1012 (S)	8	66	68	SO TENDERLY John Gary, RCA Victor LPM 2922 (M); LSP 2922 (S)	9	117	110	CHARADE Henry Mancini & His Ork, RCA Victor LPM 2755 (M); LSP 2755 (S)	42
★	20	THE ANIMALS MGM E 4264 (M); SE 4264 (S)	6	67	58	THE BEATLES' SONG BOOK Hollyridge Strings, Capitol T 2116 (M); ST 2116 (S)	17	118	121	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens & His Buckaroos, Capitol T 2135 (M); ST 2135 (S)	6
★	94	PEOPLE Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S)	2	68	49	THE CONCERT SOUND OF HENRY MANCINI RCA Victor LPM 2897 (M); LSP 2897 (S)	11	★	136	INVISIBLE TEARS Ray Conniff & The Singers, Columbia CL 2264 (M); CS 9064 (S)	2
18	13	HELLO, DOLLY! Louis Armstrong, Kapp KL 1364 (M); KS 3364 (S)	22	★	85	WHERE DID OUR LOVE GO Supremes, Motown MT 621 (M); S 621 (S)	4	119	122	IN THE NAME OF LOVE Peggy Lee, Capitol T 2096 (M); ST 2096 (S)	3
19	14	COTTON CANDY Al Hirt, RCA Victor LPM 2917 (M); LSP 2917 (S)	21	70	61	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	336	120	126	JACK JONES' WIVES AND LOVERS Kapp KL 1352 (M); KS 3352 (S)	42
20	18	BARBRA STREISAND/THE THIRD ALBUM Columbia CL 2154 (M); CS 8954 (S)	33	71	79	NORTHERN JOURNEY Ian & Sylvia, Vanguard VRS 9154 (M); VSD 79154 (S)	6	★	141	CHAD & JEREMY YESTERDAY'S GONE Chad Stuart & Jeremy Clyde, World Artists WAM 2002 (M); WAS 3002 (S)	3
21	19	THE PINK PANTHER Henry Mancini & His Ork, RCA Victor LPM 2795 (M); LSP 2795 (S)	27	72	72	SURFIN' U. S. A. Beach Boys, Capitol T 1890 (M); ST 1890 (S)	65	121	116	THE BEST OF MARIO LANZA RCA Victor LM 2748 (M); LSC 2748 (S)	10
22	22	HONEY IN THE HORN Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	56	73	69	FROM RUSSIA WITH LOVE Soundtrack, United Artists UAL 4114 (M); UAS 5114 (S)	24	★	117	THE BEACH BOYS SONG BOOK Hollyridge Strings, Capitol T 2156 (M); ST 2156 (S)	1
23	16	RAG DOLL 4 Seasons, Philips PHM 200-146 (M); PHS 600-146 (S)	10	74	77	THE LAWRENCE WELK TELEVISION SHOW 10TH ANNIVERSARY Dot DLP 3591 (M); DLP 25591 (S)	10	122	111	REFLECTIONS Peter Nero, RCA Victor LPM 2853 (M); LSP 2853 (S)	19
24	25	THE LATIN ALBUM Trini Lopez, Reprise R 4125 (M); RS 4125 (S)	8	75	80	AL-DI-LA AND OTHER EXTRA-SPECIAL SONGS FOR YOUNG LOVERS Ray Charles Singers, Command RS 870 (M); RS 870 SD (S)	6	123	111	MARY WELLS SINGS MY GUY Motown M 617 (M); (No Stereo)	12
★	71	GREAT SONGS FROM MY FAIR LADY AND OTHER BROADWAY HITS Andy Williams, Columbia CL 2205 (M); CS 9005 (S)	3	76	76	SURFER GIRL Beach Boys, Capitol T 1981 (M); ST 1981 (S)	34	124	129	NINA SIMONE IN CONCERT Philips PHM 200-135 (M); PHS 600-135 (S)	4
★	40	MORE OF ROY ORBISON'S GREATEST HITS Monument MLP 8024 (M); SLP 18024 (S)	8	77	81	ROY ORBISON'S GREATEST HITS Monument MLP 8000 (M); SLP 18000 (S)	111	125	139	MILES DAVIS IN EUROPE Columbia CL 2183 (M); CS 8983 (S)	3
27	23	THE UNSINKABLE MOLLY BROWN Soundtrack, MGM E 4232 ST (M); SE 4232 ST (S)	13	78	67	INTRODUCING THE BEATLES Vee Jay LP 1062 (M); SR 1062 (S)	36	126	112	LAWRENCE OF ARABIA Soundtrack, Colpix CP 514 (M); SCP 514 (S)	85
28	24	TRINI LOPEZ AT PJ's Reprise R 4093 (M); R9-4093 (S)	65	79	82	EVERYBODY KNOWS Steve Lawrence, Columbia CL 2227 (M); CS 9027 (S)	5	★	132	DELICIOUS TOGETHER Betty Everett & Jerry Butler, Vee Jay VJ 1099 (M); VJS 1099 (S)	2
29	35	JOHNNY RIVERS AT THE WHISKEY A GO GO Imperial LP 9264 (M); LP 12264 (S)	17	80	63	WOODY ALLEN Colpix CP 518 (M); SCP 518 (S)	9	133	138	INVISIBLE TEARS Johnny Mann Singers, Liberty LRP 3387 (M); LST 7387 (S)	2
30	27	IN THE WIND Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	51	81	88	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	103	★	104	GOLDEN HITS OF THE FOUR SEASONS Vee Jay LP 1065 (M); SR 1065 (S)	54
31	26	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	79	82	89	AMOR Eddie Gomez & The Trio Los Panchos, Columbia CL 2203 (M); CS 9003 (S)	5	134	134	DELICIOUS TOGETHER Betty Everett & Jerry Butler, Vee Jay VJ 1099 (M); VJS 1099 (S)	2
32	28	CALL ME IRRESPONSIBLE AND OTHER HIT SONGS Andy Williams, Columbia CL 2171 (M); CS 8971 (S)	23	83	84	BACH'S GREATEST HITS Creative Swingle Singers, Philips PHM 200-097 (M); PHS 600-097 (S)	51	135	138	INVISIBLE TEARS Johnny Mann Singers, Liberty LRP 3387 (M); LST 7387 (S)	2
33	31	GLAD ALL OVER Dave Clark Five, Epic LN 24093 (M); BN 26093 (S)	27	84	70	HOW THE WEST WAS WON Soundtrack, MGM 1E5 (M); 15E5 (S)	78	136	137	ROGER WILLIAMS ACADEMY AWARD WINNERS Kapp KL 1406 (M); KS 3406 (S)	6
34	32	LOUIE LOUIE Kingsmen, Wand 457 (M); (No Stereo)	39	85	75	IT MUST HAVE BEEN SOMETHING I SAID! Smothers Brothers, Mercury MG 20904 (M); SR 60904 (S)	21	★	140	THE FIRST NINE MONTHS ARE THE HARDEST Len Weinrib & Joyce Jameson, Capitol T 2034 (M); ST 2034 (S)	14
★	41	DREAM WITH DEAN Dean Martin, Reprise R 4123 (M); RS 4123 (S)	7	86	74	KISSIN' COUSINS Elvis Presley, RCA Victor LPM 2894 (M); LSP 2894 (S)	27	141	128	MOMS THE WORD Moms Mabley, Mercury MG 20907 (M); SR 60907 (S)	4
36	36	HAVE A SMILE WITH ME Ray Charles, ABC-Paramount ABC 495 (M); ABCS 495 (S)	7	87	83	BEWITCHED Jack Jones, Kapp KL 1365 (M); KS 3365 (S)	17	142	132	I WISH YOU LOVE Gloria Lynne, Everest BR 5226 (M); SDBR 1226 (S)	19
37	29	THE BEATLES' SECOND ALBUM Capitol T 2080 (M); ST 2080 (S)	25	88	91	MAKE WAY FOR DIANNE WARWICK Scepter LP 523 (M); (No Stereo)	5	143	145	GREAT THEMES FROM HIT FILMS Enoch Light & His Ork, Command RS 871 (M); RS 871 SD (S)	2
38	33	TODAY, TOMORROW, FOREVER Nancy Wilson, Capitol T 2082 (M); ST 2082 (S)	20	89	73	ROBIN AND THE 7 HOODS Soundtrack, Reprise F 2021 (M); FS 2021 (S)	13	144	144	ONE MORE ROUND Glenn Yarborough, RCA Victor LPM 2905 (M); LSP 2905 (S)	4
39	38	PETER, PAUL AND MARY Warner Bros. W 1449 (M); WS 1449 (S)	129	90	101	DANG ME/CHUG-A-LUG Roger Miller, Smash MGS 27049 (M); SMS 67049 (S)	15	★	146	DEAD MAN'S CURVE/THE NEW GIRL IN SCHOOL Jan & Dean, Liberty LRP 3361 (M); LST 7361 (S)	21
40	30	THE ROLLING STONES London LL 3275 (M); PS 375 (S)	16	91	78	CATCH A RISING STAR John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	49	145	108	THIS IS US—THE SEARCHERS Kapp KL 1409 (M); KS 3409 (S)	7
41	34	MARY WELLS GREATEST HITS Motown 616 (M); (No Stereo)	20	92	93	PRAYER MEETIN' Jimmy Smith, Blue Note 4164 (M); 84164 (S)	11	146	147	THE BEATLES VS. THE FOUR SEASONS Vee Jay DX 30 (M); (No Stereo)	1
42	46	BE MY LOVE Jerry Vale, Columbia CL 2181 (M); CS 8981 (S)	7	93	86	CAMELOT Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	194	147	150	ELLINGTON 65 Duke Ellington, Reprise R 4122 (M); RS 4122 (S)	2
43	37	RAMBLIN' New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	60	94	97	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	91	148	149	SHAKESPEARE: HAMLET Original Cast, Columbia DOL 302 (M); DOS 702 (S)	9
44	47	THE BEST OF MANCINI Henry Mancini, RCA Victor LPM 2693 (M); LSP 2693 (S)	10	95	96	MY FAIR LADY Original Cast, Columbia OL 5090 (M); OS 2015 (S)	414	★	150	LITTLE OLD LADY FROM PASADENA Jan & Dean, Liberty LSP 3377 (M); LST 7377 (S)	1
45	39	WEST SIDE STORY Soundtrack, Columbia OL 5670 (M); OS 2070 (S)	155	96	102	THE CAT Jimmy Smith, Verve V 8587 (M); V6-8587 (S)	4	100	—		
46	43	TRINI LOPEZ ON THE MOVE Reprise R 4112 (M); RS 4112 (S)	27	★	114	ANOTHER SIDE OF BOB DYLAN Columbia CL 2193 (M); CS 8993 (S)	4	101	99	MONDO CANE Soundtrack, United Artists UAL 4105 (M); UAS 5105 (S)	65
47	42	SHUT DOWN, VOL. 2 Beach Boys, Capitol T 2027 (M); ST 2027 (S)	27	98	95	ENCORE John Gary, RCA Victor LPM 2804 (M); LSP 2804 (S)	34	102	100	LITTLE DEUCE COUPE Beach Boys, Capitol T 1998 (M); ST 1998 (S)	43
★	53	UNDER THE BOARDWALK Drifters, Atlantic 8099 (M); SD 8099 (S)	9	99	103	THE SEX LIFE OF THE PRIMATE (And Other Bits of Gossip) Shelly Berman, Verve V 15043 (M); V6-15043 (S)	3	103	—		
49	45	I LOVE YOU MORE AND MORE EVERY DAY/TEARS AND ROSES Al Martino, Capitol T 2107 (M); ST 2107 (S)	16	★	131	"POPS" GOES THE TRUMPET Al Hirt/Boston Pops Ork (Fielder), RCA Victor LM 2729 (M); LSC 2729 (S)	3	104	—		
50	51	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	13	101	99	MONDO CANE Soundtrack, United Artists UAL 4105 (M); UAS 5105 (S)	65	105	—		
51	48	CHUCK BERRY'S GREATEST HITS Chess 1485 (M); (No Stereo)	19	102	100	LITTLE DEUCE COUPE Beach Boys, Capitol T 1998 (M); ST 1998 (S)	43	106	—		

Prophets Use Billboards



KNOXVILLE—Pictured above is one of six billboards used by the Prophets Quartet here this summer. Located on major highways leading into Knoxville the billboards proclaim the city as the home of the Prophets Quartet. Joe Moscheo, leader of the group, says 3,000,000 people pass thru Knoxville each summer en route to the Great Smoky Mountain National Park, and that the signs have drawn favorable attention and comment during the past four months.

NEWS OF THE WORLD

LONDON

Impresario Bernard Delfont plans to transfer the successful London musical "Half a Sixpence" and its star Tommy Steele to Broadway in 1965. The show closes here on Oct. 31 after 677 performances and Delfont plans a short U. S. tour prior to a Broadway opening in March. . . . David Seville is making several TV appearances during his visit here to promote the Chipmunk's single "All My Loving" and "Please Please Me." . . . The Animals are considering a \$500,000 picture deal put to them by Columbia for three films in the next three years. . . . Mellin Music boss Robert Mellin is in for talks at his London office. . . . British publisher Hal Sharper—now heading his own Sparta Music—is visiting New York, placing rights of the new Chad Stuart and Jeremy Clyde single, "No Tears for Johnny" and establishing contacts. . . . Roy Castle has signed a recording contract with Polydor, the

British subsidiary of Deutsche Grammophon, which recently began recording operations here. . . . Peter and Gordon will make their debut as disk producers when they handle a session by new group, the Azetcs, which has still to make its record debut here although World Artists has issued the group's "Live at the Ad Lib of London" LP in the U. S. . . . Twenty-year-old indie producer Andrew Oldham who records the Rolling Stones, surprised everyone when he married 19-year-old Sheila Klein in Glasgow. Farnk Sinatra flew in on a four-day visit during a break in filming "Von Ryans Express" in Italy.

Philips hosted a reception for Lesley Gore to promote her latest single, "May I Know," and Decca hosted one for Peter Nero who will telerecord five shows for BBC-2. . . . Cliff Richard's new single—out Oct. 2—revives Johnny Mathis' "Twelfth of Never." . . . Pye has issued Lonnie Donegan's first Hickory
(Continued on page 28)



THE JOHNSON SISTERS, recognized for 12 years as America's Sweethearts of Gospel Music, is a unit of the Gospel Singing Caravan, a one-hour TV program being produced and syndicated nationally by Programming, Inc., in Atlanta. Their new album, "The Johnson Sisters Sing Harmony," is being released on the Sing label this week.
(Advertisement)

GMA Adds to Membership

NASHVILLE—Brock Speer, membership chairman of the newly formed Gospel Music Association, has announced the signing of 41 new members.

Groups now represented include Jake Hess and the Imperials, the LeFevres, the Speer Family, the Blue Ridge Quartet, the Blackwood Brothers, the Goodman Family, the Dixie Echoes, the Johnson Sisters, the Oak Ridge Quartet, the Lester Family and the Rangers.

The Steering Committee has planned a booth for the National Quartet Convention in Memphis Oct. 9-11 to promote the association and to enlist new members.

An extensive membership drive has been launched and will continue through November 2. All approved members joining during this period will be eligible to vote in the election of the permanent board of directors.

THE LE FEVRES



Nearly 40 years ago in the hills of middle Tennessee, three teen-age members of the LeFevre family, Urias, Alphas and Maude, began singing together at nearby schools and churches.

Later, when Maude left the group for marriage, she was replaced by Urias' new bride, Eva Mae. The LeFevre trio, with Eva Mae as a member, moved to Atlanta, where they still make their home and headquarters.

Traveling for many years as a trio, today's LeFevres' group is a sextet, with additional personnel being, Pierce LeFevre, son of Urias, and Eva Mae; Jimmy Jones and Rex Nelson. The group plays piano, bass accordion and guitars.

The LeFevres record for Sing Records and appear along with three other gospel groups on the "The Gospel Singing Caravan," a syndicated TV program.

Their long-standing name and their TV and radio schedules have made this group of versatile singers and musicians one of the most sought-after groups in the gospel field.

BEST SELLING GOSPEL LP's BY LABEL

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

HEART WARMING RECORDS

1. BLENDS AND RHYTHMS, Jake Jess and the Imperials, LPHF 1785 (M); LPS 1784 (S).
2. FIRESIDE HYMNS, Jake Jess and the Imperials, LPHF 1783 (M); LPS 1782 (S).
3. I'LL SING HALLELUJAH, Lowell and Connie Lundstrom, LPHF 1769 (M); LPS 1768 (S).
4. INTRODUCING THE ILLUSTRIOUS IMPERIALS, Jake Jess and the Imperials, LPHF 1777 (M); LPS 177 (S).
5. SWEET AND SMOOTH, The Wetherford Quartet, LPHF 1787 (M); LPS 1786 (S).

RCA VICTOR RECORDS

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

SIMS RECORDS

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

SING RECORDS

1. THE GOSPEL SINGING CARAVAN, Various Artists, MFLP 575.
2. LORD IT'S ME AGAIN, Le Fevres Quartet, MFLP 3211.
3. ROSE COVERED LANE, the Blue Ridge Quartet, MFLP 458.
4. JOE MOSCHEO AND THE PROPHETS, MFLP 3004.
5. I'LL WALK WITH GOD, Willie Wynn of the Oak Ridge Boys, MFLP 2061.

SKYLITE RECORDS

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

SONGS OF FAITH RECORDS

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

STARDAY RECORDS

1. HE'S GOT THE WHOLE WORLD IN HIS HANDS, the Sunshine Boys, SLP 290.
2. MORE WALLY FOWLER ALL NIGHT SONG CONCERT, SLP 301.
3. SINGING IN 'MY-SOUL, the Lewis Family, SLP 289.
4. GOLDEN GOSPEL MILLION SELLERS, the Sunshine Boys, SLP 156.
5. THE GLORYLAND MARCH, the Masters Family, SLP 246.

WARNER BROS. RECORDS

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

20,000 May See Show at NQ Conclave

BENNETT, SKAFF IN LONDON

MEMPHIS — J. D. Sumner, member of the Blackwood Brothers' Quartet and vice-president of Skylite Records, reports that 20,000 people are expected to attend the show portion of the National Quartet Convention in Memphis Oct. 9-11.

The annual convention is attended by artists, promoters, publishers, record company executives and trade magazine reps. Many of the top groups book most of their dates for the following year during the three-day convention.

HOLLYWOOD—Al Bennett, Liberty's president; his new vice-president, Bob Skaff, and artist Ross Bagdasarian are spending 10 days in London meeting with Liberty's Metric Music Limited and EMI officials.

The trip is Bennett's annual business sojourn to London and the first for his accompanists. Bennett said before leaving he would be searching for new talent and material to capitalize on the success in America of British groups.

STATEMENT OF OWNERSHIP, MANAGEMENT AND CIRCULATION (Act of October 23, 1962; Section 4369, Title 39, United States Code)

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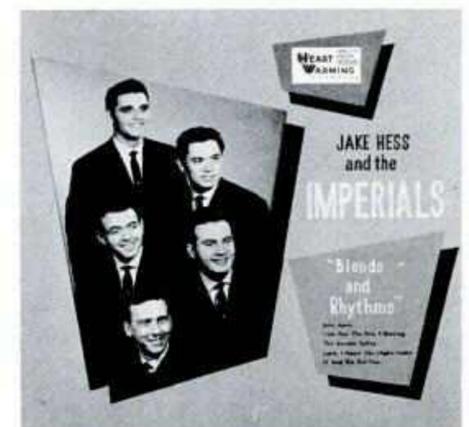
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SPECIAL MERIT PICKS

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

DEL SHANNON—HANDY MAN

Amy 8003

This is Del Shannon's first album on the Amy label and it's titled after his single "Handy Man" that was on the charts some weeks back. Album does not contain his "Do You Want to Dance," currently on the charts, but it does contain "Handy Man" and 11 other rousers done in his special rockin' style. His singing is well backed up by the Royaltones.

POP SPECIAL MERIT

OLD TIME WALTZES

Six Fat Dutchmen. Dot DLP 3599 (M); DLP 25599 (S)

Through the years the Six Fat Dutchmen and leader Harold Loeffelmacher have been pleasing dance fans in the Midwest and record buyers everywhere with their polkas and German-type songs and music. Here's a great album devoted to waltzes. Perfect for listening or strict tempo dancing.

SPOKEN WORD SPECIAL MERIT

LOLITA

Vladimir Nabokov. Spoken Arts 902

If you've read the book and/or seen the movie, you'll want to hear the author's own reading of his popular "Lolita" novel. Even though only one side of the record is devoted to "Lolita," Vladimir Nabokov supplies a solid taste. On the flip side he reads some of his poems.

INTERNATIONAL SPECIAL MERIT

ENDRIGO

RCA Italiana PML 10368

Endrigo is the last name of Sergio Endrigo, a singer-writer whose talents will bring him fame far beyond Italy where this record was made. He sings a dozen Italian songs, three-fourths of them his own compositions, with warmth, projection and charm. He can belt them out or whisper lyrics with a charm sure to win feminine hearts. One of the international albums being imported by RCA. Liner notes are in Italian.

LOW PRICE COUNTRY SPECIAL MERIT

COUNTRY CLASSICS

Rock City Singers. Cumberland MGC 29519 (M); SRC 69519 (S)

Some top country songs, good performance by the singing group, and budget price. The packaging is attractive. It all adds up to a good buy for country music fans.

ALBUM REVIEW POLICY

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

LOW PRICE CHILDREN'S SPECIAL MERIT

LET'S LISTEN AND SING TO AMERICA'S FOLK SONGS

Fiona Jamieson & Alex Campbell. Vocalion VL 3733

This is the latest in a series that brings education to the youngster in an entertaining fashion. The folk songs are nicely varied, ranging from ballad to fable to humor. Folk singers Fiona Jamieson and Alex Campbell work well together and make the disk a fitting introduction to our musical heritage.



FOUR-STAR ALBUMS

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

POPULAR

CRASH CRADDOCK—I'M TORE UP

King 912

DISCOTHEQUE DANCE DANCE DANCE

Enoch Light & His Ork. Command RS 873 (M); RS 873 SD (S)

HOT ROD HIGH

Knights. Capitol T 2189 (M); DT 2189 (S)

EARL BOSTIC PLAYS THE GREAT HITS OF 1964

King 921

JAZZ

BREAKING POINT

Freddie Hubbard. Blue Note 4172

JOAN SHAW IN PERSON

Sue LP 1031 (M); STLP 1031 (S)

SUMMER DAWN

Sahib Shihab. Argo 742

OUT TO LUNCH!

Eric Dolphy. Blue Note 4163

COUNTRY

RENO AND SMILEY SING A BLUE GRASS TRIBUTE TO COWBOY COPAS

Don Reno & Red Smiley. King 914

IN MEMORY OF THE DELMORE BROTHERS, VOL. 2

King 920

INTERNATIONAL

CANTI D'ABRUZZO

Corale "Giuseppe Verdi" Di Teramo. RCA Italiana PML 10378

SPIRITUAL

TRAVEL ON

Sensational Nightingales. Peacock PLP 118

LOW PRICE CHILDREN'S

LET'S VISIT FRANCE AND ITALY

Various Artists. Vocalion VL 3731

STORIES AND SONGS OF THE GREAT COMPOSERS

Leo Nadelmann & Laurie Smith. Vocalion VL 3732

LET'S VISIT THE FORESTS

Various Artists. Vocalion VL 3734.

STORIES AND SONGS ABOUT AMERICA'S PIONEERS

Various Artists. Vocalion VL 3730

THE ADVENTURES OF LITTLE ORLEY

Uncle Lumpy, Fred Warink & the Pennsylvanians. Vocalion VL 3737

SONGS AND STORIES ABOUT AMERICA

Frank Luther. Vocalion VL 3738

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

MY FAIR LADY

Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)

WALK, DON'T RUN, VOL. 2

Ventures, Dolton BLP 2031 (M); BST 8031 (S)

PETER NERO PLAYS SONGS YOU WON'T FORGET

RCA Victor LPM 2935 (M); LSP 2935 (S)

THE BEACH BOYS SONG BOOK

Hollyridge Strings, Capitol T 2156 (M); ST 2156 (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 7TH DAWN . . .

Soundtrack, United Artists UAL 4115 (M); UAS 5115 (S)

EARLY ORBISON . . .

Roy Orbison, Monument MLP 8023 (M); SLP 18023 (S)

LOW PRICE COUNTRY

COUNTRY PIANO

Amos Arnold. MGC 2 9518 (M); SRC 69518 (S)

NUMBER 1 COUNTRY HITS

Shady Oak Boys. Cumberland MGC 29517 (M); SRC 69517 (S)



THREE-STAR ALBUMS

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

POPULAR

SCHOOL IS A DRAG

Super Stocks with Curry Usher. Capitol T 2190 (M); ST 2190 (S)

IN TOWN TONIGHT

Tikis. Minaret TLP 7001

A WEEKEND WITH THE IMPACS

King 916

JAZZ

DANGEROUS DAN EXPRESS

Three Souls. Argo 4036

BIRDLEGS

Birdlegs & Pauline. Cuca K 4000

JAMES MOODY COMIN' ON STRONG

Argo 740

JAZZ IMPROMPTU

Karl Boxer Trio. Princess A 201

COLD TURKEY

Ray Bryant. Sue LP 1032 (M); STLP 1032 (S)

CLASSICAL

TELEMANN: SECHS SONATEN FUR BLOCKFLÖTE UND BASSO CONTINUO

Various Artists. Telefunken AWT 9435-C (M); SAWT 9435-B (S)

INTERNATIONAL

OLD TIME DANCING PARTY

Russ Zimmerman. Cuca K 2012.

LATIN AMERICAN

LO QUE TRAIGO ES SABROSO

Eddie Palmieri. Alegre LPA 832

LOW PRICE COUNTRY

GOSPEL TIME

Dave Rich. Cumberland MGC 29515 (M); SRC 69515 (S)

GOLDEN COUNTRY HITS

Dean Dallas & the Doughboys. Cumberland MGC 29516 (M); SRC 69516 (S)

POLKA

POLKA MAGIC AND GOLDEN WALTZES

Bob Kames. King 915

SEE ALBUM REVIEWS ON BACK COVER

BALLADS, BLUES AND BOASTERS . . .

Harry Belafonte, RCA Victor LPM 2953 (M); LSP 2953 (S)

THIS IS LOVE . . .

Johnny Mathis, Mercury MG 20942 (M); SR 60942 (S)

MY FAIR LADY . . .

Percy Faith, Columbia CL 895 (M); CS 9004 (S)

GIRL TALK . . .

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

IN THE MISTY MOONLIGHT . . .

Jerry Wallace, Challenge CH 619 (M); CHS 619 (S)

ON THE STREET WHERE YOU LIVE . . .

Vic Damone, Capitol T 2133 (M); ST 2133 (S)

RIDE THE WILD SURF . . .

Jan & Dean, Liberty LRP 3368 (M); LST 7368 (S)

MY FAIR LADY . . .

Andre Previn and His Quartet, Columbia CL 2195 (M); CS 8995 (S)

I'LL KEEP YOU SATISFIED . . .

Billy J. Kramer with the Dakotas, Imperial LP 9273 (M); LP 12273 (S)

NEWS OF THE WORLD

● Continued from page 26

recording here, "Fisherman's Luck" and EMI issued Little Richard's version of "Whole Lotta Shakin' Going On" on Stateside. . . Visitors due for talks at EMI include Liberty chief Al Bennett, Harvey Schein, who will hold talks with EMI about Epic, and Hubert Stone of American Decca. U. S. songwriter Mort Shuman is here, and Norman Pelly is due this weekend. . . The Incorporated Society of British Advertisers has decided it can't discourage its members from using "pirate" station Radio Caroline for advertising purposes. . . Following the sale of Mills Music to Utilities and Industries Corporation, the British office will not be affected, London chief Cyril Gee announced.

CHRIS HUTCHINS

TOKYO

Margaret Whiting appeared at New Latin Quarters for five days from Sept. 21, and at various U. S. Army and Navy establishments until Oct. 3. . . Eleven top Italian singers Louisselle, Anna Maria, Jenny Luna, Rosy, Ricardo del Trugo, Jimmy Fontana, Gino Paoli, Nico Fidenco, Gianni Meccia, Gianni Morandi and Michele, accompanied by conductor Giapiero Reverberi, arrived to stage Italian Canzone Festival in key cities under the sponsorship of Victor Records. . . Record production in July was 5,106,319 records or \$5,222,736 at manufacturers' prices which include 2,438,715 stereos valued at \$3,249,974. The figures indicate a gain of 14 per cent in quantities and 23 per cent in value over the same month last year.

An election for chairman of JASRAC (Japanese Society of Rights of Authors and Composers) which represents ASCAP, BMI, Harry Fox, FEMA and other overseas copyright organizations took place Sept. 19. S. Moroi, well known classic composer and former of-

ficial of the Ministry of Education is campaigning to replace Y. Saijo, who had been chairman for the past 10 years. . . The Ray Charles Choir is here now. Tickets were sold out for the debut at Kosei Nenkin Hall. And the fire department kept more than 300 people from entering the hall. Ray was greeted by not only applause but deafening roars. J. FUKUNISHI

CINCINNATI

Al Hirt, who set an all-time attendance mark at Coney Island's Moonlite Gardens here a month ago, is set for a concert date at Music Hall Nov. 20. . . Danny Scholl, local lad who made it big on Broadway, in town recently for a guest shot on Ruth Lyons' "50-50 Club" on the Crosley Broadcasting four-city TV hook-up. Danny made the pitch on the Ben Casey TV seg which will relate the story of his physical ailments which kept him off the boards for several seasons. . . Andy Williams, on his recent stopover here to participate in the Andy Williams Day celebration, credited Bob Braun, WLW-Radio and television personality, with touting him on the idea of recording "Moon River," Andy's big Columbia winner which eventually wound up copping Academy Award honors.

Pete Fountain, on his recent appearance here, presented Jack Crowder, clarinetist with the combo on the Ruth Lyons TV show, with a LeBlanc clarinet, a duplicate of the one he uses, only in silver. Fountain's is in gold. . . Saul Striks, formerly for 14 years with Somethin' Smith and the Redheads until a plane crash laid him low five years ago, is now doing a double act with his wife Mae at the Isle of Capri, just outside of Newport, Ky. . . Ray Hill, veteran record promoter now working free-lance out of Cincy, has just concluded a 1,200-mile jaunt that took him to Louisville, Nashville, St. Louis and environs. He reports success with

"Gale Winds," by the **Egyptian Combo**; **Geen Pitney's** "It Hurts to Be in Love" on Musicore, and "When I Stop Dreaming," by **Dean and Mark** on Hickory. Dean and Mark are part of the **Newbeats**, currently enjoying success with "Bread and Butter." Hill last week took over the account on the new **Hank Williams Jr.** single, "Endless Sleep."

Ethel Ennis, during a two-week stint at **Dale Murison's** Penthouse downtown, did two guest shots on **Ruth Lyons' TVer** over WLW-T and the Crosley four-city net. She returned to New York last week to cut another record session. Miss Ennis has a new single coming out soon, titled "Now I Have Everything," from the new Broadway show, "Fiddler on the Roof." . . . **Al Hirt** takes his combo to Convention Center, Louisville, for a concert Oct. 5. . . . **Gale Garnett**, whose RCA Victor release, "We'll Sing in the Sunshine," is breaking big on the charts, due here Oct. 7 to say hello to all the music guys and gals. Her "We'll Sing" disk broke simultaneously on the West Coast and the Ohio territory (Cincinnati, Dayton and Columbus). WCOI-Radio, Columbus, got on it immediately, and **Jerry Thomas**, of WKRC here, gave it another goose, and the ball started rolling. As a result, **Jerry Weiner**, of Ohio Appliances here, racked up orders long before the rest of the country.

BILL SACHS

ZURICH

A new label is on the Swiss market, "Pick." It will feature pop music, dance music, and folk music. . . . The main attraction at the "Expo '64 Lausanne" is the Circarama Movie Theater. The music has been recorded in the "Choreophonic Sound," by a Swiss team: **Ernst A. Heiniger**, producer; **Bernard Schule**, composer; **Cedric Dumont**, conductor; **Pitt Linder**, recording engineer. The Circarama movie will be shown next year at the World Traffic Fair in Munich. . . . **Frederick Day**, boss of the Francis, Day & Hunter firm in London, visited Zurich to meet the FDH reps there, **Jane** and **Anton Peterer**, **Jack Denton**, and **Dr. Galazzi**. . . . **Cedric Dumont** and his Swiss Dance Orchestra will guest star at the "Expo '64 Lausanne." . . . The CODA music publishing firm has the Swiss rights now for the German Ufa-Bavaria-Music. **Ernest Niedermann** will run this branch of the CODA firm. . . . "My Fair Lady" started for a long run in Zurich. This is the first time MFL is shown in Switzerland. The presentation is the Berlin original starring **Karin Huebner**. MFL is published in Switzerland by CODA Zurich. CODA is proud to have

the Swiss rights of international top tunes like "Die Rose Von Mexico," "My Boy Lollipop," "Sag No Zu Ihm," "Junger Mann Mit Roten Rosen," "Shake Hands," "Es Kommt Alles Einmal Wieder," "Ein Boy Ist Ein Boy" and "Unca Notte Così."

JUNGERMANN

HOLLYWOOD

Liberty used KMPC deejay **Gary Owens** to narrate its slide presentation in its fall LP program before distributors and salesmen. Liberty's Dolton subsidiary has received 75,000 advance orders for the **Ventures'** new LP, "Walk, Don't Run" Vol. II.

Sid Taback, of L.&S. Records, has hired **Sam Goldberg** as promotion manager. Goldberg goes by the name "Poor Sam." He will work with **Lee Jones**, local promo man.

Three of Columbia Records' attractive secretaries are making news themselves. **Joyce Mott** has departed the a&r department to join the **Marty Melcher** organization, handling secretarial, promotion and publicity chores. Replacing her is **Janet Wynn**. Departing the information services department is **Lee Lamb**, who has not yet announced a new affiliation. **Judy Lovejoy**, secretary to **Irv Townsend**, is home recuperating from surgery and will be out for several weeks.

John Hendricks' new trio made its third personal appearance at the Monterey Jazz Festival. The two new members are **Don Chastian** and **Pat Harris**. . . . Blues singer **Joe Turner**, just returned from a European tour, will be working for Decca, with recordings done in the East.

ELIOT TIEGEL

DUBLIN

Ireland's original showband, the **Clipper Carlton**, made their last appearance as a unit earlier this month after 15 years on the road. . . . Five members of the group will continue to operate as the **Clipper Carlton** under trumpeter **Hugo Quinn**. . . . **Michael Coppinger**, leader of Waterford's **Royal Showband**, announced that the band's connections with manager **T. J. Byrne** are severed. . . . **Sean Fagan** and the **Pacific**, whose debut disk "She Wears My Ring" continues to climb the chart, kicked off Telefis Eireann's second series of "The Showband Show." . . . Britain's **Swinging Blue Jeans**, here for their second tour, did a guest spot. . . . A new Irish musical, "Sir Buccaneer," by **George** and **Audrey Meredith**, will open at Dublin's Olympia Sept. 28. . . . **Bill Haley** and **His Comets** flew in for a short tour.

Maisie McDaniel revives the onetime **Jim Reeves** hit "Room Full of Roses" for her current single and also has a country and western LP out on Fontana. Voted Ireland's top female singer in this year's Spotlight magazine poll, she is currently starring in Telefis Eireann's series "Jamboree." . . . **Marianne Faithfull** flew in for a two-day promotion visit and guested on Irish Television's "The Showband Show." . . . **Dixielanders'** "Tribute to Jim Reeves" topped Cork charts. . . . **Frank Sinatra's** movie "Robin and the 7 Hoods" doing hot business at Dublin's Adelphi. . . . His album of songs from the film and "It Might as Well Be Swing," with **Count Basie**, is also moving very well. . . . **Bing Crosby** is expected to reach the chart later this year with an Irish number, "Christmas Candles," on Reprise. . . . Radio scriptwriter **Don**

Owens flew to New York to supervise a special Irish show at Carnegie Hall. . . . **Val Doonican** appeared in first edition of "Joe Linnane Music Hall" on Telefis Eireann. . . . For first time ever Irish artists hold top three positions on chart.

Playright **John B. Keane's** first LP, "Self Portrait," issued by Cork's Mercier Press through Irish Record Factors, Ltd., is beginning to move well. . . . **Dominic Pehan** will be presented with a special award later this month for unusually high sales of "Liverpool Lou." Although it was released in March, it is still listed on the best sellers. . . . **Herman's Hermits**, whose "I'm Into Something Good" may hit the chart,

will tour Ireland for five days from Dec. 10. . . . "The Showband Show" returns to Telefis Eireann later this month. . . . Emceed by **Paul Russell**, its length has been doubled to one hour. . . . "Pickin' the Pops," is now introduced by leading deejay **Larry Gogan**, who emceed "Ireland's Top 10" for six months. . . . Irish TV's fall schedule includes "Jamboree," featuring **Maisie McDaniel** and **Dermot O'Brien** and **His Clubmen**, both handled by **George O'Reilly's** TV and Radio Production Services, Ltd. . . . Cork's **Dixielanders** recorded a tribute to **Jim Reeves** for immediate release.

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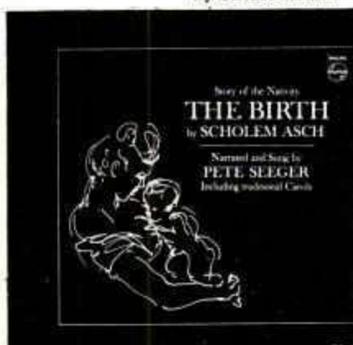
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ARGENTINA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MENTIRAS, MENTIRAS	(Cheat, Cheat)—Richard Anthony (Odeon); *Violeta Rivas (RCA)—Edami
2	2	SANTIAGO QUERIDO	*Leo Dan (CBS)—Melograf
3	4	CHANGUITO CANERO	*Palito Ortega (RCA)—Korn
4	3	LAS CEREZAS	Hnos Carrion (CBS-Music Hall)—Smart
5	5	PIDO PAZ (JUST ONE MORE)	Rita Pavone (RCA)—Korn
6	10	CUMBIA SOBRE EL MAR	*Cuarteto Imperial (CBS)
7	—	VOLVERE, VOLVERE	Indio Gasparino (CBS)
8	8	RUBIECITA-ESTO	*Leo Dan (CBS)—Melograf
9	9	CONTIGO EN LA PLAYA	Nico Fidenco (RCA), *Hector Eduardo (RCA)
10	6	TWIST AND SHOUT	Beatles (Odeon); *Tammy's (Philips)—Fermata

AUSTRALIA

(Courtesy Music Maker, Sydney)

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	HAVE I THE RIGHT	The Honeycombs (Astor)—Essex
2	1	I SHOULD HAVE KNOWN BETTER	The Beatles (Parlophone)—Leeds
3	4	DO WAH DIDDY DIDDY	Manfred Mann (HMV)—Belinda
4	2	PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose
5	8	A HARD DAY'S NIGHT	The Beatles (Parlophone)—Leeds
6	—	MILLION DRUMS	Tony Shevton (W. & G.)—Belinda
7	—	SUCH A NIGHT	Elvis Presley (RCA)—Chappell
8	5	BREAD AND BUTTER	The Newbeats (Hickory)—Acuff-Rose
9	7	HOLD ME	P. J. Proby (Decca)—Allans
10	11	TOBACCO ROAD	The Nashville Teens (Decca)—Southern
11	10	KISSIN' COUSINS	Elvis Presley (RCA)—Belinda
12	—	WILLIAM TELL OVERTURE	The Sound Incorporated (Columbia)—Leeds
13	6	FRENCH SONG	Lucille Starr (Festival)—Alberts
14	9	CONSTANTLY	Cliff Richard (Columbia)—D. Davis
15	12	THE WORLD I USED TO KNOW	Jimmie Rodgers (Festival)—Alberts

BAVARIA

This Week	Last Week	Title	Artist
1	1	A HARD DAY'S NIGHT	The Beatles (Odeon)—Northern
2	7	WENN DU MAL ALLEIN BIST	Manfred Schnelldorfer (Decca)—Busse
3	4	GUTE REISE	Christa (CBS)
4	2	KEIN GOLD IM BLUE RIVER	Ronny (Telefunken)—Marbot
5	12	MY BOY LOLLIPOP	Millie (Fontana)—Chappell
6	6	WUNDERSCHOENES FREMDES MAEDCHEN	Hans Juergen Baumler (CBS)—Melodie der Welt
7	3	DETROIT CITY	Bobby Bare (RCA)
8	9	AUS JEDEM LAND EIN SOUVENIR	Vico Torriani (Decca)—Arnie
9	—	HOKUSPOKUS	Gitte & Rex (Electrola)—Gerig
10	5	ZWEI MAEDCHEN AUS GERMANY	Paul Anka (RCA)—Melodie der Welt
11	11	SEIN BESTES PFERD	Martin Lauer (Polydor)—Gerig
12	8	LIEBESKUMMER LOHNT SICH NICHT	Siw Malmkvist (Metronome)—Intro

BRITAIN

(Courtesy New Musical Express, London)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I'M INTO SOMETHING GOOD	*Herman's Hermits (Columbia)—Aldon Music
2	6	WHERE DID OUR LOVE GO	Supremes (Stateside)—Belinda Music
3	3	RAG DOLL	Four Seasons (Philips)—Ardmore & Beechwood

This Week	Last Week	Title	Artist
4	5	I WOULDN'T TRADE YOU FOR THE WORLD	*Bachelors (Decca)—142 Music
5	2	YOU REALLY GOT ME	*Kinks (Pye)—Kassner Music
6	10	OH, PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose
7	7	I WON'T FORGET YOU	Jim Reeves (RCA)—Burlington Music
8	4	HAVE I THE RIGHT	*Honeycombs (Pye)—Ivy Music
9	9	AS TEARS GO BY	*Marianne Faithful (Decca)—Forward Music
10	8	THE CRYING GAME	*Dave Berry (Decca)—Southern Music
11	11	THE WEDDING	*Julie Rogers (Mercury)—Peter Maurice
12	15	TOGETHER	P. J. Proby (Decca)—Campbell-Connelly
13	16	EVERYBODY LOVES SOMEBODY	Dean Martin (Reprise)
14	22	BREAD AND BUTTER	Newbeats (Hickory)—Acuff-Rose
15	13	SHE'S NOT THERE	*Zombies (Decca)—Marquis Music
16	17	IS IT TRUE	Brenda Lee (Brunswick)—Southern Music
17	19	I LOVE YOU BECAUSE	Jim Reeves (RCA)—Bourne Music
18	25	I'M CRYING	*Animals (Columbia)—Ivy Music
19	—	WHEN YOU WALK IN THE ROOM	*Searchers (Pye)—Metric Music
20	12	DO WAH DIDDY DIDDY	*Manfred Mann (HMV)—West One Music
21	24	FIVE BY FIVE (EP)	*Rolling Stones (Decca)—Travis/Leeds/Jewel/Nanker-Phelge
22	29	WE'RE THROUGH	*Hollies (Parlophone)—Hollies Music
23	27	HOW SOON	Henry Mancini (RCA)—Chappell
24	19	SUCH A NIGHT	Elvis Presley (RCA)—Chappell
25	—	WALK AWAY	*Matt Monro (Parlophone)—Ardmore & Beechwood
26	—	HAPPINESS	*Ken Dodd (Columbia)—Moss Rose
27	21	RHYTHM AND GREENS	*Shadows (Columbia)—Shadows/Belinda
28	18	A HARD DAY'S NIGHT	*Beatles (Parlophone)—Northern Songs, Ltd.
29	—	COME TO ME	*Julie Grant (Pye)—Lynn Music
30	—	IT'S ALL OVER NOW	*Rolling Stones (Decca)—Kags Music

CHILE

This Week	Last Week	Title	Artist
1	1	ANGELITO	Rene y Rene (CBS); Sergio Inostroza (Demon); The Seven Days (Peerless)
2	2	LAS CEREZAS	Hermanos Carrion (Music Hall)
3	3	UN DIA TE DIRE	Cecilia (Odeon)
4	4	I SHOULD HAVE KNOWN BETTER	The Beatles (Odeon)
5	5	HEARTACHES	Oscar Arriagada (RCA)
6	6	SOSPECHA	Elvis Presley (RCA)
7	7	ERA TAN BONITA	Alain Barriere (RCA)
8	8	NO TOQUES ESA CANCION	The Ramblers (Odeon)
9	9	EL CONSCRIPTO	Enrique Castel (Philips)
10	10	FIEBRE RITMICA	Pat Henry (Odeon)

EIRE

(Courtesy Evening Press, Dublin)

This Week	Last Week	Title	Artist
1	1	I WOULDN'T TRADE YOU FOR THE WORLD	Bachelors (Decca)—142 Music
2	3	THE ANSWER TO EVERYTHING	Joe Dolan (Pye)—West One
3	2	SHE WEARS MY RING	Sean Fagan (Pye)—Acuff-Rose
4	5	I WON'T FORGET YOU	Jim Reeves (RCA Victor)—Burlington
5	9	THE CRYING GAME	Dave Berry (Decca)—Southern
6	4	HAVE I THE RIGHT	Honeycombs (Pye)—Ivy
7	8	SUCH A NIGHT	Elvis Presley (RCA Victor)—Chappell
8	7	YOU REALLY GOT ME	Kinks (Pye)—Kassner
9	—	I'M INTO SOMETHING GOOD	Herman's Hermits (Columbia)—Dominion
10	6	DO WAH DIDDY DIDDY	Manfred Mann (HMV)—West One

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MA VIE	Alain Barriere (RCA)—Tutti/Primavera
2	—	SUCH A NIGHT	Elvis Presley (RCA)—Chappell/DeCoene
3	6	BYE BYE BLONDIE	Trini Lopez (Reprise)—Intervox
4	5	A HARD DAY'S NIGHT	The Beatles (Odeon)
5	3	LA FERME DU BONHEUR	Claude Francois (Fontana)—Southern
6	2	SI JAMAIS	*Adamo (Pathe)—Ardmore & Beechwood
7	—	LONG TALL SALLY	The Beatles (Odeon)—Globe
8	—	IT'S ALL OVER NOW	The Rolling Stones (Decca)—Bens
9	—	ZORRO EST ARRIVE	Henri Salvador (Rigolo)—Belinda-music
10	—	THE HOUSE OF THE RISING SUN	The Animals (Columbia)—World

(Alternates with French Walloon chart)

GERMANY

This Week	Last Week	Title	Artist
1	3	A HARD DAY'S NIGHT	The Beatles (Odeon)—Northern
2	4	WENN DU MAL ALLEIN BIST	Manfred Schnelldorfer (Decca)—Busse
3	6	SEIN BESTES PFERD	Martin Lauer (Polydor)
4	1	MY BOY LOLLIPOP	Millie (Fontana)—Chappell
5	2	LIEBESKUMMER LOHNT SICH NICHT	Siw Malmkvist (Metronome)—Intro
6	14	DAS KOMMT VOM RUDERN	Peter Lauch (Golden 12)—Transatlantic
7	5	ZWEI MAEDCHEN AUS GERMANY	Paul Anka (RCA)—Melodie der Welt
8	7	KEIN GOLD IM BLUE RIVER	Ronny (Telefunken)—Marbot
9	18	EIN BOY IST EIN BOY	Renate & Werner Leismann (Ariola)—Arnie
10	19	AUS JEDEM LAND EIN SOUVENIR	Vico Torriani (Decca)—Arnie
11	8	DIE ROSE VON MEXICO	Peter Hinnen (Ariola)—Nero
12	6	OH MY SWEETHEART ROSMARIE	Juergen Herbst (CBS)—Melodie der Welt
13	11	SCHWIMMEN LERNT MAN IM SEE	Manuela (Telefunken)—Budde
14	10	TRAENEN UND ROSEN	Gerhard Wendland (Philips)—Seith
15	12	SAG NO ZU IHM	Cliff Richard (Columbia)—Aberbach
16	15	WENN DU MUSIKALISCH BIST	Gitte (Electrola)—Gerig
17	13	DAS MAEDCHEN MIT DEM TRAURIGEN BLICK	Mal Sondock (Polydor)
18	—	KISSES IN THE NIGHT	Peter Kraus (Polydor)—Atlas
19	9	BRAVO BAMBINA	Rex Gildo (Electrola)—Gerig
20	—	HOKUSPOKUS	Gitte & Rex (Electrola)—Gerig

HOLLAND

This Week	Last Week	Title	Artist
1	9	I SHOULD HAVE KNOWN BETTER	The Beatles (Parlophone)—Basart
2	1	IT'S ALL OVER NOW	The Rolling Stones (Decca)—Basart
3	2	A HARD DAY'S NIGHT	The Beatles (Parlophone)—Basart (Leeds Music)
4	6	HOUSE OF THE RISING SUN	The Animals (Columbia)—Basart
5	3	ON THE BEACH	Cliff Richard (Columbia)—Basart
6	4	DO WAH DIDDY DIDDY	Manfred Mann (His Master's Voice)—Belinda
7	5	LIEBESKUMMER LOHNT SICH NICHT	Siw Malmkvist (Metronome)
8	7	QUAND LES ROSES	Adamo (MGM)
9	—	PRETTY WOMAN	Roy Orbison (London)
10	10	I WON'T FORGET YOU	Jim Reeves (RCA)

HONG KONG

This Week	Last Week	Title	Artist
1	1	SUCH A NIGHT	Elvis Presley (RCA Victor)
2	5	IF I FELL/AND I LOVE HER	The Beatles (Parlophone)—Northern Sounds, Inc.
3	4	IT'S ALL OVER NOW	The Rolling Stones (London)
4	2	I SHOULD HAVE KNOWN BETTER	The Beatles (Parlophone)—Northern Sounds, Inc.
5	3	WALK DON'T RUN '64	The Ventures (Liberty)
6	6	SOMEONE, SOMEONE	Brian Poole (London)
7	8	IN MY IMAGINATION	Paul Anka (RCA Victor)
8	7	A HARD DAY'S NIGHT	The Beatles (Parlophone)—Northern Sounds, Inc.
9	—	FROM RUSSIA WITH LOVE	Al Caiola (UA)
10	—	YET I KNOW	Steve Lawrence (CBS)

ITALY

(Courtesy Musica e Dischi, Milan)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	IN GINOCCHIO DA TE	*Gianni Morandi (RCA)
2	2	IL PROBLEMA PIU' IMPORTANTE	Adriano Celentano (Clan)
3	4	TI RINGRAZIO PERCHE'	*Michele (RCA)
4	—	LA MIA FESTA	Richard Anthony (Columbia)
5	5	E PIU' TI AMO	Alain Barriere (RCA)
6	3	AMORE SCUSAMI	*John Foster (Style)
7	8	QUELLI CHE HANNO UN CUORE	Petula Clark (Vogue)
8	10	IO CHE GIRO IL MONDO	*Don Backy (Clan)
9	13	NON ASPETTO NESSUNO	*Little Tony (Durium)
10	15	UNA ROTONDA SUL MARE	*Fred Bongusto (Ri Fi)
11	7	TREMARELLA	*Eduardo Vianello (RCA)
12	9	CIN CIN	Richard Anthony (Columbia)
13	6	SEI DIVENTATA NERA	*Marcellos Ferial (Durium)
14	11	CON TE SULLA SPIAGGIA	*Nico Fidenco (RCA)
15	14	CREDI A ME	*Bobby Solo (Ricordi)

JAPAN

(Courtesy Utamatic, Tokyo)

*Denotes local origin

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

MALAYSIA

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist
1	1	A HARD DAY'S NIGHT	The Beatles (Parlophone)
2	2	ON THE BEACH	Cliff Richard (Columbia)
3	3	CONSTANTLY	Cliff Richard (Columbia)
4	4	I SAW HER STANDING THERE	The Beatles (Parlophone)
5	—	YOSHIKO	The J's With Jamie (CBS)—Japanese Tune
6	6	TOMMY	Connie Francis (MGM)
7	7	KONICHI-WA AKACHON	Michiyo Azusa (Decca)
8	5	WORLD WITHOUT LOVE	Peter and Gordon (Columbia)

MEXICO

(Courtesy Audiomusica)

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	COMO TE EXTRANO	Leo Dan (CBS)—Mundo Musical
2	1	TIJUANA	The Persuaders (Gamma)—Grever
3	2	I WANT TO HOLD YOUR HAND	The Beatles (Musart)—Pending
4	4	BE MY BABY	Les Surfs (Gamma)—Grever
5	7	POLVO	*Sonia Lopez (CBS)—Mundo Musical
6	5	ANGELITO	*The Seven Days (Peerless)—Emmi
7	9	POLLERA COLORA	*Carmen Rivero (CBS)—Mundo Musical
8	8	BABA AZUL (Let's Do)	*Apson (Peerless)—Brambila
9	6	PERDONAME	*Alberto Vazquez (Musart)—Pham
10	10	ORANGUTAN	*Sonora Santanera (CBS)—Brambila

NORWAY

(Courtesy Verdens Gang)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I WON'T FORGET YOU	Jim Reeves (RCA Victor)—Palace Music/Stig Anderson
2	2	A HARD DAY'S NIGHT	Beatles (Parlophone)—Edition Lyche
3	3	I LOVE YOU BECAUSE	Jim Reeves (RCA Victor)—Moerk
4	5	DO WAH DIDDY DIDDY	Manfred Mann (HMV)—Belinda
5	4	SUCH A NIGHT	Elvis Presley (RCA Victor)—Belinda
6	9	PAPPA'N TIL TOVE	METTE—*Rolf Just Nilsen (Nor-Disc)—No publisher
7	—	I SHOULD HAVE KNOWN BETTER	Beatles (Odeon)—Edition Lyche
8	6	HELLO DOLLY!	Louis Armstrong (Kapp)—Musikk-Huset
9	8	TRETTIFYRAN	Per Myrberg (Metronome)—Multitone
10	7	HAVE I THE RIGHT	Honeycombs (Pye)—Norsk Musik-Forlag
10	—	STORE FOTTER	*Dizzie Tunes (Troll)—Jorg-Fr. Ellertsen

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	I'LL DREAM OF YOU	Matt Monro (Parlophone)—Dyna, Inc.

NEW ALBUM RELEASES

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

Label	Artist/Title	Format	Number
ANGEL	BEETHOVEN—The Four Overtures for Fidelio; Philharmonia Orch. (Klemperer) 36209	M S	
MONTEVERDI: L'Incoronazione Di Poppea; Various Artists	3644 B/L		
ARGO	THE RAMSEY LEWIS TRIO at the Bohemian Caverns; 741		
JAMES MOODY Comin' on Strong; 740			
SAHIB SHINAB—Summer Dawn; 742			
THREE SOULS—Dangerous Dan Express; 4036			
ARHOOLIE	MANCE LIPSCOMB Texas Songster, Vol. 2; F 1023		
ALICE STUART—All The Good Times; F 4002			
ATCO	BEATLES—Ain't She Sweet; 169, SD 169		
BRUNO	VARIOUS ARTISTS—Laszlo Honyadi; BR 23030-2L		
Molseyev International Dance Festival—Molseyev Dance Ensemble Orch. (Galperin) BR 50046, BR 41002			
COLPIX	CHET BAKER—The Most Important Jazz Album of 1964/65; CP 476, SCP 476		
COLUMBIA	CON UN BESO—La Sonora Santanera; EX 5127		
CUCA	ENRIQUE GUZMAN—Enamorado From Mexico With Love; EX 5126		
BIRDLEGS & PAULINE—Birdlegs; K 4000			
RUSS ZIMMERMAN—Old Time Dancing Party; K 2012			
ECHO	The Evangelistic Singing Style of SAMMY POOLE; ELP 7027		
GOLDEN	JACK GILFORD—A Child's Introduction to Grownups; LP 126		
Romper Room Activity Songs; LP 119			
SATURDAY MATINEE CHORUS & ORCH.—Songs From My Fair Lady; LP 122			
IMPERIAL	SANDY NELSON Live In Las Vegas; LP 9272, LP 12272		
LONDON	Christmas Cheer from ACE CANNON; HL 12022, SHL 32022		
BILL BLACK'S COMBO Goes Big Band; HL 12020, SHL 32020			
WILLIE MITCHELL—Hold It; HL 12021, SHL 32021			
JIM MORAN—Don't Make Waves; AM 48003, AMS 78003			
Christmas With RONNIE ALDRICH; LL 3383, SP 44051			
The Story of Jesus—Soloists with Kingsway Orch. & Chorus (Smart); LL 3336, PS 336			
THE CLIFF ADAMS SINGERS—The Parables in Song; LL 3349, PS 349			
THE MAJOR SINGERS—A Swedish-American Christmas; TW 91355, SW 99355			
MANTOVANI—Christmas Carols; LL 913, PS 142			
MANTOVANI—Christmas Greetings; LL 3338, PS 338			
EDMUNDO ROS—The New Rhythms of the South; SP 44054			
TED HEATH & HIS MUSIC—The New Palladium Performances; SP 44046			
CHACKSFIELD & ORCH.—The New Ebb Tide; SU 44053			
Battle Stereo—The Sounds of War; dir. by Sharples; SP 44037			
ROLAND SHAW & ORCH.—Westward Ho!; SP 44045			
Big Band, Beetle Songs—Dir. by Bob Leaper; SP 44056			
TCHAIKOVSKY: Capriccio Italien; London Festival Orch. (Black); SPC 21004			
MANTOVANI—The Incomparable Mantovani; LL 3392, PS 392			
THE BACHELORS—Back Again; LL 3393, PS 393			
CATERINA VALENTE—Valente & Violins; LL 3363, PS 363			
The Thrilling New Voice of TONY DALLI; LL 3394, PS 394			
LENA MARTELL—Someone New, Someone Blue; LL 3386, PS 386			
MARTIN: In Terra Pax; L'Orch. de la Suisse Romande (Ansermet); 5847, OS 25847			
HANDEL: Alcina—The London Symphony Orch. (Bonyng); 5874, OS 25874			
RAVEL: Bolero; La Valse—L'Orch. de la Suisse Romande (Ansermet) CM 9367, CS 6367			
SIBELIUS: Symphony No. 4 in A Major & Tapiola—L'Orch de la Suisse (Ansermet) CM 9387, CS 6387			
SIBELIUS: Symphony No. 2—L'Orch. de la Suisse (Ansermet) CM 9391, CS 6391			
PERGOLESI: Concerti Armonici Nos. 1-4—The Stuttgart Chamber Orch. (Munchinger) CM 9393, CS 6393			
DYORAK: Quartet No. 6 in F Major & Quartet No. 2 in D Minor—The Janacek Quartet CM 9394, CS 6394			
PERGOLESI: Flute Concerti Nos. 1 & 2 & Concerti Armonici Nos. 5 & 6—The Stuttgart Chamber Orch. (Munchinger) CM 9395, CS 6395			
BRAHMS: The Complete Piano Works, Vol. 1: Julius Katchen (piano) CM 9396, S 6396			
BEETHOVEN: Piano Concerto No. 5 in E Flat Major—London Symphony Orch. (Gamba) CM 9397, CS 6397			
BRAHMS: The Complete Piano Works, Vol. 2: Julius Katchen (piano) CM 9404, CS 6404			
VARIOUS COMPOSERS—L'Orchestre de la Suisse Romande (Ansermet) CM 9405, CS 6405			
LONDON INTERNATIONAL	THE ORIGINAL SPILAR-SCHRAMMEL QUARTET—Schrammeln Aus Wein; TW 91339, SW 99339		
VARIOUS ARTISTS—Student Days at Heidelberg; TW 91340, SW 99340			
THE BLACK WATCH OF CANADA; TW 91353, SW 99353	M S		
VARIOUS ARTISTS—A String of Scandinavian Pearls; TW 91354, SW 99254			
EL VIENTO—Los 7 Caracas y su Apra Montanero; TW 91356, SW 99356			
HUGO BLANCO/SOUTH AMERICAN HARP—Moliendo Cafe; TW 91357, SW 99357			
YUGOSLAVIA U.S.A.—Joe Marmilich & His Marjon Recording Tamburitza Orch.; TW 91342, SW 99342			
VESELI TAMBURITZANS—Hi Fi Tamburitza; TW 91343, SW 99343			
SERBO-CROATIAN CAFE MELODIES—Balkan Strings Tamburitza Orch. (Rogan); TW 91344, SW 99344			
The Tamburitiz Emotions of STEVE PAVLEKOVICH; TW 91345, SW 99345			
THE VESELI TAMBURITZANS—Golden Voice Tamburitza; TW 91346, SW 99346			
HAPPY TAMBURITZA MELODIES—George Skrbina Tamburitza Orch.; TW 91347, SW 99347			
CONTINENTAL VARIETIES—The Sloga Jr. Tamburitizans (Bossick); TW 91348, SW 99348			
STEVE PAVLEKOVICH—Tamburitza Memories; TW 91349, SW 99349			
MILLIE NOVAK & THE BALKAN STRINGS TAMBURITZA ORCH.—International Folk Songs; TW 91350, SW 99350			
RUDY VINCENT UJCICH—Sentimental Slavic Moods, Balkan Strings Tamburitza Orch. TW 91351, SW 99351			
MONITOR	STEPHEN CHENG—Flower Drum & Other Chinese Folk Songs; MF 420, MFS 420		
YULYA Sings Kalinka & Other Russian Folk Songs; MF 422, MFS 422			
ORIGINAL SOUND	VARIOUS ARTISTS—Oldies But Goodies, Vol. 7; LPM 5012, LPS 8857		
PRESTIGE	GENE AMMONS—Biggest Soul Hits; 7306, 73065		
GEORGE BENSON with the Jack McDuff Quartet—The New Boss Guitar; 7310			
KENNY BURRELL—Soul Call; 7315			
JOHN COLTRANE—Black Pearls; 7316			
EDDIE (LOCKJAW) DAVIS & SHIRLEY SCOTT with Al Smith—Blues Shout!; PR 1069			
The Guitar & Banjo of REVEREND GARY DAVIS; 14033, 140335			
ERIC DOLPHY—Outward Bound; 7311, 73115			
JOE DUKES & JACK McDUFF QUARTET—Soulful Drums; 7324, 73245			
RED HOLLOWAY & JACK McDUFF QUARTET—Cookin' Together; 7325; 73255			
DANNY KALB, SAM CHARTERS—Meet The New Strangers; 14027			
The Country Songs of the LILLY BROTHERS; 14035			
BROTHER JACK McDUFF—Prelude; PR 7333, ST 7333			
Old Time Fiddling At Union Grove; 14030			
DON PATTERSON with BOOKER ERVIN—The Exciting New Organ; 7331			
SONNY ROLLINS—Saxophone Colossus; 7326, 73265			
RAVI SHANKAR & ALI AKBAR-KAHN—The Master Musicians of India; PR 1078			
PETER STAMPFEL & STEVE WEBER—The Holy Modal Rounders; 14031			
Inside/DAVE VAN RONK; 14025, 140255			
PROCESS	JUNIE LOU Sings For You; PRLP 1		
SHILOH BAPTIST CHURCH—Golden Anniversary; PRLP 2			
RCA CAMDEN	SHARI LEWIS—Jack & The Beanstalk & Other Stories; CAL 1052, CAS 1052		
LIVING GUITARS Shindig; CAL 844, CAS 844			
JIM REEVES—Have I Told You Lately That I Love You?; CAL 842, CAS 842			
Christmas With GEORGE BEVERLY SHEA; CAL 850, CAS 850			
ROBERT SHAW CHORALE—Joy to the World; CAL 448, CAS 448			
The Sound of Christmas with THE THREE SUNS; CAL 633, CAS 633			
VARIOUS ARTISTS—Dr. Seuss Presents Horton Hatches the Egg, the Sneetches & Other Stories; CAL 1051, CAS 1051			
VARIOUS ARTISTS—Great Bands of Our Time; CAL 811, CAS 811			
RCA VICTOR	ORIGINAL CAST—Fiddler on the Roof; LOC 1093, LSO 1093		
SIMS	TONY DOUGLAS—His 'N' Hers; 121		
TELEFUNKEN	BACH: JAGDKANTATE—Various Artists; AWT 9427-C, SAWT 9427-B		
DIE BAYERISCHE HOFKAPPELLE IM 16 JAHRHUNDERT—Capella Antiqua Munchen (Ruhland) AWT 9431-C, SAWT 9431-B			
FRUHE MUSIK IN ENGLAND, FLANDERN, DEUTSCHLAND UND SPANIEN—Studio der Fruhen Musik, Munchen; AWT 9432-C, SAWT 9431-B			
IN DULCI JUBILO-ALTE CHORMUSIK ZUE WEIHNACHTSZEIT—Monteverdi—Chor Hamburg (Jurgens); AWT 9419-C, SAWT 9419-B			
VARIOUS ARTISTS—Italienische Meister A Zwisched Barock Und Klassik; AWT 9415-C; SAWT 9415-B			
VARIOUS ARTISTS—Telemann: Sechs Sonates Fur Blockflote Und Basso Continuo; AWT 9435, SAWT 9435			
WARNER BROS.	GEORGE GREELEY & THE WARNER BROS. ORCH.—The Best Loved Christmas Piano Concertos; W 1560, WS 1560		
JIMMY JOYCE—This Is Christmas; W 1566, WS 1566			
WORLD-PACIFIC	VARIOUS ARTISTS—KBIG CHOICE; ST-KBID 1/2		

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MULSON STUDIO
Box 1941 Bridgeport, Conn.

ASCAP Symposium Mulls Difference in C&W, Folk

NEW YORK—Country and folk music were in the spotlight at a recent ASCAP Symposium on American Music at Judson Hall here. The panel, which consisted of composers Teddy Bart and Fred Hellerman, arranger Milt Okun, and RCA Victor record producer Brad McCuen, discussed the difference between country and folk music and agreed that both derive from traditional forms of spontaneous song making, both have a simplicity of form, and both use words that are easily understood.

Okun pointed out that country music was being written down as a commercial product long before there was any effort to compose original folk songs. In McCuen's view, one particular distinction is that often folk songs are concerned with general themes, such as social injustice, while country music sentiments are usually limited to more individual personal emotions. Hellerman thought, too, that what determines a folk song or a country song often depends on the way the song is performed, and who performs it. It was Bart's belief that

country music would always have a wider appeal than folk music because it is less complicated than the folk music heard today. He also questioned the existence of any identifiable "Nashville Sound."

Dean Manuel Benefit Set

MEMPHIS—One of the largest groups of country and western stars ever to share the same stage outside Nashville will stage two benefit performances in Memphis at 3 p.m. and 8 p.m., Oct. 4.

The proceeds will go to the widow and two children of Dean Manuel, 30, who was killed in a plane crash July 31 near Nashville. Manuel was pianist and manager for country singing star Jim Reeves, who was also killed.

The widow, Barbara, 27, was left destitute. All performers are paying their own expenses.

Some of the artists appearing are: Johnny Cash, the Browns, the Carter Family, Pete Drake, Ralph Emery, Jan Howard, the Jordanares, Jerry Lee Lewis, Ace Cannon, Charlie Louvin, Jimmy C. Newman, Bill Phillips, Charlie Rich, Margie Singleton, Thomas Wayne, Kitty Wells and Johnny Wright.

CMA Sponsors Cheatin' Heart At 3 Stands

CINCINNATI—The Country Music Association is sponsoring premiere showings of MGM's "Your Cheatin' Heart," the life story of the late Hank Williams, in three cities this fall. The world premiere will be in Montgomery, Ala., Nov. 4; the Nashville preem is set for Nov. 6, to be followed by the one in Atlanta Nov. 10. All proceeds from the showings will go toward the CMA's Country Music Hall of Fame and Museum Building Fund.

Stars of the film, George Hamilton IV, Susan Oliver, Red Buttons, Arthur O'Connell and Chris Crosby, are slated to make personal appearances at the three premieres. The Nashville showing is being combined with the CMA's anniversary dinner-dance. Another country music great will be ushered into the CMA's Hall of Fame the same night. The plaque will be unveiled at the theater prior to the movie, which will precede the dinner-dance. Leon McAuliff and His Cimarron Boys will play the dance.

The CMA is offering a combined ticket for the premiere and dinner-dance for \$15.

C&W Pays Off for WEAS



WEAS Radio, Savannah, Ga., tired of hearing whose "on first" in the local rating system after going country & western exclusively two years ago, threw a Country & Western Day, Sept. 14, with 20 local merchants as sponsors. WEAS was the only means of advertising for four weeks previous to the show. Above is shown part of the crowd of over 22,000 c&w listeners who turned out for the six-hour show to see and hear Ernest Tubb and His Texas Troubadours, Bill Anderson and his band, Gordon Terry, and Bob Gallion, who emceed.

Tree Signs Kendall Hayes

NASHVILLE—Buddy Killen, executive vice-president of Tree Publishing Company here, has announced the signing of Kendall Hayes as an exclusive writer. Hayes is best known for his million seller, "Walk On By," recorded by Leroy Van Dyke.

He also has had songs recorded by Bobby Bare, Eddy Arnold and Connie Francis. Other Tree writers include Roger Miller, Justin Tubb and Dottie West.



KENDALL HAYES (seated) signs an exclusive writer's contract with Tree Publishing Company, as Buddy Killen, executive vice-president, looks on approvingly.

Bill Monroe Unit For Fiddle Event

PLAINFIELD, Vt. — Bill Monroe and his bluegrass combo will appear in a benefit concert at Municipal Auditorium, Barre, Vt., Oct. 9 under sponsorship of the Second Annual Northeast Old-Time Fiddlers' Convention.

The convention itself will be held in the Plainfield Auditorium Oct. 11 with some 30 old-time traditional fiddlers from Northern New England, Upstate New York and Canada participating.

This year's convention will be sponsored by the Northeast Folklore Society, based at the University of Maine.

WJEF, Grd. Rapids Goes All-Country

GRAND RAPIDS, Mich.—Station WJEF here has switched to an all-country-western music format, according to Manager Roger Hoffman, who says the station will program all country music in conjunction with CBS network news and features plus live sports coverage.

Bob Clark, formerly of Detroit, has joined the WJEF staff in a supervisory capacity to spearhead the new format. WJEF is owned and operated by the Fetzer Broadcasting Company.

COUNTRY DJ OF THE WEEK



WSM Radio's "Mr. D.J. U.S.A." Oct. 9 will be Spence Morris of Station WAAP, Peoria, Ill. "The Spence Morris Hill-billy Jamboree" is heard from 11 p.m. to 7 a.m. Monday thru Friday.

BRENDA LEE HAS HIT—BY RICHOCHET

NEW YORK—Brenda Lee is playing reverse English with her latest Decca disk. Miss Lee recorded "Is It True" in England several weeks ago, and after having jumped into the No. 12 position on the British charts, several copies of the English record found their way to the U. S. Top radio exposure in many areas created an overwhelming demand and sparked Decca to rush out the record in this country. Decca now has its factories working at peak levels for a two-day period.

ANOTHER SMASH! MOTHER-IN-LAW

BY JIM NESBITT
CHART 1100

NEW ALBUM!
"JIM NESBITT SINGS YOUR FAVORITE COMEDY AND HEART SONGS"

CHART 6500

CHART RECORDS
905 16th AVE. SO.
NASHVILLE, TENNESSEE

JOHNNY CASH
BELSHAZAH
b/w
WIDE OPEN
ROAD

SUN #392

SUN RECORDS
639 Madison Memphis, Tenn.

NASHVILLE SCENE

By DON LIGHT

Carl Smith has launched a new TV series, "The Carl Smith Country Music Hall," which will span Canada from coast to coast and is expected to reach 20,000,000 viewers weekly for 39 weeks. . . . United Artists' Georgia Riddle is on a 15-day tour of California, set by Smiley Wilson, of the Wilhelm Agency. . . . Joe Henderson has just recorded his first session for Ric Records, under the direction of Grady Martin, Nashville a&r man.

Grant Turner, WSM deejay, and his wife have just returned from vacation. Grant has a new record out on Slim Williamson's Chart label. . . . Bob Morgan, a&r director for Epic Records, in town from New York last week to record Bobby Vinton. . . . George Morgan has just returned from a

20-day tour of Germany and France. . . . Joe Lucas, of Hickory Records, accompanied the Newsbeats to Holland last week, where they will appear on a number of TV shows. . . . Grady Martin, local studio musician, recorded an album under the direction of Owen Bradley last week. . . . Lonzo and Oscar are on a two-month tour of the South Pacific. The tour was set by Jack Logan through the Dave Sobol Theatrical Agency. . . . Justin Tubb, Nashville songwriter and Groove recording artist, cut new singles for the label last week, with Chet Atkins at the a&r post. . . . Sonny James has just returned from California, where he worked shows set by the Bob Neal Agency and conferred with Capitol a&r man Ken Nelson. . . . Lucky Moeller, of the Denny-Moeller Agency, produced a big c&w show in Minneapolis Oct. 3. Talent included Johnny Tillotson, Hank Snow, Jimmy Dickens, and Stonewall Jackson. . . . Cousin Jody left last week for a six-week tour of Germany and England.

Say You Saw It in
Billboard

COMING NOV. 7...

The second annual edition of the most treasured and successful supplement edition ever published by Billboard

The "Award Winning"

WORLD OF COUNTRY MUSIC

Winner of a Jesse H. Neal
Editorial Achievement Award for 1963

ADVERTISING DEADLINE: THIS WEEK!

COUNTRY MUSIC CORNER

By BILL SACHS

Johnnie and Jonie Mosby play the Auditorium, Hammond, Ind., Nov. 8, with Johnny Bond and a supporting cast from Nashville. On Wednesday, Nov. 25, the Mosbys play the Santa Clara County Automobile Show, Santa Clara, Calif., with Ray Sanders, Eddie Dean, Debbie Davenport and Johnny Leggett and the Serenaders. It marks the first time that a country

music show has been engaged for the Santa Clara auto show. The Leggett Serenaders will hop to Santa Clara directly for a three-week stand at the Golden Nugget, Las Vegas. . . . Marty Robbins is routed for Salina, Kan., Oct. 15; Topeka, Kan., 16; St. Joseph, Mo., 17; Kansas City, Kan., 18; Omaha, Neb., 20; Sioux City, Ia., 21; Sioux Falls, S. D., 22; Lincoln, Neb., 23,

and Wichita, Kan., 24. . . . Lonzo and Oscar began a 30-day trek of Japan and the Philippines Oct. 1.

Bill Clifton, after a radio and TV stint in Zurich, Switzerland, and a concert and radio engagement in the Netherlands, hit out for Manchester, England, where he played a concert date Oct. 1. . . . The Wilburn Brothers show their wares at Mobile, Ala., Oct. 11; Detroit, 18; Indianapolis, 25; Bowling Green, Ky., 26; Kingsport, Tenn., 27, and Pitkin, La., 29. . . . Slim Williamson, Yonah Music topper, was in Cincinnati Friday (25) for a visit with his local dis-

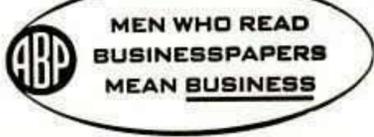
tributor. Accompanying Slim was Jim Nesbitt. The pair headed for Indianapolis Friday afternoon, where Jim was the feature Friday and Saturday night at Sherman's nitery. They hopped from there to Hammond, Ind., where Nesbitt again displayed his talents Sunday night (27).

Rocky and Hal report that two more stations are carrying their "Rocky and Hal Show" on a daily basis—KIOT, Barstow, Calif., and KTOT, Big Bear Lake, Calif. The lads says they need more c&w singles and albums to sustain the interest. Their address: P. O. Box 544, Bellingham, Wash. . . . Bobby Buttram and Ronnie Chambers, both heard on the Red Feather label, departed last week on separate tours, after a trek together which included a shot on "Big D Jamboree," Dallas. Deejays in need of their records are asked to write to Little Richie Johnson, Box 3, Belen, N. M. . . . Steve Stebbins, of Americana Corporation, Woodland Hills, Calif., has Bob Luman, Carl Belew and Georgie Riddle working California dates through October. Stebbins also has Claude Gray set for the same territory in November. Tom Tall, who signed with Americana a month ago, is prepping for an extended tour of Alaska.

Following the annual country music festival in Nashville, Nov. 6-8, Johnny Cash takes his show to the Fitchburg Theater, Fitchburg, Mass., Nov. 12; Avalon Rollerdrome, Newburgh, N. Y., Nov. 13; Memorial Auditorium, Utica, N. Y., Nov. 14, and Convention Hall, Saratoga, N. Y., Nov. 15, and then hops into New York to cut a tape for the Jimmy Dean TV-er to be aired Nov. 26. During the Cash show's appearance in Sault Ste. Marie, Ont., September 19, Don Ramsay, of CJIC Radio, was the recipient of the Johnny Cash Award of Merit, presented to members of the radio and TV industries who exemplify excellence in broadcasting. It was the Cash show's fifth appearance in Sault Ste. Marie, and business was again of the SRO variety.

Pee Wee King made a TV pilot film in Cleveland last week, using his unit plus guests Kitty Wells, Ruby Wright and Archie Campbell on a one-hour deal. King has an album coming out soon on Cuca Records, titled "Pee Wee Kings Plays Country Music, Polkas and Waltzes." Pee Wee has culled a single from album, coupling "Pet-ticoat Junction" with "Tennessee Waltz." It's slated for a hurry-up release. . . . Loretta Lynn plays Houston, Oct. 9-10; Fort Worth, 11; Detroit, 18; Indianapolis, 25; Greenville, Tenn., 29; Fairfax, Va., 30, and Wheeling, W. Va., 31. . . . Station CKY, Winnipeg, Man., brings to town a country music package Oct. 9, featuring Hank Snow, Kitty Wells and Wilf Carter. On Monday, Nov., 30, CKY presents the Johnny Cash show, along with Hank Williams Jr. and Tex Ritter.

WCMS-AM-FM, Norfolk, Va., rounded out a busy summer of promotions with a show and dance, Sept. 10, featuring Buck Owens and the Buckaroos, and the Johnny Cash show, featuring Cash, the Statler Brothers, June Carter, Don Reno, Red Smiley and the Tennessee Cut-Ups, and Tex Ritter. Proceeds from the show went to the Kiwanis clubs of Tidewater. Emcee chores were handled by WCMS's Carolina Charlie Wiggs, Travlin' Jesse Travers, Sheriff Tex Davis and Hopalong Joe Hoppel. George Crump, president of WCMS, staged his first "Grand Ole Opry" show of the fall season Sunday (4) at Norfolk's Municipal Auditorium. Featured were Don Gibson, Faron Young, Sonny James, the Southern Gentlemen, the Deputies, Bill Monroe, Millisa, the Bluegrass Boys, Dottie West, Justin Tubb, Bennie Williams, Ernest Bivens and band and Jim Nesbitt.



HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 10/10/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I GUESS I'M CRAZY	14	26	17	CHIT AKINS, MAKE ME A STAR	12
		Jim Reeves, RCA Victor 8383				Don Bowman, RCA Victor 8384	
2	2	I DON'T CARE	7	27	27	STRONGER THAN DIRT	7
		Buck Owens, Capitol 5240				Glenn Barber, Starday 676	
3	14	CHUG-A-LUG	4	28	23	WORKIN' IT OUT	9
		Roger Miller, Smash 1926				Lester Flatt & Earl Scruggs & the Foggy Mountain Boys, Columbia 43080	
4	3	THE BALLAD OF IRA HAYES	14	29	43	IN THE MIDDLE OF A MEMORY	3
		Johnny Cash, Columbia 43058				Carl Belew, RCA Victor 8406	
5	6	I DON'T LOVE YOU ANYMORE	17	30	25	TAKE MY RING OFF YOUR FINGER	17
		Charlie Louvin, Capitol 5173				Carl Smith, Columbia 43033	
6	4	PASSWORD	20	31	31	JUST BETWEEN THE TWO OF US	5
		Kitty Wells, Decca 31622				Merle Haggard & Bonnie Owens, Tally 181	
7	7	DON'T BE ANGRY	8	32	32	THE NESTER	10
		Stonewall Jackson, Columbia 43076				Lefty Frizzell, Columbia 43051	
8	5	DANG ME	19	33	28	ONE IF FOR HIM, TWO IF FOR ME	14
		Roger Miller, Smash 1881				David Houston, Epic 9690	
9	9	FORT WORTH, DALLAS OR HOUSTON	7	34	34	MOTHER-IN-LAW	3
		George Hamilton IV, RCA Victor 8392				Jim Nesbitt, Chart 1100	
10	10	PLEASE TALK TO MY HEART	6	35	29	ASK MARIE	10
		Ray Price, Columbia 43086				Sonny James, Capitol 5197	
11	11	HERE COMES MY BABY	8	36	36	SWEET ADORABLE YOU	13
		Dottie West, RCA Victor 8374				Eddy Arnold, RCA Victor 8363	
12	8	BAD NEWS	12	37	39	THEN I'LL STOP LOVING YOU	22
		Johnny Cash, Columbia 43058				Browns, RCA Victor 8348	
13	15	DERN YA	6	38	—	I'LL GO DOWN SWINGING	1
		Ruby Wright, Ric 126-64				Porter Wagoner, RCA Victor 8432	
14	26	ONCE A DAY	3	39	—	'CROSS THE BRAZOS AT WACO	1
		Connie Smith, RCA Victor 8416				Billy Walker, Columbia 43120	
15	22	THE RACE IS ON	3	40	41	EVERYTHING'S O. K. ON THE LBJ	4
		George Jones, United Artists 751				Lawton Williams, RCA Victor 8407	
16	24	MR. AND MRS. USED TO BE	12	41	—	MAD	1
		Ernest Tubb & Loretta Lynn, Decca 31643				Dave Dudley, Mercury 72308	
17	13	I LOVE TO DANCE WITH ANNIE	17	42	42	TEARS AND ROSES	3
		Ernest Ashworth, Hickory 1265				George Morgan, Columbia 43098	
18	16	SAM HILL	9	43	—	LOVE LOOKS GOOD ON YOU	1
		Claude King, Columbia 43083				David Houston, Epic 9720	
19	20	MEMORY #1	20	44	50	MY FRIEND ON THE RIGHT	2
		Webb Pierce, Decca 31617				Faron Young, Mercury 72313	
20	21	GIVE ME 40 ACRES (To Turn This Rig Around)	6	45	48	LET ME GET CLOSE TO YOU	3
		Willis Brothers, Starday 681				Skeeter Davis, RCA Victor 8397	
21	12	THE COWBOY IN THE CONTINENTAL SUIT	17	46	—	GO CAT GO	1
		Marty Robbins, Columbia 43049				Norma Jean, RCA Victor 8433	
22	33	FINALLY	3	47	44	WINE, WOMAN AND SONG	24
		Kitty Wells & Webb Pierce, Decca 31663				Loretta Lynn, Decca 31608	
23	18	SECOND FIDDLE (To An Old Guitar)	20	48	49	TALKING TO THE NIGHT LIGHTS	10
		Jean Shepard, Capitol 5169				Del Reeves, Columbia 43044	
24	40	FORBIDDEN STREET	3	49	—	DON'T LET HER KNOW	1
		Carl Butler & Pearl, Columbia 43102				Buck Owens, Capitol 5240	
25	19	ME	12	50	—	HOW THE OTHER HALF LIVES	1
		Bill Anderson, Decca 31630				Johnny & Jonie Mosby, Columbia 43100	

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	THE BEST OF JIM REEVES	10	11	11	TRAVELIN' WITH DAVE DUDLEY	5
		RCA Victor LPM 2890 (M); LSP 2890 (S)				Mercury MG 20927 (M); SR 60927 (S)	
2	2	I WALK THE LINE	14	12	18	COUNTRY DANCE FAVORITES	2
		Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)				Faron Young, Mercury MG 20931 (M); SR 60931 (S)	
3	3	TOGETHER AGAIN/MY HEART SKIPS A BEAT	6	13	12	ON THE BANDSTAND	40
		Buck Owens & His Buckaroos, Capitol T 2135 (M); ST 2135 (S)				Buck Owens, Capitol T 1879 (M); ST 1879 (S)	
4	4	LOVE LIFE	6	14	9	THANKS A LOT	10
		Ray Price, Columbia CL 2189 (M); CS 8989 (S)				Ernest Tubb, Decca DL 4514 (M); DL 74514 (S)	
5	5	MOONLIGHT AND ROSES	19	15	14	GOLDEN COUNTRY HITS	10
		Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)				Hank Thompson, Capitol T 2089 (M); ST 2089 (S)	
6	6	DANG ME/CHUG-A-LUG	10	16	15	WEBB PIERCE STORY	8
		Roger Miller, Smash MGS 27049 (M); SRS 67049 (S)				Decca DXB 181 (M); DXSB 7181 (S)	
7	7	BEST OF BUCK OWENS	14	17	16	MORE HANK SNOW SOUVENIRS	25
		Capitol T 2105 (M); ST 2105 (S)				RCA Victor LPM 2812 (M); LSP 2812 (S)	
8	8	R. F. D.	6	18	17	THERE STANDS THE GLASS	15
		Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)				Carl Smith, Columbia CL 2173 (M); CS 8973 (S)	
9	19	GEORGE JONES SINGS LIKE THE DICKENS!	3	19	13	BEFORE I'M OVER YOU	8
		United Artists UAL 3364 (M); UAS 6364 (S)				Loretta Lynn, Decca DL 4541 (M); DL 74541 (S)	
10	10	PORTER WAGONER—IN PERSON	17	20	20	SLIPPIN' AROUND	3
		RCA Victor LPM 2840 (M); LSP 2840 (S)				George Morgan & Marion Worth, Columbia CL 2197 (M); CS 8997 (S)	

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THIS WEEK
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STAY
AWAY
FROM ME"

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audio / video retailer

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

EQUIPMENT NEWSLETTER

Components Losing to Packages

• Continued from page 1

the questions. But let's compare the component business with the package business for a minute. Over-all, including both portables and consoles, in all price brackets, the package phonograph business is down about 6 per cent from last year (in unit sales at the distributor level). But all of this loss is in portables

—which means, generally, low-priced goods. Portable sales are running 11 per cent behind 1963—while console sales are running 5 per cent ahead.

What does this mean to the component industry? It means there's no recession in medium and higher-priced packaged phonograph consoles—at least if you can accept the EIA marketing data figures—and that com-

ponent manufacturers apparently are losing ground in the over-all phonograph business.

How much damage is being done to the audio components industry by current retail sales practices? How much is being done by the higher prices generally commanded by transistorized equipment? Is the current lull merely a temporary calm due to consumer hesitancy and confusion about transistors vs. tubes?

The big merchandisers—both catalog houses and retail outlets—have adopted the "system approach" to selling components. This is an absolutely necessary step if components are to be sold to non-technical people, even though it tends to negate manufacturers' insistence that components are "like a doctor's prescription" and that anyone can "mix or match." It's no secret, though, that many mass retailers are mis-matching, and supplying—for example—well-known top brands of amplifiers and tuners with private-label speakers. (Continued on page 37)

Olympic Bows Color TV, Phono Consoles

CHICAGO — An expanded Olympic product line now includes a thin-line stereo high-fidelity console and a 21-inch color television console with one-knob UHF/VHF tuning.

Availability of the new products was announced early last week by Morton M. Schwartz, president of Olympic Radio & Television Sales Corporation.

The new all-channel TV, Model CC326, called the Rodin, also features simplified tuning controls for easy adjustment of full fidelity color or black and white reception. It is available in contemporary styling, in mahogany-grained or walnut-grained hardboard cabinet with genuine hardwood solids.

Olympic's "custom-crafted" horizontal color chassis with power transformer, balanced conversion circuits, new deflection circuitry, heavy-duty speaker and safety-bond picture tube are also featured.

The stereo console, Model F107, is identified as the Marshall. It features a 20-watt AM/FM radio with solid-state AFC, a sound control center permitting simultaneous radio and

phonograph play in separate rooms, a four-speed automatic record changer and an auxiliary input permitting TV or tape recorder play through the unit's six-speaker sound system. It is available in contemporary-styled mahogany-grained or walnut-grained hardboard cabinets with hardwood solids.

Both TV and stereo are at open list.

DOES IT WITH MIRRORS

Denver Shop Foils Pilferers

DENVER—Cheap but highly effective pilferage prevention has been devised by record retailer Lou Schoen, owner of Lou's Music Box, located in a southeast Denver shopping center.

His prime deterrent to petty thievery is a two-way mirror installed in a partition at the right rear of his store. There it obviously bespeaks its purpose, because installation of a mirror in that location could serve no



practical function other than that of store surveillance.

"Not even a mischievous sub-teen-ager will attempt to slide a

Electro-Voice Bows Products at N. Y.



BIG SPEAKERS are featured in this new Entertainer I component portable by Electro-Voice.

NEW YORK — Re-entering the electronic audio component field, Electro-Voice Inc., Buchanan, Mich., loudspeaker and microphone manufacturer, introduced a new line of transistorized equipment at the New York High Fidelity Music Show here.

The new products include two stereo receivers, a 40-watt



NEW DIMENSIONS in this Electro-Voice component FM receiver, which is only 9 3/4 inches deep, make it suitable for use in shallow bookshelves.

unit (IHF music power) at \$297 and a 20-watt at \$397, stereo amplifiers at \$112 and \$219, and an FM stereo tuner. November deliveries are being quoted.

Also introduced by Electro-Voice was the Entertainer I portable component music system, featuring 30-watt power output and including Garrard changer and two speaker modules with eight-inch coaxial wide-range drivers in molded acoustical enclosures. Nationally advertised price is \$235.

All of the new products are covered by two-year unconditional guarantees, and are being built in E-V's new plant in Newport, Tenn.

Roberts Hds New 4-Track



ROBERTS 1630

CHICAGO — A new stereo-mono portable tape recorder with four-track head is now available from the Roberts Electronics Division of Rheem Manufacturing Company.

Set for \$199.95 retail, the unit is called the Roberts 1630. It weighs 33 pounds, with case measuring 13 3/4 by 13 1/4 by 7 1/2 inches.

The motor is a two-speed electrically switched type with automatic shutoff. It has three-speed drive, with an optional 15 IPS kit available.

Other features include two five-by-seven-inch built-in stereo speakers, external jacks, separate channel volume and tone controls and a three-digit tape index counter.

Zenith Sets Sales Mark

CHICAGO — Zenith TV receiver production and sales topped the one and one-quarter million mark during the first nine months of 1964, setting what company officials described as a new all-time record for the industry.

Zenith Sales Corporation President L. C. Truesdell, reported that 1964 marked the sixth con-

secutive year Zenith has sold a million-plus TV sets.

"We're aiming for a sales figure of one and three-quarter million TV sets in 1964, Truesdell declared.

He also reported new Zenith records in the sale of high-fidelity stereo console instruments and table model phonographs, with "radio sales comparing favorably with last year."

Altec Lansing Bows Malibu

ANAHEIM, Calif. — Altec Lansing will introduce its new Malibu speaker, retailing for \$356 with a walnut finish, and components emphasizing the mid-range region.

The speaker is 40 inches high, 25 inches wide and 18 inches deep. It contains many of the parts used in speakers designed expressly for professional use, according to the company.



MALIBU

Scott Markets New Compact Solid-State Tuner / Amp'fier

CHICAGO — An FM stereo tuner/amplifier described as equal in features and performance to the finest equipment but comparable in size to an ordinary tuner has been introduced by H. H. Scott, Inc.

Called the 334 Solid-State Tuner/Amplifier, the unit will be priced at less than \$430 east of the Rockies.

The 334 delivers 25 watts music power per channel into an 8-ohm load, with the reserve peak power of transistors for improved performance in actual use.

Other features of the 334 are automatic boosting of highs and lows when volume is reduced, a noise filter to improve the sound of scratched records or poor broadcasts, front panel output for connecting stereo earphones,

flywheel-balanced tuning knob and a separate on-off switch so all other controls may be left in normal operating position.

Boston Hosts Micro Meet

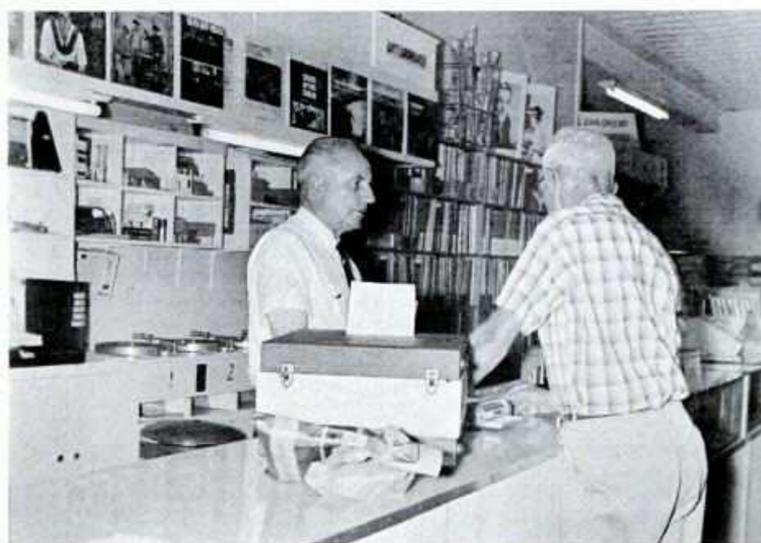
BOSTON — The Microwave Components Section of the Electronic Industries Association will meet here Nov. 4-6 in conjunction with a conference of the New England Regional Electronics Manufacturers.

Discussion will center around "Microwave Components Needs for Phased Array Systems," according to Dr. Howard Scharfman, manager of engineering at Raytheon Company's Spencer Laboratory, Burlington, Mass., and chairman of the EIA section.

Novel Gimmick Spurs Phono Sales



CUSTOMERS GET A 10 PER CENT BONUS on all record sales. Teenagers buying a \$3.98 album receive 40-cents credit toward the purchase of another album. Once started, the chain continues.



LYLE ABER DOES A SURPRISING AMOUNT of record and equipment business with parents. Each summer, he sends a letter of congratulation to every high school graduate's home. A description of the store's merchandise with some "gift suggestions" always produces results. For the same reason, Aber's "back-to-school" season is one of his most profitable.



SUCH ITEMS as stereo tape recorders, musical instruments, TV's and accessories are an important part of Aber's business in this Denver University area.



ABER'S RECORD DEPARTMENT is separated from the phonograph and packaged goods department, though the two provide considerable traffic for each other. New phonograph customers usually spend a 10 per cent bonus discount on records, Aber reports.



SUCH ITEMS AS PHONOGRAPH accessories and transistor batteries are mounted on a peg-board for everyone to see. Note the rack at far left for single records—another Aber innovation.

By **BOB LATIMER**

BOULDER, Colo.—It takes aggressive merchandising methods to move stereo phonographs in even a well established record dealership says Lyle Aber, local retailer.

A 14-year veteran of record retailing, Aber operates two stores in this University community 22 miles from Denver. Currently he sells around 30 per cent of his total volume in stereo phonographs ranging from low price portables up to top-line consoles; as well as TV sets, organs, sheet music and tape recorders.

Aber originally thought that the mere presence of phonographs on display in the record department would create sales, but this didn't prove to be so. Sales at first were disappointingly slow, particularly in the better priced console models.

Heavy Competition

"We were getting plenty of interest, inasmuch as 90 per cent of our customers were record buyers" Aber said, "but with heavy competition in all directions, we weren't selling the phonographs we should."

What was needed, Aber concluded, was an energetic merchandising program, and some type of "gimmick" which would mark the store as a stereo outlet.

Thus Aber developed his unique "Merchandise Bonus"—a system whereby every purchaser of a stereo phonograph gets 10 per cent of the purchase price back on advance credit on his next purchase—to be spent for record albums, accessories, phonographs, TV or organs. In all successive purchases, the same agreement is in effect.

Rubber stamped on the sales ticket, the agreement is a non-transferable contract between store and customer, which in many instances has kept a customer buying for 10 years in a row.

It has also meant a string of big ticket sales, such as a \$450 console stereo phonograph purchase. The \$45 credit will then be

applied to a color TV set at \$500. The resulting \$50 credit will go toward tape recorder or some other items.

Bonus Spent on Disks

"When a customer buys a moderately priced portable stereo at around \$100, he usually spends his \$10 bonus on records in the next few months," Aber reports. This, naturally, keeps him coming back and gives Aber plenty of opportunity to sell high markup accessories such as antistatic equipment, record racks, diamond needles, and additional speakers.

Colorful window displays have been used for years to illustrate how the bonus system operates, with big ticket phonographs in the window each accompanied by a sign showing how the purchase of one provides part payment of the next.

Simple as the system is, it has never been used by any other dealer in the area, Aber says.

Aber remodelled his store a year ago to provide a separate showroom, acoustically balanced, for the stock. Well away from the distractions of the record browsers, it provides a quite salon atmosphere for showing both organs and phonographs.

\$350-\$500 Phono Volume

At least 50 per cent of his phonograph sales volume is now in the \$350-\$500 range because of the separate showroom and the 10 per cent bonus idea, Aber says.

Aber has been equally successful in switching to top quality tape recorders, stocking Sony and Roberts lines. By concentrating on longer profit \$250 to \$450 stereo tape recorders, Aber's dollar volume by June 15 was higher than all of 1963.

The same 10 per cent applies to record purchases, as another incentive to customers. The purchaser of a \$3.98 album receives 40 cents credit on his next album, so that once the chain has started, it keeps the customer coming back.

Each year Aber sends a letter to the parents of every high school
(Continued on page 37)

KEY PLAN

Private Studios Sell Phonographs

DENVER—A set of keys is helping Lou Schoen, owner of Lou's Music Box here, sell an extraordinarily profitable volume of stereo phonographs.

One of Denver's top record retailers for more than 10 years, Schoen sells most of his phonograph volume in an air-conditioned, soundproof studio near

the self-service record racks. There, behind locked doors, he demonstrates both portables and consoles.

Under a plan Schoen has used for years, no one enters the studio unless he is an active prospect or is carrying a favorite record under his arm.

"The customer enjoys the feel-

ing of privilege when the showroom is unlocked for him," Schoen said. "It means he won't be distracted by other customers or pressured by a salesman." Schoen's salespeople add to the red carpet effect by making a deliberate show of taking the studio key from the cash register drawer and unlocking the room for the customer.

"We pick potential phonograph customers from record purchasers who are in the store consistently," Schoen explained, "and whose record buying indicates a preference for good music. We invite these people to hear their new records on a new stereo phonograph in our studio."

"I make no attempt to compete with low discount store prices. Emphasis is placed on service, customer satisfaction and quality," he declared, twirling a set of keys.

BEATLES' FILM, DEALER TIE-IN

ST. JOHNSBURY, Vt.—When the Beatles' film "A Hard Day's Night" was shown here, Loren Phelps, proprietor of the Music Shop, co-operated with the Star theater in selling the original soundtrack albums in the theater lobby.

There was also a promotion tie-in with radio Station WTVN, which announced every time a Beatle record was played that the long-awaited movie was in town.

"The picture went over well," Peter A. Sulloway, the theater manager, reported, "and a good time was had by all!"

SMASH HIT ALL OVER!

"BE CAREFUL
LITTLE GIRL"

THE FENWAYS

R-4573

ROULETTE RECORDS

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THE TYMES
"HERE SHE
COMES"

b/w

"MALIBU"

P 924

THE BIG ONES ARE
ON CAMEO/PARKWAY

The Year's First Sleeper

RICKI DINO'S

"YOU'LL ALWAYS BE
THE ONE I LOVE"

Fox 538



Garnet
Mimms

"LOOK
AWAY"

UA 773

On the One to Watch



The Sapphires coming on
strong with

"THANK YOU FOR
LOVING ME"

c/w

"Our Love Is
Everywhere"

ABC 10590



when answering ads . . .

Say You Saw It in
Billboard

Advertising Budget Holds Key to Omaha Hi-Fi Dealer's Success

OMAHA—Success is knowing where and when to spend your advertising budget. Or so it seems with Ray Moss, owner and president of Omaha's House of Hi-Fi, an equipment and record sales operation that is definitely successful.

Moss attributes a good share of his business to direct mail advertising, which he says is by far his most effective media. His mailing list covers a 250-mile radius and at least one mailing piece is sent out each week. However, the subject of the mailer and the mailing list may differ each week.

When asked how the mailing list was compiled, Moss reported that he keeps a registration book in his store for interested browsers. Other sources of names are the "newcomers" list in Omaha and inquiries to manufacturers that are passed on to Moss.

Ray Moss is very advertising conscious and has some definite ideas on which types of advertising are right for his particular kind of operation. He uses newspaper advertising, but only the TV guide section of the Omaha paper. Moss has found ads in other sections of the paper just don't pull the way an ad in the TV section does. Moss claims part of the success of this kind of advertising is that this section of the paper stays in the home for a week and gets more exposure.

Moss also believes in promoting only one item at a time in newspaper ads. He may run a component ad, or a console ad, or even a record ad, but the House of Hi-Fi is noted for specializing in the best equipment and records, so Moss strives to keep his advertising specialized, too.

During the winter, when business is at its peak, Moss uses 10-second TV commercials.

Successful Operation

The House of Hi-Fi has been a successful Omaha equipment and record operation for seven and a half years. The first four years, the store was located in smaller quarters closer to the downtown Omaha area. Three and a half years ago, Moss and company mover further west, away from the downtown area, into larger quarters that offered room for a complete inventory of equipment, records, tapes, tape recorders, accessories, listening rooms and expanded parking facilities. When asked if the move away from town helped or hindered business, Moss said, "It may have cut down on some of the small buyers, but we're closer to a large section of the money buyers." The new location on 70th and Dodge is very near the newer residential district of Omaha.

According to Moss, the whole area is in a mild recession and that, coupled with slack summer in the business, could be economically upsetting, but the House of Hi-Fi is recording the same profit margin as last summer.

The House of Hi-Fi is a franchise dealer for Scott package and console equipment, Telefunken and Electrohome consoles, in addition to several other lines in consoles, TV, and tape recorders. The inventory also includes a complete selection of LP's and a large department of pre-recorded tapes. As far as 45's go, the House of Hi-Fi carries only the top 40 and that's more a convenience feature for buyers than a money-making department.

Records Discounted

The record album inventory at the House of Hi-Fi is one of the largest in Omaha, with every album discounted a dollar . . . even the classics.

Moss disclosed plans to open a rental library for pre-recorded tapes. Every buyer who purchased or has purchased a tape recorder from the House of Hi-Fi will get a free card entitling him to the services of the library. However, any interested person can buy a card for the tape rental library.

Moss explained that to have a pre-recorded tape department at all, you have to stock a large number of tapes. But the tapes don't move fast enough to be really profitable and a rental library seemed to be the solution in this case.

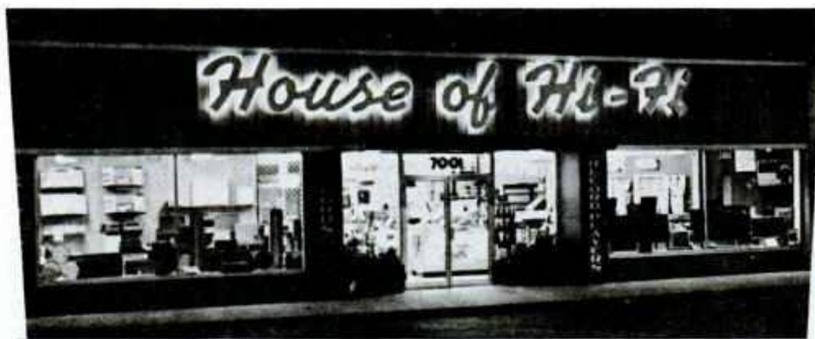
Future plans for the House of Hi-Fi include expansion into musical instruments, particularly guitars for which Moss says there is already a great demand among his buyers.

Constant Expansion

The small Omaha business that started exclusively as a component sales operation, has expanded constantly to the point where today Ray Moss has four full time employees, two part time workers and a leased service department.

The House of Hi-Fi features a used equipment department and Moss explained that it takes trade-ins on equipment, but the used market is down at the moment. However, their used equipment turns over rather well.

If there's any secret to the success of the House of Hi-Fi, it's probably Moss's ambition, foresight and his unfailing ability to advertise and promote at every opportunity. Once you've had contact with the House of Hi-Fi, you're not apt to forget it, whether it's a reminder from the promotional matches you slipped in your pocket as you left the store, or the firm's unique stationery.



Transistors Aplenty Are Featured at Hi-Fi Show

• Continued from page 3

served as opening night host at the discotheque. Food and dancing were featured during the run of the show.

While solid state units (transistorized) were strongly in evidence, there are no signs that vacuum tubes will become passe in tuner and amplifier use. Many dealers reported that they now are stocking both types.

Good stereo equipment is coming down in price. It is being packaged to appeal to the women. In greater number are compact systems which have both the stereo amplifier and record changer (or turntable) combined in one piece of attractive furniture. Two separate speakers complete the unit and the joining of them by simple plugs makes connecting or moving units much simpler than before. Among those who have such compact systems are Shure, KLH, Fisher, Scott, Electro-Voice and Pilot.

The official program listed no record manufacturers and none were observed as exhibitors, although two had distributed records to selected exhibitors for demonstration purposes. Ampex

had a display of pre-recorded tapes in their exhibit area and were using them to demonstrate their tape recorder line.

Ampex Offers Languages

CHICAGO — French, German, Modern Greek, Italian, Russian and Spanish instruction courses are now available on Ampex tape.

"These are the first high-quality foreign language instruction courses ever offered in tape format," John N. Latter, Ampex Corporation vice-president, announces.

Developed by the Cortina Institute for Language study, each course consists of 40 lessons on two reels of tape complete with a hardbound text and a dictionary. The course costs \$9.95.

"Tape offers the unique advantage of recording pronunciation on the two free-tape tracks and playing it back in comparison to the recorded instruction," Latter said.

Components Lose to Packages

• Continued from page 34

which sometimes brings total system performance below that of a far cheaper package system. Does this make for satisfied customers?

This problem is causing increasing concern in the component business. A particularly loud protest has been registered by Electro-Voice simultaneous with its announcement that it is supplementing its speaker line with a complete line of its own-make transistorized components. In a "statement of marketing philosophy," Sales Vice President Larry LeKashman attacked "the highly questionable marketing technique of combining an overpriced piece of electronics equipment with loudspeakers of highly questionable ancestry and offering the public a complete high-fidelity system for little more than the cost of the electronics itself." This practice, said LeKashman, has become so prevalent during the past 12 months "a significant proportion of the so-called component high-fidelity systems being sold were inferior to packages available at the same or lower dollar value."

As a brand-name speaker manufacturer, Electro-Voice is naturally concerned about this situation, and its new components line is priced moderately enough to permit the inclusion of its own speakers in a reasonably-priced component package.

The phrases "component package" and "system approach" crop up more and more, and they may point the way to the future of the audiophile high-fidelity industry. If there is to be any future, the "doctor's prescription" and the "mix-or-match" may become a thing of the past. Is the real future of the component business in the "package" business?

The separate tuner and amplifier are giving way to the combined tuner-amplifier. Transistor technology has made possible the so-called "component portables." Take a look at a "component portable" some time. It's no more a component than any of the mass producer's portables. Electro-Voice, which we are

using as an example here, now fields a full line of components (except for the turntable). Is this really the future of the component business—full line or die? Is the next step the pre-selected package—selected not by the retailer but by the manufacturer?

A good case can be built up for the match-but-don't-mix, or "Chinese menu" approach, giving the consumer plenty of selectivity in matching tuners, amplifiers, speakers (one from Group A, one from Group B)—but all from a single line. If this industry is to grow out of its hobby-lobby stage, it almost inevitably must follow some kind of "package" approach.

Can you build a better sports car with a Corvette suspension system, Jaguar brakes and an Astin-Martin steering linkage? I don't know, but you're not going to sell many this way, until perhaps some smart retailer makes up a "package"—including a Volkswagen engine.

This is the Face on the Hi-Fi Show Floor.

Novel Gimmick

• Continued from page 35

graduate in the city, congratulating the parents on their child's graduation. Aber then goes into the subject of what the student's interest will be at college, suggesting a tape recorder, a portable phonograph or at least a transistor radio to accompany him away to school. He also describes his bonus system. He follows up the letter where he feels it is warranted and has made the back to school season one of his most profitable, frequently selling to 50 per cent of his mailing list.

Aber uses stunts to attract attention to phonographs, such as offering 100 trading stamps to every woman who watches a demonstration of a diamond needle. He registers each woman, thus building up a valid list of phonograph-owning families in the area, all of whom will receive direct mail about new stereo phonographs and accessories.

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GAG WRITER. HAVE MATERIAL, WILL travel. Monologues, patter, comic song titles, heckler stoppers, parodies, acts, skits, blackouts, band novelties, introductions. Everything new, original, fresh, hilariously funny. Send only \$1 for generous sample assortment. Write now: Don I. Frankel, P. O. Box 963, Chicago 90, Ill.

WARNING!!! "THE CRAZY GRINGO" has escaped!! Bigger than TEXAS. Need to expand, need best distributor in each State. If you like money, you'll love "The Crazy Gringo!" Contact: Clay Glover, 527 So. Elm, Abilene, Tex. no7

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RECORD SALESMEN

for all areas of United States. To contact Distributors, Rack Jobbers and Record Stores for fast-selling line of nationally known party records. Liberal commission. Non-conflicting lines permissible. Reply to:

Box A-275

The Billboard Publishing Co.
1520 N. Gower
Hollywood, California 90028

RECORD SALESMEN

for all areas of United States. To contact Distributors, Rack Jobbers and Record Stores for fast-selling line of nationally known budget and kiddie LP records. Liberal commission. Non-conflicting lines permissible. Reply to:

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Labels: A&M, Ad Lib. After Hours, Aertan, Arlen, Blast, Baroque, Bluesville, Carlton, Crystale, Conversaphone, Cricket, Crown, Design, Dore, Diplomat, Dyer-Bennett, Enith, Forty-Ninth State, Folkways, Guyden, Guest Star, Grand Prix, Happy Time, Harmon, Hurray, Infinity, Interlude, Instant Language, International, Jamie, Jazzland, Jubilee, Josie, Kent, Landa, Lenox, Lively Arts, Mack IV, Malibu, Marsh, Monitor, Moodsville, Moonglow, Near East, New Jazz, New Art, New Time, New Hits, New Town, Pageant, Peter Pan, Prestige, Rexford, Seeco, Serock, Swingville, Take Ten, Todd, Tradition, Tru Sound, Tropical, Universe, Wonderland, Wand, Wilshire, United States, Zen.

RETAILERS, OPEN A RECORD DEPARTMENT or run a sale with our HIT LP's retailing at 99¢ and recent HIT 45's retailing at 25¢, then get a cash refund for any records left over. Write or call Hal Faktor, 4143 W. Armitage Ave., Chicago, Ill. CA 7-3722. np

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Finest Quality—Low Prices—Top Notch Talent.
8 Singers (male-female), 10 Instruments—Vocal Groups.
Best, Modern Tape and Disc Equip. (Ampex, Altec, RCA)
Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$13.00; two songs, \$23.00 (45 or 78); add Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar, Violin for \$5.00 each per song.
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PUBLISHERS, HURRY—I HAVE SIX songs to be published, including three Christmas and one New Year's number. Excellent chorale material, long verses, LP possibilities. Please contact me if interested immediately. Tel.: 522-7552 or write: Marjorie Mietla, P. O. Box 4503, Chicago, Ill. 60680.

SOLD IN U. S. A. ONLY. JOHN W. Hansen of Hansen Songs will have two of his songs on a 45 in a few months. Can only be sold by Hansen Songs for \$1.10 each. Write: P. O. Box 1001, Bergenline Station, Union City, N. J.

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

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
- Advertisements 2" or larger are set in boxed style.
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USE THIS HANDY ORDER FORM

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BULK VENDING news

PLASTIC LAMINATING
VENDING MACHINES
 20c profit on each sale. \$29.95 per machine
 sidewalk vending
 45 Bergen St. Brooklyn 1, N. Y.
 Phone (212) TR 5-0835

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Futuristic Capsules can't be duplicated

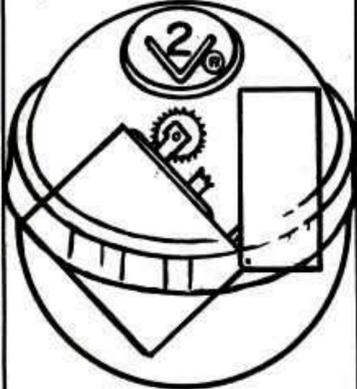
Registered U. S. Patent Office.

Victor is always first with the greatest.

Now . . . Victor brings you the new futuristic capsules.

SAMPLES FREE FOR THE ASKING

Operators and distributors: Ask for quantity discounts on filled or empty capsules.



V-2 (approx. 2" dia.) capsule shown above slightly smaller than actual size.



V-1 capsule shown actual size.



V capsule shown actual size.

LOGAN DISTRIBUTING, INC.

1850 West Division Street
 Chicago, Illinois 60622
 Phone: HU 6-4870

Giant NAMA Chicago Conclave To Draw 8,000 Vending Execs

CHICAGO—Some 8,000 industry executives and personnel will view the latest developments in automatic vending equipment and products at the annual convention and trade show of automatic merchandising at Chicago's McCormick Place exhibition hall October 17 through 20.

Managed by the National Automatic Merchandising Association, the annual industry show will also present four days of business programs and discussions dealing with marketing, sales promotion, merchandising and customer relations for vending companies. Business sessions are scheduled at the Conrad Hilton Hotel.

While ranging from currency

changers to grocery venders and from coin-operated milk shake machines to automatic greeting card dispensers, the show will concentrate on the increasing variety of coffee, soft drink, cigarette, food and sandwich venders which are the backbone of the \$3 billion sales automatic merchandising business.

The continued expansion of vending services in hospitals, schools, factories, military installations and public recreation areas is expected to draw more than 1,000 administrators and personnel directors from these fields. Viewing the latest methods and equipment at the annual show has become a "must" for many of these users of food and refreshment services.

Delegations from Great Britain, Germany and other European countries will be joined by visitors from Japan, the latest nation to adopt distribution methods from the U. S. vending industry.

The show is not open to the general public.

Bulk Banter

Pacific Patter

Herb Goldstein, merchandise director of Oak Manufacturing Company, left St. Jude's Hospital, Fullerton, Calif., Thursday (1), several days ahead of schedule. He hopes to be back swinging before long. . . . John Vogel, son of Art Vogel, well-known bulk operator, is recuperating from a recent operation. John is with the sheriff's office. . . . Murray Carr has moved from Brea, Calif., to Fullerton, Calif. He was in Los Angeles Tuesday (29), buying supplies at Acme Vending. . . . Evelyn Charvez is the new secretary at Operators Vending. Anita Rufus, who held down this post, has been switched to Byron (Red) Nance's post while he is on vacation in Canada. She will take over additional duties when Nance returns. . . . Woody Woodward, Oak Manufacturing Company shop foreman, got one of the first Grand Prix models sold in the Los Angeles area. . . . Arnold J. Provisor, general counsel for Operators Vending, found that this do-it-yourself business has its perils. While he was removing plaster for the remodeling of his kitchen, a chunk of it fell and bopped him on the forehead. . . . Sid Bloom is anxiously waiting to get into his new home.

George Templin is recuperating from recent surgery at his home in Long Beach, Calif. The route is being run by his sons, George Jr. and Darryl, during his absence. . . . Ted Werner is back in town after a long trek into Central California to service his machines. . . . Steve Watson, of San Diego Vending Distributors, was in town at Acme for supplies.

Penny King Releases Capsules, Penny Mixes

PITTSBURGH — Two new 10-cent capsule assortments and a 1-cent mix are available from the Penny King Company.

The 10-cent capsules are called "High Jinx" and "Loving Cups and Key Rings." "High Jinx" include a Jumping Skeleton and Mummy's Head with colored silk hair. "I Am the Greatest" loving cups, key rings with metal emblems and gold watch chains with lucky stones are included in the other 10-cent capsule.

Priced at \$8 per bag of 250 capsules, each assortment has its own free display front.

Penny King's 1-cent assortment, called "Take Me to Your Leader and Turn My Heart," is also available with a free display front and is priced at \$5.99 per bag of 500.

A variety of capsule mixes are currently available from Penny King, including: "All Trolls," "Trolls and Others," "Hairy Creatures From Outer Space," "Trolls, Hairy Creatures and Others," "Key Rings and Watch Chains," "Jewelry," "Key Rings With Novelties," "Key Rings With Metal Emblems" and "Beatle Records."

Nearly all Penny King mixes are in "screw-tite" capsules.

Toy Dept. Placement Boosts Vending Sales

OKLAHOMA CITY—Using 5-cent and 10-cent bulk vending

BUILT FOR BUSINESS!

MARK-BEAVER
Bulk Vending Machines
 Full of built-in advantages for longer life and greater profits.



VENDOR
MFRS., INC.

1319 LEWIS STREET
 NASHVILLE, TENNESSEE
 PHONE: 615 256-4148

(Distributor areas available throughout the world)

machines as close as possible to the toy department stores has resulted in sharply increased sales for Frank Stilwell, Stilwell Bulk Vending Company, here.

Stilwell operates multiple-head batteries of six, eight and 10 machines in most of the large discount department stores in the area, by contract for the most part. One reservation which Stilwell makes in the contract is that he be allowed to place the machines. In spotting his big, multiple-machine equipment, Stilwell is careful to keep an eye on the location of the toy department and to display 5-cent and 10-cent novelties as close to the department as practical. This works out wonderfully, the Oklahoma operator said, for several reasons.

One of them, of course, is the fact that shopping mothers, faced with the age-old clamor for a new toy on the part of their youngsters, are quick to note the bulk vending machines. They pacify the youngsters by dropping coins in vending machines.

New Eppy Assortment

JAMAICA, N. Y. — Eppy Charms, Inc., this week announced a sale on 27 large Horribles and Jungle Reptiles sold in units of 1,000 together with 1,000 capsules. The items are designed for 5-cent capsule vending.

Announcing the first and newest NORTHWESTERN



Now ready for immediate delivery. Holds 1,000 individually wrapped FLEER'S BUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading. Other products soon available.

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 Phone: FAirfax 4-7526

Great Time Saver COIN WEIGHING SCALE

1c or 1c & 5c Combination

Weights \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial projects pointer when in use.

\$22.00



Complete With Sturdy Carrying Case

ORDER TODAY
 1/3 Dep., Bal. C.O.D., F.O.B. N. Y. Distributors, Write for Prices.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, INC.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Paris, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.
 PResident 2-2900

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

Say You Saw It in Billboard

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
 COMPANY _____
 ADDRESS _____
 CITY _____

Fill in coupon, clip and mail to:

KING & COMPANY

2700 W. Lake St. Chicago 3, Ill.
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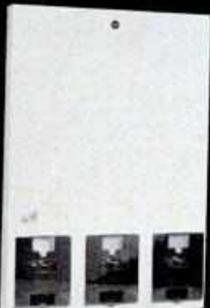
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COINMEN IN THE NEWS

Los Angeles Angles

Pauline Riss, radio service dispatcher at Associated Coin Amusement Company, Inc., was married recently to Bill Ewing, business engineer. The wedding was at the Little Brown Church in the Valley in North Hollywood. . . . Dan Donohue, West Coast district manager for the Seeburg Corporation for more than 20 years and later vice-president and general manager of both Seeburg Distributing Company, and Amco Music & Vending, was on Pico's Coin Row saying a good-bye to Hank Tronick of C. A. Robinson Company and his many friends before taking off for Germany. Donohue will do considerable motoring through Germany, Austria, and Spain. He will fly back to Los Angeles from Paris in about a month.

Sig Miller is the new salesman at the Los Angeles branch of the R. F. Jones Company. Barbara Wolfe has joined that Jones office as a secretary. . . . A "New Year's" celebration will be held at the R. F. Jones Company as it marks the end of its fiscal year. . . . Jim Venator of Automatic Canteen in Chicago spent a few days at the Los Angeles Jones Company, which he visited following a brief stay at the San Francisco main office. He will visit Denver and Salt Lake City before returning to San Francisco. . . . Jack Rollins, vice-president and comptroller of the R. F. Jones Company in San Francisco, spent a week of his vacation re-landscaping his yard. Part of his vacation was spent in Hawaii. . . . Birthdays were marked at the R. F. Jones Company in Los Angeles with Chuck Klein and Bill Gray adding a year.

The many friends of Tony Vigelette, music and games operator in Norwalk, will be happy to learn that he has been discharged from the hospital. . . . S. L. Griffin, Pomona operator, said that he had six robberies, including one of his shop, in a week. . . . Les DeChene, Riverside; Max Nolan, San Bernardino, and Austin Noble, San Bernardino, were in town for parts and supplies. . . . Mike Stanley of Stanley Distributing Company, Seattle, was a Los Angeles visitor. He is considering an office in Honolulu. . . . Jimmy Wilkins is showing the new Bally games, "2 in 1" and "Big Day" at Paul A. Laymon, Inc. . . . Corazon M. Tan and Teodoro C. Gumatay of the Philippines visited Simon Distributing Company during a stopover in Los Angeles on their way to New York. . . . John Freeman, office manager at Simon Distributing, is back from a vacation which he spent in Oregon. . . . Joe Duarte, Duarte International Sales, and Marshall Ames, Vendart, were busy planning a weekend in Ensenado, Mexico. . . . Leonard Hicks, Los Angeles Wurlitzer branch, has returned from a vacation with relatives in Wichita, Kan., and is conducting service schools in the territory. A school will be held at the branch, 2920 West Pico Blvd., the evening of Oct. 13. Clayton Ballard, manager, said. . . . The Wurlitzer branch has installed a Jenny steam cleaner for more efficient machine cleaning as well as an air compressor to supply air to the work benches.

SAM ABBOTT

Mississippi Memos

Abe Malouf, Malouf Music Company, was in Hot Springs, Ark., recently for a few days of

vacation. . . . Dominic Fratesi, Dixie Amusement Company, Greenwood, Says civil rights strife there this summer has hurt his business. A curfew has shut many locations at dark and "whites are afraid to get on the sidewalks."

Clinton U. Collins, Crystal Amusement Company, Grenada, has locations on Big Grenada Lake, is getting a lot of business since the expressway from Memphis to Grenada opened a few months ago—a part of the interstate expressway system. . . . Pat Harrington, Harrington Sales Company, Houston, Miss., recently finished his \$40,000 home, is enjoying it.

Mrs. Juanita Jones, whose husband Mahon Jones, died in June, 1963, has been doing a good job operating the route. She has two employees. . . . Cy Puckett, the Music Man, Lambert, was in Memphis last week buying records. . . . Ted Combs, Taco Amusement Company, Oxford, getting his route in shape for opening this month of University of Mississippi. He has spots on and off the campus, says fall will bring big pick-up in business.

Another widow doing a good job is Mrs. O. H. Rushing, Philadelphia Music Company, Philadelphia, whose husband died three years ago. . . . Fred Dowdy, Ole Miss Music Company, Pontotoc, said the summer has been quiet, but business will get going good this month. Dowdy is also mayor of Pontotoc.

ELTON WHISENHUNT

Gotham Gleanings

Tenth Avenue was virtually deserted late Friday (25) as operators and distributors flocked to the Catskills for the annual outing of the Music Operators of New York at the Nevelle. MONY held the affair as a joint venture with the Westchester Operators Guild and the Music Guild of New York. Handling arrangements for the Gotham group were Al Denver, president, and Ben Chicofsky, business manager.

Harry Berger, West Side Distributors, is busy selling the new Pro line of U. S. Billboards.

Berger and Al Simon, Al Simon Sales, will represent the firm at the annual convention of the Music Operators of New York, to be held in Chicago Oct. 14-16.

Abe Lipsky reports brisk sales on the Arizona gun game, made by the West German firm of Th. Bergmann. . . . Robert Kempner, son of Irv Kempner, Runyon Sales, is in Boston's New England Baptist Hospital recovering from an operation. The young Kempner was seriously ill for four months, but is now on the way to recovery.

Attending the recent meeting of the New York State Coin Machine Association were Harold Rosenberg, John Bilotta, George Holtzman, Carl Pavesi, Mike Mulqueen, Henry Knoblauch Jr., Lou Werner, Charles Broderick, Jack Shawcross, Lindy Nardone, Jack Wilson, John Cooper, Bucky Van Wyck, Joe Grillo, and, of course, President Millie McCarthy.

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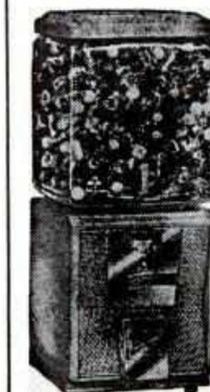
MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.73
Pistachio Nuts, Jumbo Queen, White	.66
Pistachio Nuts, Large Tulip	.71
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Sheik, Red	.63
Cashew, Whole	.62
Cashew, Butts	.79
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gums	.32
M & M, 500 ct.	.48
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	\$.32
Mall-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum prepaid on all	.34
Rain-Blo Ball Gum	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
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VICTOR'S NEW TOPPER "66"
Now Vends Capsules \$15.50
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NEW CASH BOX

Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.

NEW VICTOR CAPSULES

Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.

"V" Capsules	\$ 4.50 per M (5M Lots)
"V-1" Capsules	\$ 8.00 per M (5M Lots)
"V-2" Capsules	\$13.50 per M (2M Lots)

LOGAN'S 10c SPECIALS ASSEMBLED IN "V" CAPSULES

Painted Scatter Pins	\$39.00 M
Trolls with Stone Eyes	38.00 M
DeLuxe Girls and Boys Rings	30.00 M
Fancy Key Holder with 8-Ball	35.00 M
Baboon with moving arms and legs	25.00 M
Styrofoam Display Front (without merchandise) for new Victor Topper "66." Ea.	.10

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COIN MACHINE news



SOME 60 VENDING OPERATORS and servicemen attended World Wide Distributing Company's service school last week on the Seeburg vending line. Irv Ovitz, head of vending sales at World Wide, termed it the "most successful vending session in World Wide history."

Va. Operators Set for Annual State Meeting

RICHMOND, Va.—A proposed State sales tax will be a prime topic of discussion when some 300 operators, distributors and guests gather for the Music Operators of Virginia fall meeting to be held in the John Marshall Hotel here, Nov. 19-20-21.

Also featured will be exhibits and a full social program including a special session for the

ladies. The traditional banquet and floorshow will wind up festivities on Saturday (21) evening.

The proposed sales tax is expected to be considered at the next regular session of the Virginia Legislature. Virginia now is one of 12 States without such a tax.

Profit Squeeze

Jack Bess, Roanoke Vending Exchange, said that passage of a sales tax would be a serious matter for the States operators, all of whom are already caught in a profit squeeze.

Bess said that if such a tax were passed, other levies which operators now pay would have to be adjusted.

Virginia operators pay a \$1,000 State operator license for games plus \$25 per machine. Juke boxes require no general license but operators pay \$5 per machine.

Vending Covered

Vending machines are covered under merchants' licensing requirements and operators make an accounting to the State at year's end.

The fall meeting is the high-point for the State's coin machine association. It traditionally draws operators from several surrounding States as well.

The West Virginia group has already named John Wallace, its newly elected president, to officially represent it at the Richmond conclave.

Nostalgic Overtones

The sending of Wallace carries several nostalgic overtones since he, along with George Miller, (Continued on page 46)

ILL. ASSN. TO MEET DURING MOA CONCLAVE

CHICAGO — The Illinois Coin Machine Association will hold its first year anniversary meeting at Chicago this fall, simultaneously with the big Music Operators of America convention in the city's Sherman House. New officers and directors will be elected. The Illinois group is also considering a joint MOA-ICMA membership. That is, operators would automatically belong to both groups and would pay dues for both groups simultaneously. Many State and local associations already have such an arrangement. The subject will be discussed at the meeting. Time and date of the Illinois association meeting will be posted during the MOA convention.

Coin Counters Names Wilkes General Mgr.

LOS ANGELES — Edward S. Wilkes, a veteran of 30 years in the coin machine industry, has been named general manager of Coin Counters, Inc., Albert S. Weymouth, president of the corporation, announced here.

Wilkes recently resigned as assistant manager of the local R. F. Jones Company, a post he had held for three and a half (Continued on page 46)

Little LP Programming Makes Cautious Progress in Memphis

By ELTON WHISENHUNT

MEMPHIS—The Little LP may not be, like politics, a controversial subject, but in this area it is certainly one which goes from one extreme to the other in usage and in opinions among operators on whether it produces additional revenue.

A survey of six operators and two distributors disclosed that:

1. A growing number of operators are using it. Quite a number still do not use it; they guess 50 per cent or more.

2. Those who use Little LP's are doing so—in small numbers. That is, only a small per cent of their route is in the console-type juke box which plays the Little LP.

3. Some operators say the Little LP's help their collections.

Others say they don't.

4. Significantly, of the operators interviewed who use Little LP's, all had increased collections this year over last year, but they were in disagreement as to any help from the Little LP's.

5. One operator who does not use Little LP's was the only one who did not report an increase in collections. He reported the same revenue.

Here's a breakdown on how the operators stood on whether the albums increased collections.

Increases collection very well: JOHN NOVARESE, operator of Poplar Tunes Music Service.

Increases collections slightly: PARKER C. HENDERSON, operator of Rainbow Amusement Company.

WILLIAM V. FORSYTHE,

operator of Forsythe Amusement Company.

Does not increase collections at all:

CHARLES V. McDOWELL, general manager of Southern Amusement Company.

DREW J. CANALE, operator of Canale Amusement Company.

Does not use Little LP's: EDDIE BODENHEIMER, Shelby Amusement Company.

Collections Up 25 Per Cent: Novarese said he has between 25 and 30 console-type juke boxes which play the LP's and he credits the disks with increasing his collections 25 per cent.

He said he has on some spots 10 per cent of the records on the box in Little LP's, 25 per (Continued on page 45)

Record Costs, Liquor Laws Slow Little LPs' Progress in Canada

By KIT MORGAN

TORONTO—"Vicious circle" best sums up the situation regarding Little LP's in Canada. To generalize, the record companies and distribution outlets are waiting for operator demand to spur them into pressing or importing them, while the operators are waiting for distributor promotion to spur them into programming them.

Two major factors restrict the growth of the Little LP in Canada.

Pressing Little LP's here must wait till there is some assurance of volume sales, and potential sales could only be estimated after importing them and testing the operators' and public's reaction.

Yet the cost of importing them is prohibitive—8 per cent exchange on the Canadian dollar (pegged at about 92 cents U. S.), 20-odd per cent duty, 11 per cent federal sales tax, plus transportation charges, boost the price of the Little LP to \$2.80-\$2.90 here.

There is also the problem that, having imported the disks at great expense and considerable trouble, the distributor might be stuck with them if they don't move.

Liquor Laws

On the operator side, they must program to a predominant-

ly teen-age market which demands hit material not available on Little LP's. The teen-age-oriented programming is primarily a result of Canadian liquor laws. In most of the 11 provinces, coin music machines are illegal in premises licensed to serve alcoholic beverages, and the vast majority of juke boxes are in restaurants and other locations which cater to young people.

At the moment, the major record companies say there is little or no demand for Little LP's and they have adopted a "wait and see" attitude and are watching the U. S. scene. One-stop do not stock them because they also say there is little or no demand, and also because they are not being pressed here and,

as mentioned above, importing them is too costly and risky.

Little LP distribution is mainly limited to machine distributors, Seeburg and Rock-Ola, who import and offer Little LP catalogs but also report relatively little demand. Rock-Ola distributors in Toronto, for example, report \$2,000 in Little LP sales from January to August this year.

In general, operators say there is little market for them and they are too expensive. But some say they would certainly experiment with them if they were more easily available and widely promoted. There is some reluctance on the part of operators to buy from a juke box distributor because of the in- (Continued on page 45)

113 Kansas Citizens Buy Federal Gaming Stamps

KANSAS CITY, Kans.—The U. S. Internal Revenue Service has sold approximately \$29,000 worth of wagering stamps and tax stamps for coin operated devices to Kansas Citizens.

The IRS office at Wichita, Kans. reported 113 persons bought \$250 stamps for coin operated gaming devices. Most such stamps were issued to

tavern and restaurant operators.

The city of Kansas City has passed an ordinance to control pinball machines by requiring a city license for them. One section of the law would prohibit anyone holding a tax stamp for a gaming device from obtaining a city pinball license.

However, the city has been enjoined by Judge William Burns, Wyandotte County District Court, from enforcing the ordinance. The city has appealed Burns' ruling to the Kansas Supreme Court.

Deputy City Attorney George Haley said all briefs have been filed with the State tribunal. A trial date probably will be set soon, he said.

A small number of the stamps have been issued to residents in suburban Wyandotte County. Robert Foster, Wyandotte County attorney, said he would make no comment about the stamps.

Unveil Round Pool at MOA

CHICAGO—The amusement game industry's first round pool table will be introduced at the MOA Convention next week by the Great Lakes Games Corporation, national sales outlet.

Technically speaking not a "round" table, the new coin-operated game is of elliptical construction, providing unique "focus points" which permit the playing of accurate bank shots.

The inventor of the revolu-

tionary single-pocket game is Arthur P. Frigo Jr., who conceived its design while a senior at Union College. A pool buff, Frigo was struck with the pool table possibilities inherent in the focus points of an ellipse while working out an involved mathematical problem.

Named Elliptipool and priced around the \$400 mark, the new game has stimulated great player interest during recent lo-

cation tests, according to a Great Lakes spokesman.

Manufactured by the Gotham Educational Equipment Company, Inc., the Elliptipool game provides opportunity to play nearly every standard game of pocket billiards usually played on rectangular pool tables.

Sample shipment will begin during the week of the MOA Convention. Regular coin machine distribution will be appointed to handle the line.

You asked for it . . . it's on its way! Another glamorous new star in the **Rock-Ola** family! Again—new compactness—new simplicity—new versatility! Watch for our Open House announcement at your Distributor's.



Look to **ROCK-OLA** for advanced products for profit

Rock-Ola Bows New Phono at MOA Show

CHICAGO — Operators will view Rock-Ola's new 100-selection transistorized Princess Royale phonograph at Music Operators of America's convention in Chicago's Sherman House, Oct. 14-16.

The showing will be held simultaneously with distributor open houses being held for operators around the country, Oct. 12-17.

The MOA unveiling is interesting in that it will be the first time in many years that a coin-operated phonograph manufacturer has used the convention to introduce a new model.

Solid State Circuitry

The Princess Royale follows the firm's 160-selection Grand Prix as the second all-transistorized model in the line. The trend coincides with a similar one in the home entertainment industry, where solid state circuitry is fast becoming the rule.

The new Princess Royale is accompanied by a 100-selection Phonette wallbox with personal volume controls.

Princess Royale features includes:

- Full dimensional sound optional speaker system which can be added to the top of the phonograph.

- "Common" receiver system which operates with other current model phonographs.

- Automatic money counter which totals exact machine receipts. Can be read through a window when machine is locked.

- Exclusive Mech-O-Matic intermix which plays 7-inch albums, 33 and 45 r.p.m. stereo and monaural disks in any sequence. No wires, no micro-switches or electronic aids for changing motor speeds or spindle sizes.

- New transistorized amplifier. Circuit protector bulbs prevent damage to transistors if speaker leads should be shorted.

- Compact size — Rock-Ola claims the smallest phonograph in the industry today. Measures 30½ inches wide, 43½ inches high and 22½ inches deep. Weight is 228 pounds; crated, 258 pounds.

Cabinet finish is walnut. The speaker system consists of two 12-inch woofers, and two 5 by 8-inch optional tweeters. Automatic volume control is standard.

Cabinet is very similar to that of the Grand Prix, in fact the Princess Royale is said to be a virtual duplicate of the Grand Prix, only smaller.

Little LP's Catch On in Denver

By BOB LATIMER

DENVER—Little LP's have caught on exceptionally well in the Denver area, with some operators reporting programming as much as 50 per cent of their music menus in the popular stereo albums at 25 cents a side, 50 cents for the entire record. Single stereo records are another story, however, with most operators reporting only limited use of them and complaining that the choice of artists and titles is far too limited to give serious consideration.

While completely enthusiastic over the collections which Little LP's have shown, Johnny Knight of Skyland Music Company reports that less than 10 per cent of any music menu in his location will be made up of stereo singles.

There's no doubt that the stereo singles produce a far better level of music, but according to Knight, he can't depend on a sufficiently attractive list of titles to make more use of singles. "We have to sell the public on the fact that the stereo records are there," Knight indicated. "But to date we haven't found an effective way of building interest in the subject."

Aggressive Merchandisers

At Apollo-Stereo Music Company, brothers Sam and Dan Keys have experienced steadily good luck with Little LP's, both on console and ordinary stereo phonographs. One of the most aggressive music merchandisers in Denver, the Keys average 50-50 Little LP's and standards on most locations and report a sharp growth in half-dollar play ever since the little albums hit the spindles.

Apollo also makes extensive use of stereo singles in its better locations, but voiced the same com-

plaints as Knight in the availability of popular comers on stereo singles.

Dan Keys makes certain that patrons in his locations are well aware of the stereo albums available with plenty of signs, demonstrations for location personnel and similar methods. An extremely active operator, Keys is out visiting his spots constantly, and in this way makes sure that every potential customer knows what his phonographs have to offer in top stereo entertainment.

Distributors are well pleased with the reception to Little LP's. Pete Geritz, head of Mountain Distributors, reports that all of his operator customers with good, new phonograph equipment are buying about 50 per cent of their record orders in this bracket, but with only spotty interest in singles. He believes that there is a real need for more choice in all types of stereo records.

Boosts Collections

At Draco Sales Company, Wurlitzer distributorship, Mike Savio had nothing but praise for the effect the little LP has had on the market, pointing it out as the brightest spot in what has been a comparatively slow year for the average operator. With volume off as much as 40 per cent through 1964, operators can be expected to work harder at merchandising music, and the Little LP has given them a strong talking point.

Most Denver operators contacted changed the LP's at the same frequency as regular record listings; every 10 days or two weeks, from three to seven records usually changed. Experiments with leaving stereo LP's on the spindle longer are being carried out by Century Supreme Music Company, Modern Music Company and Apollo. Collections are around 10 per cent better on Little LP's than on the usual platters, each has found.

Little LP's Register With Wis. Coinmen; Inventory Need Seen

By BENN OLLMAN

MILWAUKEE — Beer City music operators have only this complaint about the Little LP's: They can't get enough of the top artists' performances of solid standards. And record manufacturers, they claim, are relying too heavily on the rock 'n' roll-type material.

This emphasis runs counter to their desire to build a long-lasting disk inventory of Little LP's for each route, something the operator has not found possible with 45's.

Agreement is general that the Little LP has brought a new and profitable dimension to juke box programming. Location receipts improve in virtually every instance where the Little LP's are introduced.

Definite Factor

According to Jerome Jacomet, Red's Novelty Company, "We

are doing a good job with Little LP's wherever we can get the prices to support them. We use them on every new box we put out. Little LP's are a definite factor in the improvement of our location receipts."

Little LP's, Jacomet adds, are satisfying a new brand of customer. "A lot of tavern and restaurant patrons who never used to play your juke boxes are now dropping coins in to hear music on the Little LP. They like the fact that they can buy a longer period of quality entertainment."

What about the regular juke box customers? How are they reacting to the Little LP's? "The traditional juke box customer still spends his money on our

current pop tunes. What we're developing now with the Little LP offerings is new, plus business. Most of this volume we've never had before," Jacomet claims.

Receipts Boosted

Sam Hastings, Hastings Distributing Company, also reports beneficial results with Little LP's. "We have been putting them in to quite a few of our finer cocktail and dining places. They have helped boost receipts."

In addition to the volume boosts, says Hastings, he also likes the longevity the Little LP's attain. "We're able to keep them on the boxes a good deal longer than the 45 singles. This enables

(Continued on page 46)

Princess Royal Phonograph Introduced by Rock-Ola

By FRANK LUPPINO

NEW YORK — Rock-Ola introduced its new Princess Royal coin operated phonograph to Eastern distributors Thursday, Sept. 24, at a special showing at the Summit Hotel.

Edward Doris, Rock-Ola vice-president, assisted by George Hincker, advertising and promotion manager, conducted the showing. A morning seminar was held during which a special program of motion pictures and slides were shown, accenting the features of the new model. Luncheon followed with Brenda Lee, her manager Dub Albritten and Decca Records promotion director Lenny Salidor as guests.

Doris told Billboard that Rock-Ola Open House Week is scheduled for Oct. 12-17 and that Rock-Ola distributors have planned a series of events to make certain every coin machine operator finds it easy to view the new machine.

Distributors registering for the showing were Tom, Jack and Joe Greco, Greco Bros. Amuse-

ment Co., Albany and Glasco, N. Y.; Victor Conte and John Passiatore, Conte Music Co., Utica, N. Y.; David Steren, Charles Russner and Bill Furman, Seacoast Distributors, Inc., Elizabeth, N. J.; Al Simon, Harry Stuckey and Harry Koepel, Alber Simon, Inc., New York; Joe and Frank Ash and Fred Pliner, Active Amusement Machine Co., Philadelphia; Joseph Grillo, Flower City Distributors, Rochester, N. Y.; Eli and Maynard Ross, Eli Ross Distributing, Jacksonville and Miami, Fla.; Irwin Blumenfeld, Irving Block, Harry Hoffman and Jerry Harris, General Vending Sales Corp., Baltimore; Alfred Levine and Robert Le Blanc, Music & Vending Corp., Boston; Lawrence F. LeSturgeon, LeSturgeon Distributing Co., Charlotte, N. C.; J. D. Lazar, B. D. Lazar Co., Pittsburgh; Harry Sanders, Sanders Distributing Co., Nashville.

Also, J. A. Wallace, Allied Vending, Inc., Oak Hill, W. Va.; E. M. Hudson and Bob Lark, Vending Machine Exchange, Bristol, Va.

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WEDNESDAY, OCTOBER 14: Registration and regional association meetings in morning, Exhibits open 1:00 p.m. to 5:00 p.m. **THURSDAY, OCTOBER 15:** Membership meeting and forum programs in morning. Ladies' luncheon 12:30 p.m. Exhibits open 1:00 p.m. to 5:00 p.m. **FRIDAY, OCTOBER 16:** Forum programs in morning. Exhibits open 1:00 p.m. to 5:00 p.m. Gala Banquet and show 7:00 p.m. to 1:00 a.m. (Terrace Casino, Morrison Hotel).

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EUROPEAN NEWS BRIEFS

Coals to Newcastle

FLORENCE—An Italian firm is shipping coals to Newcastle—fruit machines to Nevada.

The machine is the Astor, manufactured by Pandolfini et Muzzarelli, which promotes the machine as "a work of art—from Florence." The Astor is a completely Italian designed and manufactured machine and is being produced primarily for the British market.

A spokesman for Pandolfini said, "Our machines have great snob appeal for the Las Vegas

market. Rather like British secretaries in Manhattan, we are told." The Italian firm is using the Nevada shipments to promote the sale of the Astor in Britain, which offers a huge market.

Labor Shortage

COBLENZ—West Germany's crippling labor shortage has plunged the Rhineland-Palatinate Operators' Association into a jurisdictional controversy.

The issue is whether an operator or operators who take over a distributor's business primarily as a service to operators continue to be eligible for membership in the association or become distributors and ineligible.

A crisis arose in Bingen when a dealer with the only well-equipped and -staffed servicing point in the area announced he was quitting business. No purchaser could be found from the outside, and a group of local operators took over the shop solely, they contend, to retain the services of technicians otherwise impossible to replace.

Danish Boom

COPENHAGEN—A coin game boom in Denmark has generated pressure for the division of the Danish operators' association, Dansk Automat (Continued on page 46)

Mercury Becomes 13th Label To Exhibit at MOA Convention

By NICK BIRO

CHICAGO — Mercury Records becomes the fifth major and 13th diskery to join the Music Operators of America convention to be held here Oct. 14-16.

MOA thus approaches convention eve with four times the number of record firms it had exhibiting last year—and one more than the even 12 predicted by MOA Managing Director Fred Granger.

By all pre-convention indicators, this year's conclave appears to be an honest "best ever" that the association has had—at least in recent years.

50 Exhibitors

The total of exhibitors is much more than 50. In addition to the 13 record companies, exhibitors include all four juke box manufacturers, every major and a host of minor game manufacturers, and assorted vending, supply and accessory manufacturers from around the country.

Operator reservations are coming in at a good pace and although Granger is staying away from a prediction, it appears that the convention could easily attract some 1,000 operators.

With the added interest provided by one-stop operator attendance, meetings by the various State and local associations simultaneously with the MOA meeting, and the dovetailing with the big National Automatic Merchandising Association, major equipment vending convention appears to have all the earmarks of resurgence which MOA officials have sought so diligently.

The business portion of the convention will in-

clude forums on diversification, chattel mortgages and contracts, programming and a special presentation by the various record companies.

State Meetings

Meeting by the Coin Operated Industries of Nebraska, Illinois Coin Machine Association and the South Dakota Music Operators and Vending Association will be held on the opening morning of the conclave.

A special meeting of Record One Stop Association, the national one-stop group, will be held Thursday (15) morning. Stanley Stone, ROSA president, will preside.

A new slate of officers will be elected at the association's first general membership meeting, Thursday (15) morning, followed by reports on legislation from George Miller, legislative counsel and Nicholas Allen, MOA attorney from Washington.

For the Ladies

A ladies luncheon in the Merchants and Manufacturers Club of the Merchandise Mart, followed by a tour of the mart will be hosted by Mrs. Lou Casola and Mrs. Clinton Pierce.

The diversification forum will be moderated by J. Harry Snodgrass. Panelists will be from Rock-Ola, Rowe, Seeburg and Chicago Dynamic Industries.

The chattel mortgages and contracts forum will be moderated by Albert S. Denver. Panelists include Snodgrass and Lou Casola.

Norman Gefke moderates the programming panel which will include Ted Nichols, Irving Perlman, Pat Cohen and representatives from two or more record companies.

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Funk Urges W. Va. Operators to Work for Repeal of Sales Tax

HUNTINGTON, W. Va.—A leading tax and legislative expert urged West Virginia operators to work toward the repeal of a State sales tax that requires operators to pay 10 per cent of gross on dime sales.

Dick Funk, legal counsel for the powerful National Automatic Merchandising Association, said that the impact of the tax "is outrageous and has effectively prevented the growth of merchandise vending in the State."

Speaking during the Friday (18) business session of the West Virginia Music and Vending Association's annual convention here, Funk said "the goal for 1965 must be to put an end to the unequal treatment of vending under the West Virginia sales tax."

Law Treats Unequally

Funk pointed out that although the law on its face ap-

pears to treat all retail sales on the same basis, the fact is that only the vending operator must pay 10 per cent of his gross on dime sales.

"A recent survey conducted by NAMA reveals that out of the 38 States which now impose a sales tax, 15 of them provide for some kind of relief on sales made through vending machines.

"This means that these States recognize the inherent inequity of the tax when applied to vending and have done something about it, said Funk.

"Why can't we add West Virginia to this list of farsighted States," he asked the group.

Avenues of Relief

The NAMA legal counsel suggested three avenues of relief.

The first would be to raise an exemption now existing on nickel sales (non-vending as well as vending) to apply to dime sales. The second would be to try for a specific exemption for dime vending sales. Texas is an

example where this has been done, said Funk.

Finally, the basic law might be changed so that the rate of the tax would be on total gross sales, not on each sale as the law now reads, Funk said.

Pay 2 Per Cent

This would mean that operators would pay only 2 per cent on dime sales—not 10 per cent as they now do.

Funk noted that by seeking such relief, operators were only asking to be treated equally under the State's sales tax law. Such relief would result in rapid expansion of merchandise vending throughout the State, he predicted.

The net result would be added income to the State—not decreased income as many legislators feared, he said.

Current Levy

Under the current West Virginia sales tax, all nickel sales are exempt. Sales of 6 cents to 50 cents are taxed at a penny. (Continued on page 46)

Tony Bennett Heads MOA Artist Roster

CHICAGO — Tony Bennett, Joe Williams, the Supremes, the Kim Sisters and Li'l Wally and the Harmony Boys will be among the many artists scheduled to appear at Music Operators of America's giant banquet and floorshow winding up the association's convention last week.

Also slated are the Headliners, Sue Charles Dancers, Ray and Roman and the Frank York orchestra.

Hirsch de La Viez, the veteran MOA floorshow maestro, is again handling the production of this affair. The banquet is being held in the Terrace Casino Room of the Morrison Hotel, site of all previous floorshows,

save one, which was in Miami Beach.

The Terrace Casino Room is being used because of its superior tiered seating arrangements. The room holds slightly over 1,000. The business portion of the MOA conclave is being held in the Sherman House.

The MOA gala extravaganza is one of the last such to be held in the Morrison, since the structure is to be razed in January to make room for a new block - square First National Bank building.

De La Viez said that artists appearing at the MOA convention show will all have time to rehearse prior to their appearance. He said MOA is making every effort to "treat the artists as guests."

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Little LP's Progress in Memphis

• Continued from page 40

cent on others and 33 per cent on some.

The length of time operators leave the LP's on their boxes varies from one month, when they are rotated to other machines, to several months if the LP's are tunes which are standards.

The average length of time they are left on would be about two months, but it will vary from one month to six in some few cases. Some felt the LP's did not have enough of the more current music and were not as effective as they would like records on the box to be.

Here's the negative viewpoint, from Bodenheimer, who does not use them:

"I don't think it does any good to program them. I think the customer is looking for a certain record to play on the box, not an album.

"If the record they want is anywhere on the box, they will find it wherever it is. Most people don't realize whether a juke box is programmed or not. They'll go ahead and read the whole directory.

"It's almost impractical to keep up with programming a juke box anyhow. The location will want a record taken off and a certain kind put on. The routeman may not have that kind and put a pop on. In three or four months a programmed juke box is all messed up again."

Views from the two who have slight increases from the LP's Henderson: "I have the LP's on about 10 per cent of my boxes. At first there was a temporary increase in play when it created new interest. This lasted 60 to 90 days, then interest declined.

"However, the LP's have helped collections some. The play doesn't die out completely, but it doesn't ever go back to the high level it had at first. There is some small continuing increases in revenue.

"I don't think it would justify the expense in adding them for the small gain obtained. Taxi companies don't use a Cadillac when a Ford will get the job done."

Forsythe: "My increase from use of Little LP's is very small. I do not use very many. I have 10 machines with them. They don't help much—I haven't seen too much increase because of the albums.

"I try to program the current hits. I use some old standards in the better restaurants."

The operators who had no crease at all:

McDowell: "I use the Little LP's sparingly—there are not too many available yet. (McDowell's company is also the AMI distributor.)

"I don't see that they have increased revenue. I do think they are an improvement in that they give a better programming effect."

Canale: "The LP's have not helped my collections—none at all. About 5 per cent of my route has albums on them. Most of it is in stereo singles, which we have gone in for strongly."

On length of time the LP's are left on the boxes: Canale rotates them every month; McDowell once every six weeks; Forsythe once every two months; Novarese every few months; Henderson every two months.

Meanwhile, from the distributor viewpoint:

George Sammons, president of Sammons-Pennington Company, presents the most glowing picture of all. Business is better than it has ever been. His sales are up 33 per cent over this time last year.

Sammons, Seeburg distributor, said he is selling more juke boxes than in any previous year.

"I've sold more than any previous LP console," he said. "We are getting new operators into the fold every day. I estimate that 85 per cent of the operators

INDUSTRY LEADERS MAKE SCENE AT COIN OUTING

ELLENVILLE, N. Y.—The coin machine outing at the Nevele, Friday through Sunday (25-27), drew representation from many areas. Among those attending were J. Cameron Gordon and Bill Adair, who flew in from Chicago; Pat Cohen, who made the trek from Richmond; Jerry Lambert, who represented the Music Operators of Connecticut, and Bill Cannon, who came from Haddonfield, N. J., to represent the New Jersey Council of Coin Machine Operators.

Other industry leaders attending, although not coming quite as far, included Bill Gross, Art Brier and Bill Fisher of Smokeshop; Ken White of Vendo; George Clersey, regional representative for Rowe-AMI; Mort Hoffman and Gene Weiss for Columbia Records; Eric Bernay of A-1 One-Stop; Bernie Boorstein, B&B Record Sales; Jack Perkins, Ben Savioa and Ken Luttmann of Capitol Records; Sid Guber of SESAC; Dick Steinberg, Sterling Title Strip, and Perry Wachtel of De Perri Advertising.

Distributors present were Tom Greco, Meyer Parkoff, Murray Kaye, John and Jim Bilotta, Joe Grillo, Irving Holzman, Nathan Sugerman, Harold Kaufman and Joe Munves.

A seminar-symposium on vending was held with the following on the dais: George Holzman, chairman; Al Denver, president of the Music Operators of New York; Teddy Blatt, attorney for the MONY; Millie McCarthy, president of the New York State Coin Machine Association, and Lou Werner, attorney for the State organization.

Little LP's Slow Down in Can.

• Continued from page 40

evitable sales pitch for new machines that comes as soon as they open the door, and it is also inconvenient. They say they would more readily buy from a one-stop or record company.

One record distributor, Phonodisc, is investigating the field now, checking with one-stops in Toronto and Montreal as to the demand. Initial response indicates there's not sufficient interest to warrant importing Little LP's in any volume, and there would be very little profit, says President Don McKim, but they would be another medium of artist exposure and promotion.

Some operators are finding Little LP's an open sesame to locations which have, or were planning, piped-in background music. When the owners of better-class restaurants catering to adults object that juke boxes attract unwanted teen-age trade, the operator can counter with the sweet sounds on Little LP's that promise programming similar to background music, while offering the owner revenue from machine commissions versus the expense of subscribing to a background music service.

The introduction of the "personal music" of wall boxes with individual speakers is also breaking the ice with some of these higher class restaurant locations and should lead to expansion of the Little LP market.

These machines are even permitted in licensed premises, upon approval of an application stating the type of machine and record programming, etc.

Sweet Sound Trend
Programming trends, which are not affected by the Little LP's because of their scarcity here, are difficult to pinpoint beyond material to appeal to the teenage majority of the market. It is safe to say that almost every juke box in Canada carries almost every Beatle single. There is the slightest trend to a sweeter sound, which should bode well for Little LP's.

In Toronto, where the various ethnic groups total more than the Anglo-Saxon popula-

tion, juke box programming reflects the homeland of the neighborhood's residents. Some boxes go out with 50 per cent Italian titles, or 65 per cent-70 per cent European records. Little LP's do not, as yet, offer a large enough selection of international music to find a market with these operators.

A similar problem exists in Little LP's gaining acceptance in Quebec. A few years ago, juke boxes there carried about 90 per cent English-language records because little French product was available, but with the growth of a thriving French-Canadian record industry, their own artists now make up about 50 per cent of the juke box fare except in the few metropolitan areas where English is widely spoken. And French-language Little LP's are "tres scarce".

About 100 Little LP's a month are imported by Laniel Amusements, Inc., Rock-Ola distributor in Montreal, but Sales Manager Jean Coutu says there is little demand and they do not push them because the selection is so limited. Laniel also operates about 900 machines, and they have a few Little LP's in about 5 per cent of them.

The Rock-Ola distributor in Toronto, New Way Sales, also operates as well, with about 400 juke boxes in Central and Southwest Ontario, and it too has about 5 per cent carrying a few Little LP's.

But while this 5 per cent figure may apply in the larger cities, a total absence of Little LP's in juke boxes in smaller towns drops the score till educated guesses put Little LP's in a negligible-as-yet position in Canada, with perhaps 1 per cent or 2 per cent of the machines across the country offering Little LP's.

While some record company executives, record distributors and one-stops are skeptical that the Little LP will go the way of the stereo single, which was imported into Canada by a couple of major labels and still went nowhere, others say "there's nowhere to go but up" for the Little LP's.

have one or more of the LP consoles and will buy more.

"A lot were reluctant to buy them at first, thinking they were a fad that would pass. Now they realize it is here to stay. This is the best business year we have ever had."

McDowell, the Rowe-AMI distributor, said his phonograph sales this year were up slightly over last year but his revenue

from route operation was up more.

He estimated his phonograph sales had increased 5 per cent through the first nine months of 1964, compared for the same period last year. Rowe-AMI, it should be noted, however, does not put out Little LP's for operators on the large scale that Seeburg does.

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Billboard Names Biro Coin Machine Editor

• Continued from page 1

chine coverage to his duties. He will work with Sternfield, who will be available for special assignments in the coin machine field.

Biro, a nine-year veteran of Billboard, has been covering the Chicago coin machine scene during his entire tenure. He is also a seasoned music reporter.

Sternfield, with Billboard for 13 years, had worked on daily newspapers as a sports writer and reporter, edited a national consumer magazine, and published a weekly newspaper before joining Billboard.

Luppino had served as the publication's international director and promotion director. He had also been business manager of Tide, a national advertising and marketing publication. Luppino had been a reporter in Bill-

board's Outdoor Department in the early 1950's.

The new coin machine line-up has Biro as editor, assisted by Brack in Chicago, with Luppino in New York as East Coast reporter. Dick Wilson in Chicago is advertising manager, and Denis Hyland in New York is East Coast advertising manager.

In announcing the shifts, Zhitto said the coin machine department will be strengthened by moving the headquarters to Chicago, the center of the industry; adding Brack to the Chicago operation, and adding Luppino, a seasoned trade newspaperman, to the staff.

He added that the move also frees Sternfield to devote the bulk of his time to special issues and to work with him and Paul Ackerman, music editor, with the regular weekly Billboard.

Kapp to Expand Little LP Sales to Retailing Market

• Continued from page 1

He also feels that if the little LP's were made available to the consumer through record dealers the consumer would be more apt to play the small albums on juke boxes.

Cahn disputes the theory, held by some industry leaders, that were the little LP made available to consumers, it would cut into sales of the 12-inch product.

Kapp's eventual entry into the consumer field with the little LP is based on the premise that little LP sales will supplement 12-inch album sales and that the budget-minded buyer who might not otherwise spring for the price of a 12-inch disk, would go for the little LP.

Cahn said that no list price has been set for little LP product at the retail level, but about \$1.79 would probably be close.

Standard Packaging

He explained that when Kapp first went into little LP production, the label decided to

use standard album packaging rather than the special juke box operator packaging with tear-away title strips and display material.

This packaging concept was used, Cahn said, so the product could be sold to juke box operator and consumer alike.

Cahn reasons that, as in the singles market, retail sales and juke box play have a strong relationship, and that action on either end means action on the other.

Racks for One-Stops

To stimulate little LP sales at the one-stop level, Kapp is shipping metal racks to all one-stops handling its product. Racks fold up for shipment, and each rack has display room for 10 little LP selections.

Meanwhile, Kapp announced its latest move to increase its share of market among juke box operators in the singles field.

It's the Winner's Circle Series, consisting of 15 45's based on cuts from Kapp albums; four new couplings of hit singles and 12 best sellers from catalog.

The material taken from albums had never before been released as singles by the label. Featured are Jack Jones, the Searchers, Hugo Winterhalter, Art Mooney, the Waikikis, Louis Armstrong, the Chad Mitchell Trio, Jose Jimenez and Roger Williams.

The Winner's Circle Series will be presented to operators at the Music Operators of America show in Chicago, Oct. 14-16.

Rotomat Joker

BERLIN — Wulff-Apparatebau has brought out a new payout, Rotomat Joker, which the firm says is the most sophisticated machine it has yet produced.

Wulff has also introduced a second new payout, Rialto, which is a replacement for its Tivoli model. The new machines are aimed at the captive market created by West Germany's "model" payout machine law.

This law restricts the life of all payouts to three years, after which they must be replaced by new machines regardless of operating condition. The law thus creates an annual market of 20,000 payouts, there being about 120,000 payouts in operation in this country.

EUROPEAN NEWS BRIEFS

• Continued from page 44

Brance, into separate phonograph and games sections.

Operators concentrating on games claim their interests are being sacrificed in certain areas to the conflicting interests and demands of juke box operators.

The main point at issue is restrictive legislation. Aside from noise, there are few complaints raised against phonographs in Denmark. But games are plagued with incessant objections. The situation is complicated additionally by the fact that a phonograph producer, Dansk Grammofon, the EMI subsidiary, is one of the country's largest phonograph operators.

Used Equipment

PARIS—The French trade reports great success in organizing phonograph replacement along lines of the U. S. used car business. Federation Francaise des Professionnels de l'Automatique (FFPA) has developed what is equivalent to the U. S. used car system of "blue book" values on vintage equipment.

Fixed prices are assigned to used phonographs according to make and year of manufacture. This guarantees a stable market for used phonographs and encourages operators to replace and upgrade equipment.

France has approximately 15,000 machines on location, but the ratio of vintage equipment is high because of import restrictions in force until a few years ago. FFPA fixed prices on used equipment are credited with having stimulated replacement enormously.

Coin Counters

• Continued from page 40

years. Prior to joining the Jones company, Wilkes was associated with Paul A. Laymon, Inc., for nearly 16 years. He started in the industry in 1934 as an operator's helper and later operated in the Long Beach area, where he resides.

Wilkes said that in addition to coin machine operators, he will call on banks, amusement parks and other businesses handling large amounts of coins.

Little LP's Click in Wisconsin

• Continued from page 42

us to hold down route overhead. Even though the initial costs of the Little LP's are higher than 45 singles, in the long run they represent an economy. We can move them around from one spot to another and keep them in our inventory for a much longer time than the hit singles that lose their popularity in the matter of a few weeks."

Milwaukee Amusement Company's Clarence Smith envisions a steady climb in the popularity of Little LP's. "We're programming more and more of them all the time. But we still rely on the 45 r.p.m. singles for the bulk of our location income."

Dearth of Material

Along with other Milwaukee operators queried, Smith shows concern over the dearth of material available on the Little LP's for juke boxes. "We still can't get most of the artists we need on the Little LP's. Juke box distributors, in particular, don't stock large enough selections to fill our needs. Why don't the manufacturers franchise the regular one-stops and record dealers to handle their Little LP's? These would be the logical people to sell and promote them."

Virginia Ops Set

• Continued from page 40

former Music Operators of America president, were among the strongest boosters of the Virginia group.

The November meeting is the sixth annual conclave for the Virginia associations. The officer slate headed by Gilbert L. Bailey, president, and Ken A. O'Connor, secretary, begins its second term.

Funk Urges

• Continued from page 44

Sales up to \$1 are taxed at 2 cents. Sales over \$1 are taxed at 3 per cent.

Virtually all coin machines in the State are set at a dime, so the practical effect of the levy is to tax operators 1 cent for a dime sale or 10 per cent of total collections. The tax applies to juke boxes and games as well as vending machines.

"We used to operate a one-stop record shop for operators long before any of the others opened here in town," Hastings recalls. "We're not itching to go back in the record business because this is now a specialty in itself. But someone ought to make an effort to see to it that operators around here get the widest possible selections of Little LP's."

Glassman Enthusiastic

One-stopper Stu Glassman, Radio Doctors, has a one word description of the operator reaction to the Little LP's: "Fabulous."

He adds: "The main trouble is that we can't get enough Little LP merchandise to keep up with the demand. In spite of the shortage, our operator customers are very patient with us. This is because they are not relying on the latest hit releases in programming Little LP's. What they shop for is mainly standards, but they want them by well-known artists. They are building up libraries of records for their routes and selecting those releases they feel will still be usable a year or more from now."

Diskeries turning out Little LP's are placing too much stress on jazz and rock 'n' roll, says Glassman. "What the operator trade wants in Little LP's is good, solid standards."

500 COINMEN AT N. Y. MEET

ELLENVILLE, N. Y.—More than 500 persons attended the annual joint meeting of the Music Operators of New York, the Westchester Operators Guild and the New York State Operators Guild, at the Nevele Country Club here Friday through Sunday (25-27).

Co-ordinating the affair with convention chairman George Holzman were Harold Rosenberg, Seymour Pollak and Louis Tartaglia, for the Westchester organization; Al (Senator) Bodkin, Ben Chicofsky and Sophia Selinger for the Music Operators of New York, and Jack Wilson, Gertrude Brown and Ben Golden for the State group.

VENDING MACHINES

- National Cigarette 111, 11 col. . . . \$165
- DuGrenier Candy . . . 175
- Mart, 8 sel. . . . 175
- Avenco Coffee & Choc. . . . 150
- Bally Single Cup, 3 sel. . . 225
- Cole Cold Drink, 3 sel. . . 225
- Rowe 5-Col. Pastry . . . 175
- Vendo 210 Milk . . . 325
- Vendo 210 Ice Cream. . . 325
- Stoner 4-Col. Pastry. . . 165

KIDDIE RIDES

- | | |
|--------------------------------|--------------------------------------|
| Auto Test \$395 | Motorcycle \$295 |
| Bally Bucky 495 | Miss America Boat . . . 295 |
| Bally Little Champ . . . 295 | Model T Ford 375 |
| Bally Fire Chief 395 | Old Smokey 275 |
| Bally Hot Rod 395 | Pony Express 175 |
| Bally Western Express . . 395 | Red Nose Reindeer . . . 225 |
| Bally Speed Boat 375 | Satellite 495 |
| Boat Ride 275 | Space Ship 275 |
| Big Broncho Express. . . 295 | Sandy Horse 325 |
| Chuck Wagon 395 | Sitdown Drive Yourself 375 |
| Cow Pony 395 | Scientific Boat 295 |
| Champion Horse 395 | See-Saw Clown 225 |
| Donald Duck 250 | Twin Merry-Go-Round . . 295 |
| Elsie the Cow. 225 | Toonerville Trolley . . . 295 |
| Fire Engine (AJI Tech) . . 395 | Tumpike Auto Test. . . 575 |
| Highway Patrol 475 | Tusko Elephant 475 |
| Helicopter 495 | Bert Lane Lancer 295 |
| Indian Scout 475 | Horse 295 |
| Junior Jet 175 | Bert Lane Whirlybird . . 495 |
| Lightning Horse 295 | |
| King's Choo Choo 250 | |
| Meteor Hot Rod. 250 | |



M. S. GISSER
Sales Manager

CLEVELAND COIN

International
2029 PROSPECT AVE. CLEVELAND 15, OHIO
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a thrilling new **cascade** of sound!

new

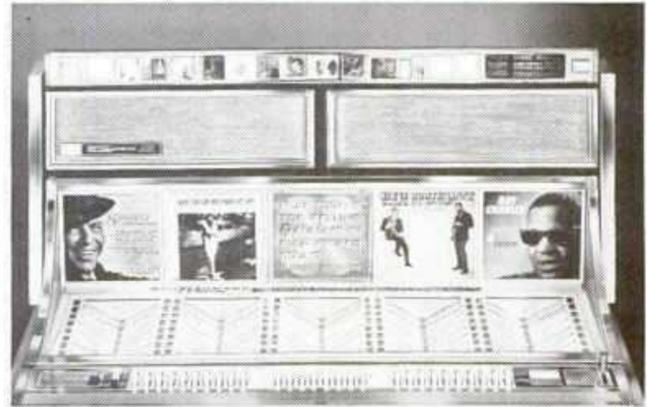
Seeburg's great *3-Way Audio* feature! Biggest jump ahead in sound since Seeburg gave the industry stereo in 1959. Six speakers pour out a lavish cascade of stereo sound. Look at the picture below: two super hi-fi tweeters and two big middle-voice ellipticals at the *top*; two brilliant 12-inch bass speakers at the *bottom*. Never before has there been a phonograph sound like this. Does that make you wonder about this new LP Console/480? Ask any operator who has one on location.

new

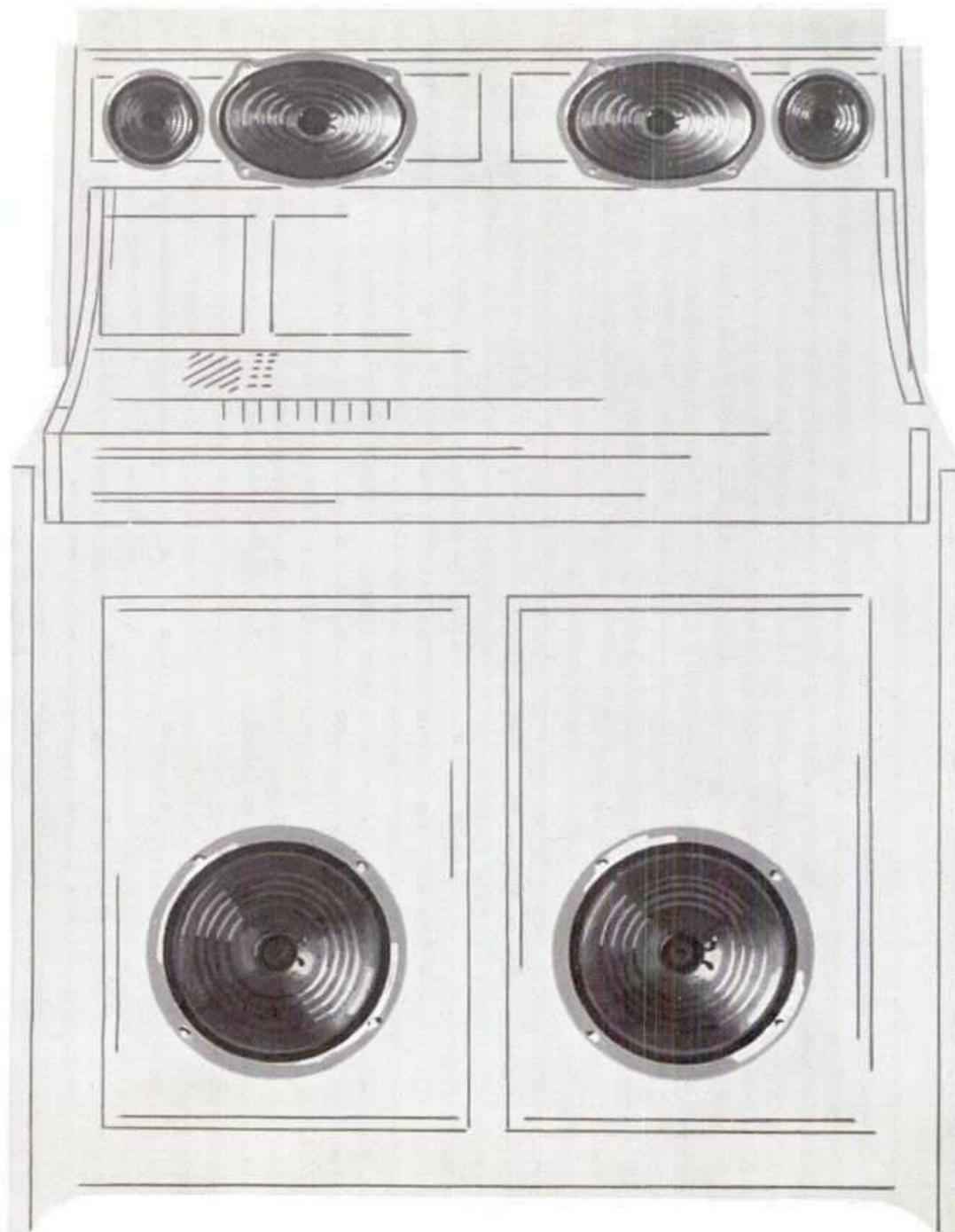
SEEBURG

has the industry's only *complete* Income Totalizer

new



Sensational money-making feature! Seeburg's new *Spotlighted Album Award**—proved in locations to earn more money for operators and locations than any other phonograph ever manufactured in the history of the industry. You have to *see* this to appreciate what it can mean to you. Check your Seeburg Distributor. THEN . . . ask any operator who has the new Seeburg on location. Around the clock, *this one's always working to make money for you!*



*Patent Pending.



BILLBOARD SPOTLIGHT PICK

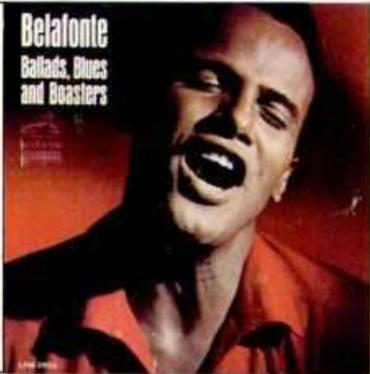
Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

ALBUM REVIEW POLICY

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

POP SPOTLIGHT
BALLADS, BLUES AND BOASTERS
Harry Belafonte. RCA Victor LPM 2953 (M); LSP 2953 (S)

Belafonte at his best, with a variety of songs. The collection runs from rousers to jailhouse work songs, from beautiful melodies to folk songs, with a flavoring of gospel thrown in for good measure. Wonderful backing by two guitars and organ, plus percussion, drums and bass add to this moving performance and to its flavor. Belafonte is a masterful performer who, if possible to believe, keeps improving with each release.



POP SPOTLIGHT
AIN'T SHE SWEET
Beatles. Atco 169 (M); SD 169 (S)

Four sides by the Beatles, including their hit single "Ain't She Sweet," "Sweet Georgia Brown," "Take Out Some Insurance on Me, Baby" and "Nobody's Child." Add in eight songs, six of them written by Beatles Lennon and McCartney, done by another group from England, the Swallows, and you have the picture of an album that should have lots of appeal to the teens, sub-teens and Beatle fans of all ages.



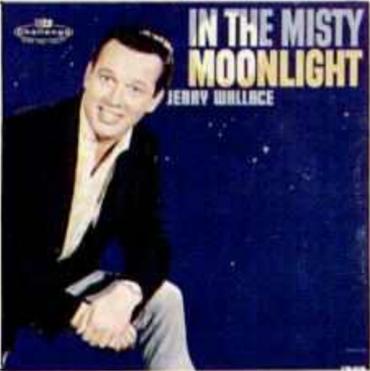
POP SPOTLIGHT
THE HOLLYRIDGE STRINGS PLAY HITS MADE FAMOUS BY THE FOUR SEASONS
Capitol T 2199 (M); ST 2199 (S)

Capitol had great success in getting the Hollyridge Strings' album of Beatles hits into the top of the album chart. Nothing succeeds better than success, so Capitol did it with a Beach Boys Song Book album and now here comes one featuring the hits made famous by the Four Seasons. A fine, lush, big orchestra does beautifully by songs that have been hit in vocal performances. Wide appeal.



POP SPOTLIGHT
IN THE MISTY MOONLIGHT
Jerry Wallace. Challenge CH 619

Take a hit single, put it in an album, name the album for the hit single, and make certain the album is by the fellow who had the hit single. The result: an album that is going to do a lot of business for dealers, for Challenge Records and for singer Jerry Wallace.



POP SPOTLIGHT
THE MUNSTERS
Decca DL 4588 (M); DL 74588 (S)

The Munsters are a new vocal group inspired by the new CBS-TV series and they are bound to give the teen audience some kicks. Some of the sounds and songs are offbeat and weird which makes it a natural for the juve market.



POP SPOTLIGHT
LILITH
Soundtrack. Colpix CP 520 (M); SCP 520 (S)

A strong score from a strong film production, due to reap the benefits of intense promotion, is certain to pay off in a heavy demand for this album.



PROKOFIEFF
Violin Concerto No. 1 / Erick Friedman
Piano Concerto No. 2 / Loren Hollander
Boston Symphony Orchestra / Erich Leinsdorf
The Columbia Collection

CLASSICAL SPOTLIGHT
PROKOFIEFF: VIOLIN CONCERTO NO. 1; PIANO CONCERTO NO. 5
Erick Friedman, Loren Hollander, Boston Symphony Orchestra (Leinsdorf). RCA Victor LM 2732 (M); LSC 2732 (S)

This album is one of many planned by Erick Leinsdorf and the Boston Symphony playing the works of Prokofieff. Erick Friedman and Lorin Hollander, show mastery and knowledge in their respective concertos.

The Unbeatable 16 hits
James Brown
and the Famous Flames

TRY ME
I'M OUT TO CHANGE
STAND BY MY WOMAN
THE HOT CHILI
DON'T BE FORGOTTEN
DON'T LET IT BURN TO ME
DON'T GET TOO CLOSE

IT BOYS TO TELL YOU
SWEET LIPS
THEY'RE MINE, THEY'RE MINE
THEY'RE MINE, THEY'RE MINE
THEY'RE MINE, THEY'RE MINE
I WANT YOU
I WANT YOU
I WANT YOU

VIVID SOUND

R&B SPOTLIGHT
THE UNBEATABLE 16 HITS
James Brown and the Famous Flames. King 919

James Brown sings 16 solid r&b numbers, the strongest of which is "Try Me." He also registers with a vengeance on "There Must Be a Reason" and "It Was You." On the whole, it's potent r&b and should be strong in this classification.

HIS 'N' HERS
Tony Douglas

COUNTRY SPOTLIGHT
HIS 'N' HERS
Tony Douglas. Sims 121

The Sims label is making its mark in the country field and this album by Tony Douglas is one of the reasons why. This is fine product combining excellent country material sung by a fellow who knows what it is about, Tony Douglas. The Jordanaires provide solid vocal backing and some great country musicians like Billy Grammer and Autry Inman are working in the band. It's a fine performance, enjoyable and commercial.

FATHER I STRETCH MY HANDS TO THEE
THE ORIGINAL FIVE BLIND BOYS

SPIRITUAL SPOTLIGHT
FATHER I STRETCH MY HANDS TO THEE
Original Five Blind Boys. Peacock LP 113

The Original Five Blind Boys come forth with a deeply moving message, with lead singer Big Henry Jackson providing the ministerial narration. It's gospel at its best, particularly in "Something to Shout About" and "Father I Stretch My Hands to Thee."

THE RAMSEY LEWIS TRIO
AT THE BOHEMIAN CAVERNS

JAZZ SPOTLIGHT
THE RAMSEY LEWIS TRIO AT THE BOHEMIAN CAVERNS
Argo 741

Here's the exciting performance of the Ramsey Lewis Trio recorded live at the Bohemian Caverns, a jazz country club in Washington, D. C. Jazz fans will flip when they hear the treatment of "Fly Me to the Moon," let alone the medley from "West Side Story." Well recorded performance of an outstanding jazz group.

KBIG CHOICE
Various Artists. World-Pacific ST-KBIG 1/2

A shimmering potpourri of jazz selections as performed by some of the greats in the field. Stereophiles will find particular pleasure in the twin-channel version. Superb musicianship, top names and excellent recording gives this package its sales potential.

JAZZ SPOTLIGHT
KBIG CHOICE
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Whistle Stopping Jonathan Winters

I PAY FOR MY VOTES
VOTE FOR SILENCE

COMEDY SPOTLIGHT
WHISTLE STOPPING WITH JONATHAN WINTERS
Verve V 15037

This is Jonathan's seventh album for Verve and one of his funniest. Idea for the album was born at National Press Club in Washington where he entertained top newsmen with his satirical interviews with typical Americans, from housewife to teen-ager, from American Indian to the farmer, having to do with policies and politics. A real fun album.

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
"SWEETS" FOR THE SWEET
"Sweets" Edison. Sue LP 1030 (M); STLP 1030 (S)

Here's Harry (Sweets) Edison's first album for Sue Records and he has never sounded better as he lightly and politely weaves his trumpet magic through a dozen mood tunes. Great for listening, quiet dancing or easy listening programming. Try "I Wish You Love" or "But Beautiful" and you'll quickly discover the Edison spell!

POP SPECIAL MERIT
THROUGH THE YEARS WITH VINCENT YOUMANS (2-12")
Evergreen 6401/2 (S)

Here's a capsule of the wonderful music from Vincent Youmans' Broadway and film scores covering the prolific years 1921-1927. Twin pianos capture much of the original flavor of Youmans' compositions. Various talented male and female singers pop in and out of the tracks, doing the songs best suited for their voices. Descriptive booklet accompanies the de luxe two-record boxed set.

POP SPECIAL MERIT
BOSS BEAT
Pat Boone. Dot DLP 3594 (M); DLP 25594 (S)

Pat Boone takes top pop songs and sings them with their original big beat, yet they come out in a manner that will give the material appeal to a broader audience. The beat is there but it is not as noisy and wild as the original hit version. Boone fans and adults will like this album and so will some of the teen-agers who will find the album containing 12 of their top favorites.