

Billboard

The International Music-Record Newsweekly

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



CONNIE FRANCIS is set to open her third Copacabana engagement Nov. 5. Sure to be a part of that sock show are many of the songs from her new MGM album "A New Kind of Connie" (E/SE-4253), and her new hit single "Don't Ever Leave Me" b/w "We Have Something More (Than a Summer Love)" (K-13287). (Advertisement)

EDITORIAL

FTC Issues Historic Decision

The ruling by Federal Trade Commission examiner Donald R. Moore absolving CBS and the Columbia Record Club of allegations of monopoly and unfair practices can only be termed a historic decision. (See separate story.)

No other case in the history of the record industry engendered such violent passions, nor did any other case reflect the industry's changing market patterns and growing pains.

Fortunately, much of the early bitterness has subsided; for in many ways Columbia Records—apart from its club operation—has proved to be a stabilizing influence. The company has, during a period of chaotic industry growth, exhibited leadership and responsibility.

As for the Columbia Club, it is fair to state that an exhaustive examination by the Federal

(Continued on page 8)

FTC Examiner Rules for Columbia Club

Dismisses All Charges; Rule To Commission

By MILDRED HALL

WASHINGTON — FTC Examiner Donald Moore has recommended dismissal of all charges in the Federal Trade Commission's 1962 complaint against the Columbia Record Club. The decision—a milestone in the record industry—exonerates the club of all accusations of intent to monopolize club or LP record sales, fix prices, or control the record market via exclusive licensing of outside labels.

Moore's 300-page, exhaustive analysis of the voluminous record rolled up in seven months of hearings, finds club distribution of records beneficial to all aspects of the record industry, and to the buying public.

The FTC examiner has no fault at all to find with the idea of Columbia's licensing outside labels and scoffs at government attorneys' dubbing them "Group Boycott" activities. FTC attorneys argued that Columbia sought complete control of the licensed labels, which included Warner, Mercury, Verve, Vanguard, Liberty, United Artists and Cameo-Parkway.

(Continued on page 8)

New Policy: Courtesy for Curtness

By MIKE GROSS

NEW YORK—Although the record business is still a highly competitive industry, many disk companies are beginning to assume a friendlier attitude toward

each other. It will be especially noticeable this coming season as a number of artists start crossing over from their home disk base to other labels for special assignments.

Tradesters are already referring to this artists' cross-over phenomenon as the "courtesy game" in that the company which puts its artist on loan gets a "courtesy of . . ." credit

on the rival label. There was a time, however, when record companies refused to extend such "courtesy" to each other and held on to their artists with an unbending grip.

Decca Records' firm hold on Ethel Merman over a decade ago remains a classic example of such rigidity. RCA Victor had the original Broadway cast al-

(Continued on page 8)

MOA Conclave Big Success; Miller Retires

By NICK BIRO

CHICAGO—Music Operators of America stood on what Managing Director Fred Granger termed as the "crest of a wave," but it was the end of the road for an "MOA Skipper" who had steered the association through many years of troubled waters.

George Miller, one of the founders of MOA in 1950, president and managing director of the association for 12 subsequent years and most recently legislative and insurance counsel, heard his retirement announced with emotional series of tributes.

Miller originally tendered his resignation to the association in mid-August, but it remained for MOA Board Chairman J. Harry Snodgrass to announce it during last Thursday (15) morning's general meeting.

Cites Health

Miller cited poor health as his reason for stepping down. The longtime MOA chief underwent lung surgery early this year and indicated that additional treatment would probably be needed.

Miller's retirement came at a

(Continued on page 55)

ARMADA BOARD TO MEET; PARLEY BY RIAA

NEW YORK—The ARMADA board will hold its meeting in Chicago Oct. 22, before the general all-industry workshop begins discussion on the FTC rulings handed down last week.

The FTC rules also came under discussion at the West Coast regional meeting of the Record Industry Association of America in Beverly Hills, last week. It was the sense of the meeting that the Commission is to be complimented upon its excellent work in retaining and clarifying the legal and business responsibilities of all the segments of the industry in merchandising its products. The RIAA reiterated that it will continue to co-operate with the Committees in all matters covered by the rules or affecting the industry.

ABC-Para's Dealer Plan a New Policy

NEW YORK — ABC - Paramount's trial attempt to restore the traditional record dealer to a major role in the record retailing picture is now established policy.

Two months ago, the label's wholly owned classical subsidiary, Westminster, offered dealers a special discount in Handel's "Rodelinda" in a program which allowed the dealers to sell the three-record set listing for \$14.94 at \$8.94. Westminster distributors, too, were offered a discount.

Purpose of these discounts was to enable the dealer to compete effectively with rack jobbers and record clubs,

Stages two and three of the Westminster plan were unveiled this week by Marty Goldstein, director of sales.

On Monday (12), thousands of consumers on Westminster's mailing list were sent letters offering eight LP's, each listing for \$4.98 for \$2.98 with the presentation of the letter to the dealer. Four of these sections are from catalog and four are new releases.

The four catalog items are Vienna State Opera recordings of Offenbach, Dvorak, Barber-Delius and Mozart material. The four new releases feature the works of Berg, Schoenberg, Bee-

(Continued on page 6)

LIBERTY IS HOT!

Here are 5 big reasons:



LRP-3377



BST-8031



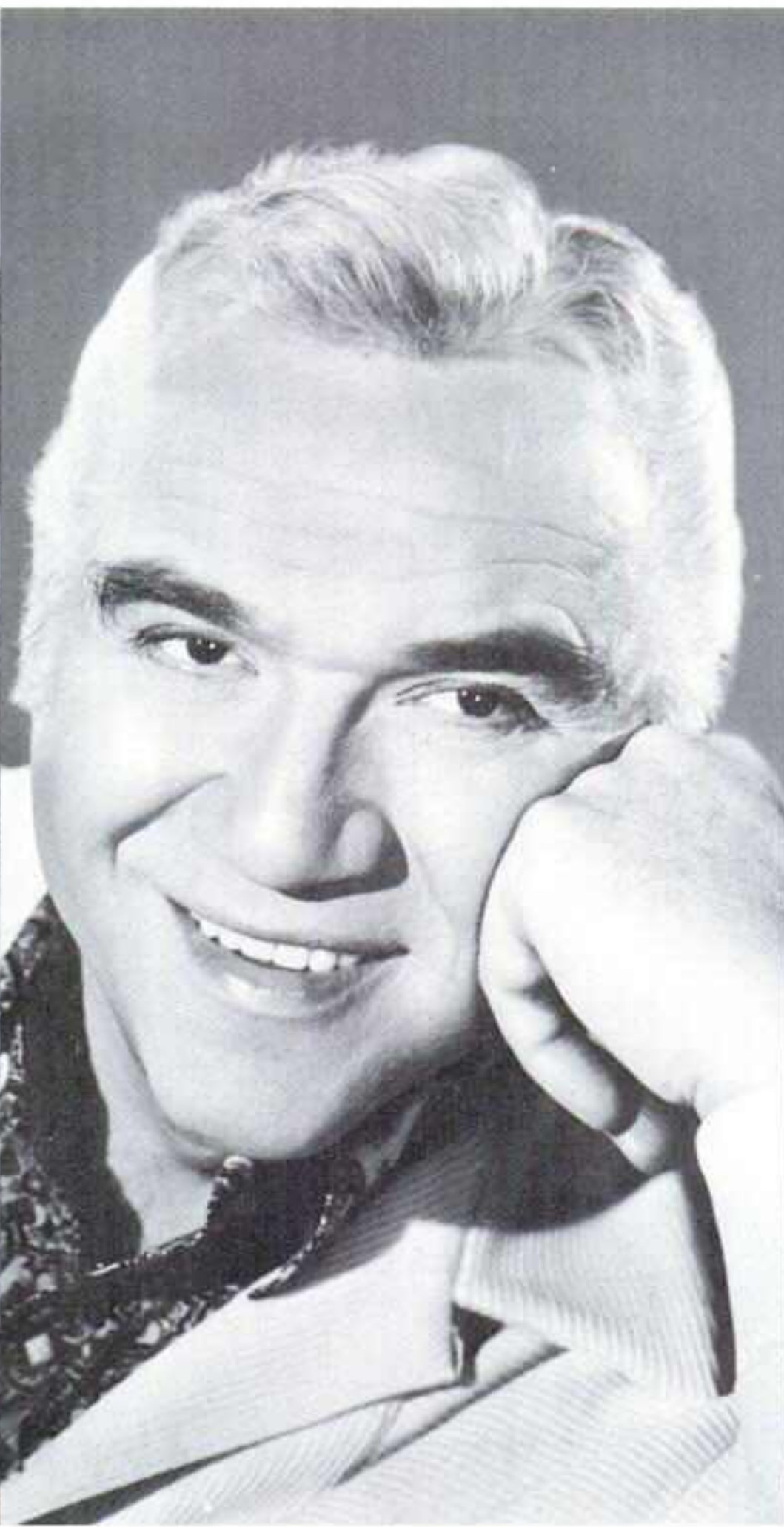
LRP-3388



LRP-3385



LRP-3387



SKETEER DAVIS

"What Am I Gonna
Do with You"

c/w "Don't Let Me Stand
in Your Way"
#8450

LORNE GREENE

"Ringo"
c/w "Bonanza"

#8444

Both sides from Lorne's latest
album, "Welcome to the
Ponderosa" LPM/LSP-2843

NEIL SEDAKA

"I Hope He Breaks
Your Heart"

c/w "Too Late"
#8453

3 Big Names... 3 Big New Singles on RCA VICTOR
The most trusted name in sound

Barclay Tells of Expansion; Hopeful of Indust'y Growth

NEW YORK—Eddie Barclay, whose Paris-based Barclay Records has the largest French popular catalog of records, spent one week here to tell of his expanding operations, how his firm could serve U. S. music interest better than ever before, and to document changing customs practices in the Common Market that portend growing opportunities for the international music industry. He returned to Paris after meeting with indie diskers and publishers.

Common Market Progress
"For some time the Common Market existed in name only," Barclay said. "But now customs duties and barriers, in existence for many, many years, are coming down," he indicated. Barclay said, "I'm happy to note that by the end of 1965, there will be an end to customs between countries in the Common Market. It is already more than practical to interchange merchandise between countries right now," he noted, and said that "these developments make it logical for Barclay to make arrangements with firms in the U. S. to have Barclay represent them in Europe, not just in France alone."

The Barclay Records firm is now in its 17th year in France. With its outstanding roster of artists, many of them internationally known, like Charles Aznavour, Dalida and Rachel, its growth into other countries was easily accomplished. Following a move that established the record label in Belgium, the move into the Netherlands took place just recently when Barclay Netherlands became a reality.

By the end of the year, Barclay expects to be established in Switzerland and Germany and will then offer representation in five countries. When asked what advantages would come to a U. S. record company that decided to do business with Barclay, its president said: "We can offer simultaneous release and unified promotion. For firms that we represent, we will have their affairs handled through a new firm we have just launched, Compagnie European Disques. This firm will concentrate on the distribution of European, French and U. S. labels in the five countries named, and we are happy to have the distribution of Sue Records as one of the first."

Asked about the state of the record business, Barclay said that "until this year, we have had an increase of 20 per cent each year for five years. This year, as I see the activity of the first nine months, I think that out business will do even better than that 20 per cent."

Barclay plans to return to the U. S. in about three months. In the meantime, announcements will probably be made, he said, "about many of the things that involved me on this trip." His firm, although having various arrangements with Columbia, Mercury, Atlantic and Time, for the release in the U. S. of various Barclay recordings, hopes to make a more specific and definite arrangement. Barclay also indicated that talks were held with the publishing wings of United Artists for guidance in the U. S. in connection with Charles Aznavour's French music firm.

Victor Dept. Moved Up

NEW YORK — RCA Victor public affairs department has been upped to division staff level. The department, headed by Herb Helman, now will report directly to the marketing area of the company. It previously was responsible to the advertising and promotion division.

The move, according to Harry E. Jenkins, marketing vice-president, reflects the increasingly important role played by the public affairs department in the over-all function of the record division. "We consider this department an imaginative arm of marketing," he said, "one that has proved an invaluable aid to our company in conveying our point of view to our consumer public."

Reporting to Helman in the press and information department are press administrators Elliot Horne (pop), Sim Myers (classical) and Grelun Landon (West Coast). Staff writer is Tom Berman.

Everest to Reissue Tape

HOLLYWOOD—Everest has retrieved all its tapes from Alfa Tape Sapes, New York firm, and is re-releasing them slowly. Everest had won an injunction against Alfa for alleged contract breaches which gave owner Bernie Solomon the right to recall the product.

Solomon, who is currently lining up regular distribution for the tape line, which includes pop and classical packages, said there were five new releases, two by Gloria Lynn and Patsy Cline and one by Johnny Long. Solomon estimates his tape catalog exceeds 120 titles. Single pack price is \$7.95; twin packs sells for \$11.95. There are 14 twin packs in the catalog. Everest had sold its tape line directly to large users like Korvettes and Discount Record Center Stores.

Reprise Gets More Disks From Pye

HOLLYWOOD—Reprise has secured four additional British singles from Pye to back up their representation by the Kinks. Set for immediate release are Sandi Shaw's "There Always Something There to Remind Me," Tony Dangerfield's "I've Seen Such Things," the Rockin' Berries' "I Didn't Mean to Hurt You" and Peter Faces' "Try a Little Loving My Friend."

Mo Ostin, Reprise's general manager, explained the reason for obtaining the disks was that British product seems to be getting stronger, rather than waning and the company was aware of the impact of imported products.

NARAS Sets Parley Oct. 20

NEW YORK — The National Academy of Recording Arts & Sciences (NARAS) will hold its first membership meeting of the season at the Bryant Park Studio here Oct. 20. The speakers will be Dave Rothfeld, record manager of Korvettes, Gene Brigati, record buyer for Liberty



ZERO MOSTEL and George R. Marek, vice-president and general manager of the RCA Victor record division, improvise their own hora between takes at the recording session of "Fiddler on the Roof." The hit musical is now an RCA Victor original cast album.

King Wins Brown Suit

NEW YORK — James Brown has been restrained from making any more records for the Smash label, a subsidiary of Mercury Records. The restraining order was handed down late last week by the Appellate Court in New York on a suit filed by King Records claiming that it had an exclusivity on Brown's recordings.

Mercury and Brown alleged that the deal with King concerned only instrumental recordings and that he was free to make vocal disks elsewhere. The court, however, found that he was an "exclusive" King artist and the difference between instrumental and vocal recordings did not apply.

Brown moved out of the King fold last April after he scored with a number of clicks in the rhythm and blues field. On the Smash label, Brown clicked with "Out of Sight."

Suit Charging Undercutting Is Filed Against Discount Records

LOS ANGELES—California's Business and Professions Code, which makes it unlawful to sell any product at less than the cost to the vendor, has been cited in a civil suit filed by the Discount Record Center chain against Discount Records, formerly Chesterfield Music.

Suit in Los Angeles Superior Court charges Discount Records with placing an ad in the Oct. 4, 1964, Los Angeles Times, offering the entire Angel catalog, including two new major releases, "at a price less than the cost thereof to the defendant."

Complaint alleges the defendant offered to sell Angel product at a price for "the purpose of injuring the plaintiff" and as a loss leader for the purpose of inducing and promoting purchase of other material.

The complaint cites three sections of the Business and Professions Code, 17043, 17044 and 17500. The first makes it unlawful "for any person engaged

Music Stores, Jack Higgins, record buyer for G. Schirmer, and Sam Goody, who heads his own retailing chain.

13 REPRESENTED

MOA Parley Draws Huge Label Turnout

CHICAGO—Some 13 record labels, representing the largest turnout from this segment of the industry in recent years, exhibited their wares at the Music Operators of America convention here last week.

The themes of the record label exhibits ran the gamut from "bunnies" to browser. RCA Victor, with a lavish display highlighting its top-selling artists and albums, employed two young damsels from the local hutch as hostesses.

In addition to its convention exhibit, RCA also rented the Starlight Roof of the convention hotel to present every night a three-hour interlude of live music, drinks and dancing.

In a different vein, several labels debuted browser units capable of displaying the new stereo operator programmers or the little LP's.

Columbia Records introduced a browser featuring both the

programmer packages and its "Hall of Fame" singles for juke boxes.

Epic Records also exhibited a new browser capable of displaying quantities of the "Memory Lane" juke box singles or stereo operator programmers. The browser is given to one-stops handling Epic product.

Kapp Records also had a new wire rack for displaying both its little LP releases, plus the newly created "Winners Circle Series" of hit singles, all-time standards, and tracks culled from best-selling albums. The racks are being made available to one-stops who will be handling Kapp product.

Other majors on hand included Capitol, Decca and Mercury.

Among the leading independent labels exhibiting were Tamla-Motown, Vee Jay, Monument and Jay Jay.

Cole Porter, Music Great, Dies on Coast at Age 71

SANTA MONICA, Calif. — Cole Porter, 71, one of the giants of American music, died at the Santa Monica Hospital here Thursday (15) following a kidney operation.

Porter wrote a great many songs which became standards, among them, "What Is This Thing Called Love," "Night and Day," "Begin the Beguine" and "Love for Sale."

Much of his material was written for the Broadway stage, beginning with "Fifty Million Frenchmen" in 1929, and including "The Gay Divorcee" (1932), "Anything Goes" (1934), "Red Hot and Blue" (1936),

"Leave It to Me" (1938), "Du-Barry Was a Lady" (1939), "Pamama Hattie" (1940), "Let's Face It" (1941), "Mexican Hayride" (1944), "Kiss Me Kate" (1948), "Can Can" (1950) and "Silk Stockings" (1955).

He wrote scores for films including "Born to Dance," "Rosalie," "Broadway Melody of 1940" and "Something to Shout About."

The most recent release of Porter material on records was RIC's "Cole Porter Revisited," issued last week as an LP. Material includes lesser-known Porter songs, mainly those which were cut from his musicals.

in business in California to sell any article at less than the cost thereof to the vendor, or to give away any product for the purpose of injuring competitors or destroying competition."

The second section states it is unlawful for any business per-

EMI EXECs TO VISIT N.Y.

HOLLYWOOD — Seven members of the EMI board of directors arrive in New York Oct. 21 for visits with Capitol Records.

Contingent will be hosted in New York and Hollywood by Capitol's Glenn E. Wallich, chairman of the board and chief executive officer and its President Alan Livingston.

Group meeting here Nov. 5 includes Sir Joseph Lockwood, EMI's board chairman; John Wall, managing director; Richard Dawes, Lieut. Col. C. P. Dawnay, John H. Hansard, Lieut. Gen. Sir Ian Jacob and the Rt. Hon. Viscount Mills.

ASCAP, BMI Mark Issuing of Stamp Honoring American Music

NEW YORK—The special music stamp honoring American Music, the first in history, was commemorated last week with special luncheons held by the American Society of Composers, Authors & Publishers (ASCAP) here and Broadcast Music, Inc. (BMI) in Washington. The stamp was issued officially on Oct. 15.

ASCAP, which tied in the issuance of the stamp with its 50th anniversary, held its luncheon at Luchow's. ASCAP President Stanley Adams presided over the fest which had in attendance Postmaster General Ralph W. Nicholson, and Robert K. Christenberry, postmaster of Manhattan, as well as such ASCAP-writer luminaries as Lou Alter, Arthur Schwartz, Harold

Arlen and Dorothy Fields. Mrs. Grace Kahn, widow of writer Gus Kahn, was also there. Among the publishing contingent represented was Mrs. Bonnie Bourne, reflecting the glamorous aspect of the Society.

At the Washington luncheon, BMI President Robert J. Burton and Deputy Postmaster General Frederick C. Belen spoke briefly on American music today and the Post Office's series of cultural stamps.

Also present at the Washington luncheon were composers William Schuman, Ulysses Kay, Howard Greenfield, Jerry Bock, Frank Lewin, Sheldon Harnick, Eddie Arnold and Eddie Heywood, and BMI Vice-President Robert Sour, BMI's director of contemporary music Oliver Dan-

iel, and Mrs. Lee Bowler and James Chappellear of the Post Office Department.

The stamp, designed by American artist Bradbury Thompson, features a horn and lute of colonial times, with Giori press printing in red, blue and black on blue paper.

Decca-Coral Release 16 New Albums

NEW YORK — Sixteen new classical and pop albums have been released by the Decca and Coral labels, with a special incentive plan for Decca branches and distributors to run through Nov. 6.

Decca product includes albums by Peter Duchin, Burl Ives, Earl Grant, Bert Kaempfert, Wayne King, the Munsters, James Darren, Joanie Summers, Wink Martindale and the Surfaris, the Honolulu Symphony Orchestra, Patsy Cline, Eddie Cantor, Ruggerio Ricci, Frederic Waldman, the Alma Trio and Marjorie Mitchell and the Vienna State Opera Orchestra and William Strickland. The Coral release features Liberate.

Full-color litho books and in-store window displays are available for the promotion. Trade advertising and consumer publicity are planned for the releases.

DCP Bows 5 Packages

NEW YORK—DCP Records, a label distributed by United Artists Records, unveiled five packages to American and Canadian distributors at a recent meeting at the Hotel Americana here.

Artists featured in the packages include Little Anthony and the Imperials, Kathy Keegan, the Gallows Singers and Gary Chester.

Present at the meeting were Don Costa, DCP president; Joseph Zaleski, DCP national sales director, and Si Mael, U-A Records vice-president and general manager.

DGG Names Six 'Indies' to Handle Catalog on Polydor

NEW YORK — Deutsche Grammophon has appointed six independent distributors to handle the firm's popular catalog on the Polydor label.

While a certain part of the Polydor catalog is, and will continue to be released by various U. S. labels as in the past (MGM, Decca, London, Mercury, Kapp, Atlantic, Fiesta, Universe), there remains still a large repertoire for distribution in the original German jacket under the Polydor label.

According to Claus Petermann, who heads the Deutsche Grammophon Division of Siemens America, Inc., the new distributors will not only supply record dealers in predominantly German communities but will

also make the product available to all major retail outlets. There are about 250 items in the album catalog.

The distributors are: German New Company, New York, who will cover the Eastern seaboard and the West Coast; Hansa Import House, Cleveland, covering Ohio; Gerd Skolmar, Chicago, Midwest; Mayter Enterprises, St. Louis, South and Southwest; West Toronto Record Sales, Toronto, Eastern Canada, and Teldon Distributors, Vancouver, Western Canada.

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FTC IS FEELING WAY ON FALSE AD CHARGES

WASHINGTON—Spokesmen for the Federal Trade Commission here want it made clear that no large-scale investigation of record advertising in local stores of the Los Angeles area is under way, although one could develop if the situation warrants it. As reported in Billboard (Oct. 17), Howard Judkins, Garden Grove record dealer and president of the National Association of Retail Record Dealers, has forwarded to the Commission a complaint alleging deceptive price advertising in 13 area stores, principally discount outlets.

The Commission here says all such complaints are looked into, but at this stage, there has been only a preliminary look at clippings of the advertising sent in by NARD President Judkins. Spokesmen for the FTC say they do not know at this point if the Commission would even have jurisdiction over the within-State advertising cited in Judkins' complaint, or if the charges are well founded. The Commission has not at this time any plans to send any investigator out to the area.

Sam's Jazz Stores Open San Fernando Valley Outlet

PACOIMA, Calif. — Sam's jazz chain has opened its first San Fernando Valley store here at 13486 Van Nuys Boulevard. Managing the location is George Stanfield, shifted here from the chain's Compton, Calif., store.

The new location covers 2,000 square feet, according to President George Hocutt, who operates the specialty chain with Ralph Kaffell and Jack Lewerke.

Sam's has also opened a central warehouse at 2663 W. Pico Boulevard, Los Angeles, to funnel merchandise to the Pacoima, Compton, West Adams Boulevard and Venice Boulevard locations. All inventory is kept at the warehouse, with the store's station wagon transporting supplies to the locations.

A recent phone service listing new releases has been expanded to include concert and jazz club listings, Hocutt added.

Liberty Label Issuing Its Local Product

LONDON — Liberty has started an unexpected program of issuing local product here. From publisher Dick James—he handles the Beatles' music, of course—Liberty has bought the master of a disk made by a new Manchester group, the Stylos.

The record, "Head Over Heels," will be issued here next week, marking the first British record to go out here on the Liberty label. It will be released in the U. S. next month. More such disks are expected.

Following President Al Bennett's visit earlier this month, Liberty has become active on the British scene. This weekend (21) the company brings in Jackie de Shannon to record, undertake promotional appearances, and discuss a tour with promoter Tito Burns.



SI ZENTNER, center, accepts three Billboard trophies for being voted "favorite band," "most played" and "most promising band" by U. S. disk jockeys. Also holding trophies are Bill Wardlow, of Billboard's Coast office, left, and Al Schmitt, RCA producer.

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LET'S

GET WITH THE RINGLEADERS

RINGING UP AMAZING SALES
FROM COAST TO COAST!

FROM COLUMBIA RECORDS



CL 2203/CS 9003*



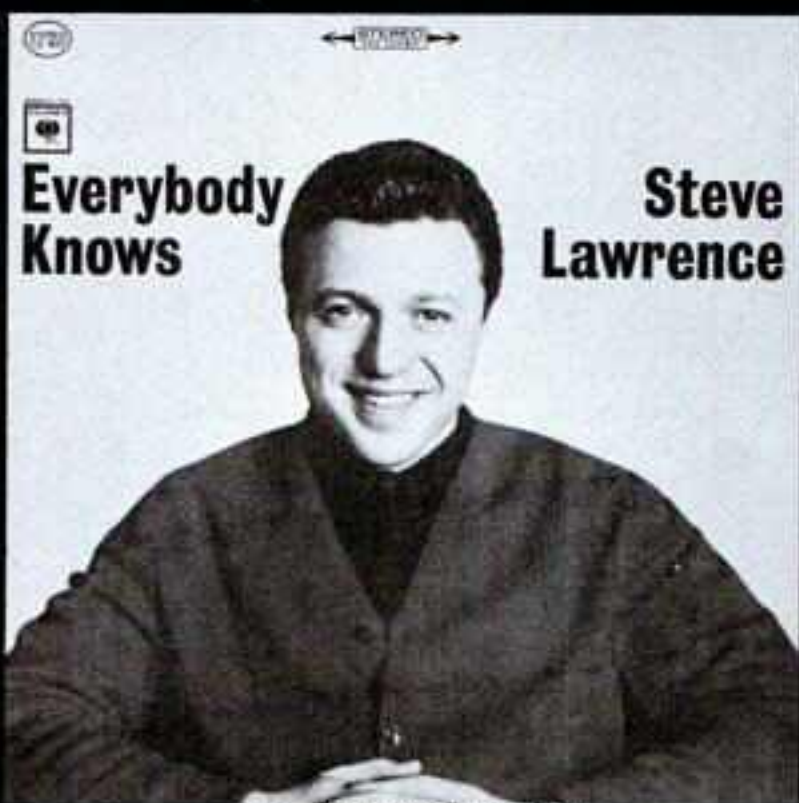
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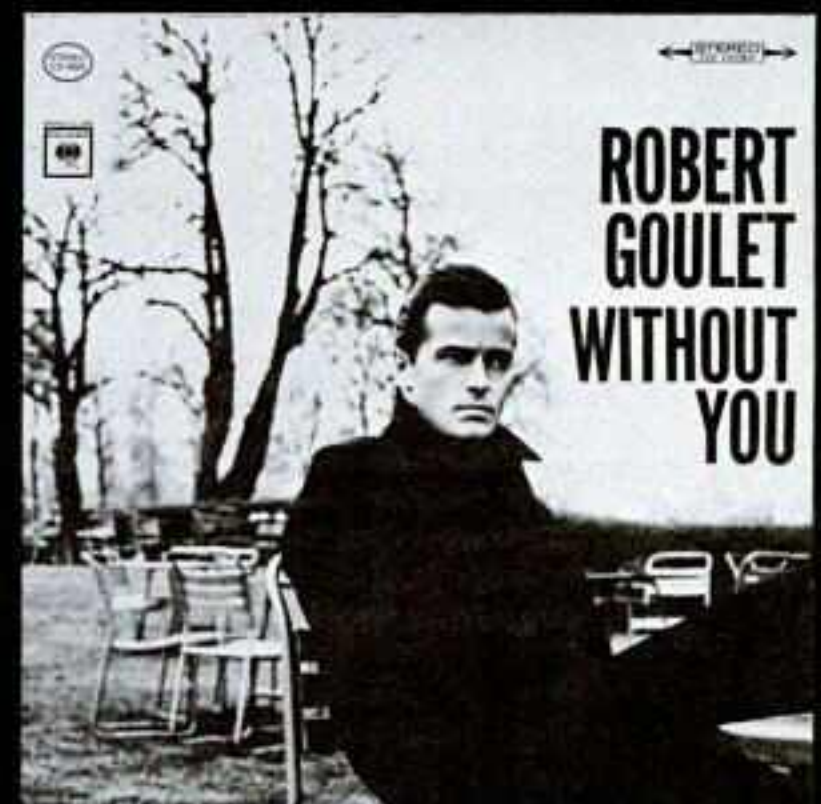
CL 2221/CS 9021*



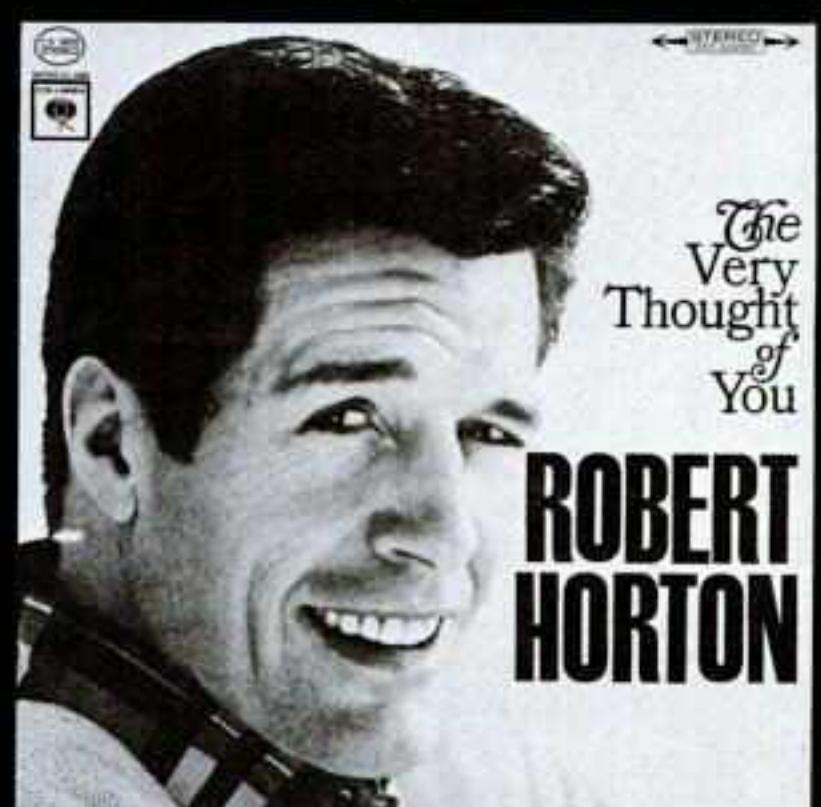
CL 2213/CS 9013*



CL 2227/CS 9027*



CL 2200/CS 9000*



CL 2202/CS 9002*

*Stereo

COLUMBIA RECORDS REG. PRINTED IN U.S.A.

The Wonderful World of Records 

Gospel Quartets Bring SRO

By ELTON WHISENHUNT

MEMPHIS — Thousands of gospel music fans from several adjoining States paced the Auditorium for three days last week (9-11) to hear dozens of amateur, semi-professional and professional gospel quartets sing at the National Quartet Convention.

Every session of the ninth

annual event, which has been held in Memphis for all but two years, was a sellout. Seating capacity is 6,000.

Forty of the top professional quartets in the nation were on hand, including the local Blackwood Brothers, the Statesmen of Atlanta, the Speer Family from Nashville, the LeFevres of Atlanta, the Blue Ridge Quartet from Spartanburg, S. C.,

the Marinas from Daytona, and many others.

A talent contest was held one day for amateur quartets who hope to break into professional ranks. At the Sunday session, Hovie Lister of Atlanta, who sings with the Statesmen and is also a minister, preached the 11 a.m. sermon. The Statesmen and Blackwood Brothers quartets sang.

(Continued on page 48)

DISKS FOR INSTRUMENTS

Bonn-Bulgaria Enter Trade Pact

By OMER ANDERSON

BONN—Bulgaria's new trade agreement with West Germany provides for the exchange of German phonograph records against Bulgarian musical instruments.

In connection with the negotiation of the Bonn-Sofia trade pact, one of a series West Germany is negotiating with Communist countries, Bulgaria took the unusual step of specifically renouncing any ideological bias against Western popular music and agreeing to import German pop disks without bias.

In fact, Bulgarian authorities have now gone to the opposite extreme and are predicting an eventually big Bulgarian market for Western pop.

They disclosed that Bulgaria's Communist government, frustrated in its efforts to wean their people away from Western-style popular music, has now decided that the situation is one of "if you can't beat 'em, join 'em." Which Bulgaria is now doing with the training of pop singers.

A State-supported "Studio for Pop Singers," which is described unofficially as a "conservatory for the proletariat," has just

graduated its first students, who are now warbling into microphones.

Paper Speaks Out

The organ of the Bulgarian Communist Party, Rabotnichesko Delo, has now made the turn-about complete by assailing previous Bulgarian Communist regimes for failure to encourage pop music and train pop singers.

"Before the Studio was opened, 'Rabotnichesko Delo' complained, 'no effort was made to train pop singers. All this favored the appearance of mediocre pop singers who, in their ambition for quick success, systematically ruined the public's appreciation of superior pop music.'"

Not so the graduates of the "Studio for Pop Singers," which is operated jointly by the Bulgarian Radio and TV Service, the Bulgarian Concert Directorate and the "Balkanton" musical instruments factory.

The Bulgarian Communist Party newspaper acclaimed the first graduates of the pop singing school in lyrical language. "The fans of light entertainment welcomed with joy the successful debut of the first tyro singers of the Studio, and for two

evenings running, large crowds were attracted to the Bulgarian Hall, where they gave a warm reception to the young artists."

Unprecedented Praise

To state it mildly, such official praise for Western pop and its purveyors is unprecedented and revealing. Moreover, Bulgarian Communist leaders, now that the ice around Western pop has been broken, are displaying an almost missionary zeal toward the introduction of pop.

They said that "the debut of our pop singers has clearly justified the studio's existence, but these relatively good results to date are far from sufficient for the future work of the studio. . . ."

The Bulgarians are being surprisingly catholic in their selection of pop singing and dance material. For example, a recent dance competition for members of the Bulgarian Communist youth organization included the "temperament-filled" Charleston, the Madison, the bossa nova, the cha cha, tangos, the Russian lyrical dance, and numbers identified as the Bulgarian "lipsy" and the "dobrudzhana."



MGM RECORDS introduced "A New Kind of Connie" last week at a cocktail party at New York's Hotel Plaza. Surrounding the singer, from left to right, are Billboard's Ron Willman, advertising department; Mike Gross, associate editor, and Peter Heine, advertising manager.

ABC-Para's Dealer Plan New Policy

• Continued from page 1

thoven, Hindemuth and Richard Strauss.

Upon presentation of the letter, the customer may buy any or all of these albums for \$2.98. Distributors get a 20-cent credit for each LP sold under the program. Net cost to them is \$1.66 an album. Dealers' cost for the LP's is \$2.10 upon presentation of the letter to the distributor.

The third phase of the Westminster program, set for November, is based on three new Herman Scherchen albums plus the 120 Scherchen LP's in the Westminster catalog.

The program, effective Monday (19) and running through November, will be promoted as "Scherchen Month," with window flyers and covers for window display available to dealers.

Distributors can buy the product for \$1.67. Westminster is suggesting that these discounts be passed on to dealers so that the albums can be sold for \$2.98 each through November.

Net result of the Westminster program is to restore in some measure the competitive edge that has been lost to the dealer. Also, the dealer is able to build up a mailing list from the letters sent to consumers by Westminster.

Kingstons To Cut First Decca Disks

HOLLYWOOD—The Kingston Trio will use its own recently furnished \$30,000 studio in San Francisco to cut its forthcoming products for Decca. Trio's debut Decca single is "Hope You Understand," penned by John Stewart, member of the group, due out shortly. Their first LP, "Kingston Trio: Nick, Bob, John" will be released next month and will feature "hobotype songs," according to Nick Reynolds.

Trio is purposely reducing its time on the road, previously six months of the year, to reside in San Francisco and carefully plan their records. Negotiations for the boys to film products for Universal pictures and TV have not yet been concluded, but

Fontana and Smash Pkgs.

CHICAGO — Regional distributor meetings in 24 cities coast to coast will introduce an eight-album fall release package from Smash and Fontana Records.

The Smash releases: Jerry Lee Lewis' "The Greatest Live Show on Earth"; "Back to Soul," by Anna King, the James Brown find; Pete Drake's "Talking Steel Guitar," and "12 Other Instrumental Hits," by Bill Justis.

Fontana's internationally flavored releases are Johnny Dankworth's "Shakespeare and All That Jazz"; "Jazz on the Screen" with Miles Davis and Art Blakey; "Drums and Pipes of the First Battalion," by the Royal Irish Fusiliers, and "Introducing Dario Moreno," the debut of Europe's exotic music maker.

"This is the most salable album release in the firm's history," declared label chief Charlie Fach. Promotion of the package will be intensive, Fach announced, with a special film presentation narrated by Bob Hope utilized to unveil the fall merchandise at distributor meetings.

The first such meeting, attended by All State Record Distributors of Chicago and O'Brien Distributors of Milwaukee, was held here Oct. 9. A combined New York, Boston and Philadelphia distributor meeting was held in New York City on Oct. 12.

Conducting the current series of distributor presentations are Fach, Smash national promotion manager Alan Mink; Lou Dennis, national promo manager for Fontana, and regional managers Elliot Greenberg and Romeo Davis.

Merchandising support includes full-color album coverbooks and dealer order forms showing the LP covers of the fall release as well as a complete listing of previously released product. In-store and window displays include artist divider cards and easel-back covers for the eight releases.

Reynolds said the trio was interested in both a series and in guest shots in dramatic programs.

Besides cutting for Decca, trio will produce disks with other artists, with Decca getting first refusal rights.

Vinton Sues Manager for 300G

NEW YORK — Damages of \$300,000 were sought in a suit filed in New York Supreme Court by Singer Bobby Vinton

against his personal manager Al Bregman.

The suit charges that Bregman induced him to sign a contract after falsely representing that he would make him a film star. He charges that the representation was made while he was still under contract to another manager. He terminated the contract, was sued, and paid off a large sum of money, he said.

He claims he signed with Bregman in 1962 and thereafter learned that the representations were "false and fraudulent and were made deliberately to deceive me and to sign with him." He claims that he realized later that the inducement by Bregman was false and that he never intended to do what he said he would.

He claims he paid Bregman nearly \$50,000 and the additional moneys asked are for damages. Bregman, who lives in California, moved to dismiss the complaint. He also challenged the jurisdiction and asked that the action be submitted to arbitration.

Chall'ge Has Budget Line

HOLLYWOOD—L-J Records has been formed by Challenge as a budget line. New entity will release budget merchandise and specialty items, explained President Joe Johnson.

L-J is not being sold through normal distribution channels, Johnson added. The new line is being peddled through mail-order procedures. First LP is "Jan and Dean With the Soul Surfers," material recorded, Johnson said, before the duo joined Liberty.

HOLLYWOOD — The Beach Boys will bring surfing to Europe Nov. 1 during a 30-day tour of eight countries. Sojourn is their first to the Continent. Their itinerary includes England, France, Germany, Holland, Italy, Sweden and Denmark for concert and radio-TV appearances.

L. Monte Jr. Benefit Set For Oct. 28

NEWARK, N. J.—Record industry luminaries will be out in force Wednesday evening, Oct. 28, for the Lou Monte Jr. Leukemia Foundation Benefit Show to be staged at Mosque Theater in Newark.

The event is headed by Gov. Richard Hughes of New Jersey, with Tony Bennett and Connie Francis serving as celebrity co-chairmen. Among the show business names slated to perform are Myron Cohen, Phil Foster, Julius La Rosa, Terri Stevens and Al Kelly, with other key performers to be lined up in the next few days.

All proceeds will be donated to forming of a Leukemia Research Foundation for New Jersey in the name of Monte's 21-year-old son, who died of the disease in January of this year. Tickets are \$5, \$7.50, \$10, \$25 and \$50, and may be obtained by writing Lou Monte Jr. Foundation, Inc., 250 W. 57th Street, New York, or calling JU 6-3550.

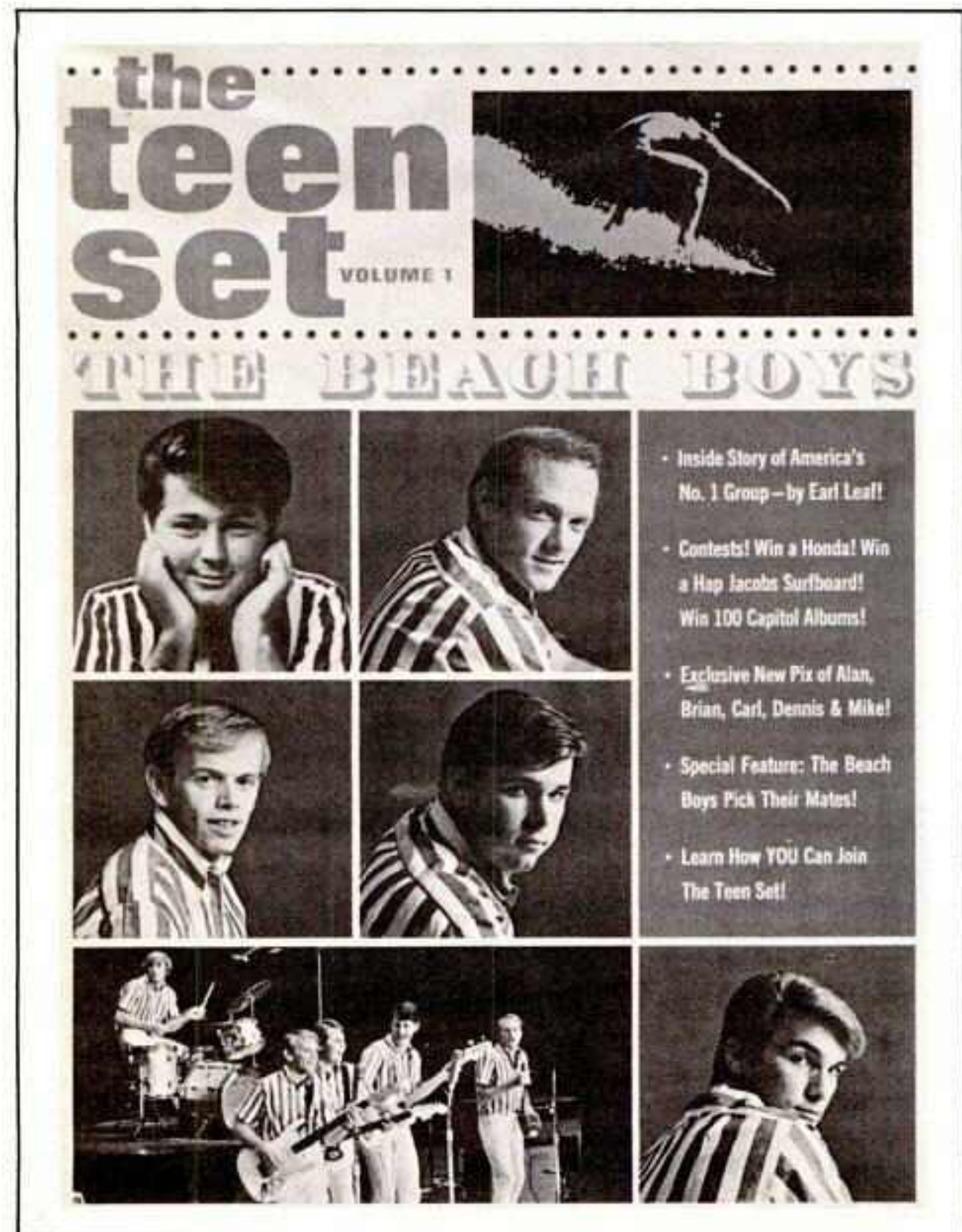
BURKE BOWS AS AN ARTIST

HOLLYWOOD — Sonny Burke, Reprise a&r director, has turned artist, debuting on the label with orchestral readings of themes from "Peyton Place" and "Of Human Bondage." Burke's last endeavor was for Decca two years ago. In the interim he has been recording other people and waiting for the right material with which to record himself.



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FTC Issues Historic Decision

• Continued from page 1

government buttresses the conclusion that it has not been harmful to the industry; in fact, that it has aided the industry and the buying public.

The retailing segment of the industry—it has been proved statistically—continues healthy despite the growth of clubs; and it is our opinion that this state of affairs will continue. Statistics, in fact, back up the philosophy of the FTC examiner's decision.

It is important to note, however, that in these changing times, the growth or health of any segment of the industry will bear a direct relationship to the validity of function served by that segment.

In brief, when a manufacturer, distributor, dealer or club performs a valid service, he will prosper.

The club picture, we prognosticate, will grow more competitive than ever. RCA Victor has at this point revealed no change in plans for its club operation; some observers expect that the Victor Club will undertake the distribution of other labels in order to more evenly cope with the Columbia Club. The Capitol Club has already started to handle other product.

It is to be expected that the total club advertising will make the public more record-conscious, and this, in turn will redound to the benefit of retailers, distributors, songwriters and publishers.

Columbia Record Club Exonerated

• Continued from page 1

However, Examiner Moore did do some worrying over possible antitrust aspects in the exclusive aspects of the licensing. Outside label product is barred from use by other clubs or mail-order houses for duration of the contracts, with certain exceptions. The FTC examiner decided, on the basis of contracts studied, and on the basis of law and court precedent, that the outside label deals are a permissible form of "ancillary restraint."

Must Pass Tests

The so-called ancillary or subsidiary and lesser antitrust activity is permissible if it can pass three tests:

The restraint must be necessary to protect a legitimate interest; it must not impose hardship on the licensed company,

and must not be injurious to the public. Moore found the Columbia Club arrangements with outside labels permissible on all three counts. He also found the labels were strengthened in other areas of distribution, by the club promotion and distribution. All of which will be good news to Victor, Capitol and other subscription or mail-out club projects contemplated by record manufacturers.

Retail dealer and distributor complaints of injury from Columbia Club competition in particular, and clubs in general, get little credit in the Moore analysis of the industry, and some 50 "injury" cases brought into the record. Moore first knocks down government argument that Columbia's "dual pricing" put retailer cost at \$2.47 per album as against subscriber price of \$2.14. Moore finds the price differential exaggerated by dealers and by FTC attorneys, through understatement of price to consumers, and overstatement of prices to dealers.

Moore claims FTC attorneys compared highest prices paid by dealers for club record titles, to lowest, first-year introductory price offers to Club members. Also, mailing and handling costs to club members were not taken into account in the comparison. On the dealer side, Moore found that many could drop prices via discounts and special deals, and could even undersell club prod-

uct when transshipments came their way.

Moore, in his message to the commissioners, says he sympathizes with the small businessman's problems. But losers are inevitable in business competition—and club distribution is "good" for the competitive health of the industry. Says Moore: "We can't subordinate over-all competition to the protection of small-business competitors."

Questions and Doubts

Throughout the 300-page document, Moore tries to foresee and to satisfy questions or doubts—and there could be some—in the minds of commissioners who might disagree with some of his findings. In addition to a meticulous analysis of the facts on record, Moore cites court cases and previous FTC decisions.

If the Federal Trade Commission upholds the examiner's initial decision, the Columbia Club and all record clubs can pursue present methods employed by Columbia in pricing and licensing of outside labels without fear of charges that they are using deceptive pricing or creating monopoly.

No Factual Record

Going down the line on all government charges, Examiner Moore said there was no factual record to substantiate government claims that the Columbia Club operated to (1) fix prices; (2) involve "other concerted activity" that would give Columbia virtually permanent control over licensor-labels; or (3) that the licenses were "unlawfully exclusionary" per se.

Moore also demolished attorneys' dire prophecies that if the Big Three (Columbia, Victor and Capitol) clubs expand to outside labels, they can sew up the record club business and eventually control the whole LP field, and indeed the whole industry. Moore says history of the record industry shows competition too strong for any single company—or group of companies—to dominate record sales. (Moore's approach answers eloquent plea by Columbia attorney Asa Sokolow to deal with facts on the record, and not with exhortations and prophecy on what "could happen.")

Industry record showed the FTC examiner that in 1938, RCA Victor and Decca were dominant, and in 1951, Columbia and Capitol drew abreast. From 1951 to 1961 the Big Four's original 75 per cent of the market was chipped away by multiplying competitors to about 51 per cent, while share of the rivals doubled from 25 per cent to nearly 49 per cent. Such a pattern disproves possibility of monopoly by a single firm or group of firms, Moore found.

Policy: Courtesy for Curtness

• Continued from page 1

bum rights to "Call Me Madam," the Irving Berlin musical which starred Miss Mermer, but Decca refused to turn her over to Victor for the one-shot deal. This forced Victor to do the cast set with Dinah Shore substituting for Miss Mermer. Decca came out with its own "Call Me Madam" LP starring Miss Mermer and Dick Haymes. Neither set did well. A few years later, Victor held on to Abbe Lane when Columbia Records had the original cast albums rights to "Oh, Captain" and Columbia had to record Eileen Rodgers in Miss Lane's role with the rest of the original Broadway cast.

Times have changed since then—and a helping hand is apparently the order of the day. Last season Columbia Records extended its "courtesy" to Capitol with Barbra Streisand for Capitol's original Broadway cast package of "Funny Girl." Capitol has a big hit with its LP and Columbia came up with a click single of Miss Streisand singing "People," one of the tunes from the "Funny Girl" score, and the new Columbia LP by Miss Streisand, titled "People," is currently riding high on Billboard's "Top LP's" chart.

This season, though, will really see a blooming of the "courtesy" bit. In Decca Records' "The Lively Set" album, for example, there are three "courtesy" credits. The LP, which features the original cast and music from the Universal Picture of the same title, has

Further, in 1962, Columbia's share of the market was almost one-fourth lower than its 1945 level—and the Club had been in operation several years.

Compares Practices

As to alleged pricing deception in club advertising, Moore compared Columbia practices with FTC's amended 1963 "Guides Against Deceptive Pricing" and found no violations. Nor did he find any evidence of "concerted" moves between Columbia and licensors that are in violation of any law, nor any evidence of price fixing by Columbia. Moore said government's finding of "price fixing" was actually a misunderstanding of Columbia's use of a "royalty price" customary in the industry.

For a windup, Examiner Moore demolishes the government's case in toto, by calling all the charges a series of "Procrustean beds"—meaning that FTC attorneys stretched or chopped off evidence the way the mythical Greek highwayman Procrustes made his victims fit iron beds. Rather ironically, Examiner Moore compliments government lawyers on dredging up "every type" of antitrust law and principle on the books—but in this case, they do not happen to "fit the facts," said Moore.

In praise of record clubs, Moore said: "Since the advent of record clubs, new competition has been injected into the record industry and other important benefits to the entire industry have materialized. There is no convincing evidence that club operations, including the practices challenged in the complaint, have hampered the growth of any segment of the industry. Since the organization of the Columbia Record Club in 1955, every segment of the record industry has grown."

The Columbia case was handled by the New York law firm, Rosenman - Colin - Kaye - Petschek & Freund.

James Darren, courtesy of Colpix; Wink Martindale, courtesy of Dot, and Joanie Sommers, courtesy of Warner Bros.

The Reprise label, which has Sammy Davis in its fold, will be getting "courtesy" credits on two separate labels for its loan-out of the singer. Capitol Records has Davis for its original Broadway cast set of "Golden Boy" and RCA Victor has Davis for its English soundtrack album of "Threepenny Opera." Victor is also giving "courtesy" credits to Warner Bros. Records for its use of Allan Sherman on its upcoming "Peter and the Commissar," in which Sherman is teamed with Arthur Fiedler and the Boston Pops Orchestra.

Even though many companies are now willing to settle for these "courtesy" credits, it's known that they are really not too happy with this overlapping of label affiliations and are looking for ways to tighten their exclusivity deals on contracts especially as far as soundtrack and original Broadway cast albums are concerned. Many of them figure that if they spend time and energy building an artist in the pop field, they should also benefit if and when that artist gets a movie or Broadway show deal.

An example of record companies losing out on its artist represented on a soundtrack was last year's "Bye Bye Birdie." RCA Victor had Ann-Margret in the cast and Cameo-Parkway had Bobby Rydell, but the soundtrack rights went to Columbia because of a prior commitment. (Columbia had the original Broadway cast album rights to "Birdie.")

In some instances, it has worked the other way, in favor of the company with a strong contractual hold on its artist. This was best shown with Metro's movie version of "Jumbo." Usually, the soundtrack rights to a Metro picture go to its subsidiary, MGM Records, but in the instance of "Jumbo," Columbia had such a tight grip on film's star Doris Day that it captured the soundtrack rights.

In addition to tightening its hold on artists, companies that are acquiring names from other labels are trying to make sure there is no backlog left so that the artist will be competing with himself on the old label when his new releases have come out.

The problem of backlog and masters in another label's hands worries the artist as well as his new label affiliation. In the case of Andy Williams, he recently bought his old masters from Cadence Records to prevent them from getting into the hands of another label which could throw them into the market to compete with his current Columbia product.

But, until the time comes that a record company can get a total wrapup of its artist, the only way to enhance his career on Broadway or in movies is to give its "courtesy" to rival companies when they have original Broadway cast album and/or soundtrack rights and hope it will receive some of the same in return.

NEW YORK—Powertree Records this week announced the formation of three new subsidiary labels—Vegas, Janus and Essence.

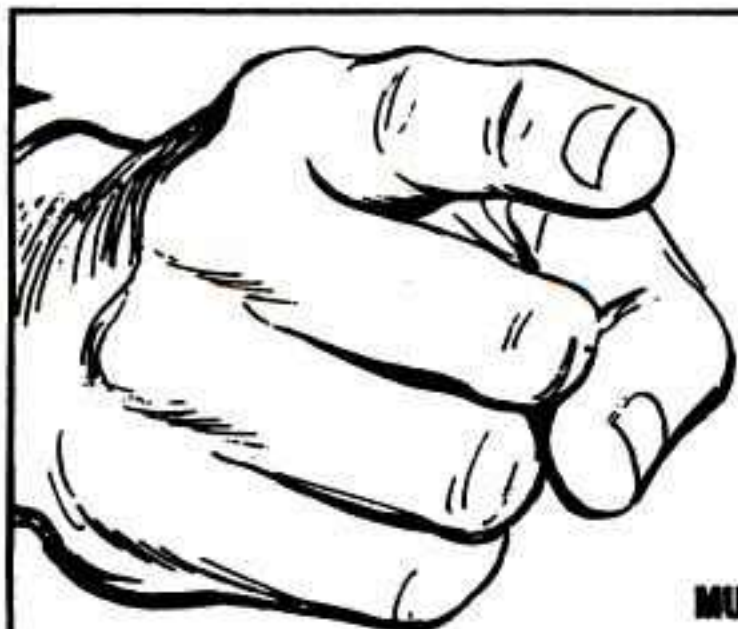
Vegas will be a folk and soundtrack label; Essence will concentrate on spoken word records, and Janus will be r.&b.

Powertree and its subsidiary labels plan to release 32 albums for the rest of the year.

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Cannonball Adderley Aims Sax at Record Market

HOLLYWOOD — Julian (Cannonball) Adderley, a new jazz pactee with Capitol, is mapping plans to become a busy recording cat. The influential saxophonist feels his new disk affiliation is his first opportunity to fully exploit large groups and string sections.

Cognizant that jazzniks may label these recordings "commercial," he says it doesn't worry him. "Capitol for a long time has recorded large bands and stayed away from small groups," he explains. "So jazz fans will probably say Capitol has got me doing big band things. Truth of the matter is I've discussed a master plan for my albums with producer Dave Axelrod, which includes big band things."

Cannonball added he would like to record with singers, something he could not do while with Riverside, which stayed away from vocalists.

Capitol has fully taken advantage of Cannonball's recent West Coast stay, recording the single, "Goodbye Charlie," an LP at the Manne Hole and an LP with vocalist Ernie Andrews. Several years ago, Adderley provided the backing for one of Nancy Wilson's first Capitol albums, so he is not new to the label or working with jazz vocalists.

Adderley says the reason for playing with fiddles is to expand the programming of jazz. "People overlook the fact that Charlie Byrd and Clifford Brown both recorded with strings," he said.

Out on the road playing night clubs three quarters of the time,

Adderley finds "too much conformity within the jazz ranks." He believes there's "not too many people thinking for themselves."

"If a man has the convictions to play his own style, he's looked upon as a giant," he notes. Citing John Coltrane as an individual who evolved his own style only to be "put down by the critics," Adderley says Coltrane "knew he was saying something so he kept on playing." Then came a whole host of imitators and suddenly the critics began recognizing him as the innovator, Adderley remarked.

Asked if he saw any result to the merger of avant-garde players, Adderley said: "Musicians are busy analyzing themselves. They used to enjoy themselves on the stand and this would carry over to their audience." Now jazzmen are injecting "deliberate complexities" into their styles. "It's morally wrong to expect people to pay for satisfying your ego," Adderley said with conviction.

The erudite leader said he prefers playing in clubs because of stimulus and contact with an audience. He has earned as much as \$5,000 for an engagement with his group. He says people have fun in a club but doesn't think they should take all music seriously. Adderley doesn't believe in the intellectual only approach of avant-garde jazz fans. Jazz is fun and people should remember this and stop worrying about intellectualizing, said Adderley.

'Stones' Gather No Moss: Set For U. S. TV

LONDON — The Rolling Stones have been booked for their "Ed Sullivan Show" debut and an appearance on Jack Good's TV'er "Shindig" during their U. S. visit at the end of the month. The Honeycombs were added to the edition of "Shindig" filmed here. The Stones, Gerry and the Pacemakers and Billy J. Kramer have all been signed for an American Electrovision film.

The Stones will now arrive in New York on Oct. 23 and appear on the Sullivan show two days later before going to Los Angeles to film their contributions to an American beat film being made in Electrovision (the process used recently to film Richard Burton's Broadway "Hamlet" performance for showing in U. S. cinemas at Christmas).

The group will perform concerts in key American cities before returning to London Nov. 8.

Gerry and the Pacemakers arrive in New York Oct. 18 and spend the following two days filming "Shindig"; Billy J. Kramer and the Dakotas leave London the day after the Pacemakers and do likewise. The two groups begin their U. S. tour in San Diego (22) and conclude in New York on Nov. 5.

The Honeycombs—who have scored a transatlantic hit with their first record, "Have I the Right," were added to the bill filmed in London last week by Jack Good for "Shindig" which already included the Beatles and Cilla Black.

PEOPLE AND PLACES

By MIKE GROSS

In conjunction with the showing of Harold Rome's paintings at the Marble Arch Gallery in New York (Nov. 10-Dec. 5), Columbia Records is issuing an LP entitled, "Harold Rome's Gallery," which includes 12 new songs by the composer as well as reproductions of the paintings. . . . Barry Gordy, head of Motown, and the Supremes, returned to the U. S. from Belgium last week. . . . George Goldner, Redbird label chief, left for Europe last Thursday (15). . . . Mary Wells, new 20th Century-Fox artist, is currently on tour in England, covering 26 cities with the Beatles. . . . Comedian Soupy Sales, featured daily on WNEW-TV, is readying a special songbook for kiddies based on songs he's collected over the years. . . . Johnny Tillotson, MGM artist, currently on tour of Ireland. . . . Singer Donna Fuller makes her New York night club debut at the Living Room Nov. 16.

The Rolling Stones will be presented in concert by Sid Bernstein at New York's Academy of Music on Oct. 24. Bernstein will also present the Swingle Singers of Paris at Carnegie Hall the same day. . . . Carol Bruce is filling out a two-weeker at New York's Living Room. . . . Oliver Nelson will be the arranger on Billy Taylor's next album for Capitol. . . . Dick Allen, Universal Attractions, is on a tour of England with the Isley Brothers. . . . The Champagne Gallery in Greenwich Village has started a series of jazz matinees on Sundays. . . . Suzanne Osborne, Billboard aid, is appearing in the Phoenix Theater's production of "Dr. Faustus." . . . Writer-publisher Eddie White is turning theatrical producer. He's producing "The Family Way," a comedy by Ben Starr (not the music business attorney), scheduled to open on Broadway Jan. 13.

Louis Benjamin, managing director of England's Pye Records, was in Chicago recently for meetings with Leonard and Marshall Chess and Argo Records. . . . Mrs. Bonnie Bourne, Bourne Company president, is on the lookout for new catalogs and new writers, and is investigating various properties in a drive to stimulate long-range activity for the firm.

Bikel Gifted, Honest Artist

Theodore Bikel is an entertainer of considerable quality; he is imaginative, endearing and talented. Only such a gifted artist can transform the vastness of Carnegie Hall into the intimacy of a small recital hall. In just a matter of a few minutes, Bikel's singing and informal chatter pierces pretentiousness and hate, and what emerges is a performance by an honest, outspoken artist, unafraid of harassment, championing causes, popular and unpopular.

It is true, of course, in New York the near-capacity crowd that saw him on Sunday (11) was highly partisan. But he has also appeared in theaters on the Coast, where his performances in some cases attracted large numbers outside whose reaction was not so favorable.

Bikel divides his program between songs that relate to freedom, oppression, and melodies that deal with love in a humorous or romantic vein. They are tunes of many lands and all are sung in the language of

their particular country. Bikel's voice has range and power, but its strength, as in the true folk tradition, comes not from training in the "strict school" sense, but lies in the richness of interpretation and feeling.

Although the subject matter of his tunes does not differ too much, they do range in mood. (Continued on page 12)

'BAJOUR' IN BOSTON

Flash Does Not a Musical Make

BOSTON—If wild hilarity, bejeweled women and dazzling costumes added up to good fortune for a musical, "Bajour," the new musical about gypsies in America which opened at the Shubert Theater in Boston for a two-week pre-Broadway tryout, would be in the cards for a long time. As the Earnest Kinoy-Walter Marks tale of love and looting now stands, it is a bold, flashy canvas as the curtain rises with promise of tingling excitement which quickly deteriorates into a rather mediocre boys-meet-girls-saga lack-

ing variety with only momentary shreds of triumph. Not that Chita Rivera, Nancy Dussault, Herschel Bernardi and Robert Burr aren't engaging people who work hard; they

just do not have the material. The plot deals intermittently with the "Bajour," a big swindle in gypsy parlance, while it pauses frequently for songs that (Continued on page 12)



MILTON R. RACKMIL, seated, president of Decca Records, wraps up the deal with the Kingston Trio at a special press conference held last week at Universal City on the Coast. Standing, left to right, are trio members Nick Reynolds, John Stewart and Bob Shayne, and group's personal manager, Frank Werber.

Clark 5 Set For Memphis

MEMPHIS — The Dave Clark Five will play Memphis Dec. 13 at the brand-new \$4.7 million Coliseum on their seven-week swing of one-nighters in the U. S. and Canada beginning Oct. 29 in Montreal.

Ray Brown of National Artists Attractions, who is arranging the local show for Spotlight Productions, Inc., of New York, said the arrangement is for the local promoter at each city to provide the preliminary acts.

Brown, who is booking agent for several recording stars, said he will probably pact Hi Records artist Ace Cannon and Groove artist Charlie Rich on the bill.

The show appears headed for a sellout. Advance tickets will be \$4.50, and general admission \$2 and \$3. The Coliseum seats 12,050. If the demand is great enough, two shows will be held, one at 3 p.m., the other at 8 p.m.

The Dave Clark Five is guaranteed \$9,000 for one performance. Their contract provides that they perform only 30 minutes. The contract further provides that if the gate is over \$18,000, they get 50 per cent of the amount over \$18,000. Another provision: if a second show is held, they get a flat 50 per cent of the gate.

The British stars will travel in a chartered jet, as did the Beatles on their recent U. S.-Canada tour.

Signings

Epic Records has signed the Negro gospel singing family, the Staple Singers. Billy Sherrill, Epic's artists and repertoire producer in Nashville, will record the group at its home base in Chicago.

Vic Damone has moved to Warner Bros. after three years under the Capitol Records banner. New folk singer for Capitol is John Denver. . . . The Lizards, a new teen-age act, has been signed by 20th Century-Fox Records. . . . Singer-actress Maria Korda has signed with Ultima, new Los Angeles label. Her first single is "To Know Him Is to Love Him." . . . Johnny Paycheck, Nashville songwriter, has been signed to a recording deal by Hilltop Records. His first single will be released in conjunction with the country music festival to be held in Nashville Nov. 5-7.

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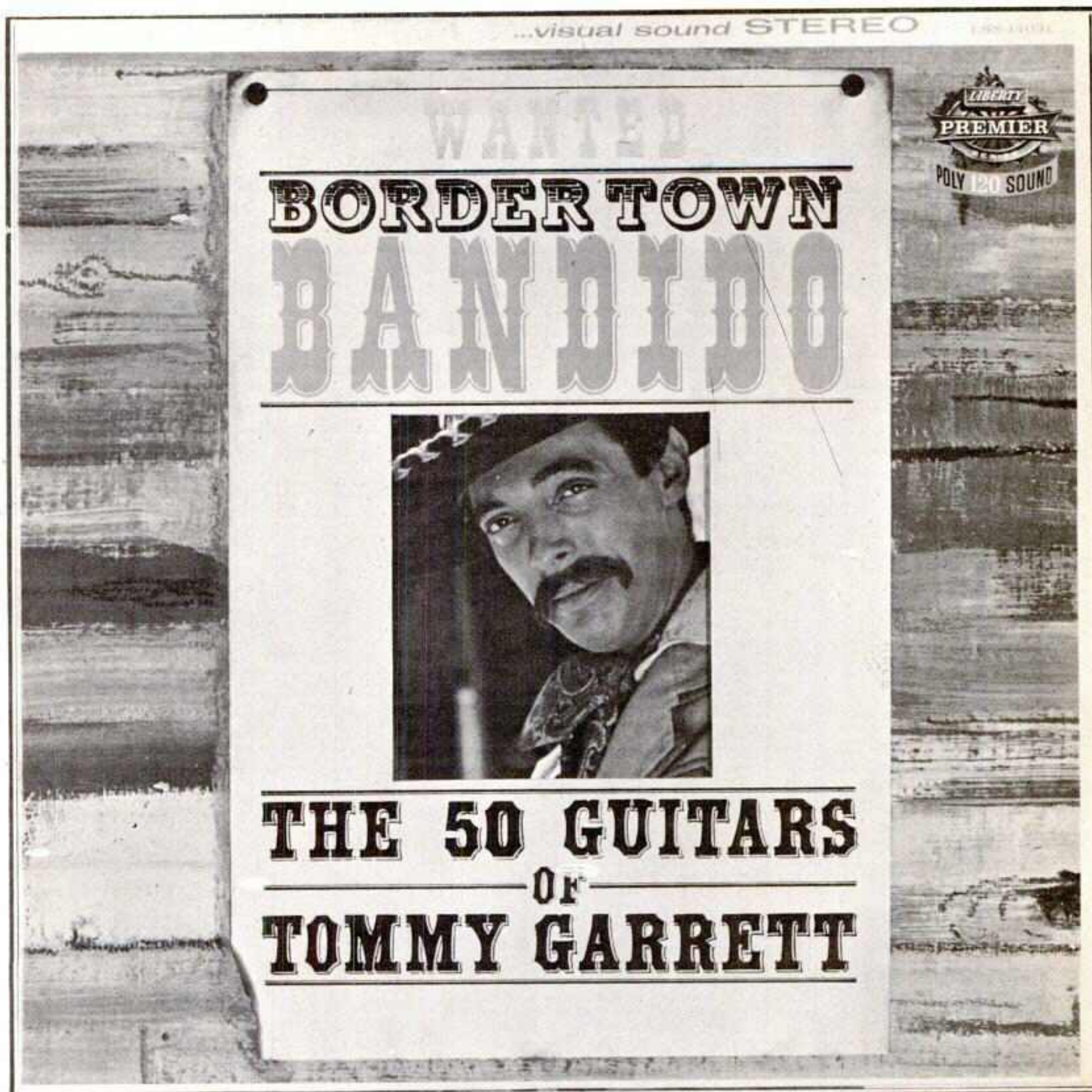
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RHYTHM & BLUES

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.

★ BILL MOSS—WVKD, COLUMBUS, OHIO

- BREAKOUTS
CHAINED AND BOUND—Otis Redding, Volt
NEVER GET ENOUGH OF YOUR LOVE—Eddie Floyd, Saffice
LONELY PEOPLE DO FOOLISH THINGS—Judy Clay, Scepter
IT'S SUCH A SHAME—Willows, Heidi
BEAUTICIAN BLUES—B. B. King, Kent

- RECORDS TO WATCH
MAYBE TONIGHT—Shirelles, Scepter
YES I DO—Solomon Burke, Atlantic
HURTIN' INSIDE—Barbara & Brenda, Stax

★ O. C. WHITE, P.D.—WAWA, MILWAUKEE

- BREAKOUTS
BEAUTICIAN BLUES—B. B. King, Kent
AIN'T DOIN' TOO BAD—Bobby Bland, Duke
YOU MUST BELIEVE IN ME—Jimmy McCracklin, Imperial
NEEDLE IN A HAYSTACK—Velvettes, VIP
SOMEBODY NEW—Chuck Jackson, Wand
OH NO NOT MY BABY—Maxine Brown, Scepter
IT AIN'T MY FAULT—Smokey Johnson, Nola

- RECORDS TO WATCH
LOOK AWAY—Garnet Mimms, U.A.
MAYBE TONIGHT—Shirelles, Scepter
WHAT GOOD AM I WITHOUT YOU—Kim Weston & Marvin Gaye, Tamla
REACH OUT FOR ME—Dionne Warwick, Scepter

★ JOHNNY Q, LONNIE SHEPPARD & NICK CARR—WHIH, NORFOLK

- BREAKOUTS
CHAINED AND BOUND—Otis Redding, Volt
SOMETHING YOU GOT—Ramsey Lewis, Argo
YES I DO—Solomon Burke, Atlantic
OH LORD WHAT ARE YOU DOING TO ME—Big Maybelle, Scepter
JUMP BACK—Rufus Thomas, Stax
MAKE UP YOUR MIND—Anna King, Smash
OPPORTUNITY—Jewels, Dimension
MAYBE TONIGHT—Shirelles, Scepter

★ BOB KING—WOOK-TV & RADIO, WASHINGTON

- RECORDS TO WATCH
THE 81—Candy & Kisses, Cameo
THE SLOOP DANCE—Vibrations, Okeh
WHAT GOOD AM I WITHOUT YOU—Weston & Gaye, Tamla
SHE'S ALL RIGHT—Jackie Wilson, Brunswick
NEEDLE IN A HAYSTACK—Velvettes, VIP

★ SHELLY POPE AND RUDY (THE DEUCE) RUTHERFORD—WOKS, COLUMBUS, GA.

- BREAKOUTS
MY ADORABLE ONE—Joe Simon, Vee Jay
SHE'S GOT EVERYTHING—Mystics, Constellation
THAT'S HOW STRONG MY LOVE IS—O. V. Wright, Goldwax
YES I DO—Solomon Burke, Atlantic
DON'T DO IT—5 Royals, Smash
LONELY AVENUE—Jack Wilson, Atlantic

★ HONEST JOHN—WKXV, KNOXVILLE

- BREAKOUTS
TRY ME—Jimmy Hughes, Fame
CHAINED AND BOUND—Otis Redding, Volt
THAT'S WHERE IT'S AT—Sam Cooke, Victor
JUMP BACK—Rufus Thomas, Stax

★ E. RODNEY JONES—WVON, CHICAGO

- FIRST APPEARANCE IN LOCAL TOP 15
LUMBERJACK—Brook Benton, Mercury
BEAUTICIAN BLUES—B. B. King, Kent
JUST A PLAYBOY—Drifters, Atlantic
JUMP BACK—Rufus Thomas, Stax
I WAKE UP CRYING—Ray Charles, ABC
YES I DO—Solomon Burke, Atlantic

- BREAKOUTS
MAYBE TONIGHT—Shirelles, Scepter
IT'S ALL OVER NOW—Walter Jackson, Okeh
I'VE GOT THE SKILL—Jackie Ross, Chess
WHAT GOOD AM I—Gaye & Weston, Tamla
OH NO NOT MY BABY—Maxine Brown, Scepter
NEEDLE IN A HAYSTACK—Velvettes, VIP
WATUSI TIME—Vibrations, Okeh
OPPORTUNITY—Jewels, Dimension

★ "HAPPY JOHNNY" PETTITT—WGOK, MOBILE

- BREAKOUTS
AIN'T DOING TOO BAD—Bobby Bland, Duke
SHE'S ALL RIGHT—Jackie Wilson, Brunswick
OH NO NOT MY BABY—Maxine Brown, Scepter
YOUR ONE AND ONLY MAN—Otis Redding, Volt
DON'T SPREAD IT AROUND—Barbara Lynn, Jamie
SOMETHING IN MY EYE—Music City Soul Brothers, M.C....
DON'T DECEIVE ME—Ted Taylor, Okeh
BEAUTICIAN BLUES—B. B. King, Kent
YES I DO—Solomon Burke, Atlantic

★ BILL (ROSKO) MERCER—KGFJ, LOS ANGELES

- BREAKOUTS
THE JERK (L.A. dance craze)—Larks, Money
THOSE LONELY, LONELY NIGHTS—Vernon & Jewel, Kent
MUMBLES—Clark Terry/Oscar Peterson Trio, Mercury (Discovered on Rosko show)
SAY THAT YOU LOVE ME—Impressions, Vee Jay

- BREAKOUTS (Hunter Hancock Show, KGFJ)
CHITTLINS—Gus Jenkins, Tower
OPPORTUNITY—Jewels, Dimension

- BREAKOUTS (Peter Tripp Show)
BEAUTICIAN BLUES—B. B. King, Kent
THANK YOU FOR LOVING ME—Sapphires, ABC

★ FATHA ROCK & ALLAN (MISTER) LEE—WRMA, MONTGOMERY

- BREAKOUTS
AIN'T DOING TOO BAD—Bobby Bland, Duke
CHAINED AND BOUND—Otis Redding, Volt
I WAKE UP CRYING—Ray Charles, ABC
JUMP BACK—Rufus Thomas, Stax
BLESS OUR LOVE—Gene Chandler, Constellation
MONKEY JUMP—Jr. Walker, Soul
TRY ME—Jimmy Hughes, Fame
THAT'S WHERE IT IS AT—Sam Cooke, Victor

★ DAVE CRAWFORD—WOB, JACKSONVILLE

- BREAKOUTS
HURTIN' INSIDE—Barbara & Brenda, Heidi
MY ADORABLE ONE—Joe Simon, Vee Jay
CHAINED AND BOUND—Otis Redding, Volt

★ ERNIE DURHAM—WJLB, DETROIT

- BREAKOUTS
I WANT YOU TO HAVE EVERYTHING—Lee Rogers, D Town
OH NO NOT MY BABY—Maxine Brown, Scepter
CRAZY—Emanuel Lasky, Thelma
JUMP BACK—Rufus Thomas, Stax
GOTTA GIVE HER LOVE—Volumes, American Arts
BEAUTICIAN BLUES—B. B. King, Kent

- RECORDS TO WATCH
STRUNG OUT—James Crawford, Smash
THE JERKS—Larks, Money
SLOOP DANCE—Vibrations, Okeh
THOSE LONELY, LONELY NIGHTS?—Vernon & Jewel, Kent
CHAINED AND BOUND—Otis Redding, Volt

★ PAUL (FAT DADDY) JOHNSON—WSID, BALTIMORE

- FIRST APPEARANCE IN LOCAL TOP 15
SEE THE REAL ME—Impressions, ABC
OH NO NOT MY BABY—Maxine Brown, Scepter
NEEDLE IN A HAYSTACK—Velvettes, VIP
JUMP BACK—Rufus Thomas, Stax
HE'S JUST A PLAYBOY—Drifters, Atlantic
MAYBE THE LAST TIME—James Brown, Smash
MR. HEARTACHES—Freddie Scott, Columbia

- BREAKOUTS
I'M LONELY—Bobby Byrd, Smash
ALL THAT'S GOOD—Fiestas, Old Town
TIMES HAVE CHANGED—Irma Thomas, Imperial
LONELY PEOPLE—Judy Clay, Scepter
BABY BE MINE—Jellybeans, Red Bird
BITTER WITH THE SWEET—Don Gardner, Jubilee
LOOK AWAY—Garnet Mimms, U.A.
MAYBE TONIGHT—Shirelles, Scepter
SLOOP DANCE—Vibrations, Okeh
SHE'S ALL RIGHT—Jackie Wilson, Brunswick

- RECORDS TO WATCH
LITTLE MARIE—Chuck Berry, Chess
YOU DON'T LOVE ME—Z. Z. Hill, Kent
I'VE GOT THE SKILL—Jackie Ross, Chess
THE 81—Candy & Kisses, Cameo
MY ADORABLE ONE—Joe Simon, Vee Jay
BABY DON'T DO IT—5 Royals, Smash
HE'S GONE—Royalettes, MGM
SOUL STOMP—Earl Van Dyke, Soul
DON'T DECEIVE ME—Ted Taylor, Okeh
YOU SHOULD HAVE SEEN—Dixie Cups, Red Bird
HIDEAWAY—King Curtis, Capitol
NEVERTHELESS—Billy Butler & Enchanters, Okeh
YOU'RE BREAKING ME UP—Lee Dorsey, Constellation
STRUNG OUT—James Crawford, Smash
BEAUTICIAN BLUES—B. B. King, Kent
HAPPIEST GIRL IN THE WORLD—Tiffany's, Arctic
IT'S ALL OVER—Walter Jackson, Okeh

- TOP LP
SATURDAY NIGHT AT THE UPTOWN—Various Artists, Atlantic

★ ED WRIGHT—WABQ, CLEVELAND

- BREAKOUTS
GOTTA GIVE HER LOVE—Volumes, American Arts
MY ADORABLE ONE—Joe Simon, Vee Jay
WANT YOU TO HAVE EVERYTHING—Lee Rogers, D Town
I WANNA BE WITH YOU—Nancy Wilson, Capitol
LOOK AWAY—Garnet Mimms, U.A.
BABY BABY ALL THE TIME—Superbs, Dore

- RECORDS TO WATCH
BEAUTICIAN BLUES—B. B. King, Kent
S-W-I-M—Bobby Freeman, Autumn
I'VE GOT THE SKILL—Jackie Ross, Chess
OH NO NOT MY BABY—Maxine Brown, Scepter
WATUSI TIME—Olympics, Duo Disc
NEVERTHELESS—Billy Butler & Enchanters, Okeh
REACH OUT FOR ME—Dionne Warwick, Scepter

Bikel Gifted, Honest Artist

• Continued from page 10

There is a German song that deals with work camps; there is the Irish version of "When Johnny Comes Marching Home; there is a song about slavery entitled "Patience," and there are Russian, Hungarian, Greek and Hebrew tunes. There is, too, "Michael," with which Bikel does some rather political partisan paraphrasing—much to the audience's delight.

There are anecdotes in between which give the program continuity and pace. And in the case of the foreign language songs, there is a simple translation, which the singer jokingly admits is general and "loses in translation."

Throughout the evening one hears the voice of a man who loves freedom. Bikel is a majority of one that will not be quelled.

Bikel records on the Elektra label. His newest album—just being released—is "Theodore Bikel Sings Yiddish Theater and Folk Songs."

ROBERT SOBEL

Flash Does Not A Musical Make

• Continued from page 10

seem to have little to do with the story and love scenes, leaving the audience merely frustrated. Miss Rivera is flashily exciting, but grows monotonous with the similarity of her dances and the monotone of her stage character. Bernardi, as the king of the gypsies, plays his role with a comical touch and exudes a good deal of charm in the process. Miss Dussault is a clever comedienne and sings well, but her role of the anthropological student living with a tribe of gypsies to complete a thesis makes her seem a bit foolish at times. Burr, who understudied Richard Burton in "Hamlet," is a fine masculine lead, but when given a couple of songs, fails completely.

The musical score seems a bit frenetic, as though it were better to get it over with, and a bit hodge-podge, at that. It is possible that a few songs such as "Must It Be Love," "Words, Words," "Where Is the Tribe for Me," and "Love Is a Chance," might work out as singles with the right artists. The dances keep the show going, but there seems to be little diversification in the whirling, heel-stamping style of gypsy dances. Oliver Smith has done some sets that are characteristic and necessarily tawdry, but he does outdo himself with one in the Guggenheim Museum. But for all its near-orgylike scenes and choreography, "Bajour" at the moment is overlong and lacks real distinction in its treatment of an unusual theme that would appear to have much greater possibilities.

CAMERON DEWAR

Joins Marnel

BALTIMORE — Dick McGlynn, formerly of General Distributing here, has joined the sales force of Marnel of Maryland. He will report to George Pappafotis, sales manager, and cover Virginia and the District of Columbia.



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Columbia Salutes Its President—Record Two LP's by Lieberson

NEW YORK—Goddard Lieberson, president of Columbia Records, is lifting the curtain on his musical compositions. He's currently represented as a composer in two Columbia Masterworks LP's which marks a switch in attitude. Up until recently Lieberson had refused to permit his own works to be recorded, although he had begun his career as a composer, and many of his early compositions won great respect for him among contemporary classical composers.

The breakthrough on records for Lieberson came via the Galimar Quartet which recorded one of his compositions. It was part of the Modern American Music series which was set up by Lieberson who also is one of the music committee members. The group was responsible for some of the most significant record-

ings of American classical music ever to be made and their early work is largely responsible for the fact that Columbia's catalog today is unequalled in this repertoire. The founding members of the Modern American Music Series were all, at one time, to have had some representation of their own works among the recordings. All were represented with the exception of Lieberson, up until the release of the Galimar Quartet album, which also includes other works by Romeo Cascarino, Kenneth Gaburco and Alvin Etlor.

In another instance, Andre Previn, versatile pianist of repertoire that ranges from jazz to some of the more difficult pieces in the classical literature, prevailed upon Lieberson to include his humorous "Piano Pieces for Advanced Children or

Retarded Adults" in Previn's recent release "Piano Pieces for Children."

Mills Music followed up by publishing a de luxe edition of Lieberson's score.

The two LP's mark a salute by Columbia's Masterworks department to the man who is personally responsible for making the department one of the most dynamic factors in today's classical market. (Lieberson started his career at Columbia 25 years ago as an associate producer in the Masterworks department.) Thanks to Lieberson, Columbia has a monumental list of works by Stravinsky, Schoenberg, Webern, Copland, Menotti, Thomson, Berg, Bartok and other 20th century giants, and thanks to his Masterworks successors, there is now also repertoire by Lieberson himself.

COMES FROM BUDAPEST

Mother Receives Bust of Lanza

NEW YORK—A Hungarian-made bust of Mario Lanza has finally reached his mother. The bust of the late singer was presented to her on the anniversary of his death (Oct. 7) at a Sons of Italy Ball in Philadelphia.

The bust was created by Hungarian sculptress, Rosa Villams, who had never seen Lanza and whose only association with him was through the two motion pictures which have been allowed to be shown in Hungary.

In 1963, members of the Budapest Mario Lanza Memorial Club requested that Miss Villams do the statue. It was their purpose to send it to the singer's mother and his children as a token of their appreciation for Lanza's films and recordings.

After the bust was completed early this year, a long string of arrangements were made to get it to America. An American correspondent in Rome took up the Budapest Lanza Club's cause and wrote to RCA Victor Records, on whose Red Seal label Lanza recorded. Victor made arrangements to have the bust flown to the U. S. When the bust arrived in New York, Victor had it photographed for a possible future album cover.

After the presentation to his mother, the bust was turned over to the Mario Lanza Memorial Institute where it will be on permanent display.

Mercury Adds 2 LP's to Great Music Series; Total 26

NEW YORK—Mercury Records is making a strong effort to solve the obsolescence problem that faces classical record dealers, and the decline of standard catalog material that confronts every manufacturer with its "Great Music" series. This month, Mercury has added two new segments, "Music of the Baroque Era" and "Music of the Classical Era." Mercury "Great Music" series now totals 26 records.

The series now covers Baroque, Classical, Romantic, Russian and French categories, with 124 selections and 46 composers represented.

Mercury has instituted a special promotion this month that features extra discounts, trade and consumer advertising, store display pieces and divider cards for browsers, special programming suggestions for good music stations and dealer merchandising ideas for building sales and creating gift business.

Bernard B. Braddon, administrative director and national classical division, pointed out that the classical music repertoire is perhaps the most competitive area in the business, largely because the classical buyer is the most conservative. The same handful of compositions is recorded over and over, with new readings almost automatically converting previous versions into dead stock. Mercury's plan has been to enhance its catalog of successful standards so that they remain among the favorite versions in the long run.

The "Great Music" records feature hour-long programs and Braddon figured that the ex-

tended playing time has meant a considerable saving in money, often the equivalent of two records for the price of one. In addition, he said, it offers uninterrupted performance of lengthy works, with an unbroken symphony or similar work on one side. This has been an asset for both radio stations and home users.

The repertoire embraces both new releases and repackaging best sellers. The recordings originate both in the U. S. and in Europe, making use of Mercury's wide international affiliations.

Braddon reported that classical sales have increased 700 to 800 per cent in the newer

form and that the increased turnover of "Great Music" albums has proved to the dealer that standard classics can be profitable.



LORIN HOLLANDER flew back from London last week to prepare for concert appearances with the New York Philharmonic at the end of the month. In London, he recorded the Khachaturian Piano Concerto with the London Symphony Orchestra conducted by Andre Previn for RCA Victor.

BEST SELLING CLASSICAL LP'S

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

This Week

OPERA, VOCAL AND CHORUS

1. **PUCCHINI**—LaBoheme; Freni, Gedda, Adani, Sereni, Rome Opera (Schipper): Angel (2-12") SBL 3643 (S), BL 3643 (M).
2. **BIZET**—Carmen; Price, Corelli, Merrill, Freni, Vienna Philharmonic Orch. and Cho. (Karajan): RCA Victor (3-12") LOS 6164 (S), LD 6164 (M).
3. **MUSSORGSKY**—Boris Godounov; London, Allen, Kolk, Fried, Columbia Sym. and Cho. (Schipper): Columbia MS 6273 (S), ML 5673 (M).
4. **Maria Callas Sings Verdi Arias**: Angel S 36221 (S), 36221 (M).
5. **PUCCHINI**—Tosca; Price, DiStefano, Taddei, Corena, Vienna Phil. (Karajan): RCA Victor (2-12") LDS 7022 (S), LD 7022 (M).
6. **Joan Sutherland**—Command Performance; London (2-12") OSA 1254 (S), A 4254 (M).
7. **Maria Callas Sings Arias by Beethoven, Mozart and Weber**; Paris Conservatoire (Rescigno): Angel S 36200 (S), 36200 (M).
8. **HANDEL**—Julius Caesar Arias; Joan Sutherland: London OS 25876 (S), 5876 (M).
9. **STRAUSS, R.**—Arabella; Della Casa, Rothenberger, Fischer-Dieskau, Kohn, Malaniuk, Paskuda, Bavarian St. Op. (Keilberth): D.G.G. (3-12") 13883/5 (S), 1883/5 (M).
10. **BRITTEN**—War Requiem, Op. 66; Vishneskaya, Pears, Fischer-Dieskau, London Symphony Orch. and Chorus (Britten): London (2-12") 1255 (S), 4255 (M).

SYMPHONIC AND ORCHESTRAL

1. **BERNSTEIN**—Symphony No. 3 (Kaddish); N.Y. Phil., Camerata Singers, Columbus Boys' Choir (Bernstein): Columbia KS 6605 (S), KL 6005 (M).
2. **BEETHOVEN**—Symphonies (9) (Complete); Berlin Phil. (Karajan): D.G.G. (8-12") SKL-101/8 (S), KL-1/8 (M).
3. **STRAUSS**—Symphonia Domestica; Cleveland Orch. (Szell): Columbia MS 6627 (S), ML 6027 (M).
4. **RAVEL**—Bolero; New York Phil. (Bernstein); Columbia MS 6011 (S), ML 5293 (M).
5. **BERLIOZ**—Symphonie Fantastique, Op. 14; New York Phil. (Bernstein): Columbia MS 6607 (S), ML 6007 (M).
6. **DEBUSSY**—Clair de Lune; Phila. Orch. (Ormandy): Columbia MS 6478 (S), ML 5878 (M).
7. **VAUGHAN WILLIAMS**—Symphony No. 2 (London); Halle Orch. (Barbirolli): Vanguard SRV 13450 (S), SRV 134 (M).
8. **MAHLER**—Symphony No. 5 in C#; Boston Symph. (Leinsdorf): RCA Victor (2-12") LSC 7031 (S), LM 7031 (M).
9. **HINDEMITH**—Mathis der Maler; Phila. Orch. (Ormandy): Columbia ML 4816 (M).
10. **MAHLER**—Symphony No. 8; Utah Symphony (Abravanel), Utah U. & Children's Cho.: Vanguard (2-12") 71120/1 (S), 1120/1 (M).

SOLO INSTRUMENT AND CONCERTI

1. **CHOPIN**—Waltzes; Rubinstein: RCA Victor LSC 2726 (S), LM 2726 (M).
2. **BEETHOVEN**—Sonatas (5) for Cello & Piano (complete); Rostropovich, Richter: Philips (2-12") PHS-2-920 (S), PHM-2-520 (M).
3. **BACH**—Two and Three Part Inventions; G. Gould: Columbia MS 6622 (S), ML 6022 (M).
4. **BRAHMS**—Piano Concerto No. 1; Cliburn, Boston Symph. Orch. (Leinsdorf): RCA Victor LSC 2724 (S), LM 2724 (M).
5. **BLOCH**—Concerto for Violin & Orch.; Menuhin, Phil. Orch. (Kletzki): Angel S 3692 (S), 36192 (M).

CHAMBER MUSIC

1. **The Heifetz-Piatigorsky Concerts**: RCA Victor (3-12") LSC 2770 (S), LM 2770 (M).
2. **BEETHOVEN**—Quartets (16) (Complete); Budapest Quartet: Columbia M35-606 (S), M3L-262 (M).
3. **French Organ Masterpieces of the 17th and 18th Centuries**; Froidebise: Nonesuch H 71020 (S), H 1020 (M).
4. **BRAHMS**—Quintet in F; Curzon, Budapest Quartet: Columbia ML 4336 (M).
5. **SCHUBERT**—Quintet in C; B. Heifetz, Budapest Quartet: Columbia ML 4437 (M).



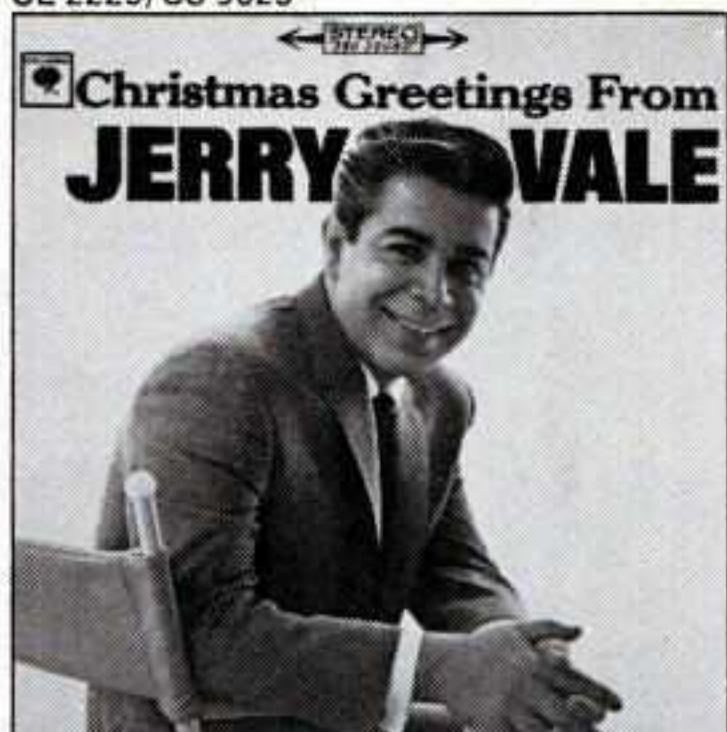
CL 2181/CS 8981*



LOVINGLY...

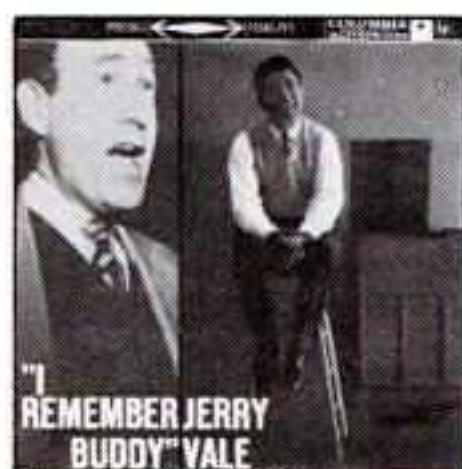


CL 2225/CS 9025*



JOYOUSLY...

CONSISTENTLY...



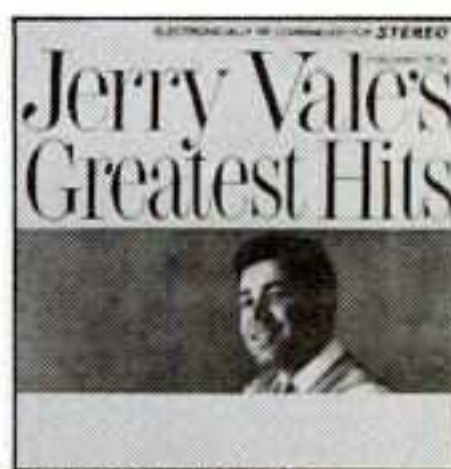
CL 1114/CS 8069*



CL 1164/CS 8016*



CL 1380/CS 8175*



CL 1529/CS 8778*



CL 1797/CS 8597*



CL 1955/CS 8755*



CL 2043/CS 8843*

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SINGLES

REVIEWS



ACROSS-THE-BOARD SPOTLIGHTS

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

LORNE GREENE-RINGO (Robertson, ASCAP) (3:00)—Star of TV series, "Bonanza," narrates a grasping tale of a lawman and a gunfighter. Unusual change-of-pace programming. Side is loaded with commercial potential. Flip: "Bonanza" (Livingston-Evans, ASCAP) (1:48). **RCA Victor**

JULIE ROGERS—THE WEDDING (Peter Maurice, ASCAP) (2:28)—Beautiful ballad from Europe. Song and performance builds with dramatic impact. Plenty of schmaltz. Anyone for roast beef? Flip: "Without Your Love" (Marks, BMI) (2:37). **Mercury 72332**



HOT POP

SPOTLIGHTS

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

JAN AND DEAN — SIDEWALK SURFIN' (Sea of Tunes, BMI) (2:18)—Seems we've heard this tune before. Hit-making duo... new lyric line... interesting musical effects. Can't miss! Flip: "When It's Over" (Screen Gems-Columbia, BMI) (2:15). **Liberty 55727**

BOBBY VINTON—MR. LONELY (Ripley, BMI) (2:37)—Bobby updates oldie hit with easygoing heart-rending performance. He gives it emotional punch coupled with some high-register yodeling. Flip: "It's Better to Have Loved" (Acacia, ASCAP) (2:38)—Warm treatment of mellow ballad. **Epic 9730**

JOHNNY RIVERS—MOUNTAIN OF LOVE (Vaughn, BMI) (2:29)—This tune's been there before and Johnny gives it plenty of punch that should drive it right back on the charts. Zapo beat and groovy instrumental and chorus backing. Flip: "Moody River" (Keva, BMI) (2:33). **Imperial 66075**

MARY WELLS—STOP TAKIN' ME FOR GRANTED (Merna, BMI) (2:03) — **AIN'T IT THE TRUTH** (Grand Canyon & Shake-Well, BMI) (2:50)—Side one is a smoothy rendition. Lyrics carry strong messages with thrush delivering the goods in great style. Flip is powerful pop-r.&b. performance coupled with great dance beat. Mary's first waxing for the label. **20th Century-Fox**

GEORGIA GIBBS—I WOULDN'T HAVE IT ANY OTHER WAY (Duchess, BMI) (2:45)—Her Nibbs proves you can't keep the "mother of rock 'n' roll" down. She's in the hit groove with this teen-oriented rocker. Good performance from an amazing gal. Flip: "You Can Never Get Away From Me" (Screen Gems-Columbia, BMI) (2:36). **Bell 608**

REVIEWED THIS WEEK, 135—LAST WEEK 171

GUEST PANELIST OF THE WEEK

CLAY COLE

"The Clay Cole Show" and
"Clay Cole's Open House"
WPIX-TV, New York

"PIED PIPER"

Hans, Chris & Anderson
(Manger, BMI) (2:08)
Atco 6318



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."

THE MARVELETTES—TOO MANY FISH IN THE SEA (Jobete, BMI) (2:25)—Bongos and good percussion beat up a storm as group swings neatly with the beat. Charged with electricity! Flip: "A Need for Love" (Jobete, BMI) (1:55). **Tamla 54105**

NEIL SEDAKA—I HOPE HE BREAKS YOUR HEART (Screen Gems-Columbia, BMI) (2:20)—Swingin' Sedaka-styled treatment of up-tempo calypso beat ballad with lyric that kids should dig. Flip: "Too Late" (Sutter, BMI) (2:45). **RCA Victor 8453**

RONNY AND THE DAYTONAS — CALIFORNIA BOUND (Buckhorn, BMI) (2:14)—The boys head for the open road with heavy foot on the gas pedal. Socko beat, groovy performance that has unbeatable hit sound reminiscent of "G.T.O." Flip: "Hey Little Girl" (Buckhorn, BMI) (2:13). **Mala 490**



PROGRAMMING

SPOTLIGHTS

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

HOT POP

THE SHADOWS—RHYTHM AND GREENS (Hill & Range, BMI) (2:22)—Rock instrumental with plenty of zip. Boys chant and scream along to wild beat and assorted noises. Great goin' out music. Flip: "The Miracle" (Hill & Range, BMI) (2:37). **Atlantic 2257**

MIDDLE ROAD

RAY CHARLES SINGERS — ONE MORE TIME (January, BMI) (2:53)—Exotic tango arrangement in pop groove. Class with dash. Group has proved that air play will result in heavy sales. Flip: "Bluesette" (Duchess, BMI) (2:53). **Command 4057**

PEGGY LEE — TALK TO ME BABY (Commander, ASCAP) (2:46)—This one bounces stylishly along with hippest vocal by PL. Big band in support. Flip: "After You've Gone" (Morley, ASCAP) (2:25). **Capitol 5289**

Album Reviews on Page 68



RHYTHM & BLUES SPOTLIGHTS

BARBARA LEWIS—PUSHIN' A GOOD THING TOO FAR (Saturday, ASCAP) (2:43)—Bluesy treatment of love ballad. Gentle beat blends with velvety delivery. Pop potential here, too. Flip: "Come Home" (Lois, BMI) (2:35). **Atlantic 2255**

THE TAMS—SILLY LITTLE GIRL (Lowery, BMI) (2:36)—Smoothy offering in same groove as past chart entry. Could go pop route as well. Flip: "Weep Little Girl" (Low-Sal, BMI) (2:21). **ABC-Paramount 10601**

CHART SPECIALS

(Bottom 50 Chart Potential & "Bubbling Under")

HOT POP

M.F.Q.—The Love of a Clown (Third Story, BMI) (2:15)—If All You Think (Third Story, BMI) (2:30). **WARNER BROS. 5481**

SKEETER DAVIS—What Am I Gonna Do With You (Screen Gems-Columbia, BMI) (2:45)—Don't Let Me Stand In Your Way (Screen Gems-Columbia, BMI) (2:22). **RCA VICTOR 8450**

DEAN & JEAN—Sticks & Stones (Picturetone, BMI) (2:13)—In My Way (T.M., BMI) (2:34). **RUST 5089**

LITTLE EVE—Makin' With the Magilla (Screen Gems-Columbia, BMI) (2:35). **DIMENSION 1035**

FANTASTIC BAGGYS—Anywhere the Girls Are (Trousdale, BMI) (2:04). **IMPERIAL 66072**

PAUL & MIMI EVANS—I Think I'm Gonna Kill Myself (Patricia, BMI) (1:54). **EPIC 9726**

CHANNELS—Anything You Do (Pamco, BMI) (2:02). **GROOVE 0046**

DICK & DEEDEE—Thou Shalt Not Steal (Acuff-Rose, BMI) (1:58). **WARNER BROS. 5482**

ANN KING—Tears on My Pillow (Gladys-Vanderbilt, ASCAP) (2:33). **RUST 5090**

JEROME POWELL—Home to Stay (Evanston, BMI) (2:24). **PARKWAY 927**

HENRY JEROME & HIS ORK—The Music Goes Round and Around (Joy, ASCAP) (2:32). **DECCA 31697**

THE KNIGHTS—Hot Rod High (Beechwood, BMI) (1:59). **CAPITOL 5302**

FRANK POLK—Do the Jerk (Guilla, BMI) (2:15). **CAPITOL 5303**

DICKEY LEE—She's Walking Away (Screen Gems-Columbia, BMI) (2:34). **HALL 1924**

NEAL & THE NEWCOMERS—Rockin' Pneumonia (Ace, BMI) (2:06). **HALL-WAY 1206**

CLYDE AND THE BLUE JAYS—The Big Jerk (Parts I & II) (Evergreen, BMI) (2:25 & 2:25). **LOMA 2003**

THE FIVE JETS—Sugaree (Acuff-Rose, BMI) (2:30). **JEWEL 739**

THE VALTAIRS—Soul! (Selsom, ASCAP) (2:45). **SELSOM 101**

MIDDLE ROAD

SERENDIPITY SINGERS—Same Old Reason (Assembly-Lollipop, BMI) (1:52)—Autumn Wind (Serendipity, BMI) (2:25). **PHILIPS 40236**

GREENWOOD COUNTY SINGERS—Cake Walking Babies From Home (Pickwick, ASCAP) (2:32). **KAPP 623**

BOB SUMMERS—Mule Train (Disney, ASCAP) (2:30). **LIBERY 55739**

BROTHERS FOUR—Little Play Soldiers (Little Darlin', BMI) (2:19). **COLUMBIA 43147**

JODY MILLER & LINCOLN MAYORGA — Look for Small Pleasures (Morris, ASCAP) (2:58). **CAPITOL 5298**



SPOTLIGHT WINNERS OF THE WEEK

SINGLES REVIEW POLICY

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

This is Bobby Goldsboro-



and here's his new hit:

I DON'T KNOW YOU ANYMORE
BOBBY GOLDSBORO—THE ONE TO WATCH

b/w LITTLE DROPS OF WATER/UA 781/Produced by Jack Gold

On



of course!

HOT 100

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

Award

Table with columns: THIS WEEK, 1st, 2nd, 3rd, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'DO WAH DIDDY DIDDY', 'DANCING IN THE STREET', 'LAST KISS'.

Table with columns: 33-66, 37-66, 52-66, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'I'VE GOT SAND IN MY SHOES', 'WHY YOU WANNA MAKE ME BLUE', 'MERCY, MERCY'.

Table with columns: 67-100, 57-100, 68-100, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'I WANNA BE WITH YOU', 'RUNNIN' OUT OF FOOLS', 'LA LA LA LA LA'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

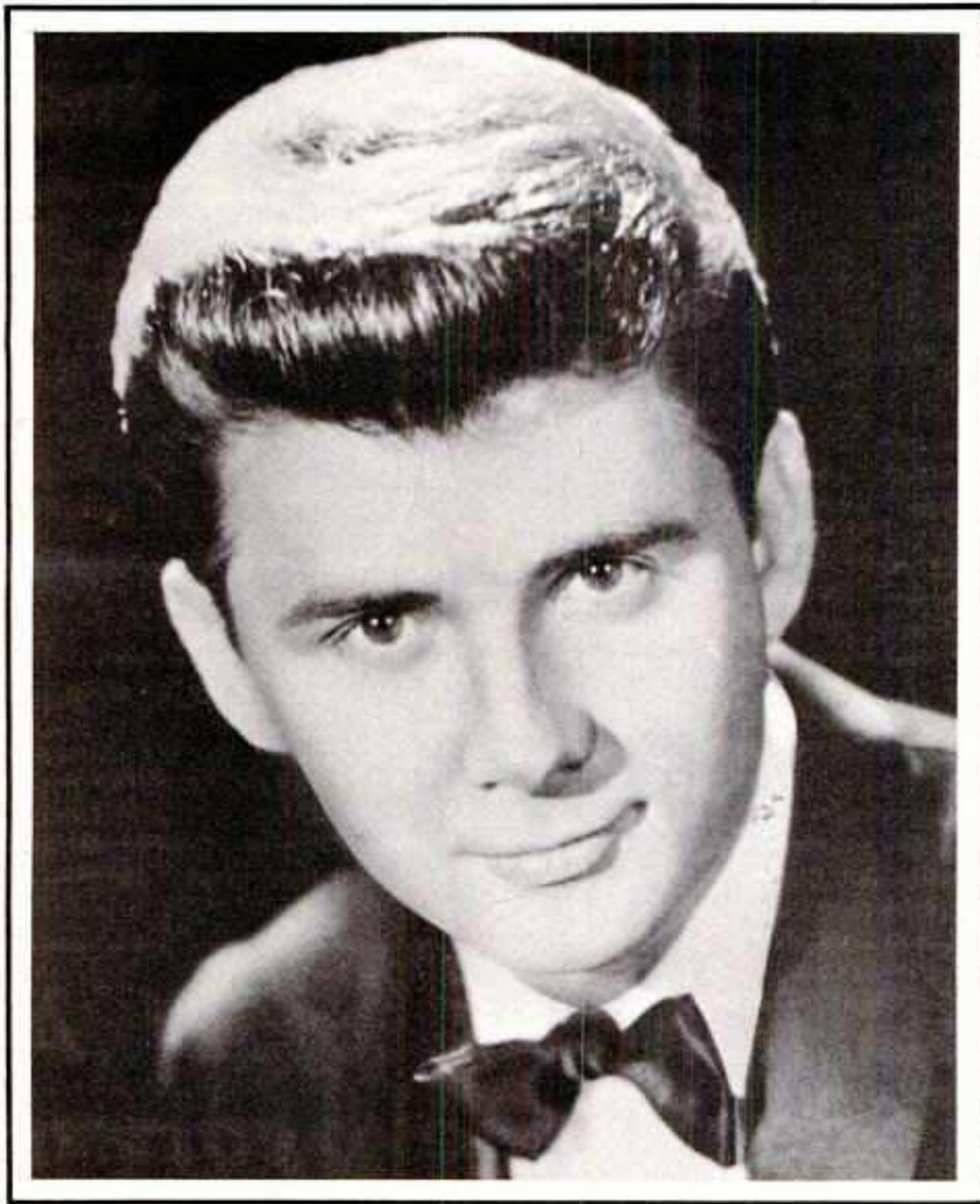
Table listing songs A-Z with publisher/licensee information. Includes 'Ain't Doing Too Bad', 'Ain't That Loving You Baby', 'All Cried Out'.

Table listing songs A-Z with publisher/licensee information. Includes 'Ask Me', 'Baby Be Mine', 'Baby I Need Your Loving'.

Table listing songs A-Z with publisher/licensee information. Includes 'Baby, Baby All the Time', 'Baby Don't You Do It', 'Baby Love'.

His biggest hit!

JOHNNY TILLOTSON



She Understands Me

K-13284

MGM



RECORDS

The
Wonderful
World
of
Records



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

Six Nations Combine for Six Pop Concert Simulcasts

By ANDRE de VEKEY

LONDON — Six radio pop concerts are being co-produced by Norway, Sweden, Germany, Holland, Belgium and Britain for simultaneous broadcast by the six, presented in turn by one of the countries. Each concert will be performed by artists from each of the six, backed by a staff orchestra of the host country.

The object, says the British Broadcasting Corporation, is to create an interchange of popular entertainment by radio for audiences within the "Nord Ring" area — the countries bounding the North Sea.

Norway presented the first show recently live from Oslo. Norwegian star violinist and folk music specialist Sigbjorn Bernhoft-Osa (playing the old Nor-

wegian "Hardingfele" fiddle) and pop singer Wenche Myhre represented Norway; the Hootenanny Singers took time off from college finals to play for Sweden; Renee Franke sang for Germany; Holland put up accordionist Harry Mooten; from Holland came harmonica and guitar man Toots Thielmans, and Mark Wynter represented Britain. Helen Shapiro (Britain) is lined up for the last program to be staged in Antwerp and will also introduced the fifth broadcast, which will be the BBC's from London.

These "Euro-radio"-type programs will give artists on each program an impressive mass listenership, providing an exposure which could have valuable repercussions for them in Europe if their material has real international appeal. Mark Wynter sang his new release on Pye, "Love Hurts," which a&r man Tony Hatch regards as a chart maker in the U. K. If international broadcasts of this kind became a regular feature in Europe, they could help develop more international hits.

IBS Seeks 'U. N.' of Radio, TV Business

BRUSSUM, The Netherlands — Broadcasters and record companies and other firms directly connected with broadcasting have been receiving invitations to join the newly formed International Broadcasters Society headquartered in Brussum, (NH) Holland.

The organization is headed by English-born Timothy D. R. Thomason, who has lived in Canada and the United States.

Thomason has set lofty goals for the organization, with the over-all goal being the creation of a sort of United Nations for the entire radio and TV profession. In conjunction with this, IBS plans to embark on a massive program exchange between members and the establishing of an international library for historically interesting program material.

The International Broadcasters Society, although in the process of organization since 1961, officially began soliciting for membership in June of this year. Nearly 50 corporate and personal memberships have already been signed, according to the September IBS Bulletin.

Included in the Society's list of 13 founding members are: Julienne Dupuy, editor in chief, Broadcast Information Bureau, 535 Fifth Avenue, New York; Marvin H. Rimerman, co-ordinator, International Broadcast Training, Television and Radio Center, Syracuse University; Seymour N. Siegel, director, Municipal Broadcasting System, New York City.

Four Major Projects

The Society has embarked on four major projects. The first is to create a communications



T. R. THOMASON

link between all organizations and personnel engaged in broadcasting through a monthly magazine entitled Guide. Project two is the establishment of an international depository where copies of spoken-word and recorded material might be filed for general use. This project is still in its development stage. The third project is concerned with the establishment of an International Research and Investigation Center which is to include the investigation of "hiring and job exchange possibilities." The fourth project, set for activation in 1967, concerns the organization of an International School of Advanced Broadcasting. The school will be designed to deal with professional broadcasters from all nations of the world.

"Of special interest to our broadcasting friends in America is the Society's program exchange concept," said Thomason, "The Society is able to supply the facilities to copy and distribute recorded programs from and to any part of the world and offers its International Library of Recorded Sound to any organization interested in supplying transcription services."

Thomason further explained that the supplying nations have only to send master tape programs to the Library, along with instructions and details and the Library will take care of the packaging, posting, answering of requests and the keeping of copyright records—all at no cost to the supplying organizations provided it is a full member of IBS. The products of CBC, SABC, All India Radio, DDR, Polish Radio, Soviet Radio, Deutsche Welle and many others may also be ordered through the Society.

IBS corporate memberships for U. S. broadcasters are \$10 per year, per membership. Personal memberships are \$5 per year.

(Continued on page 26)

WXYZ DEBUTS LOVABLE RADIO

DETROIT — WXYZ-Radio, the ABC-owned station in Detroit, has introduced "Lovable Radio" to the Motor City. Promulgating the "love affair" are WXYZ deejays Fred Wolf, David Prince, Joel Sebastian, Russ Knight, Bob Day and Don Zee, who hear themselves as romantic romeos, anyway.

Staffers at KXKW Are Hardy Lot

LAFAYETTE, La. — Few people in or out of the broadcasting industry can deny that when the chips are down radio, TV and its personnel have a dedication to duty that parallels a soldier's duty to country.

A good example is KXKW, Lafayette, La., and its staff that went through hell and high water to keep the station on the air during Hurricane Hilda's recent visit to the area.

Power was off at both the station's studio and transmitter site. Staffers kept news and information flowing constantly to listeners in the area with a generator borrowed from the National Guard and a small console which had to be battery-operated in order to allow the generator to cool.

With the teletypes out of order and no power for lights, news was read by candlelight.

KXKW staffers readily admit to a rip-and-read news operation. During the height of the hurricane newsmen braved 120-mile-an-hour winds to bring news from the Southern Bell Telephone Company a block away where a teletype machine operated on emergency power.

News received by telephone had to be handwritten by candlelight and information was received constantly from Civil De-

(Continued on page 23)

Radio-TV

PROGRAMMING

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

ABC Building New Offices in New York

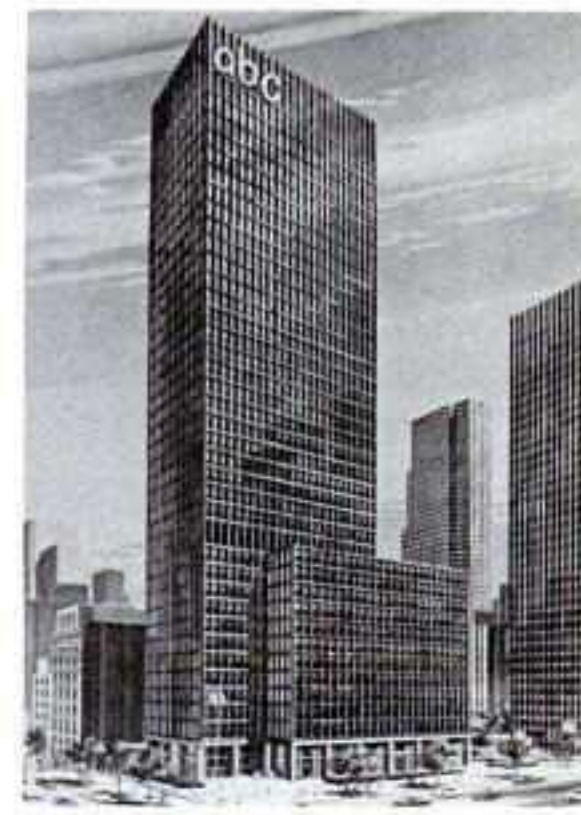
NEW YORK—The American Broadcasting Company is building a 40-story midtown office building at 1330 Avenue of the Americas it was announced last week by Leonard H. Goldenson, president of American Broadcasting - Paramount Theaters, Inc.

The building, which is expected to be ready for occupancy by June 1965, will house the administration offices of the company in an effort to centralize the various divisions of ABPT that are currently occupying various buildings in Manhattan.

When the administration offices are established in the ABC building, the present complex of buildings, now occupied on the block bounded by Central Park West, Columbus Avenue, 66th Street and 67th Street, will be renovated into an operations center for ABC radio and TV broadcasting facilities. WABC made a move to new studios and offices in a building opposite the Lincoln Center on Broadway several months ago.

"The new ABC administrative building and the creation of a centralized operations headquarters is in keeping with our constant attempt to provide the most modern, up-to-date facilities for ABC and to insure our future growth," Goldenson said.

"After considerable study we concluded that the construction of an administrative office building in the neighborhood of our present location in the West Sixties was not feasible at this time. We therefore, accepted the opportunity to use the new building being constructed in the midtown area on the Avenue of the Americas as an administration headquarters. We are planning to construct in this op-



erations area a large ultra-modern new studio incorporating live color capability and the latest technological advances to supplement our present studio facilities."

Also under study is the feasibility of installing an on-the-avenue broadcasting studio of ABC News, for both radio and television purposes.

The new ABC building is being constructed on the east side of the Avenue between 53d and 54th streets. The new skyscraper home of the Columbia Broadcasting System, virtually completed, is located on the same side of the street between 52d and 53d streets. The 63-story RCA Building housing NBC is a landmark between 49th and 50th streets on the east side of the Avenue.

Last week a rumor spread that the city fathers were considering renaming the Avenue of the Americas, formerly Sixth Avenue, Broadcast Boulevard.

Stations Plan 'Simulcast'

HOLLYWOOD — Top jazz Station KBCA-FM and Los Angeles' new educational TV Station KCET have teamed to simulcast a 30-minute jazz program on Monday nights.

The show hosted by San Francisco newsman Ralph Gleason is distributed through the national educational TV network. Opening day (Monday 28) of station operations, featured Turk Murphy. Artists scheduled during the following weeks include Vince Guaraldi, Modern Jazz Quartet, Dizzy Gillespie, Cannonball Adderley, Carmen McRae, Dave Brubeck, Gerry Mulligan, Jimmy Rushing, Earl (Fatha) Hines, Jimmy Witherspoon and Ben Webster.

The new UHF TV outlet (Channel 28) is broadcasting from 11:15 a.m. until 11 p.m. weekdays. The daytime hours are aimed at instruction classes with the music, drama and lecture features in the evenings.

Estimates place the number of UHF receivers in Los Angeles at around 300,000, with the number increasing due to federal ruling that new sets must be equipped to receive UHF channels.

R&B, 'Ebony-Sound' Bows

SAN ANTONIO — Rhythm and blues music and "Ebony-Sound" radio made a combined debut in San Antonio last Tuesday (20) through the facilities of the newly formatted KAPE.

The station's new line-up includes Flip Forrest in the 6-10 a.m. start-off position; Tommy Young, 10 a.m.-noon, featuring gospel music and r&b hits noon to 2 p.m.; program director Larry James holds forth from 2-4 p.m., with Young returning to the mike at 4 p.m. to station sign-off at local sunset.

The station has picture glass studios located in downtown San Antonio and James is inviting r&b artists to send their photos for display in the window. The 500-watt day-timer is broadcasting congratulatory tapes, telegrams and letters sent from well-wishers all over the country.

ARB Offering Audience Study

BELTSVILLE, Md.—American Research Bureau will, for the first time, be providing radio stations with a special overnight survey of in-home listening as a regular service.

The service, which utilizes the telephone coincidental survey technique in local markets throughout the country, has been providing estimates of local TV audiences for a number of years by the same technique.

For radio surveys, ARB plans to report the stations listened to, programs, shares of audience and radios-in-use estimates. Individual surveys will be available for specific programs or day-parts in most markets between 8 a.m. and 11 p.m.

**We just hitched our
wagon to another star.**



**Now hear the Great
Lloyd Price on Monument.**
"I love you" (I just love you) bw "Don't Cry"

 **monument is artistry**

WHN 'Sound of New York' Brings More N. Y. Sounds

WHN, the 50-watt Storer outlet in New York made a few fine points the other day for the argument that New York is a great town to live in as well as visit.

Sunday, a week ago, WHN broadcast a 60-minute special entitled "The Sound of New York." Audience reaction was so warm and enthusiastic that the station decided to repeat the show Monday morning (Oct. 12).

The listener was given a tour by sound of the great city by night and by day. The vehicle was primarily music, but producer John Grimes embellished the trip with shortie on-the-spot interviews with the myriad of people who make up the city.

Following closely on the heels of an instrumental version of "China Town, My China Town," came an interview with a Chinatown curio shopowner. Coupled with the strains of "East Side, West Side," was a talk with a boat captain whose commission is taking thousands of visitors daily to and from the Statue of Liberty.

Grimes also took the tape recorder on a tour bus ride spheel

Help Grid Fans

DES MOINES — KCBC radio is featuring an on-the-air exchange of tickets to Iowa, Iowa State and Drake College football games. A listener with tickets to sell or one wanting to buy tickets for a particular game can call the station nearly up to game time and KCBC staff members see that the right parties are put in touch with each other.

and all. Also included in Part I was the timely "Autumn in New York" as sung by Frank Sinatra and an audio ride on the Central Park Carousel.

The various bits were neatly tied together by good scripting and the jolly-good hosting of WHN morning Man Lonnie Starr. Greatest line in the show was the aside made by Starr after the interview with a Tiffany salesman was played in which he said that the famous Tiffany Diamond was available for a price in excess of \$500,000. Remarked Starr: "Anyone got change for a half a million?"

Part II, Gotham at Night, got off to a swinging start with a big production number. The tour took in Broadway and an accompanying musical medley from "Funny Girl." Clever and tight tape editing produced a rapid-fire idea exchange between a representative from Birdland and his counterpart at Lincoln Center. Of course, both were recorded at different times. Grimes established a pointedly coincidental interest relationship between the two gentlemen.

Other stand-out features of the program was the voice of Richard Rodgers discussing the song "Manhattan" which he wrote with Lorenz Hart. In addition to the playing of the "Manhattan," excerpts from Robert Goulet's Columbia album, "Manhattan Towers" and "New York's My Home" with vocal by Goulet were played.

The special closed with a rousing choral offering using the lyric line, "New York Is a Hellava Town." That it is! and WHN made it even more so.

GIL FAGGEN

New Project For WTFM

FRESH MEADOWS, N.Y.— One of the nation's pioneers in stereo broadcasting is full-time FM stereo station WTFM with studios not far from the site of the World's Fair. The station is now pioneering in another most important programming area, news.

WTFM now has a five-man news staff, a two-way radio equipped mobile unit, and its own shortwave monitoring equipment to add to the national and international news wire services.

The station's programming includes five minutes of news every hour, and 15 minutes of news at 6 p.m., with world news roundups on Sundays from noon to 12:30 p.m. WTFM's morning program from 6:05-9 a.m. has been dubbed "Information" and includes local and national reporting, topical conversation, international commentary, stock reports, United Nations reports, sports, traffic and weather. Hosting "Information" is Don Russell, Peabody Award-winning commentator.

David H. Polinger, vice-president and general manager, said, "that FM known for its quality broadcasting must, with the large increase of FM receivers (especially in autos—which will be equipped with FM radios as optional equipment in 1965 models) develop a news format comparable to the distinction of its music programming."

Correction

In the Oct. 3 issue of Billboard, Ken Dowe was listed in a photograph as program director of KLIF, Dallas, John Borders is KLIF program director.



THE THRILLS OF THE MIDWAY have not completely deserted the city of Moose Jaw, Sask., with the passing of summer. The manager of a local drive-in restaurant, in co-operation with CHAB Radio, planned a thrilling ride for the kiddies, using nothing more than a bit of mesh fencing, several auto seat belts, and a husky scoop shovel borrowed from a local farm equipment distributor. Dubbed "The Rocket," CHAB gives free rides each day on the machine that can be turned around, raised to a height of 12 feet, dropped with varying degrees of suddenness, and even turned completely upside down. While the kids are in school CHAB deejays such as Tony Bast try the bit with Roy Blenkinsop, manager of the A & W drive-in, at the controls.

SOMETHING YOU GOT RAMSEY LEWIS TRIO — Argo 5481 • THEN YOU CAN TELL ME GOODBYE JOHNNY NASH — Argo 5497

I HAD A TALK WITH MY MAN MITTY COLLIER — Chess 1907

HITS!

Chess 1913 • LITTLE MARIE CHUCK BERRY

I'VE GOT THE SKILL JACKIE ROSS

WINS Marks 40th Yr.; Fete Held at Fair

NEW YORK—WINS, the 50,000-watt Westinghouse Broadcasting Company (Group W) station in New York, celebrated its 40th anniversary at the World's Fair last Saturday with capacity crowds attending major WINS festivities at the Coca-Cola Company Pavilion, the AMF Monorail and the Transportation and Travel Pavilion.

The full day's events included the appearance of record and show business stars, parades—impromptu and planned—and band concerts. WINS personalities, Ed Hider, Johnny Holliday, Jack Lacy, Pete (Mad Daddy) Meyers, Murray (The K) Kaufman and Stanz Z. Burns conducted a jam-packed music and dance extravaganza from 10 a.m. to 10 p.m. at the Coke Pavilion.

"The WINS entertainers drew the largest crowd our courtyard has had all season," said Harry Kipke, president, Refreshment at the Fair division of the Coca-Cola Company.

Appearing at the musical marathon were Connie Francis, Lesley Gore, Ben E. King, Jay and the Americans, the Dixie-cups, Tracey Dey and Gale Garnett. The continuous entertainment included dance contests and exhibitions, highlighted by a Watusi dance session led by the Royal-Watusi dancers of Burundi.

At the Transportation and Travel Pavilion a panel of food authorities judged a display of WINS birthday cakes baked by listeners. WINSmen Jack Lacy and Ed Hider did the honors. The winner received a gas range. Seemingly to prove that WINS

is everywhere, Mad Daddy held a pop music session at the Monorail and Holliday did a stint at the Electric Power and Light Pavilion and later showed up at the Monorail to draw winners for trips to Nassau and the Carribean.

March With Murray

At one point, a parade of WINS fans formed spontaneous-

ly behind a press car carrying Murray the K to a scheduled appearance at the Monorail. The procession at its peak reportedly stretched the full half mile from the Unisphere to the Monorail. Paul Godridge, sales promotion and advertising manager of the Monorail Division of AMF, called the response "fantastic."

As a part of the birthday celebration, WINS listeners who came to the Fair that day were afforded special discounts at various pavilions and entertainment attractions throughout the Fair.

A "by invitation only" highlight of the day was a luncheon saluting WINS executives and personalities at the Gas Club where a World's Fair silver medallion was presented to Joel Chaseman, WINS general manager.

The celebration was reminiscent of the station's debut 40 years ago. The call letters then were WGBS (now assigned to Miami, Fla.) and the first night of broadcasting featured the late Eddie Cantor as emcee and such show business greats as George Jessel, Cliff Edwards, Earl Carroll, Vincent Lopez, Heywood Broun, Fannie Hurst, Rudolf Friml, George Gershwin, Harry Ruby and Bert Ka-mar.

Group W took over WINS on July 28, 1962.

From TV To Turntable



Live From Clubs

SEATTLE — KVI is giving special treatments to its nighttime listeners. Without stirring from their homes, "Bob Ryan's Night Scene" takes in three Seattle night clubs each night and features performers from each spot from midnight to 1 a.m.

NEW YORK — WPAT-FM has stepped up its stereo broadcasting with the inauguration of the first hour of "Gaslight Revue" in multiplex stereo from 8 to 9 p.m. The segment will also be heard on regular monaural AM and FM.

KXKW Staffers

• Continued from page 20

fense authorities, government officials and radio stations in other towns who were reporting conditions in their areas.

The importance of communications in times of crises was realized by other members of the community, as wives of station personnel and other volunteers worked around the clock for two days aiding the beleaguered KXKW personnel.

At one point the entire building had to be cleared when hurricane winds changed direction, filling the studio with carbon monoxide gas from the emergency generator.

Chief engineer David McDuffie risked life and limb operating a generator outside the station's transmitter building during the height of the storm.

Holding the fort for two days were Alton (Skip) Broussard, program director; Edward Craig and Joe Martin, announcer-engineers; William Kaplan, account executive turned newsman-announcer; air personality George Roberts, and Paul Fauteck, station director.

HIT SHOWS WITH HIT MUSICAL THEMES

"Bewitched" 5-9726

Paul and Mimi Evans
From the Screen Gems, Inc.
TV production "Bewitched"

"The Munsters Theme" 5-9728

Milton Delugg and his Orchestra
From the CBS
Television Network Series



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Focus on the Deejay Scene

"Good morning, anybody. Carson Rennie and Company here in business on the Twin Cities' WLOL from now till 10 a.m."

The ... — Company" phase of Rennie's 6-10 a.m. daily program is derived from the so-called "people" on the program that run it. Pierre Nussbaum, who produces the four hours (actually the studio technician that handles the controls, recorded music and commercial items), Kitty Sark, the young lady that handles all incoming telephone calls (and can be heard from time to time walking around the studio by means of a burlesque theater type snare drum roll in rhythm), or Tab Lautrec, that has the coffee concession in the basement of the studio (coffee so good that "it makes Betty Crocker break out into a cold sweat" ... in the city that is the home base of General Mills and the Betty Crocker trade name).

Though not essentially a working part of Rennie's stint are those "people" that may drop into the studio or call on the phone at odd times: The immigrant cleaning woman from England with the cockney accent, complete with mop and pail and feather duster and endless chatter and no regard for the commercial content; or the rather effeminate gentleman



that calls the studio thinking it a department store shoppers' service and seeking odd items for his home or wardrobe; or the distinguished British gentleman that listens to the program while he "and mother are in the potting shed hoping to hear Rule Britannia"; and the Damon Runyon type character that drops by to put down a bet, confident that WLOL's studios are nothing more than a "front" for a very successful bookie operation run by Nicely-Nicely Bentson—the same N. L. Bentson that is the president of WLOL's parent corporation, BFR Broadcasting, operating in several other major Midwest markets.

Drop Ins

These drop-ins are largely a product of his imagination and are derived from acquaintances, conversations with friends, news items of a local or national nature, well known personalities that might be in the news or coming events in the area (the little old lady that kept coming by the studio prior to the premiere of "Cleopatra" in Minneapolis looking for Dickie Burton or Sexy Rexy Harrison. ... thinking Carson Rennie might be Michael Rennie ... but finally deciding upon a closer look that Rennie looked more like "a fat Jackie Cooper").

Most of these drop-ins are voices of Rennie or other WLOL regular staff members. The same holds true for the phone calls that plague him. "Of necessity because of time and budget," according to Rennie, "it has to be done by means of recording. That is, an idea pops up, I kick it around with one or two people at the station, we grab a tape and an engineer and a studio and we just 'wing' it from there leaving a little gap now and then for my comments the next day when it is played, the next morning or later in the week." In this manner it is Carson "live" and the others "taped" each day from 6-10 a.m. "But it comes off as if we are all in there together live and in living color. It's a matter of illusion ... which for my money is the basis for a show of this type. I think most of the listeners know this," Rennie admits, "but I don't think they really want to know."

Not too long ago one of the leading newspaper columnists in the Twin Cities found that Carson did his program standing up for the entire four hours. When the columnist asked what Rennie did while the music or the news or the commercials were on, the reply was: "He just paces." The physical set-up of WLOL's studio allow more than that because of its location in downtown Minneapolis on the street level and a series of plate glass display type windows that enable pedestrians passing by to see the entire operation func-

tioning. "Besides it's less tiring doing it standing ... easier to gesture when doing a live spot or talking back and forth with the 'people' ... just more of a natural feel."

Rennie joined WLOL two years ago after a stretch as program manager of KMBC-Radio, Kansas City, at the time Metropolitan Broadcasting assumed ownership. "That was quite an experience and probably as good an example of a major chain taking over an operation that was apt to go no place but up and turning it into a real winner. It was my good fortune to be a part of it. It also afforded this opportunity at WLOL."

Record Sound

The one most noticeable factor in Rennie's handling of the 6-10 a.m. segment on WLOL is the music. "I once read an article by or about WNEW," Rennie says, "and in it John Sullivan, who heads the station, said that on WNEW they didn't care how a record sold, they were concerned only how it sounded. That made as much sense to me as anything I had ever heard. Simple but true!" WLOL's music policy is pervaded by this attitude throughout the day. "I didn't bring it along with me, but fortunately for me they feel this way; I just expanded on it. If it's a hit and it sounds right for us on Rennie & Company we play it; and if it is a 'hit' so much the better."

If client acceptance is any criterion for success Rennie & Company holds up pretty well locally and nationally. "Much of the comment that gets back to clients and advertisers from listeners is derived from the 'situations' we create on the program from time to time. We're careful who we do it with or to and that's best handled through the account people here at the station or at agency level." Situations like hiding the Northwest Orient Airlines gong before the scheduled newscasts sponsored by the airline letting the agency account executive search the studio closets ... audibly on the air ... while the remainder of the program goes right on; or interviewing the district sales manager from Grain Belt Beer who is actually the man who does the echo-type voice on the brewery's radio and television commercials; or the sales campaign for a local clothier that was having a special on 'hot' Robert Goulet tuxedos in conjunction with the sale on 'hot' parakeets smuggled in from the British Honduras.

Sales Experience

From management's point of view Rennie's value lies not only in his choice of music on the program or in the handling of commercials but also his background in sales. Rennie spent several years with Storz and Storer in sales in New Orleans, Miami and Cleveland and with Columbia Pictures KCPX-AM-TV in Salt Lake City. "I like sales and the chance it gives you to get out and around and meet the clients. But the 'ham' element I inherited from my father, who did three-a-day in vaudeville many years ago, kept cropping up. Besides, I'm the first to tell you I'm not much on the administration and detail. My wife handles that aspect and makes up for my shortcomings in those areas." Carson also feels that "you're never really far away from sales" on the air four hours a day in Class A time in a major market on a major station.

The one aspect of his approach on WLOL's Twin Cities

Next week Billboard will feature the Radio Response Rating for the Chicago area, along with an informative analysis of the major programming, personnel and format changes that have taken place in the nation's second largest radio market since our First Cycle survey.

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 26, 1959

1. Mack the Knife, B. Darin, Atco
2. Mr. Blue, Fleetwoods, Dolton
3. Put Your Head on My Shoulder, P. Anka, ABC-Paramount
4. Teen Beat, S. Nelson, Imperial
5. Don't You Know, D. Reese, RCA Victor
6. Lonely Street, A. Williams, Cadence
7. Just Ask Your Heart, F. Avalon, Chancellor
8. Primrose Lane, J. Wallace, Challenge
9. Poison Ivy, Coasters, Atco
10. Deck of Cards, W. Martindale, Dot

POP—10 Years Ago October 23, 1949

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

RHYTHM & BLUES—Five Years Ago—October 26, 1959

- Poison Ivy, Coasters, Atco
You Better Know It, J. Wilson, Brunswick
Hey, Little Girl, D. Clark, Abner
I Loves You Porgy, Nina Simone, Bethlehem
Say Man, B. Diddley, Checker

- I'm Gonna Get Married, L. Price, ABC-Paramount
Mary Lou, R. Hawkins, Roulette
Mack the Knife, B. Darin, Atco
Don't You Know, D. Reese, RCA Victor
Mr. Blue, Fleetwoods, Dolton

MIDDLE-ROAD SINGLES

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

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	1	WE'LL SING IN THE SUNSHINE, Gale Garnett, RCA Victor 8388	11	11
2	2	A SUMMER SONG, Chad Stuart & Jeremy Clyde, World Artists 1027	10	10
3	3	THE DOOR IS STILL OPEN TO MY HEART, Dean Martin, Reprise 0307	5	5
4	4	ON THE STREET WHERE YOU LIVE, Andy Williams, Columbia 43128	7	7
5	5	SOFTLY, AS I LEAVE YOU, Frank Sinatra, Reprise 0301	7	7
6	6	I DON'T WANT TO SEE TOMORROW, Nat King Cole, Capitol 5261	6	6
7	10	WHO CAN I TURN TO, Tony Bennett, Columbia 43141	4	4
8	8	FUNNY GIRL, Barbra Streisand, Columbia 43127	7	7
9	14	SO LONG DEARIE, Louis Armstrong, Mercury 72338	4	4
10	12	THE JAMES BOND THEME, Billy Strange, Crescendo 320	9	9
11	11	I WANNA BE WITH YOU, Nancy Wilson, Capitol 5254	4	4
12	19	UP ABOVE MY HEAD, Al Hirt, RCA Victor	3	3
13	20	GARDEN IN THE RAIN, Vic Dana, Dolton 99	2	2
14	—	LISTEN LONELY GIRL, Johnny Mathis, Mercury 72339	1	1
15	—	MY LOVE FORGIVE ME (Amor Scusami), Robert Goulet, Columbia 43131	1	1

Campus Series

SACRAMENTO — K R A K, area's 50,000-watt c&w music station, has just started a Monday through Friday series entitled "On Campus," to focus attention on the activities of the various colleges within the station's basic coverage area. Aired 2:30-2:45 p.m., the program is hosted by KRAK station Manager Jay Hoffer, who also serves as an assistant professor on the faculty of Sacramento State College.

Hours that bothers Carson is the teenage appeal. "The lack of it," as Rennie puts it. "I have heard for years that without the teen-age element you wouldn't get the points and without the points you were dead." But judging from the comments the station management and station sales department gets they are out there listening; at least you would judge so by the number of appearances that Carson has made at the University of Minnesota under-graduate student functions and high school affairs. "And the parents tell me the kids listen," Carson has mentioned in regard to conversations with businessmen in the area. "More and more I'm convinced you get to these kids more effectively talking to them in an adult manner ... without being stuffy about it ... that with the rapid-fire, nervous-traumatic delivery that has characterized so many operations for so long."

FCC UPHELD ON WDKD REVOKE

WASHINGTON — The Supreme Court last week decided to leave FCC's decision on the Kingtree, S. C., radio station revoke strictly alone. The court made no comment on the deejay "vulgarity" factor in the action, keeping clear of any decisions as to FCC's right to rule on program content, or any implication of censorship.

The FCC was equally careful when it based the refusal to renew WDKD license on the station's "willful deception" of the Commission. But FCC spelled out deejay Charlie Walker's gamey patter as a big factor in its decision at the time. District of Columbia Court of Appeals sustained the FCC after the Kingtree station appealed the revoke of its license, and the Supreme Court has now refused, without comment, to review the case.

Essays in 2d Year

LONG BEACH, Calif.—Donderling Stations' "Declarations for Democracy," 60-to-90 second public service essays on communism, the problems of the ultra-right and American democratic principals, move into their second year next month on the chain's outlets: WWRL, New York; WOPA, Chicago; KDIA, Oakland-San Francisco; WDIA, Memphis, and KFOX, Los Angeles.

KMEX Sets New Series



LOS ANGELES — Spanish language station KMEX in Los Angeles has set up contracts with Grammy winners Nino Tempo and April Stevens to host a special one-hour weekly musical-variety show that will be shown locally and sold into syndication in both Central and South America.

The premiere show as taped last Friday (9) will be entirely in Spanish and will feature leading American recording artists as well as top-name Latin artists. Each week a new recording artist will also be introduced to viewers.

The minimum 13-week contract was set by Burt Avedon, vice-president and general manager of KMEX. The station is an associate of Telsistema Mexicano-S.S., which is the major syndication operation of Latin and South America.

Avedon commented that, "the show will give the vast Spanish speaking community of Los Angeles a show of its own similar to the Dick Clark and Lloyd Thaxton dance programs and provide their Central and South American neighbors with the opportunity to see and hear top names in the North American music world."

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Josie 923

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WABC Palsy Contest a Hit

NEW YORK—A recent contest on WABC-Radio brought more than gratifying response to both WABC and United Cerebral Palsy of New York. The response, an estimated 32,000 entries, many containing contributions, netted a total of \$8,000 for Cerebral Palsy.

The contest offered a pair of tickets to the person who could best relate why they would like to see the Cerebral Palsy-sponsored Beatles concert at the Paramount Theater. In addition, the on-the-air copy encouraged listeners to send a small donation with their entry but em-

phasized that a donation was not necessary to be eligible as a winner.

About one third of the contest entries contained donations. The average donation was 75 cents.

WONE Bought

AKRON, Ohio—WONE AM-FM in Dayton, Ohio, has been purchased for \$1,500,000 by Group One Broadcasting Company, a wholly owned subsidiary of Summit Radio Corporation of Akron (owner of WAKR), according to Roger G.

KNIA Sold

KNOXVILLE, Ia. — Forrest Mitchell, president of Mitchell Broadcasting Corporation, announced the sale of KNIA Radio in Knoxville to Stevens Radio Corporation here.

Officers of the newly formed corporation include president Max Stevens, formerly assistant manager of KGRN, Grinnell, Iowa, and vice-president, Dennis Stevens, program director at KNIA.

Berk, president. The purchase was made from the Ohio Broadcasting Company, owner of WHBC in Canton.

VOX JOX

By GIL FAGGEN



WHLO's "Good Guys" Warren Duffy, left, and Bob Ancell are playing Santa early in the season for the needy children of Akron and Northeastern Ohio's Children's Homes. Guys asked for rag dolls and after an extensive gathering-up campaign the Salvation Army re-conditioned those which needed repair.

This week thought we'd kick off the column on a very pleasant note with two special program schedule additions.

The Tony Quinns, he's the morning man on WZUM (Pittsburgh), are the parents as of Oct. 12 or a nine-pound daughter Carmella Antoinette Quinn. . . . It was a double play for my good friends the Jack Sectors Sept. 24. Jack and Marilyn are the parents of twin girls Nancy and Laurie—they have one other daughter, Sherry. Jack holds forth on WMCA (New York) 1-4 p.m. when not baby-sitting.

I am receiving interesting French post cards from KING radio's Frosty Fowler, who's on a globe-circling good-will tour. Fowler's 6-10 a.m. show originates from exclusive KING studios atop the Seattle Space Needle. He is heading a trio of Space Needle representatives during the two-week trip designed to link five tower restaurants in Japan, Egypt, France and Germany with the Seattle spire.

Georgia State College in Atlanta has launched its own FM-er, taking over 30 per cent of the programming on WPLO-FM from 4 to 10 p.m. daily, courtesy of Plough. Station student manager Ed Sheahan has put out an urgent request for singles and LP's.



Casey Kasem, left, KRLA (Los Angeles) deejay, gets the interview treatment on nationally syndicated Lloyd Thaxton TV show while promoting his Warner Bros. single, "Letter From Elaina."

William B. Williams of

WNEW's (New York) "Make Believe Ballroom," will be guest of honor at a dinner-dance sponsored by the National Tay-Sachs Association of New York. He is being honored for his work in behalf of the philanthropic organization which raises funds for research into neurological diseases of infants and children. Steve Lawrence will emcee the Waldorf dinner, with guest appearances expected from Eydie Gorme, Jerry Vale, Barbra Streisand, Tony Bennett, Robert Goulet and Bob Newhart. . . . Joel Sebastian, WXYZ's (Detroit) afternoon air personality, has been discussing the moral fibre of today's popular music on the air with college and high school audiences in the area.

SEGUE

Johnny Bell, Cleveland and Miami radio and TV personality, returns to his 1-4 p.m. show on WINZ (Miami). . . . George Fennell, formerly of WHIL (Boston area), moves to WORL (Boston) for morning show. . . . John Sterling, staff announcer at WPAT (New York), joins nighttime staff of WCBM (Baltimore) as host of nightly two-hour program on which he will express his viewpoints and ask for listener comments. . . . Staff changes at WRDW (Augusta, Ga.) are as follows: Johnny Prince, Cliff Carlisle and Nick Valentine join staff from WBBQ (Augusta). Price will serve as PD, with Hugh Allison, Bob Gordon and Lew Wagner holding their berths on the station. . . . Vill Calder, KPRC (Houston) deejay, recently made his debut on KPRC-TV with a show, "Midnight Show with Bill Calder," seen Tuesday and Thursdays for 90 minutes.



David R. Klemm, director of Sales Promotion and Advertising for WXYZ (Detroit), named director of operations. Martin Greenberg, WMCA (New York) sales promotion executive, replaces Klemm. . . . Another appointment at the ABC-owned Detroit station is the naming of Bruce Miller, production manager of WNOR (Norfolk), as director of production.

HOLLYWOOD — Terry Gibbs, internationally famous jazz musician, has been added to "That Regis Philbin Show" as its music director. Terry Gibbs Sextet will provide the music for the show.

ON SCEPTER-WAND WE TOLD YOU OUR GIRLS ARE THE GREATEST!

DIONNE WARWICK

REACH OUT FOR ME

SCEPTER 1285



MAXINE BROWN

OH NO NOT MY BABY

WAND 162



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ALBUM REVIEWS (continued)



POP SPOTLIGHT

DAVID MERRICK PRESENTS HITS FROM HIS BROADWAY HITS

John Gary, Ann-Margret, Merril Staton Voices. RCA Victor LPM 2947 (M); LSP 2947 (S)

First-rate commercial package. The music could not be better with such tunes as "Make Someone Happy"; "Hello, Dolly!"; "As Long as He Needs Me" (to name a few) represented. Gary's first two albums are current best sellers. Both he and the popular Ann-Margret take turns with the Merril Staton Voices singing the Broadway hit songs. The Rene-Lipman arrangements are bright and sprightly. Mighty fine listening and great radio station programming material.



POP SPOTLIGHT

SHE CRIED

Lettermen. Capitol T 2142 (M); ST 2142 (S)

This group has done extremely well with two previous packages pegged on ballads of love. This new set follows the same theme with excellent results. "Are You Lonesome Tonight," "It's All in the Game" and "Walk On By" are some of the standout sides.



POP SPOTLIGHT

MORE 4 FRESHMEN AND 5 TROMBONES

Capitol T 2168 (M); ST 2168 (S)

The reunion of the 4 Freshmen and massed trombones under the aegis of arranger-conductor Pete Rugolo will indeed meet with much favor at the dealer and radio station levels. The boys are at their smoothest, turning in enjoyable readings of current favorites "Hello, Dolly!"; "The Girl From Ipanema," "What Kind of Fool Am I" and "The Second Time Around," to name a few.



POP SPOTLIGHT

LIZA! LIZA!

Liza Minnelli. Capitol T 2174 (M); ST 2174 (S)

Look out! This one's a gas. Liza is simply great as she sings a medley of sophistication. Her performance is a combination of mom and Streisand. The gal packs more into a song than a listener has reason to expect these days. Clarity of tone, genuine feeling, emotion, bizazz and the unexpected, et al. This is Liza's first album. Buy it! It will be the first in a truly great collection of Liza Minnelli albums.



POP SPOTLIGHT

THE BEST OF BARBERSHOP—25 YEARS OF WINNERS

Various Artists. Decca DXB 180 (M)

Here is a true collector's item for Barbershop quartet buffs. Packaged in a fine two record set, the album contains the very best in this very special type of singing. Harmony, balance and blend are the ingredients here mixed to perfection. Some of the quartets represented are the Buffalo Bills, the Town and Country Four and the first SPEBSQSA winners, the Bartlesville Barflies.



LOW PRICE POP SPOTLIGHT

LIVING GUITARS SHINDIG

RCA Camden CAL 844 (M); CAS 844 (S)

Outstanding guitar work enhances familiar repertoire to make this budget priced package a best buy. Stereo version is well honed for the two-channel fans who want records to show their rigs off to best advantage.



POP SPOTLIGHT

PROMISE HER ANYTHING

Jack La Forge. Regina R 313 (M); RS 313 (S)

When better albums will be made Jack La Forge will make them. Backed by strings, Jack's forceful and creative pianistics lend new life to great standards such as "Fascination," "Let's Fall in Love," "These Foolish Things." Arrangements are hip and unstuffy. Classy "newies" are title song and "Valerie's Theme." Another listening delight for the growing number of La Forge fans.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

TRINI LOPEZ LIVE AT BASIN ST. EAST

Reprise R 6134 (M); RS 6134 (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.

THIS BITTER EARTH . . .

Brook Benton, Mercury MG 20934 (M); SR 60934 (S)

GO, TEAM, GO . . .

Norman Luboff Choir, RCA Victor LPM 2924 (M); LSP 2924 (S)

MORE BIG FOLK HITS . . .

Brothers Four, Columbia CL 2213 (M); CS 9013 (S)

MY FAIR LADY . . .

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

SANDY NELSON LIVE! IN LAS VEGAS . . .

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

R. F. D. . . .

Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)

GIRL TALK . . .

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

FIDDLER ON THE ROOF . . .

Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S)

SHE CRIED . . .

Lettermen, Capitol T 2142 (M); ST 2142 (S)



JAZZ SPOTLIGHT

25 YEARS BLUE NOTE ANNIVERSARY ALBUM MODERN JAZZ SERIES

Various Artists. Blue Note 1001

Some of the greatest names in jazz are represented in this album. There are performances from the Miles Davis Sextet ("Tempus Fugit"), Bud Powell Trio ("A Night in Tunisia"), J. J. Johnson Sextet ("Get Happy"), Thelonious Monk Quintet ("Round Midnight"), Art Blakey and Sabu ("Message From Kenya") and Horace Silver Trio ("Safari"), among others. Great names, great performances!



JAZZ SPOTLIGHT

MY FAIR LADY

Shelly Manne. Capitol T 2173 (M); ST 2173 (S)

The score from the hit Broadway show is receiving some mighty novel treatments on this second go-round. Shelly Manne and orchestra with Jack Sheldon and Irene Kral on vocals buttressed by Johnny Williams arrangements offer the most tantalizing jazz show of the score. Shelly plays it cool instrumentally with the no-nonsense brilliance of Jack and Irene's vocalizing wrapping the package up into a fine gift for anyone.

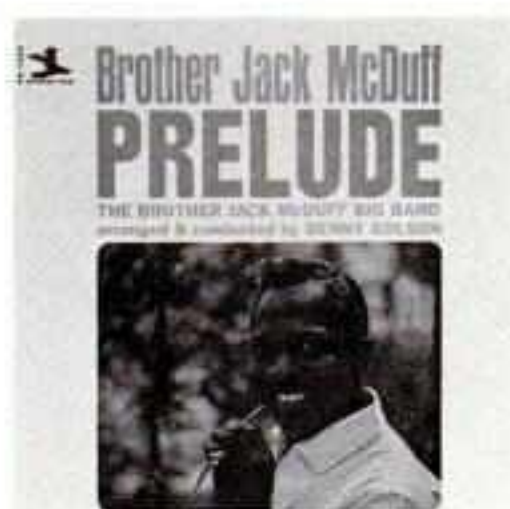


SPOKEN WORD SPOTLIGHT

SHAKESPEARE: HENRY THE FOURTH, PART ONE

Various Artists. Shakespeare Recording Society SRS-S-217 (S)

Although the competition is severe from the Marlowe Society, this handsome package should do more than hold its own. The cast is outstanding with luminaries Anthony Quale, Sir Michael Rodgrave, Pamela Brown and Dame Edith Evans represented. The stereo is excellent and the package is most attractive.



JAZZ SPOTLIGHT

PRELUDE

Brother Jack McDuff. Prestige PR 7333 (M); ST 7333 (S)

McDuff's organizing in a big band setting is sheer musical delight. The marriage is a rewarding one as McDuff masterfully relates to the environment. He speaks not only blues, but lively jazz, meaningfully performed. Try "Mean to Me," "A Kettle of Fish," "Put on a Happy Face" and you'll hear what we mean.



INTERNATIONAL SPOTLIGHT

ENAMORADO FROM MEXICO WITH LOVE

Enrique Guzman. Columbia EX 5126

A voice of universal appeal, performing in a convincing contemporary style, supported with excellent orchestral arrangements, gives this South-of-the-Border artist great potential for sale to the Latin language market.



GOSPEL SPOTLIGHT

THE EVANGELISTIC SINGING STYLE OF SAMMY POOLE

Echo ELP 7027 (M)

An outstanding gospel voice, revealing deep insight and appreciation of his material, is heard in a highly promising set of selections. His talent indicates that given proper exposure his disks can command a market.

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.

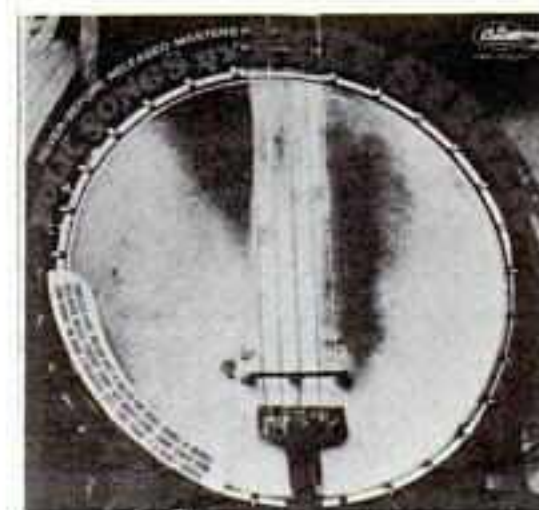


CLASSICAL SPOTLIGHT

LUISA TETRAZZINI

Angel COLH 136 (S)

The immortal voice of Tetrazzini is heard again in an outstanding album of arias and songs, issued by Angel in this Great Recordings of the Century Series. Outstanding performances, now available in LP, make this package a notable addition to the opera shelf.



FOLK SPOTLIGHT

FOLK SONGS BY PETE SEEGER

Capitol W 2172

Seeger fans and folkies will rejoice upon coming across this album. Seeger sings folks songs never before released. Aply bearing guitar and banjo, Pete offers his relaxed, informal renditions of "Careless Love," "John Henry," "Jimmy Crack Corn," "Freight Train," "Red River Valley," "This Train" and "Dollar Ain't a Dollar Any More."



GOSPEL SPOTLIGHT

DORIS AKERS & THE STATESMEN QUARTET SING FOR YOU

RCA Victor LPM 2936 (M); LSP 2936 (S)

An outstanding gospel recording by one of the most salesworthy names in the field. Excellence of the performance, along with the artists' general market appeal, makes this one a natural top seller.

(Continued on page 30)



DL 4579 DL 74579



DL 4576 DL 74576



DL 4569 DL 74569



DL 4578 DL 74578



DL 4551 DL 74551



DL 4586 DL 74586



DL 4564 DL 74564



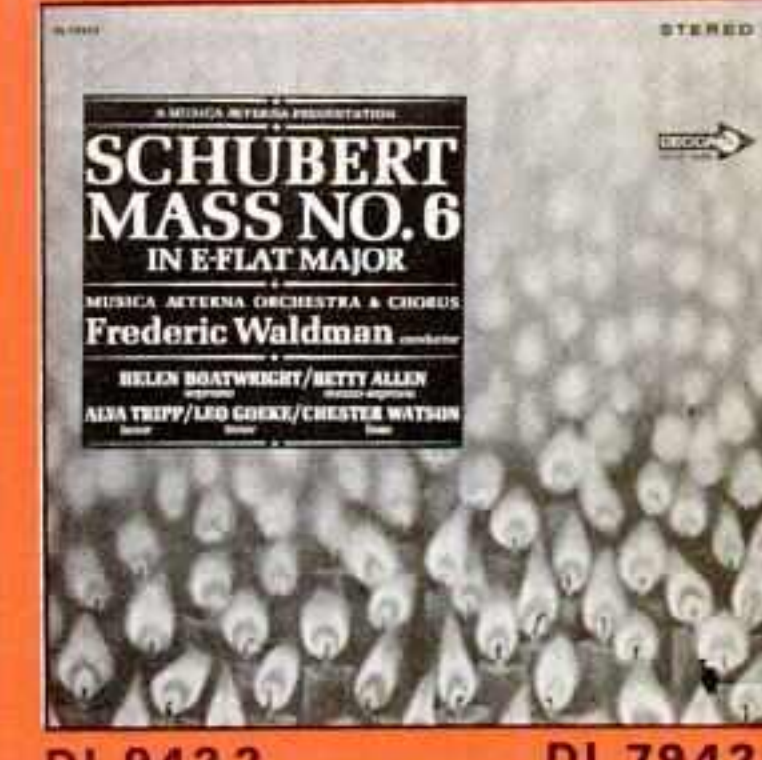
DL 10099 DL 710099



DL 9423 DL 79423

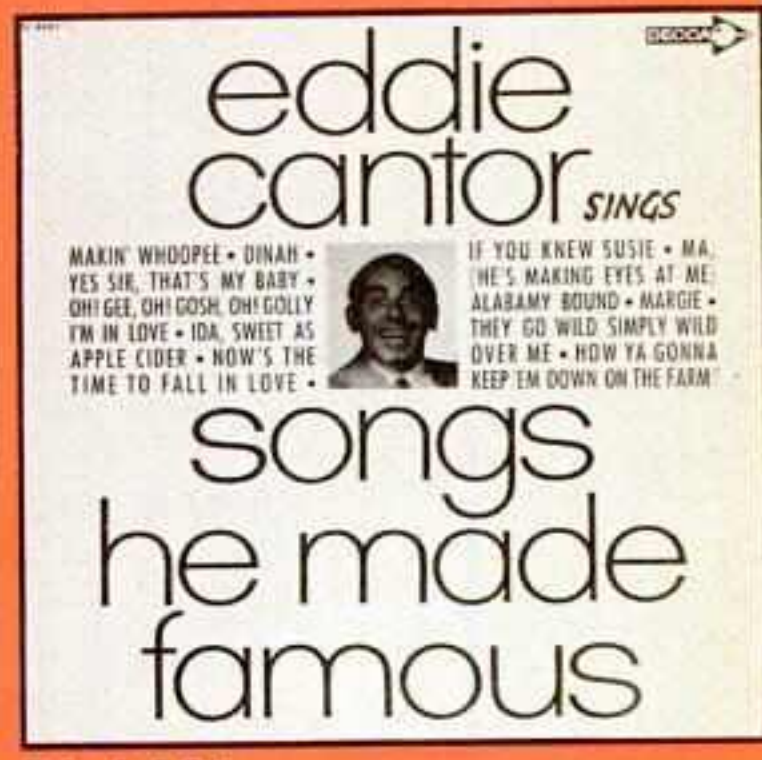


DL 10100 DL 710100

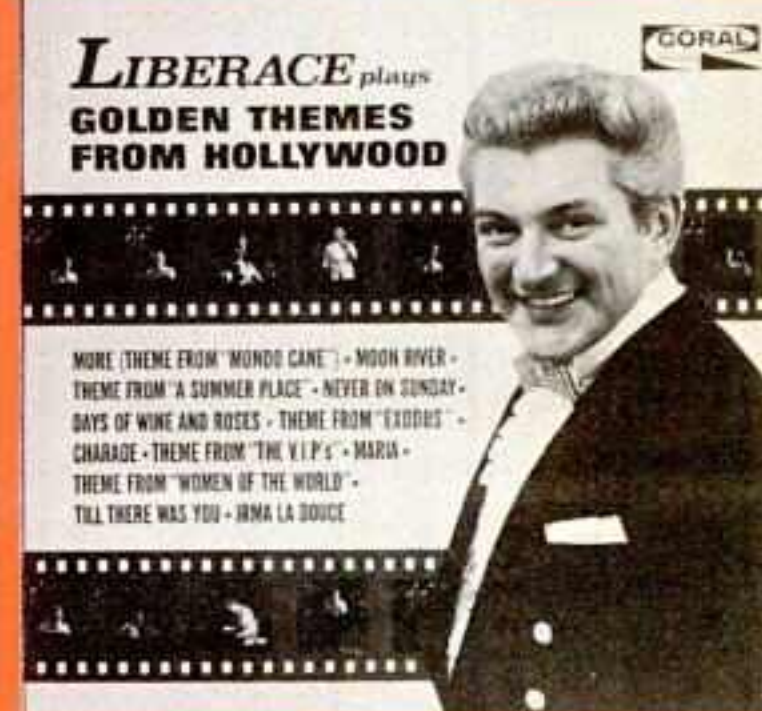


DL 9422 DL 79422

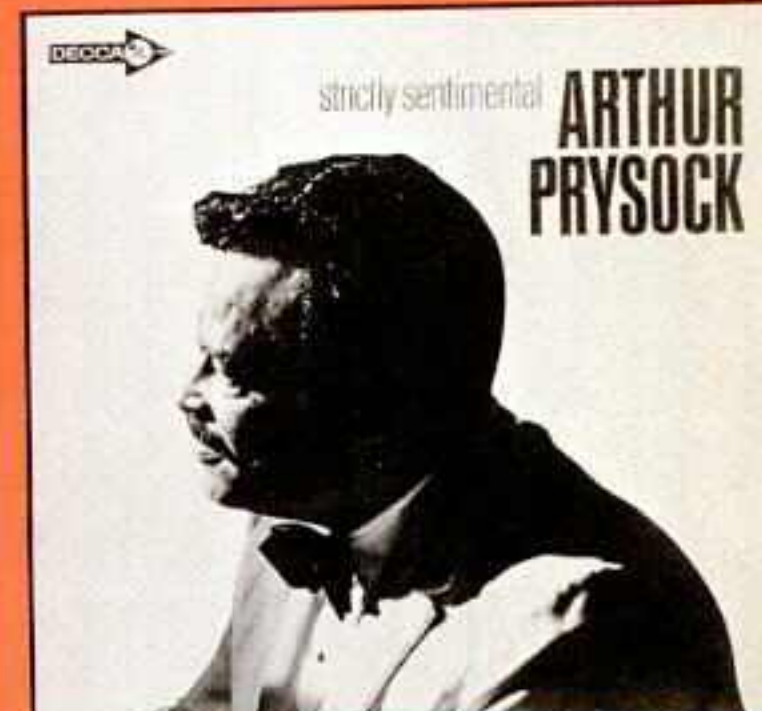
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DECCA-CORAL
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DL 4431



CRL 57452 CRL 757452



DL 4581 DL 74581

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2
+2
5

GOLDEN Catches Beatle Virus!

New York—We finished making a new Golden LP and I suspect it's going to be a best-seller. Why? Well, every one of the test pressings and playbacks have been "stolen" from my office. As soon as the first finished "office" copies came in from the plant, they were gone from the office display racks—in other words, members of our own staff are taking them home. It's called "Mother Goose" with the Beatle Beat and my favorite side is the "Georgie Porgie Slop" . . . LP 127. There's a picture of the cover below.



I also suspect it would get the play of a lot of the disc jockeys if it were brought to their attention. There are new lyrics to bring the favorites into jet orbit. The tempos are suitable for the Slop, Twist, Frug, Ska, etc.

Arthur Shimkin

ARTHUR SHIMKIN
Golden Records
630 Fifth Ave.
N.Y. 20, N.Y.

P.S. Don't just order it . . . go back to your stock room and take one home . . . play it . . . drop a few copies off at the local radio stations. If you tell me who you've given copies to, I'll deduct them from your bill . . . no questions asked. (All I'll do is phone the Record Librarian at the station to check if he's got it.)

P.P.S. FLASH! We have a hot "discotheque" Beatle-Beat dance LP . . . AA #133 . . . also for the kids . . . with a 50-page Beatle Picture Magazine free in each copy!



ALBUM REVIEWS

Continued from page 28



CHRISTMAS POP SPOTLIGHT

THE DORIS DAY CHRISTMAS ALBUM

Columbia CL 2226 (M); CS 9026 (S)

Christmas and holiday season songs are the fare of this most beautifully sung album. Miss Day's handling of such tunes as "I'll Be Home for Christmas," "Toyland," "The Christmas Song," "Snowfall" and others, leaves the listener with a slight tingle at the back of the neck. At this point it's wise to throw another log on the fire . . . then buy the album.



CHRISTMAS SPIRITUAL

SPOTLIGHT

HARK! THE HERALD ANGELS

George Beverly Shea. RCA Victor LPM 2937 (M); LSP 2937 (S)

There's no commercialization of Christmas to be found here. It is sincere and reverent throughout and full of the proper musical meaning for the season. In addition to some familiar, there are "Joyously Sang the Choirs" and "Dear Little Stranger" to attract the listener.



CHRISTMAS LOW PRICE

SPOTLIGHT

JOY OF THE WORLD

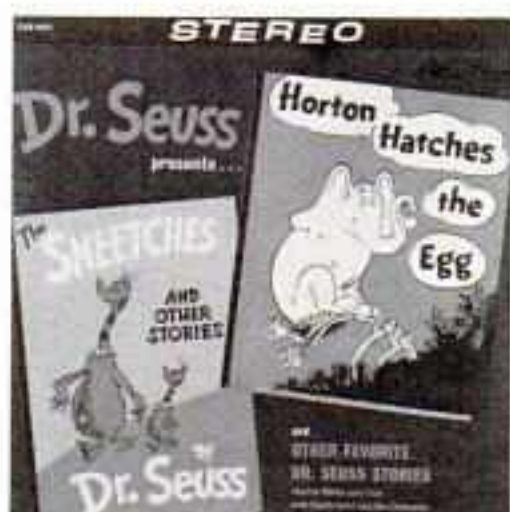
Robert Shaw Chorale. RCA Camden CAL 448 (M); CAS 488 (e) (S)

There's a happy Christmas in store for budget buyers with this round-up of 25 yule songs by the masterful Robert Shaw Chorale. The package has been "electronically reprocessed" for stereo so the sound of its Christmas salute is richer and more full-bodied than ever.

SEE ALBUM REVIEWS ON BACK COVER

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 SPOTLIGHT

DR. SEUSS PRESENTS HORTON HATCHES THE EGG, THE SNEETCHES AND OTHER STORIES

Various Artists. RCA Camden CAL 1051 (M); CAS 1051 (S)

Great stuff for the kiddies. Stories are extremely well told in character voices with musical punctuation. The material is excellent, and in stereo the whole thing will enthrall the youngsters, and some oldsters, too!



LOW PRICE COUNTRY SPOTLIGHT

HAVE I TOLD YOU LATELY THAT I LOVE YOU?

Jim Reeves. RCA Camden CAL 842 (M); CAS 842 (e) (S)

The late Jim Reeves, who is well represented already on both the album and single's charts offers warm and appealing readings of such country memorabilia as "Your Old Love Letters," "Have I Told You Lately," "Waltzing on Top of the World" and "Oklahoma Hills," to name a few.

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

JET SET DANCE DISCOTHEQUE, VOL. 1

Various Artists. Audio Fidelity DFM 3039 (M); DFS 7039 (S)

This is Vol. 1 of three issued simultaneously by the Audio Fidelity label. For discotheque parties or for just plain parties where people want to dance, or for dance instructors, here is the widest possible grouping of dance rhythms done by outstanding artists from all over the world. Vol. 2 DFM 3040 (M); DFS 7040 (S). Vol. 3 DFM 3041 (M); DFS 7041 (S).

POP SPECIAL MERIT

THE GALLANTS ROCK, SWING AND DANCE WITH MY FAIR LADY

Capitol T 2134 (M); ST 2134 (S)

The music from "My Fair Lady"—although never on the wane—is enjoying a tremendous resurgence due to the motion picture version. The Gallants give the score a wild rockin' instrumental twist that's designed to rouse the interest of all advocates of the big beat. Wailin' sax, penetrating drums and electric guitar lift the listener out of the chair (especially in stereo). Arrangements are great and the sound exciting!

POP SPECIAL MERIT

THE ED AMES ALBUM

RCA Victor LPM 2944 (M); LSP 2944 (S)

Ed Ames has come a long way since he was one of the singing Ames Brothers. Broadway and TV work, as an actor and as a singer, has broadened his style, delivery and impact. Listeners, seeking a warm, romantic album of outstanding songs, like "Gigi" and "Fly Me to the Moon," need look no further if they want them sung by an outstanding talent.

POP SPECIAL MERIT

THE LIVELY SET

Original Cast. Decca DL 9119 (M); DL 79119 (S)

Bobby Darin has written some exciting songs for this Universal picture release and he's serviced well by James Darren, Wink Martindale and Joanie Sommers in the vocal department. And if that weren't enough, there are some lively drag-racing sounds as an added fillip.

POP SPECIAL MERIT

IN A YOUNG MOOD

Marty Gold & His Ork. RCA Victor LPM 2942 (M); LSP 2942 (S)

A host of pop hits such as "A Hard Day's Night," "My Boy Lollipop," "Love Me With All of Your Heart," "Tell Me Why" are given the lush, full-stringed treatment with a gentle back beat. There are several "oldies" represented too: Theme from "A Summer Place," "Tennessee Waltz" and "I Believe." Excellent stereo reproduction.

POP SPECIAL MERIT

AFTER HOURS/GLORIA LYNNE

Everest 5230 (M); 1230 (S)

Miss Lynne has made it among the exclusive record artists who have had hit singles not in the rock field. Her velvety, mellow voice coupled with easygoing bluesy arrangements creates a relaxing listening atmosphere. Selections include "Am I Blue," "Little Girl Blue," "For All We Know."

POP SPECIAL MERIT

HOW TO SUCCEED IN LOVE

The Four Preps. Capitol T 2169 (M); ST 2169 (S)

There is a ballad concentration in this package that's easy on the ear and pegged for smooth listening pleasure. Romance is the key and the group fits its harmony style to the captivating mood of each song.

POP SPECIAL MERIT

HEY GIRL DON'T BOTHER ME

Tams. ABC-Paramount ABC 499 (M); ABCS 499 (S)

The group has been represented in the past with several single hits, the most recent of which was "Hey Girl Don't Bother Me." Their easygoing smoothly vocalizing gives fresh treatment to favorites like "Hey Little Girl," "Hey Girl Don't Bother Me," "Go Away Little Girl."

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JOE HINTON'S
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"A THOUSAND CUPS OF HAPPINESS"
BACKBEAT 532
BROKE IN NEWARK AND NEW YORK . . .
NOW EVERYBODY'S ASKING FOR IT!!
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BOBBY BLAND'S "AIN'T DOING TOO BAD"
DUKE 383

SIZZLING HOT!!
THE MIGHTY MUSTANGS' "FIRST LOVE"
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BROKE IN SAINT LOUIS

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OR 3-2611

CLASSICAL SPECIAL MERIT

TSCHAIKOWSKY: SYMPHONY NO. 6 IN B MINOR, OP. 74

Berliner Philharmoniker (Von Karajan). Deutsche Grammophon SLPM 138921 (S)

Herbert von Karajan is currently among the most popular (and talented) conductors of the day. Although this favorite symphony has been frequently recorded by first-rate organizations, the drawing power of Karajan and his outstanding Berlin Philharmonic should help this album fair well at the record counter.

CLASSICAL SPECIAL MERIT

SAINT-SAENS: SAMSON ET DELILA HIGHLIGHTS

Various Artists. Angel 36210 (S)

Angel has highlighted its excellent three-LP version of Samson and Delila featuring the same fine cast. Orchestra is under direction of Georges Pretre and Rita Gorr, Jon Vickers and Ernest Blanc star supported by the choir under the direction of Rene Duclos.

CLASSICAL SPECIAL MERIT

STRAUSS: DIE FRAU OHNE SCHATTEN

Various Artists. Deutsche Grammophon 138911/14 (S)

A fine cast starring Jess Thomas, Ingrid Bjoner, Dietrich Fisher-Dieskau, among others, reported at the special performance celebrating the reopening of the National Theatre, Munich, Nov. 1, 1963. This is only the second recording ever made of the Hofmannsthal-Strauss opera and the only available stereo recording. Handsome package includes complete libretto and story outline.

CLASSICAL SPECIAL MERIT

MONTEVERDI: L'INCORONAZIONE DI POPPEA (2-12")

Various Artists. Angel 3644 B/L (S)

Only one other recording exists of this rarely recorded or performed Monteverdi opera. This is a handsome package and the cast is an excellent one. The story, set in ancient Rome, is of love, bombast and death—ending happily. The album will be welcomed by many collectors and students of the opera and Monteverdi.

CLASSICAL SPECIAL MERIT

MAHLER: KINDERTOTENLIEDER

Berliner Philharmoniker (Bohn). Deutsche Grammophon SLPM 138879 (S)

Fischer-Dieskau is among the most respected baritones of these times. The richness of his presentation, while ably supported by Karl Bohm and the Berlin Philharmonic, will prove a rewarding experience to the listener. The Songs on the Death of Children is a favorite Mahler work.

COUNTRY SPECIAL MERIT

THE TRAVELIN' BARE

Bobby Bare. RCA Victor LPM 2955 (M); LSP 2955 (S)

The country music seasoning here is made especially flavorful by the robust repertoire and the winning vocal way. In fact, Bobby's manner is so lulling that the package could even cross over into some pop areas. The LP was produced by Chet Atkins, whose touch is sure and solid.

COUNTRY SPECIAL MERIT

LOST HIGHWAY AND OTHER FOLK BALLADS

Hank Williams. MGM E 4254 (M); SE 4254 (S)

The name of Hank Williams still retains its magic when it comes to record sales. He's in great form on this set of folk ballads. Backed with electric guitar and fiddles, Williams gives 'em the good old country treatment. Selections include "My Bucket's Got a Hole in It," "Jambalaya," "Cool Water," "Ramblin' Man."

CHRISTMAS CLASSICAL SPECIAL MERIT

SING NOWELL

Elizabethan Singers. London 5809 (M); OS 25809 (S)

The Elizabethan Singers, with organ accompaniment, sing 14 carols selected from 51 in a book "Sing Nowell," published by the Novello & Company organization of London. The carols sung here are representative of contemporary British composers and are done with a solemn majesty. Ideal for the serious customer.

FOLK SPECIAL MERIT

A TREASURY OF AMERICAN RAILROAD SONGS AND BALLADS

The Talismen. Blue Star MS 6363 (S)

Here's a wonderful collection of train songs, each a part of Americana. Songs are appropriately interspersed with sound effects of trains. The singers, the Talismen 3, do an admirable job in delivering their cargo of songs. Among the songs on board are "This Train" and "Fast Freight." Great album for folk fans and lots of appeal for rail fans, too.

★★★★★
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

IN MY SOLITUDE
Anthony Newley. RCA Victor LPM 2925 (M); LSP 2925 (S)

1964 INTERNATIONAL BARBERSHOP CHORUS WINNERS
Various Artists. Decca DL 4513 (M); DL 74513 (S)

ACE CANNON PLAYS THE GREAT SHOW TUNES
HI HL 12019 (M); SHL 32019 (S)

"BUBBLES" (John W. That Is)
John W. Bubbles. Vee Jay VJ 1109 (M)

HOLD IT!!!
Willie Mitchell. HI HL 12021 (M); SHL 32021 (S)

CLASSICAL

SCHUMANN: RHEINISCHE SYMPHONIE, MANFRED OVERTURE OP. 115
Berliner Philharmoniker (Kubelik). Deutsche Grammophon SLPM 138908 (S)

BRAHMS: ZIGEUNERLIEDER OP. 103
Grace Bumbry. Deutsche Grammophon SLPM 138889 (S)

FRANCO CORELLI SINGS GREAT RELIGIOUS SONGS & ARIAS
Angel 36208 (S)

BRAHMS: 3 INTERMEZZI OP. 117, OP. 118, OP. 119
Wilhelm Kempff. Deutsche Grammophon SLPM 138903 (S)

BETHOVEN: PIANO SONATAS NO. 31 IN A FLAT MAJOR, OP. 110/NO. 32 IN C MINOR, OP. 111
Wilhelm Kempff. Deutsche Grammophon SLPM 138945 (S)

INTERNATIONAL

FOLIES BERGERE
Original Cast. Audio Fidelity AFLP 2135 (M); AFSD 6135 (S)

FLOWER DRUM AND OTHER CHINESE FOLK SONGS
Stephen Cheng. Monitor MF 420 (M); MFS 420 (S)

LATIN AMERICAN

LA SONORA SANTANERA
Con Un Beso. Columbia EX 5127.

LOW PRICE POPULAR

GREAT BANDS OF OUR TIME
Various Artists. RCA Camden AL 811 (M); CAS 811(e) (S)

SONGS FROM MY FAIR LADY
Saturday Matinee Chorus & Ork. Golden LP 122

LOW PRICE CHILDREN'S

A CHILD'S INTRODUCTION TO GROWNUPS
Jack Gilford. Golden LP 128

ROMPER ROOM ACTIVITY SONGS
Golden LP 119

CHRISTMAS POP

THIS IS CHRISTMAS
Jimmy Joyce. Warner Bros. W 1566 (M); WS 1566 (S)

CHRISTMAS INTERNATIONAL

CHRISTMAS IN NORWAY
Olav Werner and Soelvguttene Singers. Capitol T 10377



THREE-STAR ALBUMS

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

POPULAR

TOP TEN BARBERSHOP QUARTETS OF 1964
Various Artists. Decca DL 4512 (M); DL 74512 (S)

KISMET
Gordon MacRae, Dorothy Kirsten, Roger Wagner Chorale. Capitol W 2022 (M); SW 2022 (S)

FOLK

ONE STEP MORE
Good Time Singers. Capitol T 2170 (M); ST 2170 (S)

NEW DIMENSIONS IN FOLK SONGS
3 D's. Capitol T 2171 (M); ST 2171 (S)

INTERNATIONAL

YULYA SINGS KALINKA AND OTHER RUSSIAN FOLK SONGS
Monitor MF 422 (M); MFS 422 (S)

COUNTRY & WESTERN

JUNIE LOU SINGS FOR YOU
Process PRLP 1

LOW PRICE CHILDREN'S

"JACK AND THE BEANSTALK" AND OTHER STORIES
Shari Lewis. RCA Camden CAL 1052 (M); CAS 1052 (S)

CBS Wins Fest Prizes

MAR DEL PLATA, Argentina—CBS Records, Columbia Records' international label, was awarded several prizes at the Third International Record Festival held here recently.

Discos CBS, Columbia's Argentinian subsidiary, received the certificate honoring Ray Conniff, Dave Brubeck, Eugene Ormandy and Richard Condie.

Records cited were Conniff's "Alegria en Ritmo," Brubeck's "Time Out," Ormandy conducting the Philadelphia Orchestra in Handel's "Messiah," and Condie directing the Mormon Tabernacle Choir.

"SHAGGY DOG"

BY
MICKEY LEE LANE

SWAN 4183

SWAN RECORDS

8th & Fitzwater Streets
Philadelphia, Pa.
MA 7-1500

TOP LP's

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

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

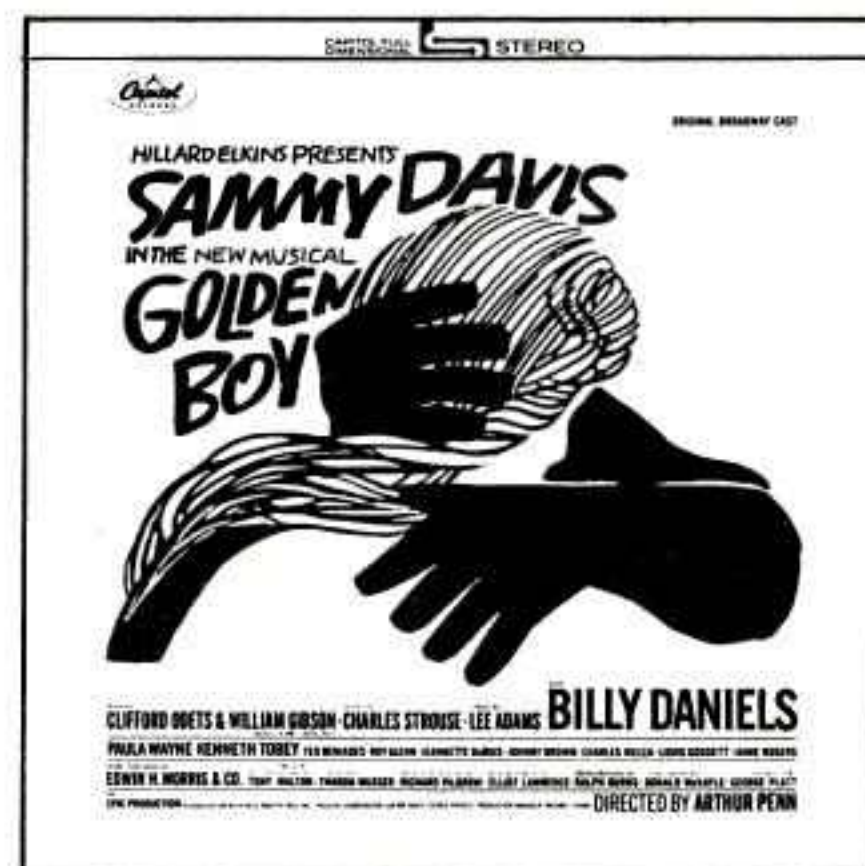
This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	THE BEATLES—A HARD DAY'S NIGHT Soundtrack, United Artists UAL 3366 (M); UAS 4366 (S)	15	52	48	I LOVE YOU MORE AND MORE EVERY DAY/TEARS AND ROSES Al Martino, Capitol T 2107 (M); ST 2107 (S)	18	102	108	WE'LL SING IN THE SUNSHINE Gale Garnett, RCA Victor LPM 2833 (M); LSP 2833 (S)	5
2	4	PEOPLE Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S)	4	53	49	TRINI LOPEZ ON THE MOVE Reprise R 6112 (M); RS 6112 (S)	29	103	119	INVISIBLE TEARS Johnny Mann Singers, Liberty LSP 3387 (M); LST 7387 (S)	4
3	3	EVERYBODY LOVES SOMEBODY Dean Martin, Reprise R 6130 (M); RS 6130 (S)	11	54	78	"POPS" GOES THE TRUMPET Al Hirt/Boston Pops Ork. (Fiedler), RCA Victor LPM 2729 (M); LSC 2729 (S)	5	104	104	HOW THE WEST WAS WON Soundtrack, MGM 1ES (M); 1SE5 (S)	80
4	2	SOMETHING NEW Beatles, Capitol T 2108 (M); ST 2108 (S)	12	55	57	LAND OF GIANTS New Christy Minstrels, Columbia CL 2187 (M); CS 8987 (S)	9	105	123	LITTLE OLD LADY FROM PASADENA Jan & Dean, Liberty LSP 3377 (M); LST 7377 (S)	3
5	5	HOW GLAD I AM Nancy Wilson, Capitol T 2155 (M); ST 2155 (S)	8	56	52	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	129	106	109	BREAD AND BUTTER Newbeats, Hickory LPM 120 (M); (No Stereo)	4
6	7	ALL SUMMER LONG Beach Boys, Capitol T 2110 (M); ST 2110 (S)	13	57	53	MEET THE BEATLES Capitol T 2047 (M); ST 2047 (S)	39	107	114	MARY POPPINS Soundtrack, Vista BV 4026 (M); STER 4026 (S)	4
7	6	PETER, PAUL & MARY IN CONCERT Warner Bros. SW 1555 (M); 2WS 1555 (S)	11	58	63	ROY ORBISON'S GREATEST HITS Monument MLP 8000 (M); SLP 18000 (S)	113	108	111	THE BEACH BOYS SONG BOOK Hollyridge Strings, Capitol T 2156 (M); ST 2156 (S)	3
8	8	HELLO, DOLLY! Original Cast, RCA Victor LOC 1087 (M); LSO 1087 (S)	36	59	58	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	80	109	98	IT MUST HAVE BEEN SOMETHING I SAID! Smothers Brothers, Mercury MG 20904 (M); SR 60904 (S)	23
9	9	THE IMPRESSIONS KEEP ON PUSHING ABC-Paramount ABC 493 (M); ABCS 493 (S)	12	60	85	WALK, DON'T RUN, VOL. 2 Ventures, Dolton BLP 2031 (M); BST 8031 (S)	3	110	106	SOMETHING SPECIAL FOR YOUNG LOVERS Ray Charles Singers, Command RS 866 (M); RS 866 SD (S)	30
10	15	THE ANIMALS MGM E 4264 (M); SE 4264 (S)	8	61	69	AL-DI-LA AND OTHER EXTRA-SPECIAL SONGS FOR YOUNG LOVERS Ray Charles Singers, Command RS 870 (M); RS 870 SD (S)	8	111	137	HERE WE A GO GO AGAIN! Johnny Rivers, Imperial LP 9274 (M); LP 12274 (S)	2
11	13	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	12	62	60	TODAY New Christy Minstrels, Columbia CL 2159 (M); CS 8959 (S)	28	112	112	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens & His Buckeroos, Capitol T 2125 (M); ST 2125 (S)	8
12	10	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	21	63	55	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	15	113	103	MONDO CANE Soundtrack, United Artists UAL 4105 (M); UAS 5105 (S)	67
13	14	IT MIGHT AS WELL BE SWING Frank Sinatra, Count Basie & His Ork., Reprise F 1012 (M); FS 1012 (S)	10	64	51	WHO'S AFRAID OF VIRGINIA WOOLF? Jimmy Smith, Verve V 8583 (M); V6-8583 (S)	28	114	115	CHAD & JEREMY YESTERDAY'S GONE Chad Stuart & Jeremy Clyde, World Artists WAM 2002 (M); WAS 3002 (S)	5
14	11	SUGAR LIPS Al Hirt, RCA Victor LPM 2965 (M); LSP 2965 (S)	10	65	62	WHERE LOVE HAS GONE Jack Jones, Kapp KL 1296 (M); KS 3296 (S)	9	115	—	TRINI LOPEZ LIVE AT BASIN ST. EAST Reprise R 6134 (M); RS 6134 (S)	1
15	19	GREAT SONGS FROM MY FAIR LADY AND OTHER BROADWAY HITS Andy Williams, Columbia CL 2205 (M); CS 9005 (S)	5	66	61	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	20	116	122	THE BEST OF MARIO LANZA RCA Victor LPM 2748 (M); LSC 2748 (S)	12
16	12	FUNNY GIRL Original Cast, Capitol VAS 2059 (M); SVAS 2059 (S)	26	67	81	THE CAT Jimmy Smith, Verve V 8587 (M); V6-8587 (S)	6	117	139	WITHOUT YOU Robert Goulet, Columbia CL 2200 (M); CS 9000 (S)	2
17	17	COTTON CANDY Al Hirt, RCA Victor LPM 2917 (M); LSP 2917 (S)	23	68	79	AMOR Eddie Gomez & the Trio Los Panchos, Columbia CL 2203 (M); CS 9003 (S)	7	118	126	NINA SIMONE IN CONCERT Philips PHM 200-135 (M); PHS 400-135 (S)	6
18	16	HELLO, DOLLY! Louis Armstrong, Kapp KL 1364 (M); KS 3364 (S)	24	69	65	THE SECOND BARBRA STREISAND ALBUM Columbia CL 2054 (M); CS 8854 (S)	59	119	125	MILES DAVIS IN EUROPE Columbia CL 2183 (M); CS 8983 (S)	5
19	21	MORE OF ROY ORBISON'S GREATEST HITS Monument MLP 8024 (M); SLP 18024 (S)	10	70	70	NORTHERN JOURNEY Ian & Sylvia, Vanguard VRS 9154 (M); VSD 79154 (S)	8	120	127	DELICIOUS TOGETHER Betty Everett & Jerry Butler, Vee Jay VJ 1099 (M); VJS 1099 (S)	4
20	23	THE LATIN ALBUM Trini Lopez, Reprise R 6125 (M); RS 6125 (S)	10	71	77	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	105	121	136	THIS IS LOVE Johnny Mathis, Mercury MG 20942 (M); SR 60942 (S)	2
21	18	THE CHIPMUNKS SING THE BEATLES HITS Liberty LRP 3388 (M); LST 7388 (S)	8	72	99	INVISIBLE TEARS Ray Conniff & the Singers, Columbia CL 2264 (M); CS 9064 (S)	4	122	124	WITH A TASTE OF HONEY Morgana King, Mainstream 56015 (M); 5/6015 (S)	8
22	20	BARBRA STREISAND/THE THIRD ALBUM Columbia CL 2154 (M); CS 8954 (S)	35	73	74	THE LAWRENCE WELK TELEVISION SHOW 10TH ANNIVERSARY Dot DLP 3591 (M); DLP 25591 (S)	12	123	121	REFLECTIONS Peter Nero, RCA Victor LPM 2853 (M); LSP 2853 (S)	21
23	22	THE PINK PANTHER Henry Mancini & His Ork., RCA Victor LPM 2795 (M); LSP 2795 (S)	29	74	73	EVERYBODY KNOWS Steve Lawrence, Columbia CL 2227 (M); CS 9027 (S)	7	124	140	THE RAMSEY LEWIS TRIO AT BOHEMIAN CAVERNS Argo 741 (M); 741 (S)	2
24	24	HONEY IN THE HORN Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	58	75	86	ANOTHER SIDE OF BOB DYLAN Columbia CL 2193 (M); CS 8993 (S)	6	125	118	OFF THE BEATLE TRACK George Martin & His Ork., United Artists UAL 3377 (M); UAS 4377 (S)	8
25	27	THE UNSINKABLE MOLLY BROWN Soundtrack, MGM E 4232 (M); SE 4232 (S)	15	76	66	THE DAVE CLARK FIVE RETURN! Epic LN 24104 (M); BN 26104 (S)	19	126	128	ROGER WILLIAMS ACADEMY AWARD WINNERS Kapp KL 1406 (M); KS 3406 (S)	8
26	26	TRINI LOPEZ AT P.J.'s Reprise R 6093 (M); RS 6093 (S)	67	77	83	DANG ME/CHUG-A-LUG Roger Miller, Smash MGS 27049 (M); SMS 67049 (S)	17	127	133	EARLY ORBISON Roy Orbison, Monument MLP 8023 (M); SLP 18023 (S)	2
27	28	RAG DOLL 4 Seasons, Philips PHM 200-146 (M); PHS 600-146 (S)	12	78	91	PETER NERO PLAYS SONGS YOU WON'T FORGET RCA Victor LPM 2935 (M); LSP 2935 (S)	3	128	150	RIDE THE WILD SURF Jan & Dean, Liberty LRP 3368 (M); LST 7368 (S)	2
28	30	DREAM WITH DEAN Dean Martin, Reprise R 6123 (M); RS 6123 (S)	9	79	68	I DON'T WANT TO BE HURT ANYMORE Nat King Cole, Capitol T 2118 (M); ST 2118 (S)	13	129	110	JOAN BAEZ, VOL. I Vanguard VRS 9078 (M); VSD 2077 (S)	139
29	25	AMERICAN TOUR Dave Clark Five, Epic LN 24117 (M); BN 26117 (S)	9	80	76	THE BEATLES' SONG BOOK Hollyridge Strings, Capitol T 2116 (M); ST 2116 (S)	19	130	64	CHUCK BERRY'S GREATEST HITS Chess 1485 (M); (no Stereo)	21
30	29	JOHNNY RIVERS AT THE WHISKEY A GO GO Imperial LP 9264 (M); LP 12264 (S)	19	81	88	CATCH A RISING STAR John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	51	131	117	KISSIN' COUSINS Elvis Presley, RCA Victor LPM 2894 (M); LSP 2894 (S)	29
31	32	CALL ME IRRESPONSIBLE AND OTHER HIT SONGS Andy Williams, Columbia CL 2171 (M); CS 8971 (S)	25	82	80	FROM RUSSIA WITH LOVE Soundtrack, United Artists UAL 4114 (M); UAS 5114 (S)	26	132	131	YESTERDAY'S LOVE SONGS—TODAY'S BLUES Nancy Wilson, Capitol T 2012 (M); ST 2012 (S)	40
32	35	TODAY, TOMORROW, FOREVER Nancy Wilson, Capitol T 2082 (M); ST 2082 (S)	22	83	84	MAKE WAY FOR DIONNE WARWICK Scepter LP 523 (M); (no Stereo)	7	133	95	WOODY ALLEN Capix CP 518 (M); SCP 518 (S)	11
33	31	IN THE WIND Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	53	84	90	MY FAIR LADY Original Cast, Columbia OL 5090 (M); OS 2015 (S)	416	134	113	SURFIN' U. S. A. Beach Boys, Capitol T 1890 (M); ST 1890 (S)	67
34	40	KINGSMEN, VOL. 2 Wand LP 659 (M); LP 659 S (S)	5	85	93	NAT KING COLE SINGS MY FAIR LADY Capitol W 2117 (M); SW 2117 (S)	5	135	135	COMMAND PERFORMANCE Les & Larry Elgart, Columbia CL 2221 (M); CS 9021 (S)	3
35	37	BE MY LOVE Jerry Vale, Columbia CL 2181 (M); CS 8981 (S)	9	86	89	PRAYER MEETIN' Jimmy Smith, Blue Note 4164 (M); 84164 (S)	13	136	129	JACK JONES' WIVES AND LOVERS Kapp KL 1352 (M); KS 3352 (S)	44
36	36	PETER, PAUL AND MARY Warner Bros. W 1449 (M); WS 1449 (S)	131	87	87	BACH'S GREATEST HITS Creative Swingle Singers, Philips PHM 200-097 (M); PHS 600-097 (S)	53	137	147	BALLADS, BLUES AND BOASTERS Harry Belafonte, RCA Victor LPM 2953 (M); LSP 2953 (S)	2
37	33	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	81	88	100	BOBBY VINTON'S GREATEST HITS Epic LN 24098 (M); BN 26098 (S)	4	138	141	THE MERRY WIDOW Original Lincoln Center Cast, RCA Victor LOC 1094 (M); LSO 1094 (S)	2
38	34	LOUIE LOUIE Kingsmen, Wand 657 (M); (no Stereo)	41	89	75	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	338	139	—	THE JAMES BOND THEME, WALK, DON'T RUN '64 Billy Strange, Crescendo GNP 2004 (M); GNPS 2004 (S)	1
39	41	RAMBLIN' New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	62	90	72	SURFER GIRL Beach Boys, Capitol T 1981 (M); ST 1981 (S)	36	140	145	HAMLET Original Cast, Columbia DOL 302 (M); DOS 702 (S)	11
40	38	HAVE A SMILE WITH ME Ray Charles, ABC-Paramount ABC 495 (M); ABCS 495 (S)	9	91	101	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	121	141	—	THE FABULOUS VENTURES Dolton BLP 2029 (M); BST 8029 (S)	13
41	46	UNDER THE BOARDWALK Drifters, Atlantic 8099 (M); SD 8099 (S)	11	92	67	I WALK THE LINE Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	14	142	130	BEWITCHED Jack Jones, Kapp KL 1365 (M); KS 3365 (S)	19
42	39	THE BEATLES' SECOND ALBUM Capitol T 2080 (M); ST 2080 (S)	27	93	82	INTRODUCING THE BEATLES Vee Jay LP 1062 (M); SR 1062 (S)	38	143	116	LITTLE DEUCE COUPE Beach Boys, Capitol T 1998 (M); ST 1998 (S)	45
43	71	MY FAIR LADY Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	3	94	94	THE SEX LIFE OF THE PRIMATE (And Other Bits of Gossip) Shelley Berman, Verve V 15043 (M); V6-15043 (S)	5	144	102	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	66
44	45	THE ROLLING STONES London LL 3275 (M); PS 375 (S)	18	95	92	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	93	145	142	THE BEATLES VS. THE FOUR SEASONS Vee Jay DX 30 (M); (No Stereo)	3
45	42	THE BEST OF MANCINI Henry Mancini, RCA Victor LPM 2693 (M); LSP 2693 (S)	12	96	96	THE CONCERT SOUND OF HENRY MANCINI RCA Victor LPM 2897 (M); LSP 2897 (S)	13	146	143	GREAT THEMES FROM HIT FILMS Enoch Light & His Ork., Command RS 871 (M); RS 871 SD (S)	4
46	43	WEST SIDE STORY Soundtrack, Columbia OL 5670 (M); OS 2070 (S)	157	97	105	IN THE NAME OF LOVE Peggy Lee, Capitol T 2096 (M); ST 2096 (S)	5	147	148	ELLINGTON 65 Duke Ellington, Reprise R 6122 (M); RS 6122 (S)	4
47	50	WHERE DID OUR LOVE GO Supremes, Motown MT 621 (M); S 621 (S)	6	98	97	CAMELOT Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	196	148	149	THE 7TH DAWN Soundtrack, United Artists UAL 4115 (M); UAS 5115 (S)	2
48	54	LICORICE STICK Pete Fountain, Coral CRL 57440 (M); CRL 757460 (S)	10	99	107	ENCORE John Gary, RCA Victor LPM 2804 (M); LSP 2804 (S)	36	149	146	THIS IS US—THE SEARCHERS Kapp KL 1409 (M); KS 3409 (S)	9
49	44	MARY WELLS GREATEST HITS Motown 616 (M); (no Stereo)	22	100	59	GLAD ALL OVER Dave Clark Five, Epic LN 24093 (M); BN 26093 (S)	29	150	144	GOLDEN HITS OF THE FOUR SEASONS Vee Jay LP 1065 (M); SR 1065 (S)	56
50	56	SO TENDERLY John Gary, RCA Victor LPM 2922 (M); LSP 2922 (S)	11	101	120	THE SIDEWINDER Lee Morgan, Blue Note 4157 (M); 84157 (S)	3				
51	47	SHUT DOWN, VOL. 2 Beach Boys, Capitol T 2027 (M); ST 2027 (S)	29								

"Best wishes, Sammy,
on your Broadway opening
tomorrow night."

Alan W. Livingston President, Capitol Records, Inc.

Buddy Morris E. H. Morris & Co., Inc.

Hillard Elkins Producer, GOLDEN BOY

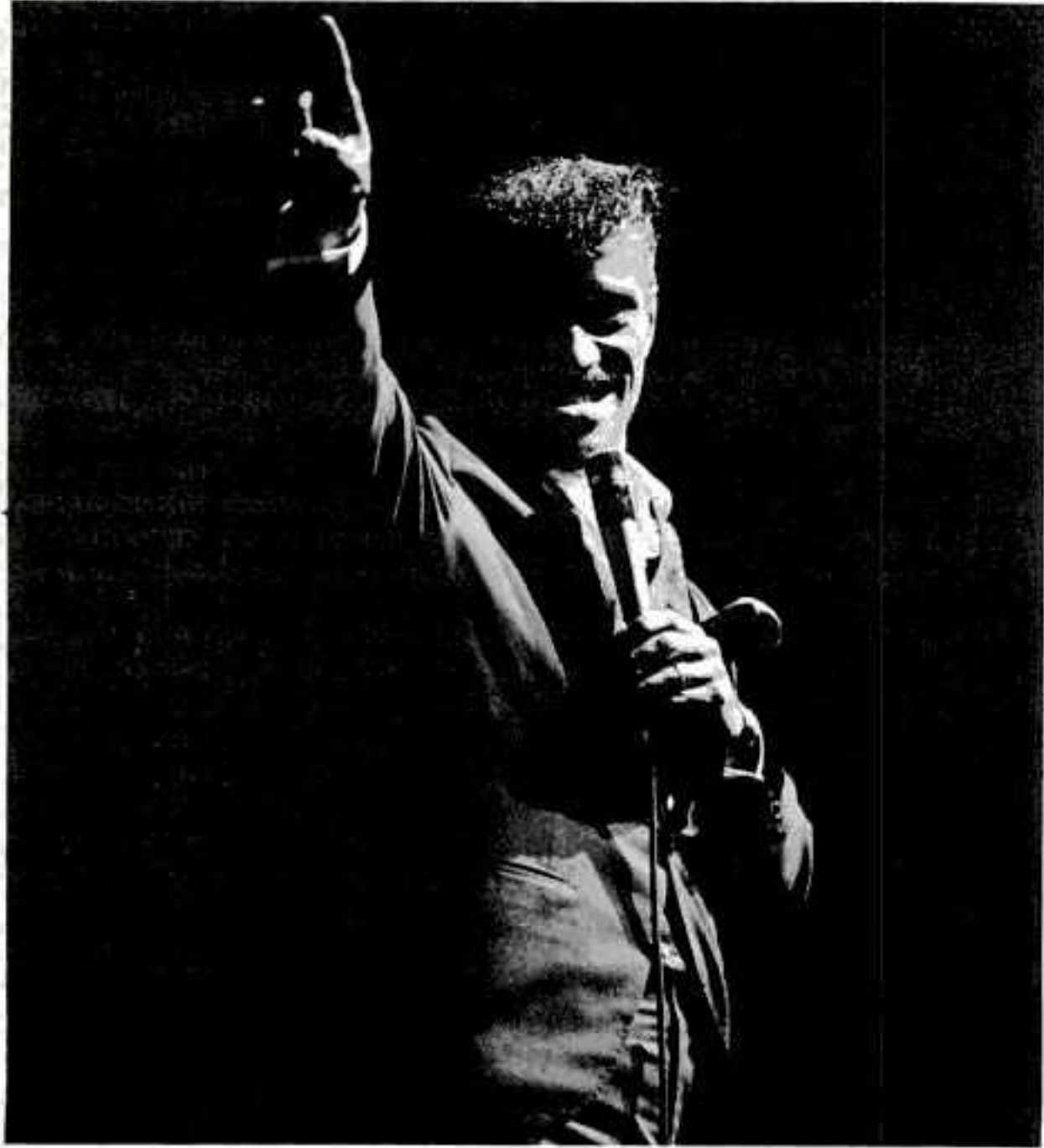


HILLARDELKINS PRESENTS
SAMMY DAVIS
IN THE NEW MUSICAL
GOLDEN BOY

COMING SOON — Original Broadway Cast Album on



Sammy Davis Is 'Mr. Show Business'



SAMMY DAVIS, a harsh spotlight blanking his face, a portable mike in one hand and a powerful message for an enthralled audience.

EDITORIAL

In Sammy's Corner

The varied skills of Sammy Davis will be displayed before a Broadway audience Tuesday (20) when the king of the song-and-dance man opens in "Golden Boy."

So this is as good a time as any to pay tribute to one of the great performers of our era. Davis can do almost anything on a stage or behind a mike—and he can do it with more polish and more soul than almost anyone else in the business.

This section attempts to depict Davis through the eyes of those who know him best—a fellow artist, an arranger, an a&r man, a newspaperman, and a record company executive.

The success or failure of a Broadway show is difficult to predict. However, a musical starring Sammy Davis has a lot going for it before it opens.

But win, lose or draw, Billboard joins with the rest of the entertainment industry in wishing all the best for "Golden Boy" and its star. If the warm wishes of those who know him count, "Golden Boy" is due for a long run.

Davis Considers B'way His Biggest Challenge

Broadway has always been considered the biggest challenge Sammy Davis has had to face.

"You just don't know the chances you're taking by doing a show in New York," he has said. "The script may be great,

the songs fabulous. You might have assembled the best talent money can buy. And you can go out on stage and lay the biggest egg."

Sammy has no cut and dried explanation for this. "If I did I would have a hit every time I went to bat."

Broadway first beckoned to Davis in 1954 with "Mr. Wonderful." "I spent three days just shivering thinking about it," he said. "I didn't need the money, but suggest a Broadway play to an entertainer and he thinks of nothing after that but appearing on stage and hearing that applause."

Sammy read the "Wonderful" score, liked it and was glad that a veteran comic like Jack Carter was going to be his sidekick in the show. Most of all he was happy the producers were retaining the night club act with his dad and uncle. "We were doing the act all over the world and people liked it," he continued. "The act was the main thing the critics went after. They said it was just a nightclub act transferred to the stage."

Despite mixed notices and rumors the show was going to fold, Sammy felt the public would pay to see him perform as a nightclub entertainer. The producers stuck with him and the show ran for 13 months.

Last year, Hillard Elkins, who had the rights to Clifford Odets' "Golden Boy," approached Sammy to star in it as a musical. Davis accepted the assignment.

English sound long before the kind things started. His recording "What Kind of Fool Am I?" proved his awareness of domestic appeal for foreign material. He can judge material not only in terms of music values but also in their commercial appeal.

Reprise was one of the first companies to release bossa nova and Sammy was one of the biggest influences in our doing this. He had come back from a tour of Brazil and told me how much he'd dug the music of Jobim. He even incorporated it in his act in Brazil.

Record Collecting
This business of being aware is very important to him. He probably has the greatest record collection of any guy on the road. Sammy recognizes the value of working songs in his
(Continued on page 40)

DISKERY VIEWPOINT

A Company Man to the Core

By MO OSTIN
Reprise Records' Gen'l Mgr.

Sammy Davis is the greatest company man in the world. There is never any place he goes that he doesn't plug his records. There is no favor for the company he will refuse. Ask him to play a show, a convention, a tune, he'll oblige.

He co-operates in dealing with promotion men and disk jockeys. I've never seen an artist like Sam who extends himself for the company. We asked him to introduce Trini Lopez at Basin Street East in New York. He did it. All I had to do was pick up the phone and ask.

Despite his heavy traveling schedule, Sammy tries to make himself available for recording sessions. He loves to record, and would probably enjoy nothing

more than recording day and night. He always has an idea or concept to contribute.

Swinging Label
We feel Sammy is part of the image of Reprise: a class, swinging, Frank Sinatra label. He was the first artist signed for the company and our first artist to have a hit, "What Kind of Fool Am I?" Sammy is the kind of artist with lasting quality. He has enough versatility to make the Top 40 area with quality material and the staying power to remain a consistent album artist.

Sammy's product appeal is international, particularly in England, where he appears regularly. He has a great love and affection for the English people and was even considering living there at one time.

Sammy was tuned into the

A JOURNALIST'S VIEWPOINT

He Can Dominate Any Situation

Ed. Note: A performer develops admirers in and out of show business. His entertainment pals provide an intimate portrait of the artist, with the obvious flowing adjectives spawned by their loyalties and friendships. But ask a seasoned entertainment journalist for an appraisal and he will provide an outside report. Here is Sammy Davis, the nightclub performer, as seen through the eyes of Louie Robinson, West Coast Editor for Ebony magazine, who has known him since 1954.)

By LOUIE ROBINSON

Davis makes a business out of being a human dynamo. He can dominate any situation. He's on 24 hours a day. He works extremely hard no matter where he is. He almost never fails to

do something new during an engagement. Everytime I think I know his routine, he comes out with something new.

Chez Paree Bit
I remembered, one time in 1959 at the Chez Paree in Chicago, when he brought a friend to see Davis on a week night, he gave the friend a tremendous build-up about Sammy's. Davis appeared too relaxed that night, and the effect was a show which I felt was not as great as previous ones. All of a sudden Sammy sat down and began to create voices of actors from the old radio days. He went through characters from "Gang Busters," "Mr. First Nighters" and other dramatic shows.

The first time I went back stage to see Davis was at the Regal Theater in Chicago.

Sammy was suffering terribly from a cold. He felt he couldn't give the audience his best performance. He was worried that he wasn't going to give his best that evening.

I call Davis' humor "natural." This natural quality can be found in his strong racial ties. I've seen Sam leave the Sands Hotel in Las Vegas where he was performing after a show, and grab some guys and go to one of the Negro gambling joints where he took over a blackjack table and dealt cards. He'd blow some money but the house would go wild. Word would spread that Sammy Davis was inside. He would do a couple of numbers and entertain people in places which could never afford to hire him. He's been very happy doing bits like this.

British Critic Thinks Davis Is Six Men

By ELIOT TIEGEL

"Sammy Davis is a 38-year-old singer, dancer, comic, actor and musician combination of human dynamics who has grossed close to \$1,000,000 a year since 1960," according to his business manager, James Waters.

Called "Mr. Show Business" or "Mr. Benefit," Davis has patterned his life around a hectic 35-40 weeks on the road, drawing up to \$40,000 a week for a club engagement and as much as \$15,000 for a national TV appearance.

A British critic who has observed the frenetic show business world once wrote: "It is inconceivable that one man should be gifted in so many ways. I firmly believe that Sammy Davis is in reality six men."

Born to the Business

Show business has been the only life Davis knows. Born Dec. 12, 1926, to a pair of vaudeville performers, he first tottered onto a stage in Columbus, Ohio, at a theater where his parents were performing.

By the time he was four, he was a member of uncle Will Mastin's act, which at that time encompassed 14 people, all relatives. Young Sam caught the eye of Bill Robinson and "Bojangles" gave him some tips on stepping out.

Sammy learned the ropes by appearing before nightclub audiences until entering the Army in 1943 where he produced camp shows and sharpened his own talents. Returning to civilian life, Sam rejoined his uncle and father with the billing reading, "The Will Mastin Trio, Featuring Sammy Davis Jr." Since his father has retired, Sam has dropped the "Jr."

No Bed of Roses

After the war, civilian life wasn't any bed of roses and the trio had its ups and downs, but in April of 1946 the trio arrived in Los Angeles to fill the opening spot at Slapsie Maxie's club. After that it was the El Rancho in Las Vegas and Bill Miller's Riviera in New Jersey, the Copa
(Continued on page 40)

A&R MAN VIEWPOINT

Record Exposure Helped Davis to Reach Stardom

By SONNY BURKE

It's gratifying to consider that the spectacular success of Sammy Davis in so many different media of our industry is due in some good degree to his recording career and his exposure on records. I have worked with Sammy in the recording studio for a good period of time, my association going back with him at Decca and now with Reprise.

Each new recording date is a new and rewarding experience, for Sammy invariably manages to put an unexpected and fresh little something on the tape over and above what we might have

bargained for, or settled upon. As many times as I've recorded him or caught his show, I can't help marveling at the ease with which he breezes through an extremely difficult routine. It's that creative spark that does it, over and above his natural talents.

That's how it is in the recording studio—he's a real pro, a delightful person and a warm, sensitive human being.

Sammy's career has developed through back-breaking work and extreme care and rigid self-appraisal. All of the well-known
(Continued on page 40)

**REPRISE WAS LAUNCHED EARLY IN 1961.
THE FIRST STAR ON ITS ROSTER WAS
SAMMY DAVIS. NOW, 3½ YEARS AND
SEVERAL HAPPY HITS LATER, HE STILL IS!**



reprise
RECORDS





As the notorious Sportin' Life in "Porgy and Bess."



Television has brought Sammy Davis into millions of homes. He's among friends Ed Sullivan and Ella Fitzgerald on Ed's Sunday night CBS-TV show.



With Eartha Kitt in "Anna Lucasta."

Sammy, the All Around Man



Meeting world leaders. Former British Prime Minister Harold MacMillan and associates during a trip to England.



With Paula Wayne he discusses their growing romance in the musical "Golden Boy."



Visiting sick children in a U. S. hospital.



As a tough cowboy on the "Rifleman" TV series.



Camera bug, snapping his way through show business.



With his "Sergeants Three" buddies, Peter Lawford, Frank Sinatra and Dean Martin.



Sammy and part of the cast from "Golden Boy."



Inside the ring in "Golden Boy," Sammy takes on a serious pose.

SAMMY DAVIS DISCOGRAPHY

REPRISE

SAMMY DAVIS SINGS THE OLD ONES FOR YOUNG LOVERS.....	R/RS 6131
CALIFORNIA SUITE.....	R/RS 6126
THE WHAM OF SAM.....	F/FS 2003
SAMMY DAVIS JR. BELTS THE BEST OF BROADWAY.....	F/FS 2010
ROBIN AND THE SEVEN HOODS SOUNDTRACK.....	F/FS 2021
ALL STAR SPECTACULAR.....	R/RS 6033
WHAT KIND OF FOOL AM I.....	R/RS 6051
SAMMY DAVIS JR. AT THE COCOANUT GROVE.....	2R/2RS 6063
AS LONG AS SHE NEEDS ME.....	R/RS 6082
SAMMY DAVIS JR. SALUTES THE STARS OF THE LONDON PALLADIUM.....	R/RS 6095
SHELTER OF YOUR ARMS.....	R/RS 6114

DECCA


ALL THE WAY AND THEN SOME.....	8779
AT TOWN HALL.....	8841
BOY MEETS GIRL (CARMEN McRAE).....	8490
FORGET ME NOTS FOR FIRST NIGHTERS.....	4381
HERE'S LOOKIN' AT YOU.....	8351
I GOT A RIGHT TO SWING.....	8981
IT'S ALL OVER BUT THE SWINGIN'.....	8641
JUST FOR LOVERS.....	8170
MOOD TO BE WOODED.....	8676
MR. ENTERTAINMENT.....	4153
MR. WONDERFUL, ORIGINAL CAST.....	9032
PORGY AND BESS (CARMEN McRAE).....	8854
SAMMY AWARDS.....	8921
SAMMY SWINGS.....	8486
STARRING SAMMY DAVIS JR.....	8118

CAPITOL

GOLDEN BOY.....(TO BE SHORTLY RECORDED)

RCA VICTOR

THREEPENNY OPERA.....
.....(NOT YET RELEASED IN THE U. S.)



**ood luck
Sammy**

Richard & Elizabeth Burton

Fantastic Time, Rhythm Sense

By MARTY PAICH

Sammy Davis is easy to work with from the arranger's standpoint. Why? Because he's got such a fantastic sense of time and rhythm which makes for good singing. He has an excellent ear and is able to adjust to anything I might write for him.

Versatile? Sammy likes to try anything. He shows a definite favoritism for the good tunes,

taking pains in his selection of material.

Examples of good tunes might be "Too Close for Comfort," a swinging thing; "Two Ladies in De Shade of De Banana Tree," a real up-tempo thing and "Lost in the Stars," a pretty tune, all from his "Sammy Davis Belts the Best of Broadway" album.

Fast Worker

Sammy is as fast in the studio as anyone I've ever worked with.

Once he hears a chart, he makes adjustments to it, which is the type of singer I like to work with because in a sense he's like a jazz musician, fitting his singing into the arrangement.

There are singers who have no individuality; they cannot fit their styles into the arrangement. Sammy is the kind of singer who hears an arrangement and can adjust his volume and style to the music. He has

an innate ability to accomplish this.

Having worked on six albums with Sam (the most recent being the "California Suite"), I've come to learn that every one of his dates is a ball.

Morale High

Not only do I feel this way, but the musicians feel Sammy's dates are happy ones. Everybody has fun. In between takes Sammy tells a few jokes. The morale is always high; Sammy keeps it high. In fact he wants it to be high. That's very important. There are some recording sessions by other performers which have a dampened feel. On Sammy's dates the musicians feel like playing, Sammy feels

like singing and the records sound it.

Sammy is very good in working out arrangements with me. A lot of singers won't take the time, but Sammy is very concerned. He is interested in rehearsing to see that he gets the best results.

I've found that musicians like to work with Sammy. Everyone says he's a great entertainer. When he walks into the studio you know he's going to give his best. There have been many times when I was satisfied with a particular take but Davis felt he wanted to do it one more time because he felt he could do it better. And he always keeps trying until he feels he's given his absolute best.

*Congratulations
Sammy!*

Robert Goulet

*Congratulations
Sammy*

Shelley Berman

Mel Torme Rates Davis Master of Many Trades

By MEL TORME

Sammy Davis is one of the few multi-talented people in show business. A lot of people play at developing this image, but Sammy is the authentic product.

Sammy is a very good actor, a facet of his career which has only been scratched. And next to Fred Astaire, he's the greatest dancer I've ever seen. Sammy's career has gone so well vocally that people tend to forget what a great dancer he is.

I've probably known him longer than anyone; I knew him when he first started working with the trio (Will Mastin). I believe we met in early 1945, which makes it close to 20 years.

The reason for Sammy's success is his tremendous desire to entertain. He's very knowledgeable and can do more than one thing and do it well.

Sammy could make a success of specializing in only one thing. That would be enough for most people to have one important single career.

Despite my having known Sammy all these years, we never worked on anything together until recently when he called and said he wanted to record my California Suite. (The LP was a recent issuance from

Reprise). What do I think of Sammy's interpretation? It knocked me out!

*Best
Wishes
Sammy*

**Sophie
Tucker**

Thanks, Sammy

for recording our song—

"DON'T SHUT ME OUT"

in your latest album

*
*
*
*
*

PRINT MUSIC, INC.
723 7th Ave., New York 19, N. Y.



Congratulations

Sam Cooke

British Critic Says Davis 6 Men

• Continued from page 34

in New York City and the Palmer House in Chicago.

From an American star, Sammy became an international one, appearing in London, Paris, Stockholm and Rome. In 1961 he was summoned for a Command performance before Queen Elizabeth (the entire Royal Family are his fans), and later was asked back in 1963,

but was unable to oblige because of picture commitments.

Up until now, people in show business thought of Sammy as a great entertainment talent, but no one considered his ability to pull a musical comedy on Broadway out of the red. This realization hit them mightily when Sammy took the lead in "Mr. Wonderful," and kept the show alive for 13 months.

Here's to
a long run--
Sammy

Nat King Cole

A year before the play opened, Sam was involved in an auto accident (Nov. 11, 1954) driving from Las Vegas to Los Angeles which cost him his left eye.

At Sammy's first appearance after the accident before a show business audience at Ciro's in Hollywood, he joked about his injury and pointing to his eye patch, said he could now do Hathaway shirt ads.

Once he had completed "Mr. Wonderful," the film industry opened its door. He played the lead role in "Anna Lucasta" opposite Eartha Kitt. Then followed "Porgy and Bess" a series with his friends Frank Sinatra, Dean Martin, Peter Lawford and Joey Bishop, which included "Ocean's 11," "Sergeants Three," and most recently "Robin and the Seven Hoods." Not yet released is "The Three Penny Opera."

TV Actor

Sammy has also expanded as a TV actor. His credits include "The Rifleman," "Ben Casey" and "Lawman" shows. His night club act has been performed on the "Ed Sullivan," "Jerry Lewis," "Comedy Hour" and "Edie Adams" shows, among others.

In the record industry Sammy is represented with 26 albums and numerous singles. His gold records include "What Kind of Fool Am I?", "That Old Black Magic" and "Hey There."

Davis has been one of the industry's most tireless charity-benefit performers, earning the title "Mr. Benefit" for his untold appearances in their behalf.

Diskery Viewpoint

• Continued from page 34

act. The fact that he is exposed in so many areas of the world unquestionably stimulates his appeal.

Sammy has such a broad knowledge of music that when we did the "Repertory Theater Series" he needed no rehearsals; he knew the tunes by heart. He must have a photographic ability to retain lyrics. When Sammy is in the studio recording, he's on stage. He's a great audience for himself and everybody else.

Sammy has long felt that a blockbuster project would be to team Sinatra and Dean Martin and himself on stage for an album. He feels the public should not be denied from enjoying the very rare occasion when they get together in a night club. There have been some attempts but nothing successful. But it's been contemplated, believe me.

A&R Viewpoint

• Continued from page 34

factors were there: the frustrations and heartbreaks along with the joys, the endless one-nighter routes and split-week tours, the bus rides and milk trains to the tank towns. And Sammy can tell you that it takes countless hours of work and thousands of miles to go across the street from a five-a-day world of vaudeville and Loew's State Theater to stardom in a big Broadway show.

Bobby Vinton Learns Trade Seeing Davis

(Bobby Vinton is one of the industry's most successful young performers. Here are his thoughts about Sammy Davis.)

"Young performers can learn from Sammy how to best apply their talents on stage. Audiences enjoy him because he is honest in what he's doing and is having a good time to boot.

"The lesson to be learned is that great talent doesn't come from average people. You must learn to show your skills to the ultimate advantage, which is something which Sammy does expertly."

Vinton, 25-year-old vocalist-musician from Pittsburgh, met Davis three years ago when his band backed Davis at the Town & Country night club.

Vinton says Davis' sincerity and hard-working qualities are what young performers respect most in the man. The young vocalist believes Sammy's difficult times in life have made him the dynamic, aggressive performer he is.



Cheers!

Cheers!

Cheers!

Sammy

Joe E. Lewis

Dear Sammy...

Our sincerest
best wishes for
a long and
successful run.

Harrah's
RENO AND LAKE TAHOE NEVADA

NEWS OF THE WORLD

MANILA

"A new United Nations record for the benefit of the world's refugees, with the co-operation of six of the greatest pianists of our time, will be issued shortly," it was announced in Geneva by **Felix Schayder**, United Nations High Commissioner for Refugees. The LP bears the title "International

Piano Festival." Its cover shows the names of **Claudio Arrau**, **Wilhelm Backhaus**, **Alexander Brailowsky**, **Robert Casadesu**, **Byron Janis** and **Wilhelm Kemp**. As was the case with "All-Star Festival," the first United Nations record for the world's refugees, all artists' royalties and manufacturers' profits will be turned over to the High Com-

missioner's program and to help the vocational training of young Arab refugees from Palestine.

Distribution of the record will probably start sometime this month through the normal trade channels, and it will be available throughout the world before the end of November in time for Christmas rush.

A first presentation ceremony was held in Geneva Oct. 15 at the Palais des Nations. First copies were presented to **U Thant**, secretary-general of the United Nations, and to person-

alities throughout the world, who in the past have shown their interest in the cause of refugees.

The first United Nations record "All-Star Festival," with a repertoire of songs by leading entertainers, was a success, being one of the fastest selling LP's in the history of records.

President Maccapagal took part in the Philippine participation at the New York World's Fair recently.

Hans Richter-Haaser is booked for two performances at the Philamlife Auditorium on Oct. 12 and 14. Richter-Haaser's rise to fame in the past 10 years has been phenomenal. He has played to acclaiming audiences all around the globe—Berlin, Amsterdam, The Hague, Edinburgh, London, Paris, Luzern, Rome, Vienna, New York, Chicago, Buenos Aires, Mexico, Tokyo, Hong Kong, to name a few. He has been soloist for such well-known conductors as **Eugen Jochum**, **Sir John Barbirolli**, **Karl Bohm**, **Jose Krips**, **Paul Paray**, **Herbert Von Karajan**. In 1958 and 1959 he was en-

gaged as soloist for the Edinburgh Festival. In 1960 he was invited to play with Von Karajan and the Berlin Philharmonic in the Beethoven cycle in Paris. He again played with the same conductor during the Luzern Festival in 1961.

At his Manila debut in 1962 he drew rave notices from local critics for his deeply sincere and musicianly virtuosity.

In June this year, he played the whole cycle of the 32 Beethoven piano sonatas at the Palacio de Bellas Artes in Mexico City.

Highlights of his forthcoming performances are Beethoven's Sonata in A-Flat Major, Op. 110 and the Emperor Concerto, Brahms's Sonata No. 3 in F-Minor, and Tchaikovsky's Concerto in B-Flat.

American pianist, **Andor Foldes** on the other hand, will be the first to be presented by International Relations, Inc. in its 1964-1965 pianoforte series at the Philamlife Auditorium Nov. 6.

LUIS MA TRINIDAD

**Dear Sammy,
love you madly.**

Good Luck!

Duke Ellington

**To SAMMY:
(Davis Jr.)**

*
*
**From Sam:
(Butera)**

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*
*
*
*

**Congratulations
And A Long Run!**

BEST

Harold Arlen

**Every
Good
Wish**

Ira Gershwin

NEW ALBUM RELEASES

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

A & M	LIBERTY
Canadian Sweethearts; LP 106, SP 106 LUCILLE STARR—The French Song; LP 107, SP 107	The JOHNNY BURNETTE Story; LRP 3389, LST 7389 JACKIE DESHANNON—Breakin' It Up on the Beatles Tour!; LRP 3390, LST 7390
ATLANTIC	MGM
PHILLY JOE JONES & ELVIN JONES Together; 1428 HERBIE MANN & THE BILL EVANS TRIO—Nirvana; 1426 MODERN JAZZ QUARTET with Laurindo Almeida—Collaboration; 1429 VARIOUS ARTISTS—Saturday Night at the Uptown; 8101 The Two Sides of JACK WILSON; 1427	The Very Best of the RAY CHARLES SINGERS; E 4257, SE 4257 The Very Best of RAY PETERSON; E 4250, SE 4250 HANK WILLIAMS—Lost Highway and Other Folk Ballads; E 4254, SE 4254
AUDIO FIDELITY	MERCURY
JOHNNY PULEO & HIS HARMONICA GANG Vol. 7; APLP 2130, AFSD 6130	THE HONDELLS—Go Little Hondo; MG 20940, SR 60940
AVA	MONITOR
Presenting CHARLES COCHRAN; A 25, AS 25	WILLIAM CLAUSON—Australia; MF 424 VARIOUS ARTISTS—Yugoslav Hit Parade; MP 601
BEACON	PURIST
KEN WRIGHT—Good Old Oldies; LP 210	TOMMY REY & HIS CARIBE STEEL BAND; SP 12
BRUNO	RCA CAMDEN
SEMETANA: The Bartered Bride—Prague National Theatre (Chalabala); BR 23023/SL, SBR 32006/BL VARIOUS ARTISTS—Jewish Songs of Yesterday and Today; BR 50202	TOM GLAZER—I Like Holidays!; CAL 1055, CAS 1055 The Hector Heathcote Show—Original TV Sound Track; CAL 1053, CAS 1053 VARIOUS ARTISTS—Hardtack & Famous American Railroad Songs; CAL 1056, CAS 1056
CAPITOL	REPRISE
LAURINDO ALMEIDA—Guitar From Ipanema; T 2197, ST 2197	ALLAN DAVIES SINGERS—Come Ray 'n Come Charles; R 6136, RS 6136 SAMMY DAVIS JR. Sings the Big Ones for Young Lovers; R 6131, RS 6131 GEORGE & TEDDY & THE CONDORS—In Person From Ciro's Le Disc; R 6135, RS 6135 LEE HAZLEWOOD—The N.S.V.I.P.'s; R 6133, RS 6133 TRINI LOPEZ Live at Basin Street East; R 6134, RS 6134 NELSON RIDDLE Interprets Great Music, Great Films, Great Sounds; R 6138, RS 6138 TONY, VIC & MANUEL—A Go-Go Hollywood Night Life; R 6139, RS 6139 FRED WARING & HIS PENNSYLVANIANS—To You Forever; R 6137, RS 6137
COLUMBIA	RONCO
THE CHUCK WAGON GANG—That Old Time Religion; CL 2218, CS 9018 The DORIS DAY Christmas Album; CL 2226, CS 9026 ENRIQUE GUZMAN—Enamorado; EX 5126 ERNIE HECKSCHER & HIS FAIRMONT ORCH.—The Dancing Sounds of San Francisco; CL 2256, CS 9056 JOHNNY MATHIS—Ballads of Broadway; CL 2223, CS 9023 Christmas Greetings From JERRY VALE; CL 2225, CS 9025 VARIOUS ARTISTS—Kentucky Derby Day; CL 2231, CS 9031 FRANKIE YANKOVIC—Christmas Party; CL 2253, CS 9053	RONNIE BARTLEY & THE GAS HOUSE SIX—This Way to Dixie; RXCO 101
DAS ALTE WERK (London Imports)	STARDAY
TELEMANN; Suite in A Minor for Recorder, Strings & Basso Continuo Southwest German Chamber Orch. (Tilgant); AWT 9413B, SAWT 9413B SCHUTZ: Motets; Gunther-Arndt Choir & Instrumental w/soloists; AWT 9414C, SAWT 9414B BACH: Mass in B Minor; Choir & Orch. of the Netherlands Bach Singing Society (van der Horst); AWT 9416/BC, SAWT 9416/BB BACH: C.P.E. Symphony in D Major; Munich Bach Orch. (Richter); AWT 9220C, SAWT 9420B HANDEL: Six Sonatas for Recorder & Bass Continuo Op. 1 Nos. 2, 4, 7, 11 Frans Bruggen, Recorder; AWT 9421C, SAWT 9421B BOHM: Suites for Harpsichord No. 6 in E Flat Major No. 9 in F Minor Gustav Leonhardt, Harpsichord; AWT 9422C, SAWT 9422B BACH: Conc. in A Minor for Four Harpsichords; The Leonhardt Consort (Muller); AWT 9424C, SAWT 9424B BACH: Cantata No. 206: Amsterdam Chamber Orch. (Rieu); AWT 9425C, SAWT 9425B VIVALDI: Conc. in G Major Op. 11, No. 11; Amsterdam Chamber Orch. (Rieu); AWT 9426C, SAWT 9426B	VARIOUS ARTISTS—Grassroots; SLP 292 VARIOUS ARTISTS—The Greatest Country Fiddlers of Our Time; SLP 294 VARIOUS ARTISTS—Steel Guitar & Dobro Spectacular; SLP 293
DECCA	SYMPHONY ASSOCIATION
Canciones Navidenas y Danzas De Puerto Rico; DL 4570 JIMMIE DAVIS—It's Christmas Time Again; DL 4587, DL 74587 Merry Christmas From BRENDA LEE; 4583, DL 74583 ERNEST TUBB & HIS TEXAS TROUBADOURS—Blue Christmas; DL 4518, DL 74518	Seattle Symphony Orch. (Katims); SS 5000
ELEKTRA	UNITED ARTIST
JEAN REDPATH—Laddie Lie Near Me; EKL 274, EKS 7274 MEET THE BACK PORCH MAJORITY; LN 24123 LUIZ BONFA—Softly; LN 24124, BN 26124 VARIOUS ARTISTS—The Real Jamaica Ska; LN 24119, BN 26119 EDDIE LAYTON—Organ Music for Christmas; LN 24118, BN 26118 BOBBY VINTON—A Very Merry Christmas; LN 24122, BN 26122	BANJO RHYTHM BAND—50 Fabulous Banjo Favorites; UAL 3398, UAS 6398 FOUR LADS—Songs of World War I; UAL 3399, UAS 6399 GEORGE JONES—I Get Lonely in a Hurry; UAL 3388, UAS 6388 RIZ ORTOLANI ORCH. & CHORUS—Made in Rome; UAL 3360, UAS 6360 PITTSBURGH POPS ORCH. (Strini)—An American Musical Panorama; UAL 3384, UAS 6384 TITO RODRIQUE More Amor; UAL 3400, UAS 6400 DANNY WILLIAMS With You in Mind; UAL 3380, UAS 6380
HARMONY	VALIANT
GENE AUTRY & ROSEMARY CLOONEY—The Original Rudolph the Red-Nosed Reindeer & Other Children's Christmas Favorites; HL 9559	Introducing DEAN JONES; W 407, WS 407
KAPP	VERVE
DISCOTHEQUE A GO-GO; KL 1410 The JACK JONES Christmas Album; KL 1399, KS 3399 PETE KING SINGERS—Your Cheatin' Heart; KL 1398 ROGER WILLIAMS—Family Album of Hymns; KL 1395, KS 3395	Whistle Stopping With JONATHAN WINTERS; V 15037 OSCAR PETERSON Plays My Fair Lady; W 8581, V6-8581
	VOCALION
	FRANK LUTHER—Songs & Stories About America; VL 3738 VARIOUS ARTISTS—Let's Visit France and Italy; VL 3731 FIONA JAMIESON & ALEX CAMPBELL—Let's Listen & Sing to America's Folk Songs; VL 3733 LEO NADELMANN & LAURIE SMITH—Stories and songs of the Great Composers; VL 3732 VARIOUS ARTISTS—Stories & Songs About America's Pioneers; VL 3730 VARIOUS ARTISTS—Let's Visit the Forests; VL 3734 UNCLE LUMPY, FRED WARING & THE PENNSYLVANIANS—The Adventurers of Little Orley; VL 3737
	WARNER BROS.
	America's Children; W 1571; WS 1571 BILL COSBY—I Started Out as a Child; W 1567 BARBARA McNAIR—The Livin' End; W 1570, WS 1570

'Something' in Philly Tryout

NEW YORK — ABC-Paramount's third Broadway cast LP, "Something More," to be released next month, is now trying out in Philadelphia and opens on Broadway Nov. 5.

Two singles from the show

October 24, 1964 BILLBOARD

have already been released. They are the title song with Tommy Sands, and "That Far Away Look," with Lorez Alexandria.

The show stars Barbara Cook and Arthur Hill. Music is by Sammy Fain, with lyrics by Marilyn and Alan Bergman. It's the first directorial effort for Jules Styne.

Dealers Due

NEW YORK—H. Krakovitch and M. Buisson, director and manager, respectively, of three of the top music-record stores in Paris will arrive here Oct. 28 to study American record merchandising methods. While here, they will headquarter at the Americana Hotel.

IF
YOU'RE
A
"WHO"
THAT'S A
"WHO"

BE THERE!

in
Billboard's
1965
International

WHO'S WHO

Coming
December 26

YOU KNOW WHO
TO CALL

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

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

BAVARIA

*Denotes local origin

This Week	Last Week	Rank	Title	Artist
1	1	1	A HARD DAY'S NIGHT—The Beatles (Odeon)—Northern	
2	2	2	WENN DU MAL ALLEIN BIST—Manfred Schnelldorfer (Decca)—Busse	
3	3	3	MY BOY LOLLIPOP—Millie (Fontana)—Chappell	
4	4	4	SEIN BESTES PFERD—Martin Lauer (Polydor)—Gerig	
5	5	5	SCHUT MELODY—Martin Boettcher (Telefunken)	
6	6	6	DETROIT CITY—Bobby Bare (RCA)	
7	8	8	HOKUS POKUS—Gitte & Rex (Electrola)—Gerig	
8	10	10	AUS JEDEM LAND EIN SOUVENIR—Vico Torriani (Decca)—Arnie	
9	7	7	GUTE REISE—Christa (CBS)	
10	9	9	KEIN GOLD IM BLUE RIVER—Ronny (Telefunken)—Marbot	
11	—	—	WER DU BIST—Francoise Hardy (Vogue)	
12	—	—	SIEBEN TAGE OHNE SUSI—Teddy Parker (Telefunken)—Busse	

BRITAIN

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

This Week	Last Week	Rank	Title	Artist
1	2	1	OH PRETTY WOMAN—Roy Orbison (London)—Acuff-Rose	
2	1	1	I'M INTO SOMETHING GOOD—Herman's Hermits (Columbia)—Screen Gems, Columbia Music, Ltd.	
3	3	3	WHERE DID OUR LOVE GO—Supremes (Stateside)—Belinda Music	
4	4	4	RAG DOLL—Four Seasons (Philips)—Ardmore & Beechwood	
5	6	6	THE WEDDING—Julie Rogers (Mercury)—Peter Maurice	
6	10	10	I'M CRYING—Animals (Columbia)—Ivy Music	
7	5	5	I WOULDN'T TRADE YOU FOR THE WORLD—Bachelors (Decca)—142 Music	
8	15	15	WE'RE THROUGH—Hollies (Parlophone)—Hollies Music	
9	14	14	WHEN YOU WALK IN THE ROOM—Searchers (Pye)—Metric Music	
10	8	8	TOGETHER—P. J. Proby (Decca)—Campbell-Connelly	
11	13	13	EVERYBODY LOVES SOMEBODY—Dean Martin (Reprise)	
12	—	—	ALWAYS SOMETHING THERE TO REMIND ME—Sandie Shaw (Pye)—December Music	
13	—	—	TWELFTH OF NEVER—Cliff Richard (Columbia)—Frank Music	
14	21	21	WALK AWAY—Matt Monro (Parlophone)—Ardmore & Beechwood	
15	7	7	I WON'T FORGET YOU—Jim Reeves (RCA)—Burlington Music	

16	18	18	HOW SOON—Henry Mancini (RCA)—Chappell	
17	9	9	YOU REALLY GOT ME—Kinks (Pye)—Kassner Music	
18	17	17	BREAD AND BUTTER—Newbeats (Hickory)—Acuff-Rose	
19	10	10	AS TEARS GO BY—Marianne Faithfull (Decca)—Forward Music	
20	19	19	IS IT TRUE—Brenda Lee (Brunswick)—Southern Music	
21	28	28	ONE WAY LOVE—Cliff Bennett and the Rebel Rousers (Parlophone)—Mellin Music	
22	26	26	MAYBE I KNOW—Lesley Gore (Mercury)—West One Music	
23	16	16	THE CRYING GAME—Dave Berry (Decca)—Southern Music	
24	12	12	HAVE I THE RIGHT—Honeycombs (Pye)—Ivy Music	
25	—	—	BYE BYE BABY—Tony Jackson (Pye)—Belinda Music	
26	—	—	REACH OUT FOR ME—Dionne Warwick (Pye Int.)—West One Music	
27	—	—	UM, UM, UM, UM, UM, UM—Wayne Fontana and the Mindbenders (Fontana)—Essex	
28	—	—	QUESTIONS I CAN'T ANSWER—Heinz (Columbia)—Campbell-Connelly	
29	20	20	SHE'S NOT THERE—Zombies (Decca)—Marquis Music	
30	—	—	SUMMER IS OVER—Frank Ifield (Columbia)—17 Savile Row	

FLEMISH BELGIUM

*Denotes local origin

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

GERMANY

This Week Last Week

1	8	8	DAS KOMMT VOM RUDERN—Peter Lauch (Golden 12)—Transatlantic	
2	2	2	WENN DU MAL ALLEIN BIST—Manfred Schnelldorfer (Decca)—Busse	
3	4	4	SEIN BESTES PFERD—Martin Lauer (Polydor)—Gerig	
4	1	1	A HARD DAY'S NIGHT—The Beatles (Odeon)—Northern	
5	5	5	EIN BOY IST EIN BOY—Renate & Werner Leismann (Ariola)—Arnie	
6	11	11	OH MY SWEETHEART ROSMARIE—Juergen Herbst (CBS)—Melodie der Welt	
7	3	3	MY BOY LOLLIPOP—Millie (Fontana)—Chappell	
8	7	7	AUS JEDEM LAND EIN SOUVENIR—Vico Torriani (Decca)—Arnie	
9	16	16	HOKUS POKUS—Gitte & Rex (Electrola)—Gerig	
10	20	20	OKAY, ICH GEH—Suzanne Doucet (Metronome)—Niessen	
11	6	6	LIEBESKUMMER LOHNT SICH NICHT—Siv Malmkvist (Metronome)—Intro	
12	15	15	KISSES IN THE NIGHT—Peter Kraus (Polydor)—Atlas	
13	19	19	MEMPHIS TENNESSEE—Bernd Spier (CBS)—Gerig	
14	—	—	KEEP SMILING—Drafi Deutscher (Decca)—Nero	
15	—	—	SKINNY NINNY—The Rackets (Elite)—Brook	
16	14	14	SCHWIMMEN LERNT MAN IM SEE—Manuela (Telefunken)—Budde	
17	10	10	ZWEI MAEDCHEN AUS GERMANY—Paul Anka (RCA)—Melodie der Welt	

18	—	—	ADIOS MUCHACHO GOOD BYE—Bobby Solo (CBS)—Melodie der Welt	
19	—	—	DER SALONTIROLER—Billy Mo (Decca)—Busse	
20	12	12	DIE ROSE VON MEXICO—Peter Hinnen (Ariola)—Nero	

HONG KONG

This Week Last Week

1	1	1	IF I FELL—Beatles (Parlophone)	
2	1	1	I SHOULD HAVE KNOWN BETTER—Beatles (Parlophone)	
3	3	3	SUCH A NIGHT—Elvis Presley (RCA Victor)	
4	4	4	FROM RUSSIA WITH LOVE—Al Caiola (United Artists)	
5	5	5	IT'S ALL OVER NOW—Rolling Stones (London)	
6	6	6	A HARD DAY'S NIGHT—Beatles (Parlophone)	
7	7	7	WALK DON'T RUN—Ventures (Liberty)	
8	8	8	YET I KNOW—Steve Lawrence (CBS)	
9	9	9	LONG TALL SALLY (EP)—Beatles (Parlophone)	
10	10	10	OH MY WHAT A GUY—Little Peggy March (RCA Victor)	

ITALY

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

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

JAPAN

(Courtesy Utamatc, Tokyo)
*Denotes local origin

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

MALAYSIA

This Week Last Week

1	1	1	A HARD DAY'S NIGHT—The Beatles (Parlophone)	
2	—	—	I SHOULD HAVE KNOWN BETTER—The Beatles (Parlophone)	
3	2	2	ON THE BEACH—Cliff Richard (Columbia)	
4	—	—	NOBODY I KNOW—Peter and Gordon (Columbia)	
5	4	4	YOSHIKO—The J's with Jamie (CBS)—Japanese Tune	
6	3	3	CONSTANTLY—Cliff Richard (Columbia)	
7	—	—	MY DREAM—Brenda Lee (Life)	
8	—	—	MAKE UP YOUR MIND—Day Brothers (CBS)	

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

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

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Rank	Title	Artist
1	1	1	I WON'T FORGET YOU—Jim Reeves (RCA Victor)—Palace Music/Stig Anderson	
2	2	2	I SHOULD HAVE KNOWN BETTER—Beatles (Odeon)—Edition Lyche	
3	6	6	PAPPA'S TIL TOVE METTE—Rolf Just Nilsen (Nor-Disc)—No Publisher	
4	3	3	A HARD DAY'S NIGHT—Beatles (Parlophone)—Edition Lyche	
5	5	5	SUCH A NIGHT—Elvis Presley (RCA Victor)—Belinda	
6	4	4	I LOVE YOU BECAUSE—Jim Reeves (RCA Victor)—Moerk	
7	8	8	TRETTIFYRAN—Per Myrberg (Metronome)—Multitone	
8	10	10	STORE FOTTER—Dizzie Tunes (Troll)—Jorg-Fr. Ellertsen	
9	7	7	DO WAH DIDDY DIDDY—Manfred Mann (HMV)—Belinda	
10	—	—	I GUESS I'M CRAZY—Jim Reeves (RCA Victor)—No publisher	

PERU

This Week Last Week

1	1	1	I SAW HER STANDING THERE—The Beatles (Odeon)	
2	3	3	EVERYBODY LOVES SOMEBODY—Dean Martin (Reprise); Chano Scotty (Dis-Peru)	
3	2	2	LAGRIMA SECA—Pepito Perez (Disc-Jockey)	
4	4	4	BAION JAPONESA—Cinco Latinos (Columbia)	
5	5	5	VALSECITO DEL AYER—Edith Barr (Sono Radio); Los Inkas (Virrey)	
6	6	6	LOVE ME DO—The Beatles (Odeon)	
7	7	7	MOMENTOS MAGICOS—Al Suarez (Columbia)	
8	—	—	ANGELITO—Eduardo Bisbal (RCA); Chano Scotty (Dis-Peru)	
9	9	9	COMO SE SIENTE—Jimmy Santy (Sono Radio); Pepito Perez (Disc-Jockey); Palito	
10	—	—	PALOMITA—Los Bing Ben (Dis-Peru)	

PHILIPPINES

This Week Last Week

1	1	1	I'LL DREAM OF YOU—Matt Monro (Parlophone)—Dyna, Inc.	
2	2	2	YES, I UNDERSTAND—Patsy Cline (Decca)—Hidcor	
3	3	3	THE GOOD LIFE—Tony Bennett (Col.)—Mareco, Inc.	
4	4	4	JUST LET ME DREAM—Brenda Lee (Decca)—Hidcor	
5	5	5	IN THE MISTY MOONLIGHT—Jerry Wallace (Challenge)—Fed. Manufacturers	
6	8	8	A HARD DAY'S NIGHT—The Beatles (Parlophone)—Dyna, Inc.	
7	6	6	IF EVER I WOULD LEAVE YOU—Robert Goulet (Col.)—Mareco	
8	7	7	CONSTANTLY—Cliff Richard (Parlophone)—Dyna, Inc.	
9	10	10	KISSIN' COUSINS—Elvis Presley (RCA)—Filipinas	
10	—	—	I SHOULD HAVE KNOWN BETTER—The Beatles (Parlophone)—Dyna, Inc.	

RIO DE JANEIRO

(Courtesy O Globo Nos Discos Populares)
*Denotes local origin

This Week	Last Week	Rank	Title	Artist
1	3	3	DEIXA ISSO PRA LA—Jair Rodrigues (Philips)—Todamerica	
2	4	4	DIZ QUE FUI POR AI—Nara Leao (Elenco)—Marconi	
3	9	9	GAROTA DE IPANEMA—Astrud Gilberto & Stan Getz (Verve-Odeon)—Marconi	
4	2	2	DIZ QUE FUI POR AI—Paulo Marquez (Albatroz)—Marconi	
5	1	1	CALHAMBEQUE (Round Hog)—Roberto Carlos (CBS)	
6	6	6	DATEMI UN MARTELLO—Rita Pavone (RCA)—Fermata	
7	—	—	MY BOY LOLLIPOP—Millie Small (Mercury)	
8	8	8	SCRIVI—Rita Pavone (RCA)—Fermata	
9	—	—	UNA LACRIMA SUL VISO—Bobby Solo (Ricordi-Chantecler)—Notas Magicas	
10	—	—	CIN CIN—Richard Anthony (Odeon)	

SINGAPORE

This Week Last Week

1	3	3	IT'S ONLY MAKE BELIEVE—Billy Fury (Decca)	
2	1	1	NOBODY I KNOW—Peter and Gordon (Columbia)	
3	4	4	FROM A WINDOW—Billy J. Kramer with the Dakotas (Parlophone)	
4	6	6	JAMAICA JOE—The Angels (Smash)	
5	5	5	DO WAH DIDDY DIDDY—Manfred Mann (HMV)	
6	9	9	I SHOULD HAVE KNOWN BETTER—The Beatles (Parlophone)	
7	7	7	WHERE DID OUR LOVE GO—The Supremes (Motown)	
8	8	8	UNDER THE BOARDWALK—The Drifters (Atlantic)	
9	—	—	MOVE IN BABY—Simon Scott (Parlophone)	
10	2	2	SWEET WILLIAM—Millie Small (Fontana)	

SOUTH AFRICA

This Week Last Week

1	1	1	A HARD DAY'S NIGHT—The Beatles (Parlophone)	
2	2	2	DO WAH DIDDY DIDDY—Manfred Mann (HMV)	
3	4	4	PEOPLE SAY—June Muscat (Continental)	
4	7	7	HAVE I THE RIGHT?—The Honeycombs (Pye)	
5	3	3	KISSIN' COUSINS—Elvis Presley (RCA)	
6	5	5	DO YOU WANT ME TO?—The Four Pennies (Philips)	
7	—</			

Philips' Label Holds Parley

GOOILAND, Netherlands — Dutch record dealers joined with musical publication editors at the Grand Hotel here recently in a Phonogram-sponsored conclave. Phonogram is one of the Philips' labels.

Highlighting the program was the appearance of Claudio Arrau, South America-born pianist who recently recorded five Beethoven piano concertos with the Dutch Concertgebouw-orchestra conducted by Bernard Haitink.

New Philips' product, including the De Luxe Series of 10 albums with gold imprinting, and the lower-priced Concert Series (Philips and Decca) was introduced.

Also bowed were the Philips' Sacred Music Series, the London-Globe series of folk albums, the Surprise Series (six Philips and Decca LP's) and Favorieten Express, a singles series.

4 Seasons on U.K. Top 10

CHICAGO—The 4 Seasons landed in England's Top 10 last week with "Rag Doll" on the Philips label, the first time an American singing group has hit the top of the English charts.

A somewhat different situation exists for English groups in this country. Philips is giving the group a big push in England after surveys showed the boys were hot contenders for a British "best vocal group" title.

Davis Joins Phil Spector

NEW YORK—Danny Davis has moved out of the Colpix Records set-up to take over as director of national promotion for Phil Spector's Philles Records and subsidiary labels. Also, Spector is planning to shift his base of operations from New York to the Coast, having bought the building which housed Reprise Records before it joined with Warner Bros.

Davis, who had been Colpix' national promotion director, will function primarily in the field of disk jockey and distributor relationships for Philles. In addition, he'll work closely with Spector in acquiring masters and in the over-all operation of Philles.

Ran Sparks Stumps 'Em

HOLLYWOOD — When KRKD deejay Lee Tate invited his audience to guess who the singer was warbling "Julie Knows," 200 persons guessed Johnny Mathis, Tommy Sands, Adam Wade and Paul Peterson before two listeners hit upon the correct performer: Randy Sparks, folk singer turning pop vocalist.

Sparks, creator of the New Christy Minstrels and Back Porch Majority, is aiming for exposure as a pop singer and his lush ballad on Columbia released last week appears to have sufficiently baffled one Los Angeles radio audience.



GODDARD LIEBERSON, left, Columbia Records president and president of the Record Industry Association, accepts New York City's greetings upon the industry's observance of National Record Month in October from Commerce Commissioner Robert F. Wagner at the RIAA's Eastern regional meeting held recently at New York's Hotel Pierre.

Jerry Arnold Signed by Hi

MEMPHIS — Hi Records President Joe Cuoghi announced the signing last week of singer Jerry Arnold. Arnold's first single, is due out this week.

Cuoghi, also president of MOC Records, is also bringing out a single on MOC by guitarist Reggie Young. Another new Hi Artist is Norman West, who similarly has a single set for release this week.

Other Noteworthy News

Golden Names

NEW YORK — Golden Records, kiddie label, has named Essex Records, Newark, N. J., and Jet Distributors, Long Island City, N. Y., as distributors. The label also appointed Arthur Pine Associates here to handle publicity.

Garner in Europe

LONDON — Erroll Garner opened his annual European concert tour here Oct. 10 and will play 12 concerts before leaving England Nov. 1 for the Continent. Garner headlined the London Palladium TV show Sunday (18) and will film another show on Oct. 22 for BBC-2.

Giant in Move

HOLLYWOOD — Giant Distributors has secured the Audio Fidelity franchise plus the Story Time kiddie line, reports owner Mel Price. Giant is one of the area's newer distributors, formed after Price left Reprise.

He reported initial reaction to AF products under his distributorship as excellent, explaining that sound effects products were favorites of California audiences.

Discotheque Boost

NEW YORK—Decca Records kicked off the Discotheque rush of album releases for the non-stop dancing jet set. But Audio Fidelity's Sidney Frey, who

Kilpatrick to Philips Label

CHICAGO—"D" Kilpatrick, a 19-year veteran of this music industry, was last week named a field manager for Philips Records, covering the South and Southwest.

Philips said Kilpatrick would assume responsibility for distributor and promotion activities in Atlanta, Miami, New Orleans, Dallas; Charlotte, N. C., and his home area of Nashville.

For the past three years, Kilpatrick was district manager for Warner Bros. He was a founder and director of Acuff-Rose Artist Corporation, was for a time manager of WSM's "Grand Ole Opry," was a founder of the Country Music Association and in 1957 was named Billboard c&w man of the year.

started the stereo boom in the U. S., really gave a big boost to discotheque. He released not one, but three albums simultaneously. The three volumes are titled "Jet Set Dance-Discotheque."



TODAY'S MOST SUCCESSFUL INDIE RECORD PRODUCTION IN GERMANY

Top Sales + Top Artists built up in 7 1/2 years by
HANSA MUSIK PRODUKTION

PETER & THOMAS MEISEL, BERLIN

Artists:

MANUELA

DRAFI DEUTSCHER

CHARLY COTTON

TAHITI TAMOURES

SIW MALMKVIST

MAL SONDOCK

SWEETLES

IVO ROBIC

Hit Records:

Schuld war nur der Bossa Nova
Ich geh' noch zur Schule
Schwimmen lernt man im See

Teeny
Shake Hands
Keep Smiling

Der Liebestraum als Twist
Wilhelm Tell Twist

Wini-Wini, Wana-Wana
Tahiti Mafatu
Manana

Liebeskummer lohnt sich nicht

Das Madchen mit dem traurigen Blick

Ich wunsch' mir zum Geburtstag einen Beatle
Goodbye, my summer-love

Sonntag in Amsterdam
Hochzeit in Montania

Record Companies:

TELEFUNKEN

DECCA

ARIOLA

POLYDOR

METRONOME

POLYDOR

POLYDOR

POLYDOR

Sales:

1,400,000

600,000

300,000

600,000

750,000

50,000

100,000

50,000

3,850,000

ASSOCIATED PUBLISHING COMPANIES:

EDITION INTRO GEBR. MEISEL K. G.
MUSIKVERLAG PAUL SCHMIDT GMBH (SCREEN GEMS)
PHONIX MUSIKVERLAG GMBH
RADIO-TELE-MUSIC GMBH (RADIO LUXEMBURG)
NERO MUSIKVERLAG G. HAMMERLING OHG
SCHWARTZ MUSIKVERLAG

INTERESTED IN:

- ★ TOP INTERNATIONAL TEENAGE ARTISTS FOR GERMAN LANGUAGE RECORDINGS
- ★ NEW SONGS REQUESTED
- ★ TOP EXPLOITATION GUARANTEED

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All there is to know
about

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The National Folk
Song Magazine

WHAT'S JOHNNY KEATING COOKING UP!

LONDON RECORDS

CORRINE CORRINA

Dean Martin
in the Reprise album
"Everybody Loves
Somebody"

DON'T WORRY 'BOUT ME

Robert Goulet
in the Columbia album
"Without You"

MILLS MUSIC, INC., NYC

IN THE
Limelight

LEE'S KNEES
LL 101
b/w **AFFAIR**
LL 102
Jimmy Diamond
Septet

HIT MATERIAL - GOOD GOOD PROGRAMMING
Day & Night It's Limelight

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SUITE 609
PHONE (415) 673-6038
SAN FRANCISCO

TWO SIDE HIT "HOW SWEET IT IS"

b/w
"TO BE IN LOVE
WITH SOMEONE"
by
MENARD ROGERS AND HIS LITTLE
BIG BAND
Drum Boy -109
DRUM BOY RECORDS
2452 S. Kedzie Avenue
Chicago, Illinois 60623

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.

GOTTA GIVE HER LOVE . . .
Volumes, American Arts 6 (Vicki, BMI) (Detroit)

DO ANYTHING YOU WANNA . . .

Harold Better, Gateway 747 (Waygate, ASCAP)
(Chicago)

SCRATCHY . . .

Travis Wammack, Ara 204 (Rolando, BMI) (Detroit)

THE LONG SHIPS . . .

Charles Albertine, Colpix 726 (Screen Gems-Columbia,
BMI) (Los Angeles)

MY ADORABLE ONE . . .

Joe Simon, Vee Jay 609 (Duane, BMI) (Dallas, Ft. Worth)

LOST WITHOUT YOU . . .

Teddy Randazzo, DCP 1108 (South Mountain, BMI)
(Detroit)

Selecta Label Adding to World Line

LONDON—By the new year, Selecta, British Decca's distribution subsidiary, will have a world-wide catalog. The business of marketing international product (both the records and sleeves are imported) began earlier this year when Selecta general manager Albert Green introduced a range of RCA Italian LP's after a visit to Rome.

Now, following trips to Paris and Hamburg, Green has introduced a wide range of French albums and is about to launch 72 German LP's which include material from the Scandinavian countries.

In Hamburg, Green listened to over 100 albums before choosing 72. The albums are pressed by Teldec and are available on the Teldec and Telefunken labels. The Telefunken RCA LP's will retail at just over \$5 each and the Telestar "Evening at the Opera" series at \$3.50.

As well as aiming at a world-wide catalog by February, Green also plans to introduce ranges of EP's and singles.

Welk in 10th Year

NEW YORK—Despite the changing styles of music over the past 10 years since Lawrence Welk and his orchestra began their TV series, the maestro continues successfully in his familiar style and opens his 10th TV season Saturday, Oct. 10, on the ABC-TV network.

The band will play "Say It With Music," the number that opened their first TV show, and "Calcutta," which won the organization their first million record award, on the program.

BIG THREE BUYS NAPLES WINNER

NEW YORK—The Big 3 (Robbins, Feist & Miller) has acquired the U. S. rights to this year's Naples Song Festival winner, "Tu Si Na Cosa Grande," from Edizioni Curci. The Naples winner was written by Domenico Modugno, who will be remembered for his both-sides-of-the-Atlantic click of a few years ago, "Volare." The Big 3 has not yet assigned a writer for the English lyric.



CAPITOL RECORDS recently held a cocktail party in New York honoring the Beach Boys. In first row, left to right, are Dennis Wilson and Al Jardine. Second row, left to right, are Roy Batachio, Carl Wilson, Tom Rogan, Ken Luttmann, Mike Love, Wade Pepper and Ken Veeder.

Elektra Adds Singles Line

NEW YORK—Elektra Records, known primarily as a folk album label, will soon embark on a regular release schedule of pop and folk singles, according to Jac Holzman, president.

First in the series is "Don't Let It Down," with Dino Valenti. It was cut from an album and released a couple of weeks ago.

Holzman said that many of the subsequent singles will not be cuts from albums but will be recorded as singles. He added that the next release will be by a new group, the Beefeaters, and will be released next week.



W. LANGENBERG, president of Philips Phonographic Industries, Baarn, talks with Eddie Barclay and Peter Plum, Brussels. In background is Maitre Raymond Illouz, lawyer of the Barclay operations in Europe.

Crescendo In Norway

OSLO—The American label, Crescendo Records, was introduced in Norway this week by Jorg-Fr. Ellertsen A-S and distributed through A-S Nera.

Five singles were bowed. They are "There's a Meeting Here Tonight" and "Pearly Shells" by Joe and Eddie; "Day Dreaming of You" by the Fashionettes; "Highway to My Love" by Joe Williamson, and "The James Bond Theme" by Billy Strange.

Gene Norman is owner of Crescendo.

Joe and Eddie were introduced to Norway's record-buying audience on the Danny Kaye TV show.

New Pickwick Classical LP's

NEW YORK—Pickwick International, a budget line, is now offering 25 new packagings of diverse classical product. The albums will list for \$1.98 under Pickwick's Allegro label.

Josef Hoffman and Andre Segovia are featured artists in several of the albums. Others have concert performances by Elizabeth Schuman, Salvatore Baccadoni, John McCormack, Rosalyn Tureck and Rey de la Torre.

Material includes organ music, church anthems, classical harpsichord, gothic, renaissance and baroque music.

THE TYMES "HERE SHE COMES"

b/w

"MALIBU"

P 924

THE BIG ONES ARE
ON CAMEO/PARKWAY

HOT POP

EARL VAN DYKE

"SOUL STOMP"

SOUL RECORDS

a division

of the Motown Record Corp.

The Gossips Agree . . .

"DON'T SPREAD IT AROUND"

BARBARA LYNN

Jamie 1286

J/S Jamie/Guyden Dist. Corp.
Phila. 21, Pa.

Picked all around the country
Find Out What's Happening
by THE SPIDELLS

C-1122 Monza-RIC

(Distributed interna-

tionally by RIC)

BIG PLAY ON:

WDRG, Hartford;

WHK, KYW, Cleve-

land;

WLS, Chicago;

WLAC, WMAK,

Nashville.

"Find Out
What's Happen-
ing."
Call your RIC
Distributor NOW

Jo Ann & Troy

I FOUND A LOVE, OH WHAT A LOVE

ATLANTIC

2256

SMASH HIT ALL OVER!

"I'M MAKING IT OVER"

ANITA HUMES

R-4575

ROULETTE RECORDS

1631 B'way, N.Y.C.

MUSIC DICTATION SERVICE

for SONGWRITERS who
can't read music. You
sing it, we write it down; from your Tape,
Disc or in person. Low-cost music copies
also available. Write for further details.
Reliable Music, 110 W. 47 St., Rm-600, NYC 36

• Continued from page 42

DUBLIN

Unusual circumstances combined to hold up the release of **Dickie Rock** and the **Miami Showband's** "From the Candy Store on the Corner," the one-time **Tony Bennett** smash, which was due to be issued Sept. 23. Advance orders topped 2,500 copies in 10 days.

The first problem was that **Pye's** factory in Britain was working at full pressure on other releases. This meant a delay in manufacture of the master disk for **Rock**.

When the first set of stampers were completed they were tested—and found to be faulty. The next set was made quite successfully, but somehow they were lost in transit to Dublin. Finally, another set was produced and it was a case of third time luck.

Singer-guitarist **William Clauson** appeared with his trio, **Los Guaramex**, on Irish television's "Melody Fair." . . . **Michael O'Duffy** flew from London to guest in "The Joe Linnane Show." . . . His EP, "Many Young Men of Twenty," is among the best sellers. . . . Britain's **Applejacks** appeared on "The Showband Show." . . . **Paul Russell** presented **Joe Dolan** and the **Drifters** with Mullingar Musical Society's annual award. . . . Ulster TV began "Pop Scene '64," an ambitious five-nights-a-week presentation that features showbands twice weekly. . . . Former Royal Showband manager **T. J. Byrne** is seeking members for a new unit he intends to launch early next year. . . . **Brian Poole** and the **Tremloes** due here this month to see a preview of their movie, "A Touch of the Blarney." . . . Showband releases to date are largely confined to ballads, which haven't fared too well outside Ireland. . . . Irish Record Factors, Ltd., issued **Rose Brennan's** "You Want Me to Go Now." **KEN STEWART**

MILAN

Appearance of the "tris" disk—a 45 r.p.m. with two numbers on one side and one on the other—is one of the methods being used by Italian diskeries to lift the sagging market but whether it will create a new evil is the drux of opposition from some labels. Latest entry is **Style** with **Vanna Scotti** offering a "tris" while top names who have engaged in this practice within recent months have been **Clan** with **Adriano Celentano** and his group and **Ri-Fi** with **Mina**, who is currently selling more records than anyone else in Italy according to one survey. Lesser artists have been introduced by the triple disk but some of the major labels such as **RCA**, **CGD**, **Ricordi** and **Voce del Padrone** have shied away from the idea. Like the double feature movie bill, which never was introduced here, the "tris" record may result in something which will become a requisite for the sale of disks in the future if it becomes more or less universal. While **AFI**, Italian Phonograph Association, could set up rules on this procedure, it currently does not have the backing from the industry to do so. One of the dangers of the "tris" is that it sells for the price of an ordinary 45 and offers almost as much as the higher priced EP.

Billboard Presents . . . its own

HORNBLOWER SERIES



Next in our colorful collection of true-to-life

See Stories . . .

THE AUDITOR'S REVENGE

or . . . ABC Strikes Again!

The Year: 1914

A bleak, stormy day . . . and on the craggy, windswept thoroughfare of Wacker Drive in Chicago, a hardened bunch of professional advertisers gathered secretly with a dedicated mob from the business press. Their mission? . . . to make circulation claims "kosher."

Skulduggery was rampant. Shifty-eyed, fast-talking circulation padders held industry in their power.

Fortunes were being sunk into business-paper advertising by companies with nothing to guide their investments but who screamed the loudest.

The print orders of shady business papers were guarded like Solomon's Mines . . . lest someone discover the number of issues being printed was thousands less than the "claimed" circulation.

And thus . . . in the very nick of time . . . ABC (Audit Bureau of Circulation)

The Year: 1916

Billboard, and everybody else who held publishing honor dear, was clamoring for the services of ABC.

Industry, and everybody else who held advertising money dear, was demanding ABC's unbiased audit of business-paper circulation.

The Year: 1964

Unbelievable in this age of million-dollar budgets, agency commissions and soaring costs in every area of operation . . . the shifty-eyed, fast-talking circulation padders can still find unwary advertisers willing to walk the plank!

Hard-earned advertising gold is still being sunk into business papers whose "unaudited" circulation figures contain a whopping portion of "free" distribution . . . i.e., thousands of copies going to people who have not shown the interest to PAY to see the product . . . thousands of copies that may never be read . . . that may never even be opened.

But smart advertising money continues to demand ABC proof of circulation legitimacy . . . and for the music-record industry . . .

ONLY BILLBOARD SUPPLIES IT!

Since 1916 ONLY Billboard has fulfilled the ethical obligation to the industry of supplying an ABC audited statement of circulation. . . . Now showing 20,864 PAID circulation throughout the world.

This important ABC service, by the way, cannot be had for a fast chorus of Zippidy-Doo-Dah . . . it costs a goodly farthing per year and well it should.

However, it's an expenditure which advertisers have the right to expect of any publication in which they invest their advertising dollars. Back in 1912 the advertiser had no choice but to run with the "screamers" . . . but in this modern year of 1964-ABC no advertiser should have to wonder where or to whom or to how many his message is going . . . he has the right to know the verified, audited facts—AND ONLY BILLBOARD PROVIDES THEM.

In stark contrast, the second music-record trade publication in the field has for the first time in its history provided a sworn (not audited) statement of circulation for inclusion in its listing in Standard Rate and Data (claiming 10,289 circulation . . . less than half of Billboard's world-wide paid roster).

Prior to last fall, their listing of ad information in SRD's was

headed with these words . . . "After three requests the publisher has failed to file circulation statement on SRDS form."

The fact that they finally put something in print is certainly a step in the right direction . . . but it's hardly a history that could instill blind confidence in their ethical standards of business practice. Instill blind confidence in their ethical standards of business practice.

WE THINK ALL PUBLICATIONS SERVING THE INTERESTS OF INDUSTRY SHOULD BE ABC AUDITED . . . AND THAT ALL ADVERTISERS SHOULD EXPECT . . . NAY, DEMAND! . . . ABC PROOF OF CIRCULATION CLAIMS.

DON'T YOU?

Billboard

The ONLY ABC Audited publication for the music-record industry.



PACKED FOR 3-DAY FEST

Gospel Quartets Bring SRO

Continued from page 6

A junior Blackwood Brothers quartet was a highlight of the convention. It was composed of

Winkler Quits Radio for Nitery

AMARILLO, Tex.—Ray Winkler, co-writer on the late Jim Reeves' "Welcome to My World" and one of radio's big boosters for country music, has sold his interest in Station KZIP here to Dave Stone, of c&w music fame, and has opened a western music club, the Reveller, in Dallas.

Featured at the nitery is Eddie McDuff, of the "Big D Jamboree" band.

Bill Allen Dies

FORT WAYNE, Ind.—William J. Allen, 46, bass player and an original member of Joe Taylor's Indiana Redbirds, long a regular Saturday feature on WGL here, died at Parkview Memorial Hospital, Spencerville, Ind., Oct. 5, following a heart attack. He was a member of the AFM and the Association of Country Musicians. Surviving are his widow, Irma; a daughter, Lorie; three sons, Jack, William B. and Dennis; his mother, Mrs. Chloe Allen; two brothers and three sisters.

R. W. Blackwood Jr., James Blackwood Jr., James Brown and Phil Enloe.

Another highlight was former Gov. Jimmie Davis of Louisiana, who sang two of his own compositions, "Someone to Care" and "Supper Time."

The emotional music moved many in the large crowd to

tears. Often the crowd, touched by a particular song or phrase, would respond, "Amen."

James Blackwood is president of the convention. The group voted to hold their convention in Memphis again next year. This event was so successful they decided to extend it to four days next year.

NASHVILLE SCENE

By DON LIGHT

Linda Flanagan, Decca recording artist, will appear in all engagements set by Haze Jones, of the Hal Smith Artist Productions, for Ernest Tubb and His Troubadors. . . . Buddy Killen, Tree Publishing Company vice-president, has announced the appointment of Gerry Wood as publicity director of the firm. Wood is news director of Station WKDA here and will remain at that post while performing publicity chores at Tree.

Johnny Tillotson heads for a three-week tour of Ireland Oct. 19. . . . Carl Perkins recorded here last week under the direction of Decca's Owen Bradley. Perkins leaves for a three-week tour of England later this month. . . . Lonzo and Oscar are currently on a seven-week tour of the Far

East, set by Manager Jack Logan. . . . Immediately after his MGM session in Nashville last week, Sheb Wooley and Manager Joe Wright flew to New York to tape a Jimmy Dean show, which will be shown Oct. 22.

The Willis Brothers open Oct. 19 for a week at the Horseshoe Club, Toronto. . . . Hank Snow and His Rainbow Ranch Boys, Kitty Wells, Johnny Wright and Bill Phillips have just completed a 10-day Canadian tour for Marlin Payne. . . . Tommy Floyd has been named Nashville representative for Vidor Publishing, Inc., and Red River Songs, Inc. The companies are owned by Tex Ritter and Johnny Bond, and will be located at 913 17th Avenue, So. . . . Roger Miller, hot Smash artist, recorded an album last week under the direction of the label's Jerry Kennedy.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

If you need promotion copies of Ernest Ashworth's "Pushed in the Corner," Johnny and Jonie Mosby's "How the Other Half Lives," Adrian Roland's "Exactly Like Him," Billy Walker's "Cross the Brazos at Waco" and Glenn Barber's "Stronger Than Dirt," scratch out a request on your station letterhead and fire it on to Slick Norris, P. O. Box 653, Highlands, Tex. . . . Al Rogers, president of Arsak Music, P. O. Box 1293, Amarillo, Tex., reports solid response on the new Webb Lee record of "Ain't Nobody" and "You're Mine," recently released on the MGM label. Rogers will send out copies to jockeys who'll write in on their station letterhead. . . . Glaser Publications, 801 16th Avenue, South, Nashville

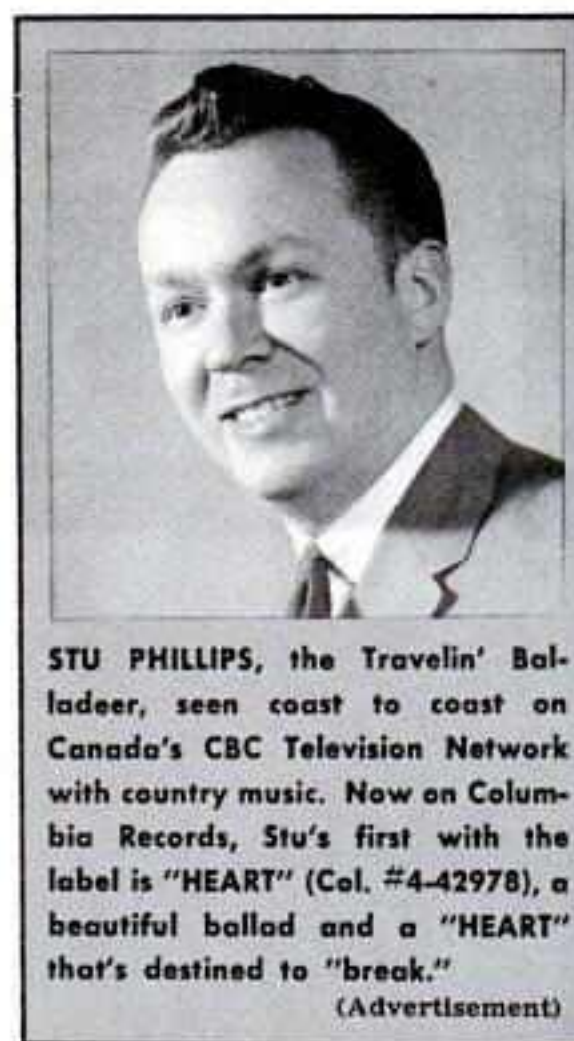
4, has available samples of Warner Mack's new Decca single, "Sittin' in an All-Nite Cafe." Put your request on your station's stationery.

New on the staff at KDAV Radio, Lubbock, Tex., is Weldon Rogers, who moved over from KDAV's sister station, KPIK, Colorado Springs, Colo. Rogers and his wife Wanda are well known in the country music field, both as artists and songwriters. Others manning the turntables at KDAV are Clem Clements and Cary Hobbs. Stan Skelton was recently elevated at KDAV program director. KDAV's executive staff comprises Dave Stone, owner; Hal Ragan, general manager, and Bill Jones, sales manager. . . . A new sound took over the airwaves of Central Virginia recently when WBRG, Lynchburg, Va., went all country & western. Larry Martin's "Nashville Sound" is heard from sign-on (6 a.m.) until 10 a.m., when Barefoot Bill Love takes it until 11, breaks for "Grand Ole Opry," and returns at 12 noon to hold on until 2. From 2 until sign-off at 6 o'clock it's "Wayne's Wagon Train of Country & Western Stars" with Wayne Campbell. Wayne also sells for the station. Barefoot Bill is the man responsible for the music that comes in, and Martin doubles as program director.

COUNTRY DJ OF THE WEEK



WSM Radio's "Mr. D.J. U. S. A." Oct. 23 will be Jim McCoy of Station WABH, Deerfield, Va. McCoy has been a disk jockey with the 1,000-watt all-country and gospel station two years, and also serves as sales manager. He has his own band, the Melody Players, and works shows in the area.



STU PHILLIPS, the Travelin' Baladeer, seen coast to coast on Canada's CBC Television Network with country music. Now on Columbia Records, Stu's first with the label is "HEART" (Col. #4-42978), a beautiful ballad and a "HEART" that's destined to "break." (Advertisement)

Levine Back

NEW YORK—Harry Levine, ABC-Paramount Records executive vice-president, returned last week after a visit to the label's affiliates in the Far East.

Hilltop Adds 4 New LP's

LONG ISLAND CITY, N. Y.—Hilltop Records here has announced four new album releases in its all-star country music series introduced earlier this year. The new LP's, which bring the young Hilltop catalog to 20 packages currently, offer such names as writer-singer Floyd Tillman, Johnny Sea, the Tillman Frank Singers and the late Patsy Cline.

The four new albums, all of which are in the \$1.98 price category, take their place with the growing Hilltop catalog, which already includes such names as Jimmy Dean, Ferlin Husky, Rex Allen, the Maddox Brothers and Rose, Hank Locklin, Webb Pierce, Cousin Minnie Pearl, Carl Belew and many others.

All sets are handsomely packaged in four-color covers and include detailed liner notes. The Hilltop line is distributed nationally by Pickwick International here.

NEWS OF THE WORLD

HOLLYWOOD

Bedded down with illness: Frankie Laine at Cedars of Lebanon after surgery and Lowell Frank, chief engineer at Warner Bros., in St. Joseph's, Burbank, Calif., with a back injury.

Terry Melcher, T. M. Music producer, has recorded the Rogues, a teen boy group, for Columbia. First single will be "Every Day." Melcher is author of Pat Boone's new single, "Beach Girl." He will be recording Wayne Newton for release on Capitol, now that his boss, Bobby Darin, has re-signed with the label and will not be a&ring Newton's sessions.

Hollywood-based pianist Jack Wilson will accompany Dorothy Dandridge to Japan later this month. Vocalist is making her debut in the Orient and will use 12-piece Japanese pick-up band. Wilson's next two Atlantic LP's will be released shortly, "The Jazz Organs" and "The Two Sides Of."

Al (Flat Top) Daly, Michigan State Prison inmate, has recorded a single for Flat Top Records, with backing by the prison's Rabble Rousers band, according to Marian Kay of Go-Go Music. Proceeds from the disk will go toward Daly's legal fight to regain his freedom.

Paul Mickelson, head of Supreme Recordings, writes from Switzerland that he has signed with Hemmets-Harold Records of Stockholm for distribution in the Scandinavian countries.

New label in Pasadena, Calif., is Kay Records, run by Stephen France. New promo men on Pico are Don Grierson, former Australian deejay now with Record Merchandising, handling good music stations, and Ed Mosley, handling r&b for Merit.

Gordon Jenkins is composing the music for Jimmy Durante's next two LP's on Warners. . . . Art Benson, Hollywood International Talents promo man, on a two week tour for James Carone's LP "America's Greatest Tenor." . . . Gary Owens, KMPC's afternoon wit, announcing opening and closing credits on "Bewitched," new ABC-TV show. . . . Barbara Randolph new doll with the Coasters. . . . Six Synanon resident musicians have recorded

music for the film dealing with the drug rehabilitation center. They are Arnold Ross, Joe Pass, Bill Crawford, Charlie Haden, Candy Latson and Matt Notkins. ELIOT TIEGEL

MEMPHIS

Joe Reichman and his orchestra left the Rivermont Club last week after a two-month engagement and returned to Dallas' Hotel Adolphus. Frank Betancourt and his orchestra replaced Reichman. . . . Groove Records' Bill Black went backstage during the recent "Country Music Spectacular" to renew old acquaintances. . . . Joy Records' Bobby Wood, Gene Simmons of Hi Records, and Murry Kellum of MOC Records, are touring the Midwest with the J. Frank Wilson and the Cavaliers show.

Composer, arranger, producer Bill Justis of Nashville, who recently signed 17-year-old guitar-playing folk singing Nell Aspero II of Memphis, flies to England this week to record an album and beat the drums for her first single for Justis, "The Bonnie Flag of the Queen." ELTON WHISENHUNT

NORWAY

Alex Grob from the RCA Victor offices in Geneva has been visiting RCA's representatives here, A-S Nera, and had talks with John Johanson and Elif Meyer. Grob is a PR man on TV-films and tried to sell some of RCA Victor's TV films to the Norwegian TV system. . . . Scandinavian show business tycoon Stig Anderson penned "Store Fotter," which in a Trollversion by the Dixie Tunes, entered Norway's Top 10 this week. . . . Now there are two local platters on our Hit Parade. . . . Iversen & Frogh A-S is rush-releasing the Stateside disk "Where Did Our Love Go," by the Supremes, after the platter reached No. 2 on Radio Luxembourg's Top 20. ESPEN ERIKSEN

LONDON

Brenda Lee will make a British tour this fall after all. She has been booked for a 21-day concert trek starting Nov. 12 by Harry Dawson for the (Continued on page 49)

FATS DOMINO
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BLOCK BUSTER
"HEARTBREAK HILL"
c/w
"KANSAS CITY"
ABC 10596
ABC-PARAMOUNT
FULL COLOR FIDELITY

Headed for Chartsville
TWO FINE C&W RECORDINGS
ON DEL-MAR
JACK NEWBERRY'S
"I WON'T TAKE HER BACK"
b/w
"HERE'S A HEARTACHE"
Del-Mar 1015
JACK HAWKINS
"THE MULTITUDE"
(WRITTEN BY BILL ANDERSON)
b/w
"IT'S SO LONESOME"
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English Dies In Plane Crash

SELMER, Tenn.—Arnold V. English, 37, well-known country musician in West Tennessee and North Mississippi, was killed in a private plane crash Sunday, Oct. 11, near Savannah, Tenn. English was flying alone.

English, who had been flying seven years, had his own band, and played fiddle for square-dance music and electric bass when his band played other types. He leaves his widow and a son, Harold, 14.

COUNTRY MUSIC CORNER

By **BILL SACHS**

Connie Smith, new RCA Victor country singer now working under the guidance of the Wil-Helm Agency, was in New York Oct. 12 for filming on the **Jimmy Dean** TV-er. Show will be beamed on the ABC-TV network Thursday (22). . . . **Jimmie Klein**, exclusive booker for **George Jones** and the **Jones Boys**, is looking for farm land near Nashville to set up an

office there. For the last several months Jimmie has had a reciprocal booking arrangement with **Smiley Wilson** of the Wil-Helm office, Nashville. The Jones group, after a few dates in Ontario starting this week, swing through the Texas Panhandle before heading for Nashville and the country music festival. **Moneen Carpenter**, of Station

WQUA, Moline, Ill., has signed an exclusive writer's pact with **Pamper Music**, Goodlettsville, Tenn. . . . **Ernest Tubb** and **His Texas Troubadours** are back in Nashville after a successful trek through Texas, Louisiana and Oklahoma. They leave this weekend for three dates in Maryland and return to Nashville next week to tape the **Jimmy Dean** show at Ryman Auditorium. . . . **A. V. Bamford**, owner-manager of K-BER, San Antonio, which celebrates his third anniversary Nov. 15, is anxious to receive congratulatory tapes from c&w artists, the messages to be aired during a

week-long celebration starting Nov. 8. . . . **David Houston** was a recent guest on an afternoon show at KBBA, Benton, Ark., which is now spinning an all-country format. **Jim Landers** is KBBA manager.

Connie Hall, whose initial release on the Musicor label was made over the weekend, the first country item for the firm, departed Cincinnati Wednesday (14) for a week of one-nighters in the South Dakota sector, set by the **Bob Neal** office, Nashville. During a recent engagement at **Mocking Bird Hill Park**, Anderson, Ind., Connie made the award of a Kentucky Colonelship to **Buck Owens** on behalf of **Gov. Edward Breathitt**. Arrangement for the award was made by **Flora Johns**, of Cincinnati, a Buck Owens fan and a solid plugger for country music. . . . **Charlie M. Honaker**, manager of Rural Enterprises, Caledonia, Ohio, is again presenting his weekly Friday night "All-Star Jamboree" from the same location, 675 Uncapher Avenue, Marion, Ohio. This year the show is being aired via tape over Station WBCO, Bucyrus, Ohio, for an hour each

Friday night. Emcee chores on "Jamboree" are being handled by **Chaley Brown**, country jock at WBCO. Brown also spins two hours of country daily on WBCO and heads his combo, the **Crawford County Boys**, on personals in the area. Honaker says he can use releases from the artists and diskeries to spin on the breaks and before the stagershow. Brown is also in need of spinning material.

Buck Owens and **His Buckeroos**, following appearances in Rockford, Ill., and Madison, Wis., move into Las Vegas for a two-week stand at the **Golden Nugget**, starting Thursday (22). . . . **Gene Hughes**, promotion man for **Sims Records** out of Cincinnati, is house hunting in Nashville, with a view of settling there with his family within the next month or so. Hughes, who joined **Sims** six months ago, waxed especially hot on **Hal Willis'** new **Sims** release, "Lumberjack," on his visit to the country music desk in Cincy last week. He reports that sales already have hit around 45,000, only two weeks after release, and that it is getting solid air play in the Ohio sector.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 10/24/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I DON'T CARE Buck Owens, Capitol 5240	9	26	26	THE COWBOY IN THE CONTINENTAL SUIT Marty Robbins, Columbia 43049	19
2	2	I GUESS I'M CRAZY Jim Reeves, RCA Victor 8383	16	27	27	IN THE MIDDLE OF A MEMORY Carl Belew, RCA Victor 8406	5
3	6	ONCE A DAY Connie Smith, RCA Victor 8416	5	28	37	HOW THE OTHER HALF LIVES Johnny & Jonie Mosby, Columbia 43100	3
4	3	CHUG-A-LUG Roger Miller, Smash 1926	6	29	16	PASSWORD Kitty Wells, Decca 31622	22
5	7	THE RACE IS ON George Jones, United Artists 751	5	30	47	STOP ME Bill Phillips, Decca 31648	2
6	4	DON'T BE ANGRY Stonewall Jackson, Columbia 43076	10	31	29	ME Bill Anderson, Decca 31630	14
7	5	I DON'T LOVE YOU ANYMORE Charlie Louvin, Capitol 5173	19	32	32	THEN I'LL STOP LOVING YOU Browns, RCA Victor 8348	24
8	19	MAD Dave Dudley, Mercury 72308	3	33	43	LOVE LOOKS GOOD ON YOU David Houston, Epic 9720	3
9	9	PLEASE TALK TO MY HEART Ray Price, Columbia 43086	8	34	28	CHIT AKINS, MAKE ME A STAR Don Bowman, RCA Victor 8384	14
10	18	CROSS THE BRAZOS AT WACO Billy Walker, Columbia 43120	3	35	25	SECOND FIDDLE (To an Old Guitar) Jean Shepard, Capitol 5169	22
11	14	GIVE ME 40 ACRES (To Turn This Rig Around) Willis Brothers, Starday 681	8	36	50	LONELY GIRL Carl Smith, Columbia 43124	2
12	12	FORT WORTH, DALLAS OR HOUSTON George Hamilton IV, RCA Victor 8392	9	37	31	WORKIN' IT OUT Lester Flatt & Earl Scruggs & the Foggy Mountain Boys, Columbia 43080	11
13	11	MR. AND MRS. USED TO BE Ernest Tubb & Loretta Lynn, Decca 31643	14	38	—	THE FRENCH SONG Marion Worth, Columbia 43119	1
14	10	HERE COMES MY BABY Dottie West, RCA Victor 8374	10	39	39	JUST BETWEEN THE TWO OF US Merle Haggard & Bonnie Owens, Tally 181	7
15	13	DERN YA Ruby Wright, RIC 126-64	8	40	22	BAD NEWS Johnny Cash, Columbia 43058	14
16	8	THE BALLAD OF IRA HAYES Johnny Cash, Columbia 43058	16	41	42	TEARS AND ROSES George Morgan, Columbia 43098	5
17	15	DANG ME Roger Miller, Smash 1881	21	42	36	ONE IF FOR HIM, TWO IF FOR ME David Houston, Epic 9690	16
18	17	I LOVE TO DANCE WITH ANNIE Ernest Ashworth, Hickory 1265	19	43	44	DON'T LET HER KNOW Buck Owens, Capitol 5240	3
19	20	SAM HILL Claude King, Columbia 43083	11	44	35	ASK MARIE Sonny James, Capitol 5197	12
20	21	FINALLY Kitty Wells & Webb Pierce, Decca 31663	5	45	45	TH' WIFE John D. Loudermilk, RCA Victor 8389	4
21	33	MOTHER-IN-LAW Jim Nesbitt, Chart 1100	5	46	24	MEMORY #1 Webb Pierce, Decca 31617	22
22	30	GO CAT GO Norma Jean, RCA Victor 8433	3	47	41	STRONGER THAN DIRT Glenn Barber, Starday 676	9
23	23	FORBIDDEN STREET Carl Butler & Pearl, Columbia 43102	5	48	—	THE BIBLE IN HER HAND Frank Turner, Chart 1130	1
24	38	MY FRIEND ON THE RIGHT Faron Young, Mercury 72313	4	49	46	TALKING TO THE NIGHT LIGHTS Del Reeves, Columbia 43044	12
25	34	I'LL GO DOWN SWINGING Porter Wagoner, RCA Victor 8432	3	50	40	TAKE MY RING OFF YOUR FINGER Carl Smith, Columbia 43033	19

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 RCA Victor LPM 2890 (M); LSP 2890 (S)	12	11	13	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	42
2	2	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens & His Buckeroos, Capitol T 2135 (M); ST 2135 (S)	8	12	12	TRAVELIN' WITH DAVE DUDLEY Mercury MG 20927 (M); SR 60927 (S)	7
3	4	DANG ME/CHUG-A-LUG Roger Miller, Smash MGS 27049 (M); SRS 67049 (S)	12	13	14	THANKS A LOT Ernest Tubb, Decca DL 4514 (M); DL 74514 (S)	12
4	6	BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	16	14	19	SLIPPIN' AROUND George Morgan & Marion Worth, Columbia CL 2197 (M); CS 8997 (S)	5
5	5	I WALK THE LINE Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	16	15	17	SONGS OF TRAGEDY Hank Snow, RCA Victor LPM 2901 (M); LSP 2901 (S)	2
6	3	LOVE LIFE Ray Price, Columbia CL 2189 (M); CS 8989 (S)	8	16	11	PORTER WAGONER—IN PERSON RCA Victor LPM 2840 (M); LSP 2840 (S)	19
7	7	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	12	17	18	THE WORLD OF A COUNTRY BOY Johnny Sea, Phillips PHM 200-139 (M); PHS 600-139 (S)	2
8	8	GEORGE JONES SINGS LIKE THE DICKENS! United Artists UAL 3364 (M); UAS 6364 (S)	5	18	—	YESTERDAY'S GONE Roy Drusky, Mercury MG 20919 (M); SR 60919 (S)	1
9	9	R. F. D. Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)	8	19	16	THERE STANDS THE GLASS Carl Smith, Columbia CL 2173 (M); CS 8973 (S)	17
10	10	COUNTRY DANCE FAVORITES Faron Young, Mercury MG 20931 (M); SR 60931 (S)	4	20	20	GOLDEN COUNTRY HITS Hank Thompson, Capitol T 2089 (M); ST 2089 (S)	12

NEWS OF THE WORLD

Continued from page 48

George Cooper Organization. Brenda will appear on ATV's "Sunday Night at the London Palladium" (15) and will probably wax for another British recording manager, **Joe Meek**, who made the **Tornados'** marathon seller, "Telstar." . . . **Lionel Bart's** latest musical, "Magpie May," has opened at the Adelphi Theater here to tremendous acclaim. Impresario **Bernard Delfont** has concluded a substantial ticket deal with the **Peter Cadbury** library. . . . **Herman's Hermits'** Columbia follow-up to their chart-topping debut disk "I'm Into Something Good" will be another **Gerry Goffin** and **Carole King** com-

position, "Show Me Girl." . . . The **Zombies**—first hit disk "She's Not There"—have been booked for **Murray the K's** Christmas Show at New York's Brooklyn Fox. . . . "Twist and Shout" composer **Bert Burns** is in with a handful of new songs and he is personally recording Decca's the **Bachelors**, **Dave Berry** and **Lulu** singing some of them during a six-week stay. . . . During their U. S. visit **Andrew Oldham** will record the **Rolling Stones** in New York and Hollywood as he did in Chicago. . . . While he is at the Talk of the Town with **Lena Horne**, drummer **Chico Hamilton** is composing and recording the music for a new **Compton Camero** film, "Propulsion."

"THE JIMMY DEAN SHOW"



THIS WEEK'S COUNTRY MUSIC FEATURE



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Transistors Pose Sticky Rating Problem

By RAY BRACK

CHICAGO — The great transistor transition, which portends little economic ill for the phono industry, has inherent in it a sticky power-rating problem with potential legal implications.

Before the swing to solid state goes much further, alert industry officials warn, components and package manufacturers must agree on definitive standards for measuring power ratings.

A standoff, or excessive delay, would likely result in consumer misinformation and confusion leading to possible involvement

with some Federal regulatory agency.

Nucleus Explained

The nucleus of the issue was explained by Admiral phono sales chief Henry C. Gates in a Billboard interview.

"The industry is in a power-rating race," he declared, "and we must compromise on a workable method of rating solid state before the Federal Trade Commission steps in."

The industry, Gates asserted, was never able to come to agreement on a definition of "high fidelity," and now we're faced with disagreement about defining watt ratings.

Old System Inadequate

Old systems of measurement used for tube equipment are not valid for solid-state applications. Wide agreement on this point was reached at the recent Hi Fi Show in New York.

Much as components and package producers agree upon the need for an industry-wide definition of solid state, there remains industry-wide disagreement on the specifics of such a definition.

According to Gates, industry purist, the components people, favor a method of rating that would prove far too detailed to

be meaningful to the general public.

Need Public Relations

Components spokesmen, however, declare that an intensive public relations effort, after the manner of that recently conducted by the Institute of High Fidelity, could educate the public to the point of grasping the required amount of technical material involved in a definitive solid-state standard.

Retailers, meanwhile, report little public curiosity about the technical details of solid state.

"The typical hi-fi buyer doesn't ask technical questions about solid state," says Al Mullinger, a high-fidelity sales manager for Chicago's giant Polk Brothers department store chain.

Polk retails GE, Magnavox, Westinghouse, RCA and Zenith console and portable models, among other brands.

Stress Simple Features

"We sell solid state on simple features like less heat, more compactness, no tube replacement," Mullinger reported.

A spokesman for the hi-fi sales staff of Sears large downtown Chicago store said price and style are as important to the average customer in selecting a phono as the benefits of transistorization.

"The package buyer isn't too sophisticated from a technical standpoint, he said."

Gates points to this lack of sophistication as the biggest reason for a clear and consistent definition of solid state.

How Much Power

"Many customers ask how much power a phono puts out," Gates said. "This is where the

confusion begins. Some manufacturers are claiming 300 watts for a unit which would be rated by the purist at closer to 100 watts."

"Peak power ratings are an improvement over oversimplified music-power ratings, but they are still potentially misleading and will not prevent a power-rating race," Gates declared.

He outlined to Billboard a method of rating which he felt would meet with the approval of many package manufacturers. He was doubtful about components producers, however.

"I suggest," said Gates, "that a phonograph be given a watt rating with the qualification that the rating is based on the unit's own power supply over a specified band of frequencies with a variance of plus or minus a certain number of decibels."

Meaningful Data

"This is the minimum amount of data required in the definition to make it meaningful," he asserted.

Whether this definition suits other package manufacturers, let alone the components exponents, is the question. It will be answered, even if indirectly, in coming months.

For the transition is rapidly becoming total. GE recently announced the switch of all its portable phonos to solid state. A transistor take-over, even in the high-priced lines, is inevitable.

Will the industry bounce back from fumbling "high fidelity" and, with a surge of single-mindedness, nail down a definition of "solid state?"

New Lamp Shade Is a Speaker

NEW YORK—An ingenious compromise between an obtrusive high fidelity sound system and an expensive built-in set-up was displayed by Acoustica Associates at the recent New York Hi-Fi Show.

An experienced producer of missile and aerospace systems, Acoustica achieved the unique system by incorporating a wide-range electrostatic speaker in the translucent shade of a designer-styled room lamp.

The first electrostatic loud-speaker ever developed in this cylindrical form, it is available in a table model and a graceful chain lamp model.

Out of Sight

A second high-compliance electrodynamic bass speaker system, together with integral power supply and step-up transformer, is mounted out of sight inside the chain lamp. In the table lamp, woofer and power supply are mounted within the lamp base.



TABLE LAMP-SPEAKER

The two speakers complement each other to radiate sound in a 360 degree pattern at frequencies from below 50 cycles per second to over 25,000 cps.

The secret of the lampshade speaker is a feather-weight diaphragm which is free to move and create sound between two fixed electrodes in the form of closely spaced, concentric, wire-mesh cylinders. These cylinders are covered with fabric to form a shade.

The lamps are available in several styles, ranging from the



CHAIN LAMP-SPEAKER

popular ceramic vase table model through a classic hand-turned Grecian urn shape and a contemporary lamp with cylindrical base. Prices are scaled from \$199.50 up to \$239.50.

Scott's New Stereo Guide

CHICAGO — Pictured above is the cover of H. H. Scott's new 20-page, full-color 1965 stereo guide.

The booklet contains articles, photographs and diagrams on decorating the home with stereo, custom-fitting components to individual listening requirements and room decor and tips on what to look for in choosing a tuner and an amplifier.

Also included are articles detailing the functions of high fidelity system components and photos and descriptions of all Scott home entertainment merchandise.

The booklet may be obtained by writing the manufacturer.

BB WRITER A COMMANDER

DENVER — Robert Latimer, Billboard correspondent, a major in the Air Force Reserve, has been elected Colorado Wing Commander. He will command two squadrons.

Symphonic Picks Light

NEW YORK—The W. R. Light Company, Inc., has been named New York City area distributor for the Symphonic Radio and Electronic Corporation.

Light will handle Symphonic phonographs and tape recorders, according to the manufacturer's national sales manager, Alexander Wellington.

Philco V.-P. Hyde Resigns

PHILADELPHIA—The resignation of Larry H. Hyde, vice-president and general manager of the Consumer Products Division, Philco Corporation, has been announced by Robert O. Fickes, company president.

Hyde's appointment to a position with Ford Motor Company is expected soon. Fickes will assume Hyde's duties at Philco until a successor is appointed.

RCA Victor 25-Inch Color TV Line Has New Shape & Styling



TARRYTOWN



TOURAINÉ



CATHAY

LARGER SCREEN AND SLIMMER STYLING are featured in RCA Victor's new 25-inch color TV line. Featured in the new line are the following: The Tarrytown, in colonial styling with bracket feet, antiquated brass fittings and overhanging top; The Cathay, in oriental mode with Duncan cherry veneers; and the Touraine in French Provincial, in light Fruitwood veneers and solids. List for all three will be in the \$800 range.

PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING OVER \$500

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	7/18/64 Issue	4/4/64 Issue		
1	1	1	Magnavox	46.8
2	2	2	Fisher	13.6
3	—	3	Zenith	10.2
4	4	5	RCA Victor	9.4
5	—	—	Clairtone	3.5
			Others	16.5

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

7/18/64 Issue: Pilot (3); Motorola (4).

4/4/64 Issue: Pilot (4).

Radio & TV Sales Up in August: EIA

WASHINGTON — Distributor unit sales of monochrome television and radio sets, excluding auto sets, were up substantially for the month of August, Electronic Industries Association's Marketing Services Department reported last week.

Production of monochrome TV sets fell slightly for August, compared to August, 1963, but production of radio sets was up substantially over the same month last year. Yearly sales and production of TV and radio sets were running well ahead of last year.

Distributor sales of monochrome TV sets totaled 562,182 units in August, compared to 549,421 in August, 1963. Sales for the first eight months of 1964 totaled 4,562,438, well ahead of the 3,954,670 total for the same period of 1963.

Radio Sales

Sales of radio sets, excluding auto sets, totaled 869,500 for August, compared to 849,274 units for August, 1963. Radio sales for January-August 1964 were also ahead of last year—5,683,274 compared to 5,482,987 units for the comparable 1963 period.

Olympic Sales Realignment

CHICAGO—Moving to "intensify sales coverage in the Midwest," Olympic Radio and Television has realigned its regional sales territory.

According to Morton N. Schwartz, president of Olympic, the territory will be divided into two sales areas, each covered by regional managers.

The western half, including Nebraska, Kansas, parts of Iowa, Missouri, Illinois and Wisconsin, will be covered by James D. Cannon of Omaha.

Francis J. Hoffman of St. Louis will cover the eastern portion, which includes parts of Indiana, Kentucky and Ohio.

Total production of TV sets including black and white and color, was 705,807 for August and the total for the first eight months of 1964 was 5,716,025 sets.

Of the total TV sets produced in August, 564,821 units were monochrome and 140,986 were color. The August monochrome TV figures compared to 565,198 units for August, 1963. Of the total TV sets produced for the first eight months of this year, 4,885,508 were monochrome and 830,517 were color. Production of monochrome TV sets for the first eight months of 1963 totaled 4,409,410 units.

All-channel tuning black and white units produced in August totaled 55,743 compared to 90,457 units with all-channel tuning in August 1963. Of the 4,885,508 monochrome TV sets produced during January-August of this year, 2,717,643 had all-channel tuning, compared to 599,385 all-channel sets produced during the same period last year.

Radio production in August totaled 1,633,370 units, compared to 1,252,878 in August 1963. Radio production for the first eight months of 1964 totaled 11,628,155 compared to 10,828,721 units for the first eight months of 1963.

How Does Color TV Work?

CHICAGO—"Just how does color TV work?" If you're a store owner or salesman, chances are you've heard that question more times than you can think.

In an effort to get some down-to-earth answers, Billboard went to RCA Victor, an acknowledged authority in the color field. Here's its version in language you can use with your customers:

The secret is in the color picture tube, a Fancy Dan that sports a mask and handles three guns with the precision and accuracy of Billy the Kid.

Each gun fires a beam of electrons through the mask at the TV screen. The screen you see is actually about a million phosphor dots divided into three groups of approximately 1/3 of a million dots each, one group for each of color TV's "primary" colors—a particular red, blue and green.

When struck by the beams, the dots light up and blend into every desired color in the rainbow.

The trick is that each gun must fire its beam so as to hit only dots of its color. In short, a red gun works with red dots, a blue gun with blue dots and a green gun with green dots. The function of the mask is to help direct the electron guns in perfect alignment with their targets.

If you would like to see the electron guns hitting the bull's-eye, just place any low-power microscope against the screen of a color set. When the set is on, you'll see the phosphor dots glowing brightly. Some are glowing red, some blue and some green.

Like movies, television pictures are projected in rapid succession—30 times a second in the case of TV—so as to appear as continuous action. But TV pictures, unlike movies, are transmitted

through the air in the form of thousands of electron signals per second.

A color TV picture is taken by a color TV camera equipped with three electron camera tubes—one for each of the three primary colors.

The camera tube resembles a large flashlight with a flat photo-sensitive glass surface at the large end. On this surface, a lens focuses a light image of the scene being televised. Optical filters break up this light image into the three primary colors so that three light images result.

Each light image is instantly transformed into an identical image formed of electrons, with the number of electrons at any given point corresponding in the intensity of light in the original scene.

Each of the three electron images is then scanned by the beam from one of the electron guns. These beams, pin-point small, scan the image from side to side and top to bottom, as the human eye reads a printed page, but thousands of times faster. When the beam reaches the image, it loses various amounts of electrons depending upon the charge it meets there—and is then processed and amplified millions of times and transmitted through the air.

At the receiving end, the signals are picked up by the antenna, processed by an array of tubes and components, amplified again and sent on to the three electron guns in the color picture tube. The guns "paint" the phosphor dots on the screen—and the result is color TV, as magnificently different from black-and-white television as day is from night.

In a TV set not equipped with a color picture tube, the color information is not used, but a picture in black-and-white is produced on the screen.



"MR. WONDERFUL"

Sincere best wishes

Tommy Valando

Congratulations

COUNT BASIE and WILLARD ALEXANDER

Billboard Buyers & Sellers

CLASSIFIED MART

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

EMPLOYMENT SECTION

SITUATIONS WANTED

ASCAP WRITER HAS POTENTIAL HIT song material for recording artists. I will also work with topnotch combos in the production of master tapes for lease to record labels. Occupant, 2327 3rd Ave., Riverside, Ill.

BOOKINGS WANTED—5-PIECE GROUP wants all types of show dates in Midwest States to help promote latest record. Experienced also in TV, radio, nite club. Country and Western our specialty. Contact Jimmy Earl, Box 545, Hammond, Indiana.

ATTENTION, RECORD COMPANIES! This Eastern regional salesman will be the answer to your sales problems. Gets along well with distributors, gets along well with retailers and wholesalers, and above all gets orders! Write Box 142, Billboard, 165 W. 46th St., New York City.

EXPERIENCED RECORD SALESMAN wants job with New York City distributor. Solid background in sales. Can produce without excuses. Write Box 141, Billboard, 165 W. 46th St., New York City.

RECORD SALESMAN, THOROUGHLY experienced in sales to rack jobbers and key retail outlets, seeks position with record company manufacturing budget, \$1.98 or regular priced records. Will travel nationally or sectionally. Presently residing in New York City. Write Box #140, Billboard, 165 West 46 St., New York City.

HELP WANTED

WANTED!!! FEMALE, MALE SINGERS; Groups, Bands, Rock 'n' Roll, R&B only. Send audition tapes with postage. Songwriters, we can get your songs recorded. Join Talent Enterprises. Don't delay. For information write Talent Music Enterprises, Box 469, Waverly, Va. 23890.

HELP WANTED—NEW TALENT AND/ or material for growing record company. Send audition tape with one dollar to defray cost of this advertisement. We will get you on records. Write Factor Productions, Pawleys Island, S. C., now! oc31

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

PRESSING, PLATING

AT LAST AN ECONOMICAL WAY TO have your hit record pressed, distributed and promoted. Get our \$1 brochure, "Making a Hit Record." Coin Records, 1900 W. 27th St., Odessa, Tex. no7

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CI 7-2159

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RECORD MFRS. & JOBBERS

Get the most varied selection of attractive, quality

BROWSER DIVIDER CARDS

from LE-BO

In any title of your choice. Available hot stamped, embossed or silk screened. Black fibre board or black or white washable plastic.

Contact

LE-BO PRODUCTS CO., INC.
33-59 Vernon Blvd.
Long Island City 6, N. Y.

MISCELLANEOUS

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3535 Daniel Crescent, Baldwin Harbor, N. Y. ch-np

RECORDS—45 RPM; TIME 1:40. "MY Love Letter Came From Paris," written by John W. Hansen. Artist, Sonny Marcell. Other side "I Love My Little Red Nose Rabbit the Best." Voice and piano music \$1.10 each. Write to John W. Hansen, Hansen Songs, P. O. Box 1001, Bergenline Station, Union City, N. J. Sold in U. S. only.

PUBLICATIONS & SERVICES

PROGRAMMING IDEAS

Over 125 outstanding contests, comedy, promos, games and ideas are contained in a valuable new book for progressive radio program directors.

Now available from RSI (a division of Billboard) for \$5.95 each post-paid.

"PROFESSIONAL PROGRAMMING VOL. 1"

by DICK STARR and BOB HARRIS
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ARGENTINA

MICROFON RECORDS

The most aggressive record company in Argentina

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- Audio Fidelity (U. S. A.)
- Durium (Italy)
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AND NOW!

Cadence — Coral — Brunswick — Everest — Chancellor — Canadian-American — Prestige.

MICROFON ARGENTINA SRL

Lavalle 1759, 5 Piso
Buenos Aires, Argentina

Say You Saw It in Billboard

DISK DEALS FOR DEALERS

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

DEUTSCHE GRAMMOPHON—Started Oct. 17. Expiration Nov. 30.

All multiple sets, DGG and Archive, mono and stereo, 15 per cent discount. Select group of seasonal records also included. Contact your distributor.

GNP CRESCENDO—Expiration date indefinite. Started Jan. 1, 1964.

The 600 series—buy five, get one free. Regular series—buy nine, get one free.

GATEWAY—Expiration indefinite. Started March 13, 1964.

Two free records for every 10 purchased in series 1100, 1200, 1400, 1600. One free record for every 10 purchased in series 2000, 7000, 8000, 9000, with the exception of 9001 and 9003; buy 10 get two free.

DOOTO—Expiration indefinite. Started May 23, 1964.

Buy five, get one free on all Comedy Records.

FOLKWAYS—Expiration indefinite. Started July 7, 1964.

Eight pre-packed units (10 records per pack), one pre-pack free with purchase of five pre-packs, rest of Folkways catalog at 12½ per cent additional discount.

GATEWAY—Started Oct. 5, 1964. Expiration date indefinite.

Two free records for every 10 purchased on entire LP catalog.

ARHOOLIE RECORDS—Started Sept. 1, 1964. Expiration date indefinite.

Distributor receives two free with every 10 bought on new product, one free with 10 on catalog items.

Phono Sales Dip, Consoles Up

WASHINGTON — Distributor and factory sales of portable and table model phonographs were down and sales of console phonographs were up during the month of August, Electronic Industries Association's Marketing Services Department reported last week.

Distributor sales of portable table models for August amounted to 260,702 units compared to 283,061 for August, 1963. Sales of portable table models for the first eight months of 1964 totaled 1,434,325 compared to 1,617,431 for the same period in 1963.

Distributor sales of consoles totaled 134,051 in August com-

pared to 124,287 in August, 1963. January-August sales of consoles totaled 894,092 compared to 848,368 units for the corresponding period in 1963.

Factory sales of portable table models totaled 293,319 in August compared to 300,661 units in August 1963. Portable table model sales for the January-August period of 1964 totaled 1,538,878 compared to 1,722,269 units for the same period in 1963.

Console factory sales for August totaled 140,699 compared to 125,779 in August, 1963. January-August totals for 1964 were 892,942 and 935,517 units in 1963.

Cole Bought By Philco

PHILADELPHIA — Philco Corporation has bought all the capital stock of its Portland, Me., consumer products distributor, the C. B. Cole Company.

The sale was announced last week by Armin E. Allen, Philco's Consumer Products Division general marketing manager, and C. B. Cole, his firm's sole stockholder.

The Cole Company will be managed by Harry Recker, general manager of Philco Distributors, Inc., Boston. The firm will continue to operate in Portland.

Jensen Has New Catalog

CHICAGO—Home entertainment merchandise offered by the Jensen Manufacturing Company is now listed in a new 24-page catalog.

The latest Jensen stereo and monaural high-fidelity loudspeakers, headphones, private stereo listening, speaker components and speaker system kits for customizing or economizing are fully illustrated, described and priced in the two-color book.

The catalog may be obtained from Jensen Manufacturing Company, 6601 South Laramie Avenue, Chicago.

Profit Dip At Allied

CHICAGO — The first loss since 1932 was reported last week by Allied Radio Corporation.

For the year ending July 31, the firm lost \$532,191, according to Chairman A. D. Davis and President William E. Cowan.

They attributed the profit decline to recent difficulty involving delinquent credit accounts, with earnings hit hard by bad-debt write-offs.

Regency, Inc. Buys Metrotek

CHICAGO — Regency Electronics, Inc., of Indianapolis has purchased 95 per cent of the stock of Metrotek Electronics, Inc., a Raleigh, N. C., communications equipment manufacturer.

Dwayne Berner, president of Regency, said Metrotek, producer chiefly of citizens' band transceiver equipment, will operate as a separate subsidiary of the Indianapolis firm and will retain its name and product line.

Two new models will be released by Regency Oct. 1: the Mustang, with six-crystal transmit and receive position plus vernier tuning (\$74.95), and the Pacer, with eight-crystal position plus vernier tuning with spot switches, illuminated meter and AC/DC power supply (\$99.95).

To My Close Personal Friend, Sammy Davis:

May You Break All Records On The Stage With "Golden Boy," As You Always Do On The Stage Of The Elmwood Casino

AL SIEGEL
Elmwood Casino
Windsor, Canada

BULK VENDING news

Logan Vending to Handle Gold Medal in Midwest

CHICAGO—Appointment of Logan Vending, Inc., as Midwest distributor for Gold Medal Products Company was announced last week by J. C. Evans, Gold Medal vice-president.

The Chicago distributor will handle Gold Medal's two popcorn machines, two all-purpose

machines and two hosiery vendors.

Logan Vending, operated by Jack Nelson, is also the regional outlet for the Victor Vending line, Leaf Brands and Ring Master Charms.

Loot Machines In Vt. Plant

WINDSOR, Vt.—A bogus repair man who opens vending machines with duplicate keys is being sought by police in this area.

The search started after a weekend theft at the Goodyear Tire & Rubber Company plant here, where Saturday morning third shift workers saw a "man in uniform" opening the coffee and milk machine.

Since the intruder looked the part, the workers accepted his explanation that he was "working on the machine." His "work" netted him an undetermined amount of change, it was reported.

Monster Faces At NAMA Show

NEW YORK — Monster Faces are featured among new items being shown at the National Automatic Merchandising Association convention in Chicago this week by Karl Guggenheim, Inc., partners Bob Guggenheim and Fred Loewus.

Designed for use in 10-cent capsules, four different Monster Faces have been prepared. They are placed over two fingers and movement of the fingers produces various degrees of distortion.

Among the new penny items are cats and dogs that have movable eyes that pop out when the animal is subjected to a quick motion.

OPERATE DIME? CAN'T AFFORD NOT TO: P-K

CHICAGO—Can you afford not to operate dime capsule machines? According to Penny King, you can't, and here's why. The Pittsburgh charm manufacturer claims the operator has a gross profit of \$10.75 on each empty and if he has six empties per year, his gross profit will be \$64.50. "Locations for dime vending are easy to find now," Penny King claims. "We predict that in one year they will be as hard to find as 1-cent ball gum and charm locations are now."

Penny King Bows Vender Has Panels--No Globe

CHICAGO—A new "all-purpose" bulk vending machine with glass panels instead of a globe was introduced by Penny King at last Sunday's National Vendors Association mid-year meeting in the Sheraton Blackstone Hotel.

The Penny King machine is similar in construction to the Atlas AM-800 vender, except for the glass panels. These can be fitted individually into chrome frames, eliminating the need for costly globe replacement in the event of breakage.

The machine holds 250 capsules plus a display front. It'll also hold 11 pounds of 210 count ball gum or 600 rocket charms. Body is white with red as an optional color.

Dime, nickel or penny mechanisms can be supplied with the same key as the top lock or with different keys. The separate top-lock key permits the operator to leave replacement merchandise with the location without opening the coin receptacle.

List price on the new machine is \$18.95. Penny King is also offering a combination merchandising package which includes the machine and a variety of fills.

A dime capsule deal offers the machine with 300 capsules for \$22.50, compared with a list for the two items of \$28.55. The vender and 600 Eureka capsules (5-cent) listing at \$28.80 are also

offered at \$22.50, as are the machine and 600 rocket assortment capsules (5-cent), listing at \$28.80.

Mixes

Penny King also showed five nickel mixes and 10 dime capsule mixes. The 5-cent capsules included a Eureka (assortment) mix, flies and butterflies, rings, Blue Chip (former dime items) and pin-on capsules (brooches, mouse pins, devil heads and the like).

The dime capsule items include trolls, hairy creatures, rings, watch chains, jewelry,

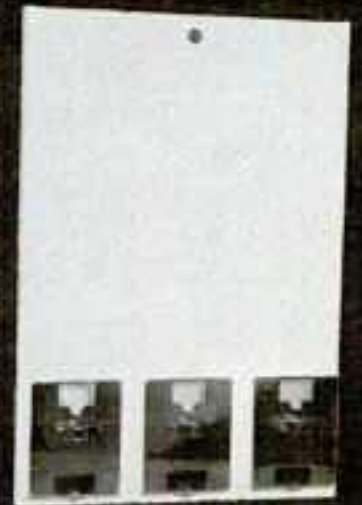
Beatle records, key rings and High Jinx (skeletons, mummy heads, white rats and others).

SANITARY VENDORS



PM-DUO

RECESSED ACE LOCK
BAKED ENAMELED CABINET
CHROME MECHANISMS



PM-TRIO

Compact Rugged Construction. Any Combination of 25c and 50c Coin Mechanisms. Clutch Handles. Adjustable Hoppers. Write for Prices.

We also carry a complete line of Acorn Gum vendors, gum, charms, capsules, etc.

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VICTOR'S

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

Attend NAMA Show

NEW YORK—Attending the National Automatic Merchandising Association Convention in Chicago this week are George and Sidney Eppy of Eppy Charms, Inc.; Paul Price, Paul Price Company, and Bob Guggenheim and Fred Loewus, Karl Guggenheim, Inc.

These charm manufacturers, who left Friday (16) for the convention, were preceded by Moe Mandell, head of Northwestern Sales and Service, Thursday (15).

Eppy Shows New Charms

NEW YORK—Eppy Charms, Inc., displayed several new items at the NAMA show here this week, among them a 10-cent capsule with Hiawatha with a feather in her hair, a Golden Lucky Buddha with a black ebony-type base and a Tiger Tail, the last-named being the first designed to fit into a capsule. It is six inches long and has a string to facilitate attachment to cars and bicycles.

The firm also has a number of new penny items, including an Ivory Buddha, Trick Milk Bottle, Musical Drum, Bongo Drums and a series of 36 President Portrait charms, each featuring the picture of one of the U. S. Presidents and identifying him by name and the order in which he held the Presidency.

Eppy said that production had been started on a Dwarf Leprechaun for 10-cent capsule use.

when answering ads . . .

Say You Saw It in Billboard



VICTOR'S NEW TOPPER "66"

Now Vends Capsules **\$15.50** ea.
LOW, LOW PRICE

The most durable and dependable machine ever built. New and attractive design. Vends "V" capsules at 5c, 10c or 25c. Also vends 210 and 100 size gum. Machine specially designed to accommodate new, attractive styrofoam display panel.

NEW CASH BOX

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

NEW VICTOR CAPSULES

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

"V" Capsules . . . \$ 4.50 per M (5M Lots)

"V-1" Capsules . . . \$ 8.00 per M (5M Lots)

"V-2" Capsules . . . \$13.50 per M (2M Lots)

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

Write, Wire or Phone For Low Quantity Prices

"LEADER IN BULK VENDING FOR 20 YEARS"

LOGAN DISTRIBUTING, INC.

1850 W. Division St., Chicago, Ill. 60622

Area Code 312—HU 6-4870

VICTOR'S NEW TOPPER "66" \$15.50 ea.
Now Vends Capsules

The most durable and dependable machine ever built. New and attractive design. Vends "V" capsules at 5c, 10c or 25c. Also vends 210 and 100 size gum. Machine specially designed to accommodate new, attractive styrofoam display panel.

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

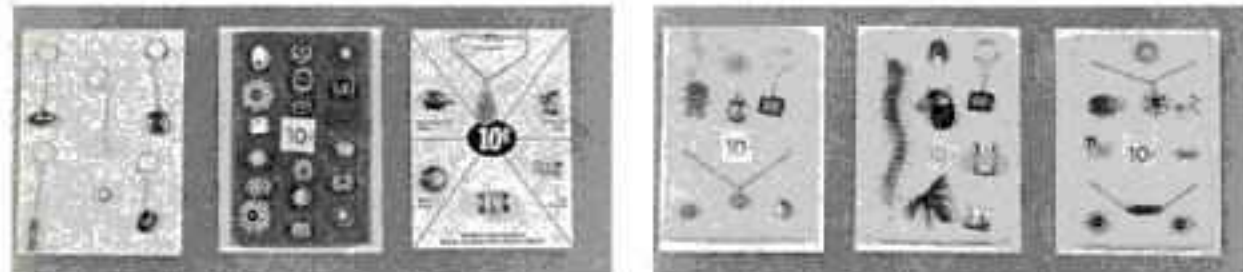
NEW VICTOR CAPSULES. Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.

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

Styrofoam Display Front (without merchandise) for new Victor Topper "66." Ea. 10

GRAFF VENDING SUPPLY CO., INC. 2817 W. DAVIS ST. DALLAS, TEXAS

Guggenheim Shows Six New Capsules



SIX NEW CAPSULE MIXES were introduced by Karl Guggenheim, Inc., in Chicago last week. Packed 250 per bag with free display sign, the mixes are priced as follows: Quality—\$9.50; All key ring—\$10; Ring—\$8; Boy's—\$8; Trolls and trinkets—\$8; Leader—\$8. The Quality mix display has a special printed background, while the others are mounted on polyfoam and covered with Clear-View Blisters.

Tennessee Ops Hold Meet

nessee Bulk Vendors Association met this week (20) for dinner and a business session at Ber-

retta's Italian Restaurant, 2291 Airways.

President C. D. Gill, owner of Gill Vending Company, invites any bulk operator in Memphis or West Tennessee to join the association, which meets the third Tuesday of each month.

Initial fee is \$5 and monthly dues are \$1 per member. Aims of the group are to resist unfair, discriminatory and confiscatory legislation; upgrade standards of the business, and exchange information on common problems.

Other officers are Robert Roll, vice-president, and Leonard Robbins, secretary-treasurer. New officers will be elected at the December meeting and be installed in January.

New Payout

COLOGNE — Luchs-Apparatebau GmbH of Cologne is putting a new payout, VARIANT, on the European market. The game has three cylinders offering a variety of winning number combinations.

VARIANT was designed and is being manufactured for Luchs by Guenter Hiltgens, who is rounding out 25 years as a coin machine manufacturer. Hiltgens specializes in the customs production of coin-operated equipment, permitting operators to give expression to ideas for equipment they believe specially suited to their locations.

Capsules Up Sales For Mid-South Ops

MEMPHIS — Collections on 5-cent and 10-cent capsule charms in Memphis and the Mid-South has increased tremendously in recent months and operators are expanding more and more into that field.

Jimmy Wilkie, veteran operator, estimates sales in charms, which have grown steadily in recent years, has doubled in the past 18 months.

While penny gum remains the "backbone of the industry,"

Bulk Banter

MEMPHIS

Memphis and Mid-South operators and distributors who attended the National Automatic Merchandising Association convention in Chicago, Oct. 17-20, included:

Memphis: **George Sammons**, president of Sammons-Pennington Co.; **Charles Pugh**, Automatic Retailers of America; **Ernest Wessels**, Bluff City Cigaret Service; **Leonard Robbins**, American Vending Co.; **Louis Barsotti**, O. J. Barsotti, & Co.; **J. Tunkie Saunders**, Automatic Canteen Co.

Mid-South: **Robert Kirspel**, Kirspel Vending Co., Little Rock, Ark.; **Andrew Cassinelli**, Little Rock Cigaret Service, Little Rock; **Albert Ajax**, Ajax Vending Co., Corinth, Miss.; **J. Earl Gill**, owner, and **Fred Smith**, service manager, Gill Vending Co., Hot Springs, Ark.

Frank Perot, Frank's Vending Service, Newbern, Tenn.; **Paul Mauceli**, Paul's Novelty Co., Greenville, Miss.; **Lee Thompson**, Tri-State Vending Co., Marianna, Ark.; **Pat Allen**, Pat Allen Cigaret Service, Texarkana, Ark.

Mr. and Mrs. Russell Wiener recently made a trip to Europe. Both had been twice before, but it was the first trip for them together. They flew from Memphis to Atlanta then to London, where he had some business and they bought some antiques. Then to Paris and other European highlights for three weeks before jetting home. He is vice-president of the Donruss Co., which manufactures ball gum for vending operators.

Robert Roll, Roll Vending Co., was seen playing his coin-operated pool game at Riverside Golf Course with golf pro **Justin A. (Rocky) Reed**. Both have become quite proficient. . . **Jimmy Wilkie**, Wilkie Vending Co., and his wife recently visited St. Louis, where Mrs. Wilkie has relatives.

C. D. Gill, Gill Vending Co., largest bulk vending operator in the Mid-South, likes to spend good weather weekends boating and fishing at his cabin on Snow Lake near Holly Springs, Miss., about a 50-mile drive from Memphis. . . **Alvin L. Waller**, Memphis Vending Co., has expanded from bulk vending into coffee vending.

E. F. Flippin, Flippin Vending Co., has grown into the largest peanut machine operator in the Mid-South. He has been adding peanut machines lately to his already large route. He also operates several hundred penny gum machines.

novelty charms are a big added asset to it with their growing popularity. Most popular in this area in recent months has been Beatle buttons and trolls, little dolls with hair which looks something like a monkey.

Wilkie believes the reason for the big increase in capsule sales is two-fold: General economic prosperity, and better quality of merchandise now than previously.

Announcing the first and newest NORTHWESTERN



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

BIRMINGHAM VENDING COMPANY
520 Second Ave., North Birmingham, Alabama
Phone: FAirfax 4-7526

Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING



Try one . . . Learn why other operators find the SUPER 60 their favorite capsule venter.

Getting the Northwesterner? It's a new magazine. Ask to get on our mailing list. It's free!

WIRE, WRITE OR PHONE

Northwestern CORPORATION
2044 E. Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

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

NAME.....
COMPANY.....
ADDRESS.....
CITY.....

Fill in coupon, clip and mail to:

BITTERMAN & SON
Member National Vending Machine Distributors, Inc.
4711 E. 27th St. Kansas City 27, Mo.
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We handle complete line of machines, parts & supplies.

You count more with OAK!



MANUFACTURING COMPANY, INC.
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MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢ \$14.50
N.W. Deluxe, 1¢ or 5¢ Comb. . . 12.00
N.W. 10-Col. 1¢ Tab Gum Mach. 18.00
N.W. Model #33, 1¢ Porc. Con-
verted for 100 ct. B.G. 6.50
Atlas 1¢ & 5¢ 100 Ct. Ball Gum. 12.00
Mills 1¢ Tab Gum 12.00
Acorn 8 lb. Globe 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$.73
Pistachio Nuts, Jumbo Queen, White66
Pistachio Nuts, Large Tulip71
Pistachio Nuts, Vendor's Mix68
Pistachio Nuts, Sheik, Red63
Cashew, Whole82
Cashew, Butts79
Peanuts, Jumbo48
Spanish32
Mixed Nuts57
Baby Chicks35
Rainbow Peanuts32
Bridge Mix34
Boston Baked Beans32
Jelly Beans32
Licorice Gems32
M & M, 500 ct.48
Hershey-ets47

Rain-Blo Gum, 72 ct. \$.32
Malt-ette, 100 ct., per 10035
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.32
Rain-Blo Ball Gum, 100 ct.34
350 lb. minimum, special on all 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
Minimum order, 25 Boxes, assorted.
Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

on the New Northwestern SUPER SIXTY



This capsule venter is truly the most accurate on the market.

Handles all size capsules without "skipping," breaking or crushing.

Gold decorative front panel. Mammoth capacity.

Available with 5c, 10c or 25c Mechanisms

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL

446 W. 36th St., New York 18, N. Y.
L'ONGacre 4-6467



SPECIAL!
FOR \$22.50
We Will Give You **ONE NEW 5¢ ACORN JUMBO CHARM VENDOR**
PLUS 600 JUMBO ROCKET CHARMS
Rush 1/3 With Order, Bal. C.O.D.
MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.
J. SCHOENBACH
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.
715 Lincoln Place, BROOKLYN 16, N. Y.
PResident 2-2900

VICTOR'S NEW TOPPER "66"
Now Vends Capsules **LOW, LOW PRICE \$15.50 ea.**
The most durable and dependable machine ever built. New and attractive design. Vends "V" capsules at 5c, 10c or 25c. Also vends 210 and 100 size gum. Machine specially designed to accommodate new, attractive styrofoam display panel.
NEW CASH BOX
Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.
NEW VICTOR CAPSULES
Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.
"V-1" Capsules \$ 4.50 per M (5M lots)
"V-1" Capsules \$ 8.00 per M (5M lots)
"V-2" Capsules \$13.50 per M (2M lots)
STYROFOAM DISPLAY PANEL FOR VICTOR TOPPER 66 NOW AVAILABLE.
Write, Wire or Phone
H. B. HUTCHINSON, JR.
Southeast Distributor for Leaf Brand Gums
1784 N. Decatur Rd., N.E., Atlanta 7, Ga. DR 7-4300.

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

NAME.....
COMPANY.....
ADDRESS.....
CITY.....

Fill in coupon, clip and mail to:
KING & COMPANY
2700 W. Lake St. Chicago 2, Ill.
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COIN MACHINE news

MOA Scores With Giant Conclave

Clinton Pierce Named Prexy At MOA Meet



CLINTON S. PIERCE

CHICAGO — Clinton S. Pierce, grand old veteran of the coin machine industry, was last week elected president of Music Operators of America as that association staged its most successful convention in years.

Pierce immediately labeled copyright legislation as the industry's chief problem and pledged a vigorous fight against such measures.

"MOA will continue to battle for operators' rights," the new MOA prexy said in an exclusive Billboard interview.

Name Committee

Pierce said that a blue ribbon legislative committee would be appointed before the convention was concluded. Specific methods of combatting copyright laws would be the responsibility of this committee, the new president said.

Pierce also said that MOA is in the best position it's been in in years—if not ever. He attributed this to the support MOA has received from "all segments of the industry."

He further singled out for accolades J. Harry Snodgrass, past president and retiring board chairman; Lou Casola, former secretary and retiring president; and Fred Granger, managing director.

The new MOA executive team is essentially the same as has led the association for the past year.

Same Team

John Wallace, Oak Hill, W. Va., was re-elected secretary. Jim Tolisano, St. Petersburg, Fla., was re-elected treasurer. Ted Nichols, Fremont, was returned to his sergeant at arms post.

J. Harry Snodgrass, Albuquerque. (Continued on page 62)



SYMBOLIC OF THE NEW SPIRIT OF CO-OPERATION between MOA and ROSA was this pre-convention meeting by the directors of both groups. MOA managing director Fred Granger said the presence of one-stop owners was a key factor in the large record company exhibitor turnout this year.

George Miller Cites Health For Retirement

Continued from page 1

time when the association he helped found was facing what many feel to be the dawn of a new era.

Last week's convention was undoubtedly the most successful in years. Not too long ago, the industry was all but counting the group's last breath.

But last week, the trend was obviously reversed.

Convention Sold Out

MOA's 1964 total of 57 exhibitors and 110 booths making the convention a sellout is impressive, but doesn't tell the complete story.

This year's show had the wholehearted support of virtually every segment of the coin machine and music industry. All four juke box manufacturers, virtually every major amusement game manufacturer, over a dozen record companies—including all majors—and assorted suppliers and allied industry members were in attendance.

Several State associations held meetings in conjunction with the conclave, as did Record One Stop Association, the one-stop owners' group, and National Coin Machine Distributors Association, the coin machine distributor group.

One Stop Alliance

The presence of the one stop owners was credited by many with helping to bring the record companies into the conclave, and talk of further cooperation between these two groups made an alliance in the future a not-unlikely prospect.

The presence of all the diskeries added an excitement factor that has been conspicuous in recent conventions by its absence.

Some dozen recording artists promised to make the big wind-up banquet Friday (16) evening a fitting climax to the week's schedule of business.

Although no attendance figures (Continued on page 59)

Denver Unveils Contract Tips; Urges Arbitration

CHICAGO — A copyrighted location contract used in conjunction with a chattel mortgage has saved New York operators several hundred thousand dollars over the past few years, a prominent Brooklyn coin machine figure said here last week.

Al Denver, a panelist at Music Operators of America's second business forum Wednesday (14) morning, also told some 100 operators that arbitration

agreements were saving the industry countless hours and dollars.

"Previously, a contract breach had to be pursued in the courts—a process that could take years," Denver said. "Now operators are able to settle grievances in a relatively short period of time."

Essential Today

Denver, along with panelists Lou Casola, Rockford, and J. Harry Snodgrass, Albuquerque,

told operators that location contracts were an absolute essential in today's business world.

Casola noted that Rockford banks would refuse to advance operators money without contracts as security. He said his firm had used the bank's letter of request as evidence to the location owner that a contract was needed.

"It's just a matter of getting the location accustomed to the (Continued on page 64)

Ops Eye Selves Critically; Forum Debates Vending Trend

By RAY BRACK

CHICAGO—A strongly opinionated assembly of operators and other industry figures enlivened the kick-off forum of the Music Operators of America convention last Wednesday (14) with a candidly self-critical look at antique business methods in light of the trend to diversification.

The keynote for the session was sounded in an introductory statement by Mort Secore, Chicago Dynamics executive, one of the three panelists.

"Diversification is more than buying equipment and setting it up in a location," Secore asserted. "This may have been true of old, but not today. The operator must now be an astute businessman, with sound business practices and the best equipment. He must merchandise skillfully and promote tirelessly."

Outlines Formula

Arizona operator J. Harry Snodgrass, forum moderator,

who entered vending with cigarettes and now has a full vending line, outlined the formula for diversification success.

"The vending operator has to be a good businessman. Close inventory control is vital. Vending operators nationally on the average net 4 per cent profit after income taxes. Careless business practices eat that slim profit up rapidly."

Panelist Dave Howle, Rock-Ola Manufacturing Company, also emphasized sound business practices as the key to vending success and predicted that eventually all operators, much to their advantage, will diversify.

And panelist John Trucano, a South Dakota operator with an extensive vending enterprise, traced the development of his business through the installation of cigarette machines in bars in 1957 to his formation of a separate full-line vending corporation in 1962. As other panelists, he stressed the importance of sound business practices.

The operator wishing to diversify may be wisest to begin with cigarettes, the forum advised, because he already has equipment (Continued on page 58)



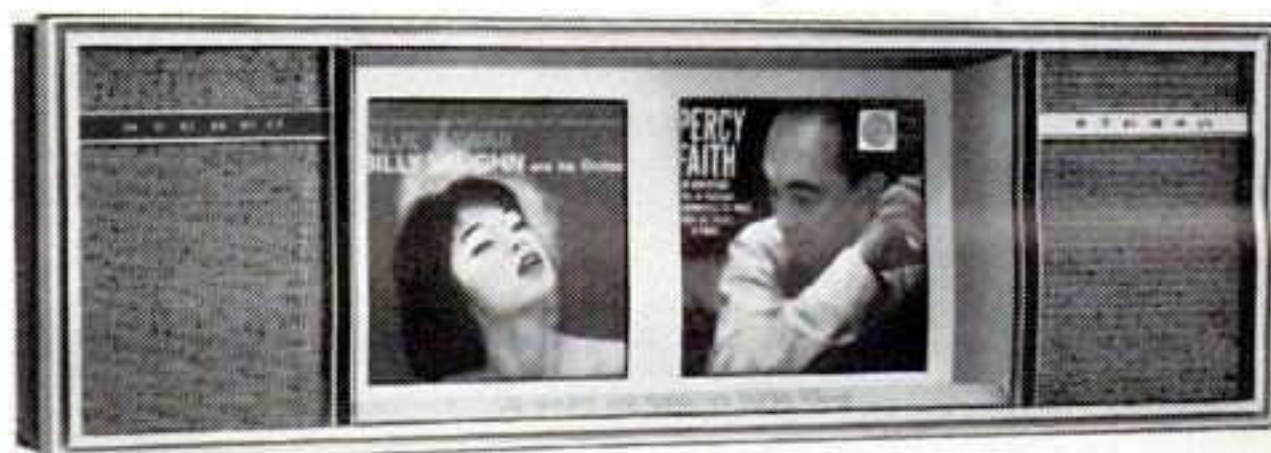
DIVERSIFICATION PANEL participants take the platform for an opening day forum attended by some 75 coinmen. From left to right: Mort Secore, Chicago Coin; Dave Howle, Rock-Ola; Harry Snodgrass, panel moderator, and John Trucano, South Dakota operator.

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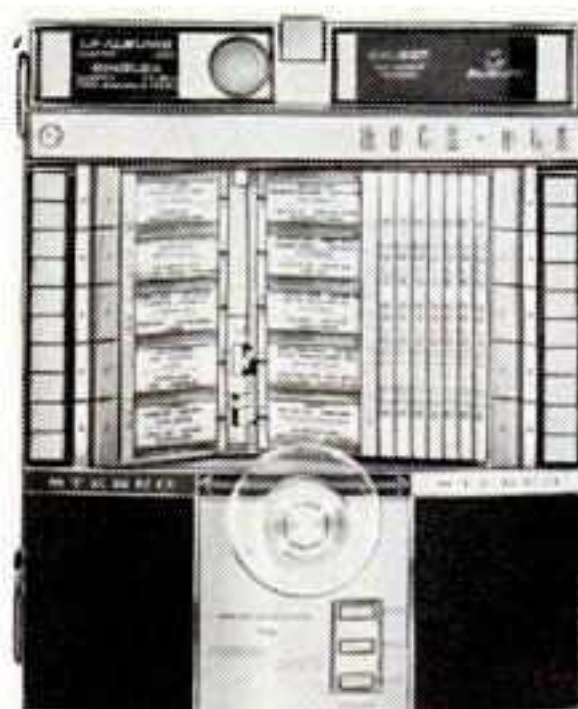


Model 424

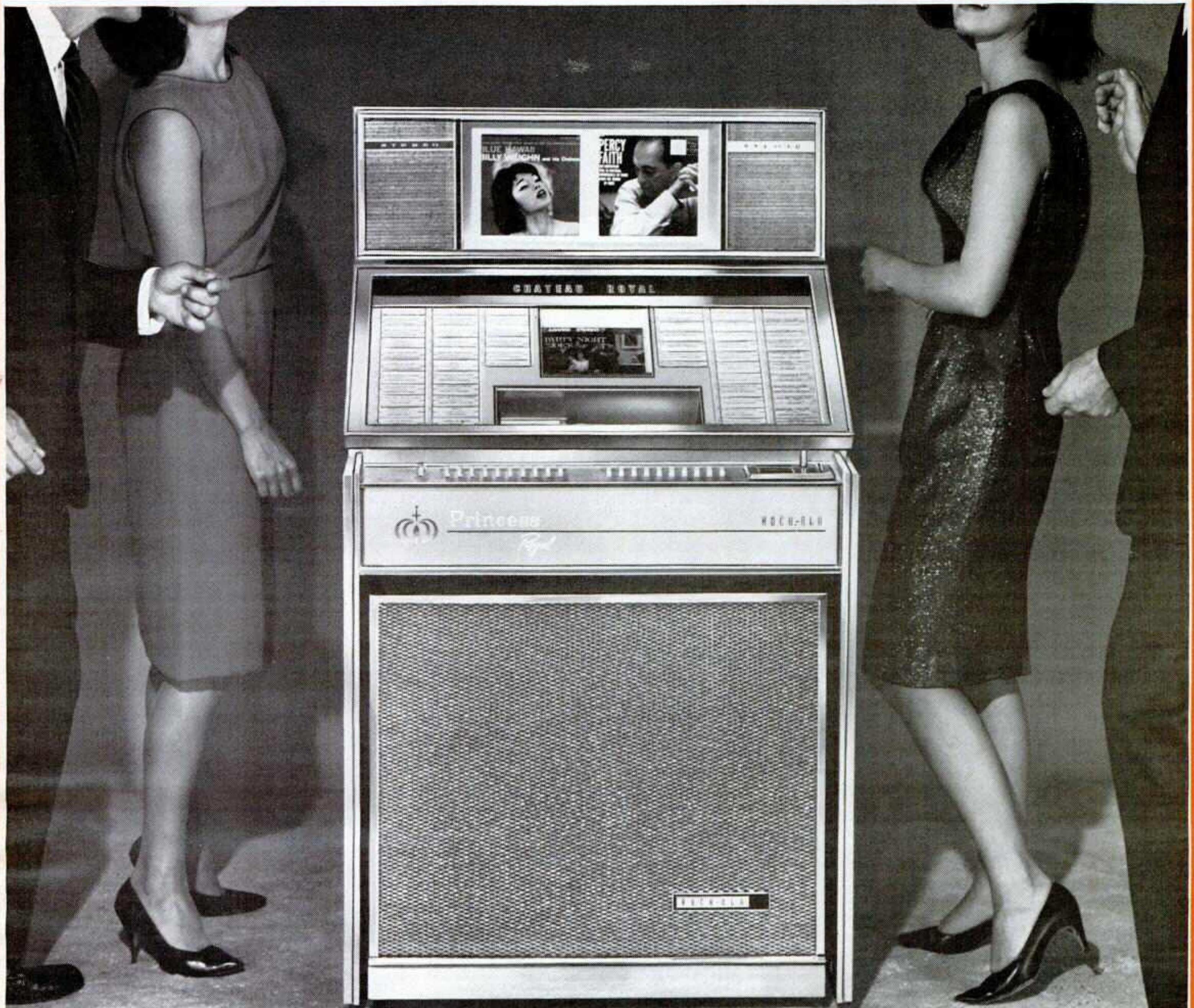
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'Don't Be Taxed to Death', Warns Solon

CHICAGO—New York State Sen. Thomas Laverne (R., Rochester) hit the emotional keynote of last week's Music Operators of America convention when he said the coin machine industry would be "taxed to death" unless it immediately adopted a "Chamber of Commerce attitude toward its business."

"One of the things the Chamber of Commerce doesn't do is pay money or simply make philanthropic donations," Laverne said.

The industry needs statistics to show it is big business—it needs public relations—and above all, it needs the active participation of operators throughout the country, the upstate New York congressman said.

Ops Cheered

Laverne, a dynamic and forceful speaker, had operators cheering on their feet at the conclusion of his speech during last Thursday (15) morning's regularly scheduled membership meeting. President Lou Casola immediately called a recess permitting members to overflow the lobbies, discussing the senator's suggestions.

A film on public relations, presented by Henry Leyser, Oakland, an MOA vice-president, immediately following the recess, was a timely follow-up.

Laverne, who is an attorney for a baker's dozen of New York operators, noted that the coin machine industry grew under "shadowy circumstances" which were now gone, but that operators were still "doing business from their back pockets."

Employment Problem

He said operators had trouble getting good employees because people didn't think the coin machine industry was worth being associated with.

He said the operators' poor image was especially harmful in legislative battles. Legislators

have no respect for operators—they don't feel the operator is a legitimate businessman, Laverne said.

"You have to have the facts to show officials what you really are. There is a constant shortage of tax dollars, and the operators will always be the pigeons because they are so poorly organized," Laverne told his audience.

The congressman urged cooperation between State groups. The coin machine industry should also tie its efforts in with such business groups as restaurant owners, amusement park managers and storekeepers, he said.

Outlines Program

He recommended that operators consider a program:

1. "Organize at all levels—MOA needs someone to deal with in all localities.

2. "Have a complete economic study made of the coin machine industry by a professional organization. Be prepared to give industry statistics in terms the public will understand. Talk about how many jobs the coin machine industry represents, how many people, its gross volume, total man hours of work involved and perhaps most important, the significance of the coin machine industry to its community.

3. "Have a study made of individual State laws. Be prepared to give comparisons. Have laws classified."

Skeletons in Closet

The New York legislator and attorney said he had been warned by colleagues against representing coin machine people because of "skeletons in the closet."

Maine Holds Sunday Liquor Sales Debate

AUGUSTA, Me.—Juke boxes undoubtedly would get a bigger weekend play if Vacationland, Inc., succeeds in its new move to legalize Sunday liquor sales in Maine.

It has been reported that the group of Maine businessmen, with heavy financial backing, is launching a major campaign for passage of the Sunday liquor sales bill.

However, as in the past, there is expected to be considerable opposition to the proposed legislation, particularly from religious leaders. Rev. Benjamin C. Bubar, superintendent of the Christian Civic League, has already challenged the proposal with an offer to debate the issue with "any and every licensed retail liquor dealer in Maine."

Vacationland, Inc. officials

stated they advocate Sunday liquor sales because the issue "deals directly with the economy of the State and the tax burden carried by every citizen."

State Rep. Ernest D. Smith, of Strong, an outspoken opponent of Sunday liquor sales legislation, has proposed a referendum on the issue stating, "if the people of Maine want it, we who oppose it will shut up, and if they don't want it, I hope those men who are for it will shut up."

Gov. John Reed, who once vetoed a Sunday liquor sale bill, has stated that he now has an open-minded attitude and will not comment further unless a measure is presented to him for his approval.

He said it's time people got over these feelings.

"When a new bill is proposed, don't ask legislators how much it will cost the coin machine industry—give them facts and figures about your business, show them why such legislation would be inequitable," Laverne said.

He chided the industry for always being on the defensive, "whether on legislative, tax, copyright matters or whatever. You must cease being defensive and become members of your community. You must for your own preservation," Laverne concluded.

Ops Eye Selves

Continued from page 55

in bars, the ideal location for cigaret machines.

The direction of the discussion then turned to the subject of commissions and loans, with panelists and audience alike expressing strong opinions.

Said Trucano: "The American Merchandising Association reports that the average vending commission payed to locations is 8.35 per cent. In my operation we use a flexible scale. If the location sells a lot, I pay a lot. If the location sells a little, I give them a smile."

"Don't give away your profits," warned Dave Howle. "You don't have to. Give quality, excellent equipment and good service."

Added moderator Snodgrass, "In vending you're usually dealing with businessmen who are battling a profit-and-loss statement. I show my location's a profit-and-loss statement each year, and I have less demands for higher commissions."

Even without diversification, the forum concurred, the operator can benefit greatly from improved business practices.

'DOLLY,' HIRT, CAPITOL WIN MOA AWARDS

CHICAGO — Louis Armstrong's "Hello, Dolly!" on Kapp was voted the best record of the year by Music Operators of America members. Al Hirt was named artist of the year and Capitol was voted the most consistent supplier of good records for the juke box trade.

Music Operators of America gave awards to the winners at its big wind-up banquet Friday (16) evening in Chicago's Morrison Hotel. Voting was by the entire MOA membership of close to 1,000 operators.

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Greater Southern Distributing Company
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says:



"With interchangeable parts in the Rock-Ola Princess Royal and Grand Prix Phonographs, servicing is a cinch!"

George Miller Retires Due to Health

• Continued from page 55

ures were available at press time. MOA Managing Director Fred Granger said the pre-convention estimates of from 800 to 1,200 operators would almost certainly be reached.

New Equipment

In addition to Rock-Ola's showing of its new Princess Royal phonograph, a surprising variety of new amusement equipment was unveiled (see separate stories) and a number of the record companies introduced new merchandising ideas aimed specifically at the juke box trade.

The Miller resignation marked a realignment in the association's operational procedures. Miller's legislative and insurance functions will now be handled in MOA's Chicago office under Granger's direction.

In placing MOA "on the crest of a wave," Granger nevertheless noted that the wave was "perishable," and the association had to continue to go forward or "drown in its own backwater."

He urged operators to make of MOA "what we all know is possible."

Close Call

Nick Allen, the association's Washington legal counsel, said the association had another successful year in defeating pending copyright legislation, but that this past year operators had their closest call ever.

He credited petitions which operators early this year asked location owners to sign, as a prime factor in defeating the ASCAP-backed bill.

"The proponents of the measure were so confident, they took so much time making their presentation, that they ran out of time," Allen said.

In delivering his farewell to the organization, Miller urged operators to continue their copyright fight and also to take a new look at their association insurance program, "which is on the borderline of being discontinued."

Insurance Trouble

He pointed out that MOA started with over 700 participating members and was now down to slightly over 400. According to insurance company rules, over 50 per cent of the association's membership is needed, Miller said.

He also noted that North American Insurance Company, which currently carries the MOA contracts, has asked to be relieved of the plan by Feb. 1.

Miller said North American was dropping the plan because payments were far in excess of premiums received. North American is the second insurance company to drop MOA's business since the insurance program was started three years ago.

The accolades to the retiring MOA chief, whose career was



GEORGE MILLER

sometimes stormy but always interesting, were numerous and touching.

Saved Millions

Snodgrass credited Miller with having saved operators some \$25,000,000 since he was in office. Casola said the figure was probably closer to \$25,000,000 per year.

In an obvious reference to Miller's sometimes skirmishes with various factions of the industry, Snodgrass said, "We

don't always agree with everything a man does—none of us go through life with a 100 per cent score for making people happy. However, I personally feel a great loss at his (Miller's) departure."

Casola introduced a motion that Miller be named "President Emeritus," and a member of the board of directors. It was carried unanimously.

Pierce called Miller a "great legislative representative, respected and listened to in Washington. No one has done more for our industry," Pierce said.

Miller Touched

Miller, obviously touched, said that "all organizations have to have a leader, but a leader can only go as far as his people will let him."

"I couldn't have done any of the things you mention here without the help and support of all MOA members," Miller said.

The association presented Mrs. Miller with a set of matched luggage in appreciation for her and Miller's contribution. Joe Silla, Oakland, escorted Mrs. Miller to the speakers' podium, while Al Denver, Brooklyn, a vice-president and himself a founder of the group, expressed an emotional thank you, kissing

Mrs. Miller on the cheek.

By this time, there was considerable wiping of eyes and blowing of noses.

California Assn. Founder

Miller has spent over 30 years in the coin machine industry. He founded the California operator group 33 years ago, was elected its first president and managing director, and continues in that capacity today.

He was president of MOA from 1950 to 1962, resigning to take over the group's legislative and insurance programs.

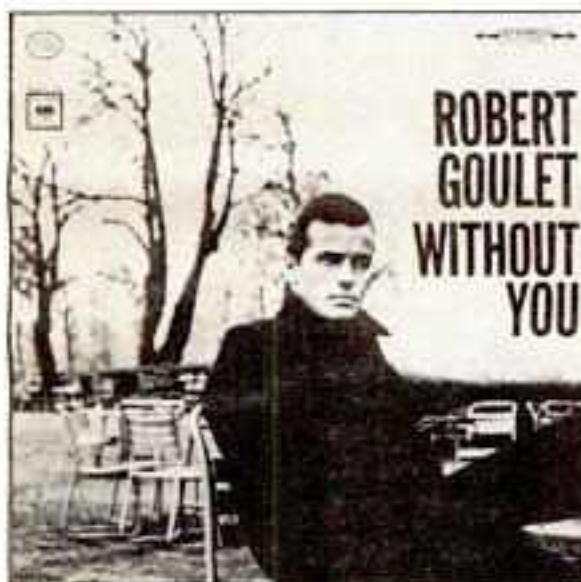
In addition to his coin machine work, he has been very active in California politics. He currently is a member of the Oakland Housing Commission, City Planning Commission and a member of the Alameda and Contra-Costal Counties' Small Business Administration.

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N. J. Coinmen Discuss New Tax Legislation

EAST BRUNSWICK, N. J.—Members of the New Jersey Council of Coin Machine Operators, meeting at the Brunswick Inn here Wednesday (23), discussed the impact of recent New Jersey legislation which requires municipalities to collect property taxes on all business machines, including juke boxes, games and vending machines.

Bill Cannon, president of the group, said that legal means of recovering part of these taxes would be studied.

Since the June meeting, the organization has been active in supplying information about new tax laws and helping three other associations, in addition to furthering the programs of the regional New Jersey associations and the Music Operators of America.

Sam Matty was elected a vice-president of the organization to succeed Rudy Leitgeb, who died recently. The next meeting was scheduled for Oct. 28.

Attending were Daniel Sylvester of the Garden State Association, Allan Walder of the Vending Guild, Sam Matty of the Tri-County Association,

Harry Witsen of the South Jersey Association; Raymond Uliase, council attorney, and Dick Steinberg, secretary-treasurer of the council.

Also present were Irving Morris, Irving Morris Distributors; Jim Ginsberg, Banner Specialty Company, and guest Lou Costa, Keyport Amusement Company. Costa was proposed as a member by Morris.

Scopitone Has Distributor In Albuquerque

ALBUQUERQUE, N. M.—Scopi-Sound, Inc., here has filed articles of incorporation listing \$250,000 authorized capitalization to distribute and operate Scopitone, an amusement device; to subfranchise other persons and firms to operate said device.

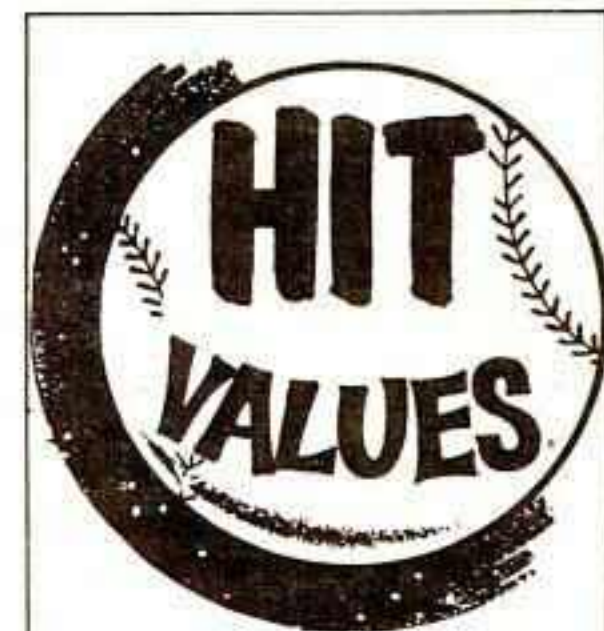
Leland B. Franks, 1020 Simms Building, has been named statutory agent in and for New Mexico. Incorporators include Hyland J. Brown, Leland B. Franks, Miriam J. Fidler and Joanna Wells.

No Ohio Laws Seen

COLUMBUS, Ohio—Legislation relevant to the coin machine industry appears unlikely during the special session of the Ohio General Assembly called by Gov. James A. Rhodes for Nov. 9.

The five matters slated for the lawmakers' attention have no connection with the coin trade, industry and legislative leaders reported last week.

A bill imposing a juke box tax, the receipts of which would finance aid to retarded children, failed to reach committee during the recently terminated 105th session of the State Assembly.



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Proto Shows V-Back Shuffle

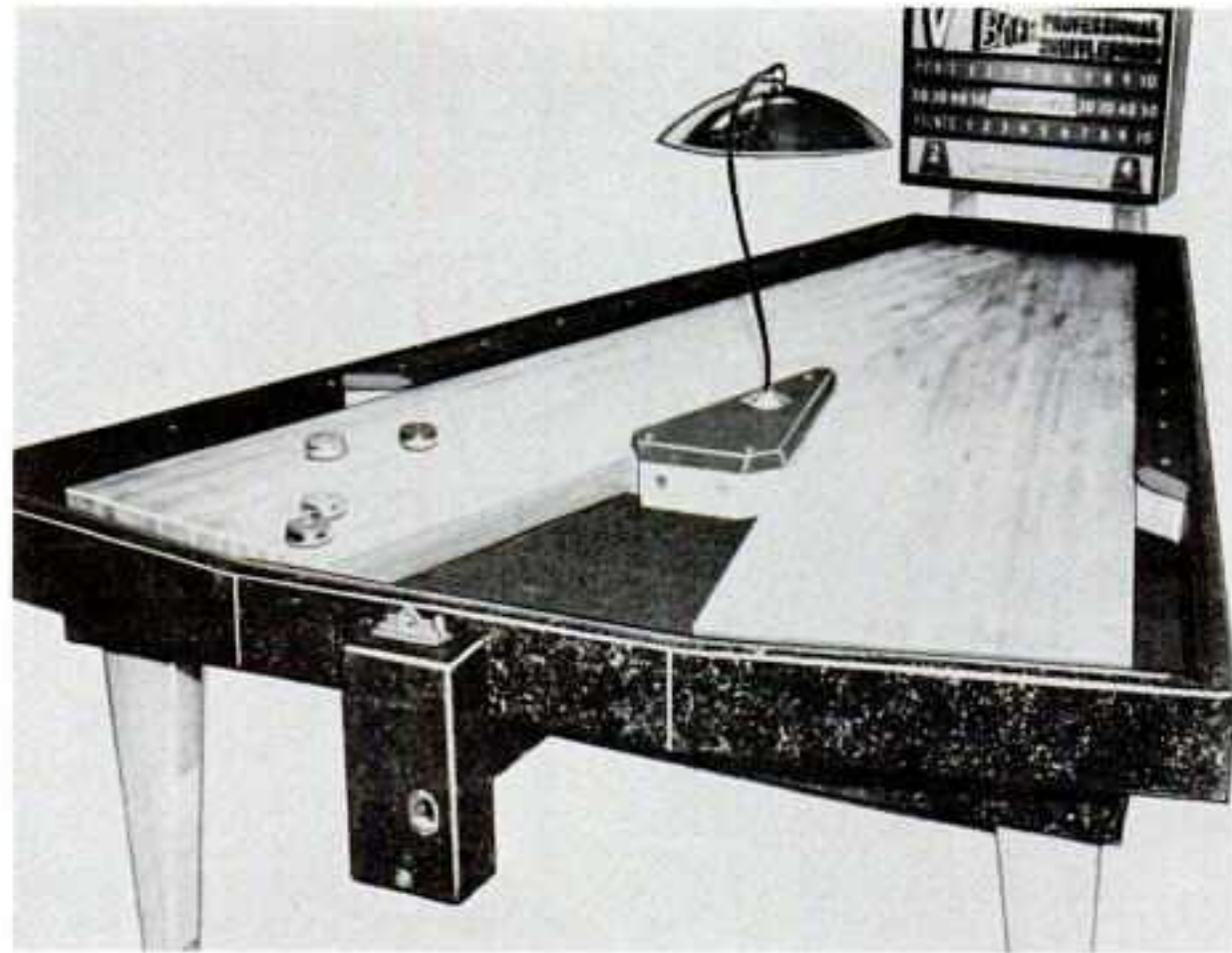
CHICAGO—A new concept in shuffleboards, Protocision Engineering's V-Back Professional Shuffleboard, attracted considerable operator interest at the MOA convention last week.

Departing from the standard straight-line shuffle design, Proto has constructed a compact, vee-shaped table which combines billiards and shuffleboard features.

Players shoot up one lane and the puck returns at an angle up the other lane, scoring on multi-bank shots. From one to four players can participate, changing sides after each round. Six game variations are possible.

Production of two models, one with a hardwood surface, the other with Formica, was begun early in October and shipping will begin late this month, according to Jerry Stein, Proto president.

The firm's entire Detroit plant will soon be converted to V-Back production, Stein reported.



V-BACK PROFESSIONAL SHUFFLEBOARD

Round Pool Rivalry: Four Are Introduced at MOA

CHICAGO — That newest shape in coin pool tables, the ellipse, appeared in the MOA convention exhibition area under four name brands, much to the surprise of many coinmen.

Displaying the revolutionary games were the Great Lakes Games Corporation, Elgin, Ill.; Bates Industries, Denver, Colo.; Round O' Pool, Inc., Denver, Colo., and Irving Kaye Company, Inc., Brooklyn, N. Y.

This novel approach to billiards was conceived by a mathematics whiz and pool buff named Art Frigo while working on a high school classroom project.

While in college, Frigo built a working model calling it "Elliptipool," and received considerable attention in national news media.

Basically, the game works on the principal that a ball traveling in a straight line across the point of ellipsis (marked on the table), will rebound from one cushion into the pocket. Also, any ball travelling in a straight line across the center point of the pocket hole will rebound from two cushions into the pocket.

San Antonio Asks Bids on New Spot

SAN ANTONIO — The city has called for bids on an amusement room-concession at the International Airport here.

The business will be operated in a room in the main terminal building.

The operator will be required to pay \$250 a month rent plus a percentage of his gross receipts. Such machines as bowling alley games, shooting machines and pinball machines will be permitted. The contract would begin Nov. 1.

Juke box business there was virtually no competition in the Leeds-Sheffield area. Today the situation has changed, but commissions still run about a third, compared with 50 per cent in the U. S. where the fight for locations is much keener.

According to Mrs. Smith, programming is one of the major problem faced by the firm. Record manufacturers aren't too good about sending review records, and the Smiths like to review their own disks and anticipate hits.

1,000-MACHINE ROUTE

British Auto Distributor Strikes Pay Dirt in Operating Phonos

NEW YORK—William Smith, who heads Music Hire Yorkshire, Ltd., one of England's largest juke box operations, returned this week to his home in Leeds after a quick inspection tour of American operating firms.

Smith, who was accompanied by Mrs. Smith, operates about 1,000 pieces of equipment in the North of England.

Music Hire's growth has been spectacular by any standard. Six years ago, Smith was partner in an automobile distributorship (Rootes and Renault) in Leeds.

One day he overheard a conversation between one of his salesmen and a customer. The customer wanted a custom station wagon of unusually large dimensions. The man was the local AMI distributor and he needed the vehicle to transport juke boxes.

When Smith told the customer that the price for the custom job would be high, he was told that "You can make more money in the juke box business than in the automobile business."

Smith called his bluff. He bought two machines on location, with the distributor providing the service. Collections were considerably higher than Smith had been led to believe.

In the next four months he bought another 16 machines under the same conditions. They were all winners.

Fertile Ground

Then he discovered that the city of Sheffield, an industrial center of about 500,000, had only two juke boxes. After a year of operation he worked a deal with his co-director in the automobile business, Austin Tushingham. Smith would run the coin machine business and Tushingham would sell cars.

After two years, when the operation grew to 200 machines, Music Hire York hire moved out

of the garage and set up its own headquarters.

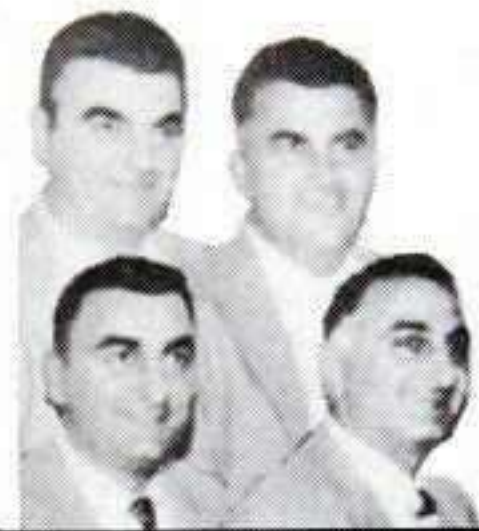
In 1960, the firm took over the AMI distributorship for the north of England. Today it has seven offices and 1,000 pieces of equipment, mostly juke boxes and some pinballs.

Performance right and other Mrs. Smith runs the office and reviews the records, programming for all locations. licensing fees are high—running to \$34 per juke box. However, no federal or municipal taxes are levied.

Enter Competition

When the Smiths entered the

Frank, Jack, Tom,
Joe, GRECO
Greco Bros. Amuse. Co., Inc.
Glasco, New York



and Julie Olshin
(The Fifth Greco Brother)
GRECO BROS. AMUSE. CO.,
INC.
1288 Broadway Ave.
Albany, N. Y.

Say:

"ROCK-OLA'S new Princess Royal and Grand Prix PLUS the Greco Brothers are the Greatest."

Urban Shows Movie Theater

CHICAGO — Urban Industries of Louisville introduced a new all-purpose coin-operated movie viewer at last week's MOA conclave.

According to the four-year-old firm's vice-president, Nat Bailen, the new machine (Model AP-10) is extraordinarily versatile and adaptable within seconds to whatever subject a location warrants.

Sold with a manufacturer's warranty, the new unit takes a 150-watt bulb and its film can be changed in two minutes, Bailen said.

RAY W. BROWN
Brown Brothers, Inc.
Minneapolis 11, Minnesota

says:



"Styling was never so magnificent! The Rock-Ola Princess Royal and Grand Prix Phonographs top them all."

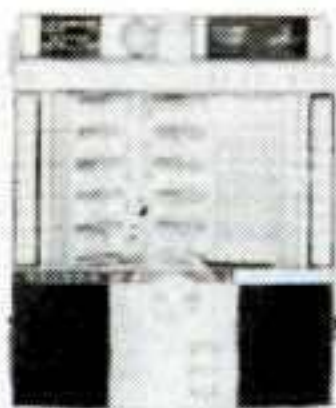


WURLITZER 2800

Makes the Swing to Higher Earnings



NICK CARTER
Kings Distributing Company
Los Angeles 6, California
says:



"Fantastic! Never have I seen such advanced engineering as in the Rock-Ola Princess Royal and Grand Prix Phonographs!"

VIRGIL KIRBY
Ariz. Amuse. & Vending Co.
Tucson, Arizona
says:



"Versatile! Compact! Big sound! The new Rock-Ola Princess Royal is great. Especially with optional Full Dimensional Sound."

Rock-Ola Distribs Gather in Chicago



ENJOYING A DRINK during Rock-Ola's Midwest distributor unveiling of its new Princess Royale phonograph in Chicago's Water Tower Inn recently were Harold LaRoux, Dick Flaherty, Jack Burns, Bob Wiley and Bill Millner, all of Empire Coin Machine Exchange.



EXCHANGING VIEWS and news are Jack Hastings, Milwaukee; Bob Rondeau, Menominee, Mich.; Sam Hastings, Milwaukee; Richard Brown, Minneapolis, and Walter Waldman, Louisville.

GIVING THE NEW Rock-Ola Princess Royale a once-over are Sam Hastings and Jack Hastings, Milwaukee; Bob Rondeau, Menominee, Mich., and Dick Flaherty, Grand Rapids, Mich.



REPRESENTING Missouri and Kansas are Sam Massaro, St. Louis; Floyd Evers, Manhattan, Kan.; Joe McCormick, St. Louis, and Lou Ptacek, Manhattan, Kan.



ROCK-OLA'S EXECUTIVE Vice-President Ed Doris (second from left) was the unofficial host at this table. Others include Walter Waldman, Gil Kitt, Dick Wilson (Billboard), Lou Ptacek, Ray Brack (Billboard) and an unidentified trade journalist.



A TEAM OF WINNERS, Al Calderon, Ed Doris, Gil Kitt and Joe Robbins, stand with the newly introduced Princess Royale phonographs following the Midwest distributor unveiling in Chicago's Water Tower Inn.

Gottlieb Orbits North Star Pin

CHICAGO—The Aurora Borealis comes ablaze on the back glass of Gottlieb Manufacturing Company's new "North Star" three/five-ball flipper game.

Now being shipped to distributors, the new skill game attracted a lot of coinmen, in town for the MOA Convention, to Gottlieb's west side showrooms.

Samuel Kitt Dies in Balt.

BALTIMORE—Samuel Kitt, father of Gil Kitt, who heads Empire Coin Machine Exchange, Chicago, died here last week at the age of 73.

He is survived by his son, four sisters and 18 grandchildren. Services were held at the Sol Levinson & Bros. funeral home. In lieu of flowers, the family has asked that contributions be made to the Jewish National Fund, John F. Kennedy Peace Forest.

The elder Kitt's daughters included Mrs. Miriam Sokolow and Mrs. Gene Luskin, both of Baltimore; Mrs. Mildred Gelrud, Livingston Park, Md., and Mrs. Irma Cherner, Silver Springs, Md.

Kiddie Rides 10-Cent Fun

CHICAGO—Three new 10-cent kiddie rides were introduced by Western Trails Amusement Company during the MOA convention.

Comic relief during the afternoon exhibiting hours was provided by operators trying out the "Satellite," "Stone Age Rock-It" and the "Carousel."

Ross Sheer, president of the Chicago firm, said the three new rides are ideal for supermarkets, variety stores, coin laundries, drive-ins, and so on.

Assisting Sheer at the Western Trails site were Carl Herzog and William Racoonsin.

Fleishman, Poss Win Door Prizes

CHICAGO — Lucky door prize winners at Music Operators of America's Wednesday (14) morning opening business forum were A. M. Fleishman, Fayetteville, N. C., taking home an electric air purifier, donated by Irving Kaye, and Mrs. William Poss, Aurora, Ill., getting a road cart donated by Royal Distributing Company.

RODSTEIN CLAN SWEEPS SERIES

PHILADELPHIA — There's not only nepotism in the golf tournaments at Ashbourne Country Club, but it seems as if the coin machine boys have it all tied up. This past week Albert Rodstein, head of Macke Vending Company, Inc., finished second in the grandfather's match. His wife took top honors in the women's division for the third time. And his son-in-law, James Ginsberg, who heads up Banner Specialty Company, distributor for Wurlitzer and other equipment, won the men's championship for the fifth consecutive time.



NORTH STAR

Asked if "North Star" pays tribute to our 50th State, exec Alvin Gottlieb responded: "We wouldn't want people to get the

idea that the great State of Alaska is all ice and snow."

Colorful Backglass

The fact is, the multi-color eskimos, ice floes and blazing northern lights which grace the game's back-glass and play area attract attention effectively.

New game features include special rollover arrangements affording score specials when key combinations are rolled over consecutively. Top rollovers light pop-bumpers for a high score and bumper rings protect the playfield under the pop-bumpers.

The Gottlieb-pioneered stainless steel cabinet trim—which obsoleted wooden rail coin games when introduced some five years ago—is, of course, a major feature of "North Star."

The new game is introduced in the wake of a number of popular Gottlieb games introduced this year, including "Ship Mates," "Bowling Queen," "Sea Shore," "Bonanza" and "Happy Clown," among others.

JOE GRILLO
Flower City Distributors, Inc.
Rochester 9, New York



"At last, a "money counter" you can depend on for trouble-free precision operation. Rock-Ola scores again in '65!"

ROMINE C. HOGARD
Tulsa Automatic Music Co.
Tulsa, Oklahoma

says:



"If anybody ever offered everything—it's Rock-Ola! Compactness—versatility—top quality! The new Princess Royal and Grand Prix Phonographs are the greatest!"

RUBIN A. FRANCO
Franco Distributing Co., Inc.
Montgomery, Alabama

says:



"Brilliant designing! The new Rock-Ola Princess Royal Phonograph tops anything yet for fastest, easiest servicing!"

New National Six-Pocket

CHICAGO — Monopolizing attention in the National Shuffleboard booths at the annual meet of coinmen last week was the kick-off model in the firm's new line of coin-operated pocket billiard tables.

National officials present at the convention identified the first model as the "Coronet" and lauded its combined ruggedness and beauty.

A four by eight-foot regulation table, the "Coronet" has leg

and cross member coverings of white plastic, cast aluminum, gold-plated corners (providing handsome contrast), close tolerance leg levellers, extruded aluminum trim with anodized finish and an exclusive "picture window" ball viewer.

On hand at the East Orange, N. J. firm's booths to describe

these features were firm president Paul Kotler, vice-president Harry Kotler, production engineer Nick Marosy and salesman Jerry Gordon.

Also displayed by National at the convention were the "Astrolite" and "Star-Lite" shuffleboards and the "Royale" billiard table.



CORONET BY NATIONAL SHUFFLEBOARD BILLIARD COMPANY

Rock-Ola Princess Royale



HIGHLIGHTS OF THE ROCK-OLA EXHIBIT during last week's Music Operators of America convention was the firm's new Princess Royale phonograph, slated for operator showings around the country this week. The full-dimensional speaker system above the title strips is optional.

SLUGGER...

Counter Game

1c, 5c or 10c play. Size: 18"x12"x8". Weight, 25 lbs. Natural wood cabinet. Polished chrome fittings.



\$54.50

f.o.b. Chicago

ELECTRIC SCOREBOARDS

Coin operated for shuffleboards, 15, 21 and/or 50 points. (Horse-collar). Overhead double-faced model on chrome stands complete with coin box.

\$169.50 f.o.b. Chicago

SPECIALS!

BILLIARD SUPPLIES

5-Oz. Bumper Pool Balls (10) \$ 9.00
2 1/4" Balls, 1-15 w/Cue Ball.. 12.50
2 1/4" Balls, 1-15 w/Cue Ball.. 14.00
48" Cues \$ 1.50 ea.
52" Cues \$1.95 ea.; 25 1.50 ea.
57" Cues \$2.95 ea.; 33.00 dz.
Plastic Triangles, 2 1/4".... 1.00
6-Hole Cue Rack 4.00
Billiard Chalk, Gr. 3.50

We carry complete line of Pool Supplies—Write for list.

1/3 deposit, bal. C.O.D. or S.D.

MARVEL Manufacturing Co.

2845 W. Fullerton Ave.
Chicago 47, Ill.
Phone: Dickens 2-2424

New Coin Changer Unveiled at MOA

CHICAGO—A new coin changer with electronic operation, no-tilt loading and single-mechanism design is now available from Midwest Coin Changer Sales & Service.

The new changer was shown last week at the Music Operators of America show here.

The machine is distributed by the L. T. Patterson Company of Cincinnati.

MOA President Clinton Pierce

• Continued from page 55

que, who retires as board chairman, was elected a vice-president. Lou Casola, Rockford, Ill., who retires as president, was expected to be elected new board chairman at a directors' meeting Saturday (17) morning.



All the other vice-presidents were re-elected including:

Al Denver, Brooklyn; Howard Ellis, Omaha; Frank Fabiano, Buchanan, Mich.; Norman Gefke, Sioux Falls, S. D.; Jim Hutzler, Martinsburg, W. Va.; Les Montooth, Peoria, Ill.,

Lou Ptacek, Manhattan, Kan.; William Cannon, Haddonfield, N. J., and Henry Leyser, Oakland.

New Directors

Seven new directors were elected to the board: Russel Mawdsley, Massachusetts; Phil Eisenburg, Pennsylvania; Sam Daub, Pennsylvania; M. L. Holland, Virginia; K. A. O'Connor, Virginia, and Jerome Jacomet, Wisconsin.

Re-elected to the board were: Charles Bengimina, Missouri; Humbert Betti, Jr., New Jersey; Nick Carter, California; H. A. Franz, Texas; Alfred Harper, New Mexico; Jack Jeffreys, Iowa; Robert Jones, Massachusetts; Moses Profitt, Illinois; Hal Shinn, South Carolina; John Trucano, South Dakota, and Sam Weisman, Maryland.

The nominating committee, headed by Jack Bess, Roanoke, Va., went through some pretty stiff electioneering before its slate was drafted late Tuesday (13) evening.

Casola Declines

A motion was made to amend the bylaws (prohibiting more than a one-year term) and re-slate Casola. The outgoing president, however, was himself the strongest opponent to such action.

Graciously accepting the compliments—which were many—for his year's leadership, he urged the committee to consider one of "the many other eminently qualified candidates."



Along with Pierce, a number of other strong presidential potentials were mentioned—chief of these being Wallace—but

in the end, the vote went to the grizzled veteran of too many MOA battles to recount here.

Bess said the new slate was one of the strongest ever assembled.

Pierce, who was board chairman during 1961 and 1962, and vice-president last year, has eminent qualifications for his office.

In the music business since 1911, his operating days go back to the era of the Seeburg, Wurlitzer and Link coin-operated piano. Pierce founded the Wisconsin operator association in 1946 and is still its president.

He operates juke boxes, games and cigaret machines in Brodhead, Wis., and has long been active in numerous civic and governmental organizations.

DAVID STERN
Seacoast Distributors
Elizabeth, New Jersey

says:



"For trouble-free performance, easy servicing, it's a Rock-Ola in '65! Design simplicity right down to the plug-in needle cartridge, snap-in diamond stylus."

HYMIE ZORINSKY
H. Z. Vend. & Sales Co., Inc.
Omaha 2, Nebraska

says:



"Rock-Ola gives the operator what he wants—versatility, compactness, styling—all in one superb phonograph, the new Princess Royal!"

P-R Strike By Lambertz

DALLAS — Karl Lambertz, recently appointed head of Music Supply Company, Seeburg background music outlet here, has been associated with music of one form or another all of his life.

Lambertz is a one-time violinist, an orchestra conductor and a performer with Station WFAA here. The new Music Supply Company head is also something of a public relations expert, witness a three-column story he authored for the Dallas Morning News recently.

Lambertz pointed out that the new Seeburg system makes background music feasible even for small companies. At a time when the coin machine industry is striving for favorable publicity, Lambertz' article stands as an outstanding example of the type of work that can be done.

EVERYTHING IN COIN MACHINES
Arcades Our Specialty
Write for your needs.
MIKE MUNVES CORP.
577 Tenth Ave., New York, N. Y.

VIC CONTE
Victor Conte Music Co.
Utica, New York

says:



"Compact! Versatile! Great styling! The new Rock-Ola Princess Royal is tops. Especially with Full Dimensional Sound."

New Bally Alley Shown at MOA

CHICAGO — The attention-getter at Bally's MOA convention booths last week was All the Way, a new shuffle alley described by company president Bill O'Donnell as "the first really new game of this type introduced in 15 years."

Among the features lauded by O'Donnell were the puck-play game's "no pins" look and the intriguing and unprecedented device which permits offensive-defensive strategy.

O'Donnell called the latter feature the "dump opponent" gimmick and described it this way: "For the first time in shuffle-alley history, players can not only build up their scores but may block and baffle opponents. This gives players the great satisfaction of pushing an opponent back where he has to fight to catch up."



ALL THE WAY

"All the Way is not merely another version of bowling, but

a basically new style of play," O'Donnell continued.

Operators that crowded Bally's booths during the convention were impressed with the game's "smooth aiming skill appeal," "stimulating Bonus Lanes," "the amazing all-the-way-lane" (for which the game was named), "the ticklish timing skill required to shoot the oscillating Ball-Gun" and "the remarkably fast spurts of scoring achieved by the red balls jumping like jumping beans."

Designed to permit single or two-player competition, All the Way has performed impressively in metered location tests and, according to O'Donnell, "should start a new shuffle-alley boom."

Staffing the Bally booth at the MOA were O'Donnell, Herb Jones, Bob Calamari and Ed Gruszka.

Al Denver on Arbitration



AL DENVER EXPLAINS how arbitration is helping New York operators bypass costly and time-consuming court litigation in the event of a location owner-operator contract breach. Sitting in on Wednesday morning's Contract and Chattel Mortgage panel are J. Harry Snodgrass and Lou Casola.

trade, is assisting U. S. exporters to have their equipment put in the proper category under the new law.

The three tax rates in each category refer to the size of the community in which the equipment is operated, all communities being grouped in three classifications: 30,000 population and over; between 5,000 and 30,000; under 5,000.

Community Size

For example, in Category "A" operators of equipment placed in this category would pay 15,000 francs per item of equipment per year if the equipment is operated in a community of 30,000 population or over; 10,000 francs if the community is between 5,000 and 30,000, and 5,000 francs if under 5,000.

The law is administered jointly by the finance ministry and the trade, and in this respect it is unique among world coin machine tax legislation.

Equipment is classified by a mixed commission consisting of three representatives of the Ministry of Finance and three representatives of coin machine trade organizations: U.B.A., cafes and traveling carnivals.

New Belgian Coin Tax Law Serves as European Model

By OMER ANDERSON

BRUSSELS—Henri De Vroey, national president of Union Belge de l'Automatique (UBA), has announced the complete classification of coin-operated equipment under the tax law of Dec. 24, 1963.

The full tax schedule has been published in the executive "arretes royaux" (notice of record) in the *Moniteur*, the official gazette of the Belgian government.

Belgian's new tax law, product of unprecedented co-operation between the trade and the Ministry of Finance, is being closely followed by the rest of the Continental trade as a model law and the bellwether for similar legislation in other countries.

Trade Expansion

It is designed to encourage expansion of the coin machine trade by providing a stable tax base for operators. Specifically, it is regarded as a model law for possible adoption by other countries of the European Common

Market, the capital of which is here.

The new tax measure has three primary features:

—Coin machines are divided into categories.

—Operating areas are similarly placed in population categories.

—Tax legislation is applied on a national, not local, basis.

Categories range from "A" to "F" and the tax per machine per year from 15,000 francs to 300 francs (the franc is equal to 2 U. S. cents).

Categories and equipment, as just published in *Moniteur*:

Category "A" (tax: 15,000 francs, 10,000 francs, 5,000 francs)—bingos, one balls, all apparatus on which the player can win the amount or more as the stakes and/or prizes with a minimum commercial value of 100 francs.

Category "B" (tax: 10,500 francs, 7,000 francs and 3,500 francs)—at present there is no equipment in this category.

Category "C" (tax: 7,500 francs, 5,000 francs, 2,500 francs)—pinball (flippers with stakes more than 1 franc); cranes with stakes more than 2 francs.

Category "D" (tax: 4,500 francs, 3,000 francs and 1,500 francs)—pinballs (flippers) with stakes from 1 franc and under; bowlers.

Category "E" (tax: 3,000 francs, 2,000 francs and 1,000 francs)—phonographs; all automatic record players other than juke boxes, including those played by remote control; shuffleboards; shooters with stakes of over 2 francs; coin games

such as baseball, basketball, skee-ball and "Spinner."

Category "F" (tax: 900 francs, 600 francs and 300 francs)—competitive games such as "Bumpar," which are generally installed at fairs and local carnivals; cranes with stakes of 3 francs or less; coin-operated equipment for testing strength, physical reaction, intelligence; horoscope venders; shooters with stakes of 2 francs or less; each miniature car of the competitive game "Autodrome," generally installed at fairs and local carnivals; miscellaneous other coin equipment, mechanically operated for one player and only one stake per game.

Classification

The category classifications are highly important for the U. S. export trade. Every item of equipment imported into Belgium must be classified according to the Ministry of Finance statute before it can be operated.

In lieu of a classification assigned by the ministry, the machine in question is automatically placed in the highest category. Therefore, De Vroey's U.B.A., as a service to the import-export

8 out of 10 people have iatrophobia.* It is easy to overcome.

*Iatrophobia is fear of going to the doctor. The cure starts when you lift your phone and make an appointment with your doctor for a complete physical checkup.


Half the cases of cancer could be cured, if they were diagnosed early and treated promptly. Your best cancer insurance is a health check-up every year.

Make that phone call now. It might save your life.

AMERICAN CANCER SOCIETY


BUY
Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

ROBERT "BOB" NIMS
A.M.A. Distributors, Inc.
New Orleans, Louisiana
says:




"You'll really score in '65 with the new Rock-Ola Princess Royal Phonograph. It's got the options you need to satisfy every location."

MICHAEL J. STANLEY
Michael J. Stanley Co.
Mercer Island, Washington
says:



"Rock-Ola's Princess Royal fits anywhere... meets the needs of any location! A sure bet for increasing take!"

ALBERT SIMON
Albert Simon, Inc.
New York, New York
says:



"Truly a revolution in the industry! That's the new Rock-Ola Princess Royal and the Grand Prix Phonographs."

Zorinsky Gala Rocks Omaha

OMAHA—Two annual social events are cherished in Nebraska above all others.

One is the State-wide corn-husking bee.

The other is Hymie Zorinsky's yearly "friendship flings."

The latest of the H. Z. Vending Company's thank-you parties, which also honored the new Rock-Ola Princess Royal compact phonograph, was held last Sunday night (11) and attracted 150 operators, associates and their wives from Kansas, Iowa,

South Dakota and Nebraska.

Wined & Dined

At the Diplomat hotel here, the guests were welcomed by stunning Nancy Bounds models, fed juicy, corn-fed beef, entertained by a parade of perky singers and comics (including Hymie's son Ed), and then the evening began.

The dance floor was cleared and accommodated several hours of everything from the two-step to the twist. For many weary guests, the nightcap was

then a dip in the hotel's heated pool.

"We never transact business at these affairs," declared Hymie.

"Hymie's parties give us a chance to get back some of our money," confided a happy guest.

"This was one of Hymie's better parties," commented Les Reick, representative from Rock-Ola Manufacturing Company. "But then, every year he throws a whopper. He and Ed really know how to do it."



HOST HYMIE ZORINSKY (seated in corner between ladies), his son Ed and Billboard's Ray Brack (both standing) table hop at annual Zorinsky "friendship" party for operators. Among guests at table are Paul Allen, Joe Paska, George Eckhardt, Ted Nixon, Van Dyke, Noel Anderson and Harold Christensen.

June Coin Exports Ahead of '63

By FRANK LUPPINO

NEW YORK — U. S. coin machine exports in June ran ahead of June, 1963, although they were down somewhat from May of this year. According to information released this week by the U. S. Department of Commerce, 8,111 juke boxes

and games representing \$3,462,372 were exported in June. In June last year 7,360 pieces representing \$3,118,542 were shipped. In May of this year, 9,122 pieces were exported at a value of \$3,886,397.

In the game field, France continues as the leading buyer. Some \$953,783 was spent for

2,332 games. The United Kingdom was second with game imports with 1,243 units representing \$388,884 in cost.

In the phonograph field, France was the poorest customer having bought no machines, new or used, in June. In new phonograph purchases, West Germany continued to set the pace for purchases in May, and imported 366 machines worth \$275,024.

Japan is obviously increasing its imports of new juke boxes. In May only 73 machines were brought into the country, but June saw the number increase to 230 new machines worth \$173,627, making that country number three in value of new phonograph imports, preceded by France and Canada and followed by Belgium. Japan's overall purchases for June makes it the fourth largest importer of U. S. equipment. In May the top five countries buying from the U. S. were all Western European.

Taeuber Dies

MINDEN, West Germany—Inno Taeuber, pioneer West German coin machine operator and trade leader, has died on the eve of his 70th birthday. Taeuber has been re-elected successively since 1959 as president of the Lower Saxony Operators Association.

Another German coin machine veteran, Franz Treuten, has just turned 70. He is being honored by the German trade for 40 years as a manufacturer and operator and for 25 years service as leader of the North German Operators Association in Hamburg.

In 1921, at the Ostmesse (East Trade Fair) in Koenigsberg (today occupied by the Russians), Treuten introduced one of the first coin games produced in Germany — a horse race, "Handicap."

Coinmen Demonstrate Prowess as Athletes

ELLENVILLE, N.Y.—Sports came in for considerable attention at the joint outing here at the Nevele Country Club by the New York State Operators Guild, Westchester Operators Guild and the Music Operators of New York.

In golf, Ken White, Vendo, scored the longest drive on the first hole. For the closest ball to the hole, Milt Greene, American Billiard Company, came within 18 inches, and Lana Mittleberg came closest, 18 feet, in the ladies division. Winners in the hole-in-one contest were Jimmy Rao, Jerry Lambert, Mo Winkler and Milt Rao. Men's low net score was posted by Nick Barnes. Ruby Nuccitelli was the distaff winner. Mike Tartaglia was the low gross scorer, as was Dell Wachtell.

In a spirited softball game,

Denver Unveils Contract Tips; Urges Arbitration

• Continued from page 55

idea of signing the contract and putting the business agreement on a formal basis," Casola said.

Protect Parties

Snodgrass reiterated Casola's point telling operators they weren't "businessmen" if they didn't have their agreement legalized for the "protection of both parties."

"Many location owners today are accustomed to signing contracts for other equipment," Snodgrass said.

Denver noted that contracts did not come into wide use until Seeburg introduced its first 100-selection juke box. "Operators used the machine as an inducement to get a \$20 per week guarantee, but even then, contracts were largely an individual matter," Denver said.

He credited the late Sidney Levine, first attorney for MOA, with developing a uniform contract.

Try Arbitration

Later, operators resorted to arbitration because it enabled them to bypass the costly and time-consuming court process. If New York location contracts are breached, operators file a demand with the American Arbitration Association — a non-profit group whose findings are accepted by the New York Supreme Court.

Denver said the arbitrator could do such things as direct

the location owner to perform the initial agreement, have the operator's phonograph remain and a competitive phonograph be removed and award injunctive relief, including damages.

If a location owner refused to appear for arbitration, the hearing was still held, and the owner was nevertheless bound by the decision (enforceable by a court order).

Need Updating

Denver cautioned operators however that contracts must be constantly updated. He told of an instance where an operator secured a location where the juke box was averaging \$100 a week and the pool table close to \$70.

After a month, collections dropped to \$30 for the juke box, \$20 for the table.

The operator found the location owner had installed a background music system but found his contract offered him no protection against such installation.

Denver said in New York, good will on a route was generally figured at 65-70 times the route's weekly gross. He said such a high figure was due largely to the protection contracts and chattel mortgages offered.

Used Jointly

In New York, the operators used the contract and chattel mortgage jointly. The chattel enables the operator's rights to be recognized in the event of a location sale, Denver said.

The contract mortgage guarantees full performance of the installation agreement, he emphasized.

He pointed out that while the chattel mortgages are given in exchange for a location loan, they are binding even after the loan is paid up—for the full life of the installation agreement.

In the event of a breach, operators have a choice of foreclosing on the chattel mortgage or resorting to arbitration, the Gotham coinman said.

Other Points

Denver also made these points: Separate contracts were used for phonographs and games—though both were essentially identical.

Leases were frowned upon in New York. If the operator agrees to the slightest breach, he voids the lease. As an example, if a lease calls for a machine being placed a certain distance from the bar, removal of the machine from the agreed-upon spot, voids the lease.

E. M. HUDSON
Vending Machine Exchange
Bristol, Virginia

says:



"Still as great as ever! The new Princess Royal Phonograph with famous Rock-Ola revolving record magazine can't be topped!"

A. L. PTACEK, JR.
Bird Music Distributors, Inc.
Manhattan, Kansas

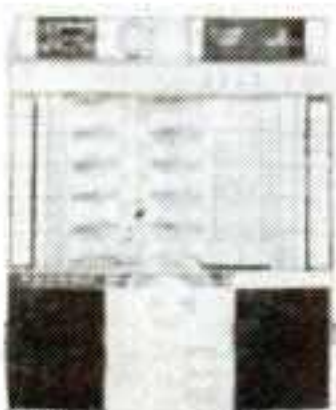
says:



"Never have I seen such easy serviceability! The Rock-Ola Princess Royal and Grand Prix Phonographs will amaze you!"

ALBERT CALDERON
Calderon Distrib. Co., Inc.
Indianapolis, Indiana

says:



"If it's compactness you're looking for, the new Rock-Ola Princess Royal Phonograph has it! Plus versatility... plus big sound!"

Illinois Operators' Coffee Hour



MEMBERS OF THE ILLINOIS COIN MACHINE ASSOCIATION held a Kaffee Klatch on the opening morning of the convention, and considering the early 9 a.m. hour, it was surprising that close to 30 attended. The group elected new officers at a later meeting Thursday afternoon.

EUROPEAN NEWS BRIEFS

Distrib Change

HAMBURG — Seeburg is consolidating sales in Germany of Williams games under its German sales subsidiary, Seevend. Seeburg purchased the Williams company last summer, but Williams sales in Germany have continued to be handled by Erich Schneider, the Wur-litzer general importer for Germany. The changeover to Seevend was effective October 1.

German trade circles look for Seeburg's purchase of Williams, together with its recent takeover of United, to put Seeburg into the dominant games position in this country. United's bowlers are already well entrenched in this country.

Bergmann Plant

HAMBURG—The site of the new Hamburg plant of Th. Bergmann & Co. Automaten-

bau, Europe's largest producer of phonographs, games and payouts as well as vending equipment, is 150,000 square meters, and the new plant will cover 56,000 square meters. In Billboard's recent story on the new Bergmann plant, the site and plant figures erroneously were given as 15,000 square meters and 5,600 square meters, respectively. The new plant will give Bergmann the most modern and best-situated coin machine production facilities on the Continent.

Spanish Quotas

MADRID—Spanish operators are pressing a campaign to have import quota restrictions removed from U. S. pinball imports.

At present operators may apply semi-annually for import permits, but quotas are tight and customs duty exorbitantly high,

amounting to around 60 per cent of the cost of imported new equipment. Moreover, all pinball imports are assessed customs on the basis of new equipment.

Operators demand not only the cancellation of import quotas but also a reduction in customs duties to reasonable levels.

The intent is to protect and foster the Spanish coin machine manufacturing industry, and in fact the pinball protection has spawned an imaginative domestic industry which is turning out machines which appear to be carbon copies of U. S. equipment—until they are put to the test of operating. Operators complain that domestic product is a poor substitute for U. S. equipment.

Game Boom

PARIS — A French trade study shows that games, specifically pinballs and bowling, are expanding faster than phonographs in this country, which is contrary to the situation in Germany and other Continental countries.

Puzzled, French trade leaders have had the data analyzed by psychologists, who find that Frenchmen, more than any other Continental nation, play coin games to vent their frustrations.

"It gives the contestant somewhat the same feeling as gambling, although technically it is no gaming. Instead of remaining a passive spectator to the scene around him, the player is thrust into the tensions of competition and is able to exert his skill against an opponent—real or imaginary in the form of

Pinball Movie

BRUSSELS — A Whirland pinball game is adapted to modern music as its balls strike various numbers on the board in a new short entitled "Ink" which has been directed by Jean Cleinge for Sofidoc SA. The short subject has been entered by the makers in various film festivals in France, Germany, Italy and Spain, giving the game an exceptional exposure.



... the world over while learning a profitable trade in the new modern Navy ... See your local Navy recruiter—now.

Fischer Shows Fiesta 58 Bumper Pool at MOA Meet

CHICAGO—A new bumper type pool game, the "Fiesta 58," was displayed initially to the industry last week at the MOA convention by Fischer Sales of McHenry, Ill.

Described by its designers as "fresh and appealing," the "Fiesta 58" features a removable top frame, metal bumpers, mahogany finish, formica rails, a

recessed pull-out drawer mechanism and a separate cash box. Other six-pocket tables shown by Fischer at the convention were the "Empress" and "Regent."

Fischer sales manager Bill Weikel, Paul Bieri of Fischer Manufacturing Company, Hazel Peacock and Pat Parris were on hand at the booths to describe the equipment.

Burns to Head Field Sales For Empire Coin in Chicago

CHICAGO—Jack Burns was named director of field sales for Empire Coin Machine Exchange last week in a joint announcement by company President Gilbert Kitt, and Vice-

Burns, who has been with Empire 10 years, will also coordinate activities of the Chicago firm's branch offices in Detroit; Grand Rapids, Mich., and Menominee, Mich., which are under the direction of Bob Wiley, Dick Flaherty and Bob Rondeau, respectively.

Other personnel changes included the appointment of Bill Milner as general manager of the Chicago office and the addi-

tion of two new salesmen, Harold La Roux for Michigan and Robert Vihon for Illinois.

Kitt and Robbins will continue to direct export-import activities for Empire, regional outlet for Rock-Ola, United, Midway and Fischer products.

WANTED Immediately! SHOP MECHANIC

Must have reference and experience. Write or call Dan Stewart Co., 140 East 2nd South, Salt Lake City, Utah. DA 2-2473.

Coinmen Athletes

• Continued from page 64

to the pitcher who threw to first for the out, but the relay to home plate was too late to get the second base runner coming in to score. In the last of the seventh, and final inning, the distributors threatened with three singles, but failed to score.

JOHN WALLACE
Allied Vending, Inc.
Oak Hill, West Virginia

says:



"If you want easy servicing, the Princess Royal has it . . . thanks to famous Rock-Ola's simplicity of design and interchangeable parts."

H. R. SANDERS
Sanders Distributing Co.
Nashville, Tennessee

says:



"This one has everything! The ultimate in sound and styling, Rock-Ola's Grand Prix Phonograph puts you in plush spots!"

BUD PATTON
Patton Music Company
Modesto, California

says:



"Biggest phonograph value yet! I get options to satisfy every location with Rock-Ola Princess Royal."

JOE ASH
Active Amuse. Machines Co.
Philadelphia, Pa.

says:



"If you want the phonograph that has everything, you'll go for Rock-Ola's Grand Prix."

Mull Gambling in Hot Springs, Referendum on November Ballot

By ELTON WHISENHUNT

HOT SPRINGS, Ark. — A controversial referendum is on the Nov. 3 ballot which will greatly affect the economy of the coin machine industry here.

It is called Amendment No. 55 and if passed, it would legalize gambling in Hot Springs.

There are restrictions and limitations that go with it, but generally there would be seven casinos allowed under the new law, if passed, and the situation would be the same as it was before gambling was closed down earlier this year.

Church groups and others are against the amendment and are fighting it. The Hot Springs Chamber of Commerce, officials, its business leaders are all for it.

The three major coin machine operators here, J. Earl Gill, Gill Amusement Company; Phil Marks, Phil Marks Amuse-

ment Company, and W. E. Lewis, Lewis Novelty Company, are hoping the amendment will pass so business will return to normal.

Hot Springs had casino gambling (dice, roulette, blackjack) off and on, mostly on, for 100 years. Tourists flocked in from all over the U. S. to enjoy the baths and casinos, which had big name acts. Horse racing is legal and in season the town was always packed and coin machine operators had their richest season.

But last March at a special session of the Legislature, a legislator submitted a surprise resolution which called for the legislators to take a stand for or against gambling. The vote against gambling was 92 to 3.

Governor Faubus took this as a mandate to close down gambling at Hot Springs and ordered it closed. Casino operators locked their doors. Hundreds of

persons were immediately jobless. Tourists left and stayed away in droves. It seemed almost like a ghost city.

Then groups began working to legalize gambling in Hot Springs. Voters will decide the issue soon. If the amendment is passed, it would be only the second spot in the U. S. where gambling is legal. The other is Nevada. (The New Hampshire lottery is not considered the same kind of gambling.)

Convention Clippings

Coinmen of America added sizably last week to the million-and-a-half convention-conscious Chicago annually. . . . Forums were lively. A lot of credit due **J. Harry Snodgrass** (Diversification) and **Al Denver** (Chattel Mortgages and Contracts). . . . Newly elected prexy **Clint Pierce** (at least in his late forties) is mapping a vigorous work schedule for his term. . . . Exhibitors drew attention by ingenious means: **Morrie Wiczer** of Wico tooted a shrill whistle; **Jack Mittel**, of Williams, decked his booths with models. . . . Chicago Coin prexy **Sam Wolberg** and wife celebrated their 45th wedding anniversary in Michigan just before convention. . . . Kansas operator-distrib **Lou Ptacek** came to town with a quail tail. Seems that feathered specie has been strutting into his Bird Music Company offices in Manhattan to listen to **Tony Bennett**, one of the stars featured at the banquet finale. . . . Omaha's **Hymie Zorinsky** and wife will join 25 distribs feted in Hawaii by **Rock-Ola**. They'll bask at Waikiki from Oct. 23 to Nov. 24. . . . Williams sales manager **Buddy Lurie** recently swung through S.E. U. S. on business. Road men **Bill Phillip** and **Chuck Harper** greeted old friends during open house at Atlas Music. . . . Wico's **Ed Ruber** and wife **Sally** marked wedding anniversary number 10 on October 2. . . . Midway boss **Hank Ross** is talking about tripling his factory space in the near future. . . . Bally adman **Herb Jones** and his **Sera** popped wedding anniversary champagne on October 9. . . . The Women's Auxiliary of Gottlieb Memorial Hospital will hold its fourth annual Emerald Ball October 24 at the Ambassador West Hotel, announces **Alvin Gottlieb**. . . . **Mr. and Mrs. D. H. Fisher** of Sparks Specialty Company in Columbia, S. C., reported that the South Carolina Coin Operators' Association will meet in Columbia on November 21 and 22 at the Wade-Hampton Hotel. . . . Scientific Amusement's two Knowledge Computers, shown by **Howard Starr** and **Bill Nutting**, were given the acid play test during the three-day exhibition. They stood up perfectly and sent a lot of coinmen and women home possessors of new specific facts. . . . Hats off to **Fred Granger**, his hard-working girl **Friday**, **Bonnie York**, **Lou Casola** and a hundred other key people for a first-class convention. . . . Wurlitzer ad chief **A. D. Palmer** missed his first convention in many years. He was admitted to Buffalo General Hospital for a checkup just before the MOA. **RAY BRACK**

NEW MUSTANG PIN GAME
BY **chicago coin**
DIVISION OF CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

ALUMINUM DE-GREASED DISCS FOR STANDARD AND HARVARD METAL TYPER
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STANDARD HARVARD METAL TYPER, inc. 1318 N. WESTERN AVE. CHICAGO 22, ILL. • EV 4-3120

AL LEVINE
Music & Vending Corp.
Boston, Massachusetts
says:



"Tremendous! Never before so many outstanding features on two magnificent phonographs. You've done it again **Rock-Ola!**"

GIL KITT
EMPIRE
Coin Machine Exchange
Chicago, Illinois 60622
says:



"Big value! Really new! Really compact! That's the new **Rock-Ola Princess Royal Phonograph** for '65!"

Recent STEREO RELEASES for Music Operators

SEEBURG LITTLE LP's RELEASES

- Pop Vocal**
FRANK SINATRA/COUNT BASIE
It Might as Well Be Swing Reprise
Fly Me to the Moon—I Wanna Be Around—More—I Can't Stop Loving You—The Good Life—I Wish You Love
TRINI LOPEZ—The Latin Album Reprise
Perfidia — Adalita — Granada — Angelito — Cucurucucu, Paloma—Cuando Calienta el Sol
DEAN MARTIN—Everybody Loves
Somebody Reprise
Everybody Loves Somebody—Corrine, Corrina—Face in the Crowd—Just Close Your Eyes—Things—My Heart Cries for You
- Country & Western**
BUCK OWENS—Together Again/My Heart
Skips a Beat Capitol
Truck Drivin' Man—Over and Over Again—My Heart Skips a Beat—Hello Trouble—Together Again—A-11

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

Cinebox Names Distributors for Hawaii & Alaska
HICKSVILLE, N. Y.—Cinebox-Pacific, a newly formed company in Honolulu, has been named to handle distribution of the Cinebox video-juke box in Hawaii and Alaska.
Cinebox-Pacific principals include: **Calvin MacGregor**, **Rodger Betts**, **David Mui** and the **Hawaii Trading Company**. The first Hawaiian Cinebox was recently installed in **Bill Whaley's** South Pacific Bar in the **Kahili Shopping Center of Honolulu**.

OPERATE UNITED
Bowling Alleys
Shuffle Alleys
Shuffle Pool Games
Novelty Games
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Guns
Always Wanted at Trade-in Time
See Your Distributor
UNITED MANUFACTURING CO.
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NEW 1 PLAYER REPLAY ADJUSTABLE 3-OR-5 BALL PLAY
Williams RIVERBOAT
EVERY BALL GIVES PLAYER CHANCE TO SCORE SPECIALS!
Williams Electronic Manufacturing Corp.
4242 W. Fillmore St. Chicago 24



GUNS & RIFLES
Bally Sharp Shooter \$195
Bally Spook 250
Bally Bull's-Eye 195
Bally Gun Smoke 195
Bally Moon Raider 195
C. C. Ray Gun 275
C. C. Long Range Gun 425
C. C. Pony Express 295
C. C. World's Fair Rifle 475
C. C. Riot Gun 445
C. C. Champion Rifle 575
Ex. Space Gun 95

ARCANE EQUIPMENT
Arizona Gun \$295
Auto Photo 695
Bally Flip Phone 125
Bally Golf Champ 150
Bally All Star 125
Cap. Midget Movies 110
C. C. Basketball Champ 125
C. C. Pro Basketball 295
C. C. Pro Hockey 275
Genco Grandma 195
Jet Pilot 175
MacLevy Foot 135
Vibrator 225
Metal Typer, Standard 225
Metal Typer, Harvard 195
Midway Skee Fun 150
Muto. Flip Type 175
Movies, Fl. M. 175
Panorams, Cap. 275
Southland Speedway 375
Wms. Sidewalk Engineer 110
Wms. Peppy 195
Wms. Crane 125
Wms. Road Racer 225

M. S. GISSER
Sales Manager
CLEVELAND COIN International
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All Phones Tower 1 6715



now **get 3** where only **1** played before!

new

The sensational money-making Seeburg feature that lets you *break out* of the average income and earn more money on each phonograph than any phonograph has *ever* earned before! It's the exciting new Seeburg *Spotlighted Album Award**. Think about this: on the average, only *1* out of every *5* location patrons plays music. If you could get just one or two *more* of each five to walk over to your phonograph, your income would soar. And that's *exactly* what the great new Spotlighted Album Award feature does! How do we know? The money-making magic of the LP Console/480 has been proved in locations coast to coast. *Just ask any operator who has 'em!*

new

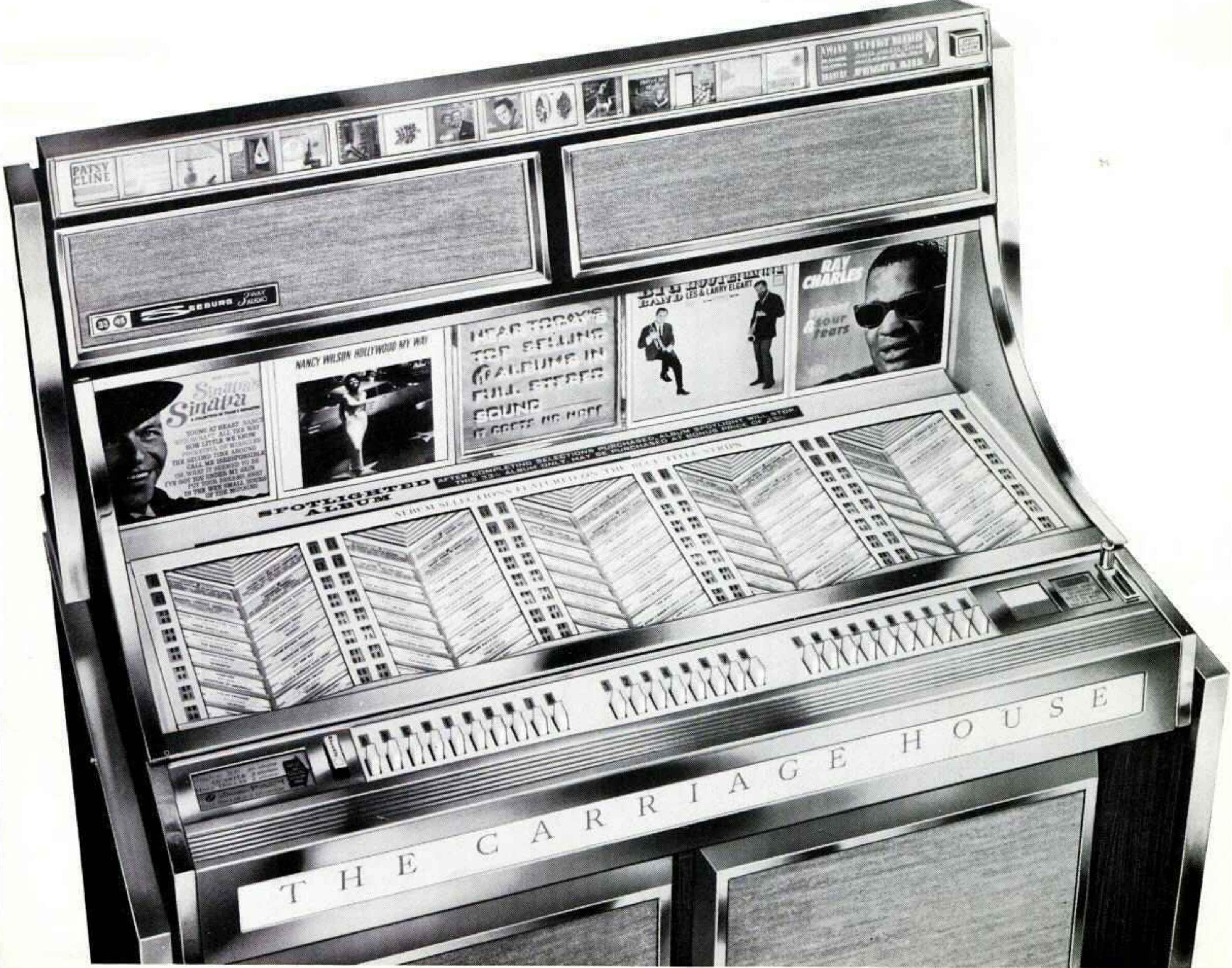
Thrilling cascade of stereo sound! Seeburg's great new *3-Way Audio* feature. Six matched speakers for the most dramatic stereo ever. Two super hi-fi tweeters and two big middle-voice ellipticals at the *top*; two brilliant 12-inch bass speakers *below*. There has never been a stereo sound to equal it. When you hear it, you'll *know!*

new



has the industry's only *complete* Income Totalizer

*Patent Pending.



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JM REVIEWS



BILLBOARD SPOTLIGHT PICK

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


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

SAM COOKE AT THE COPA
RCA Victor LPM 2970 (M); LSP 2970 (S)


Any one who has ever seen Sam perform has had an entertainment treat. He puts everything he's got into his singing (probably the reason for his long string of hit singles). He's at his best in the LP, recorded live during Sam's SRO stay at New York's Copa. Performances include "Bill Bailey," "Frankie and Johnny," "Twistin' the Night Away" and his most recent hit "Tennessee Waltz."



POP SPOTLIGHT

BALLADS OF BROADWAY
Johnny Mathis. Columbia CL 2223 (M); CS 9023 (S)

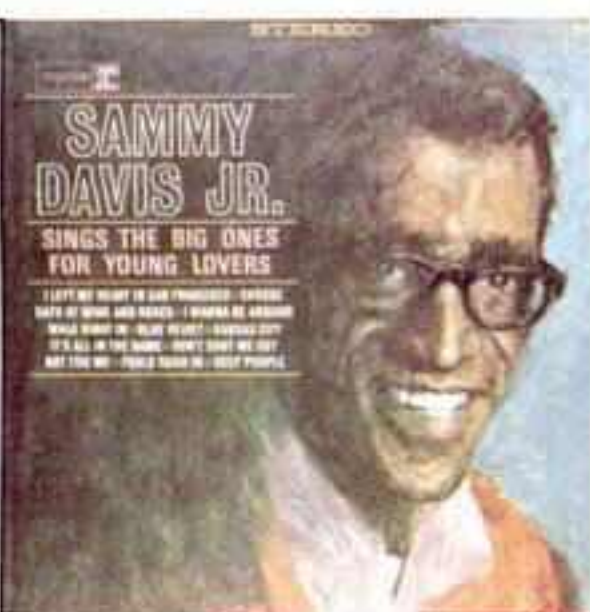
Columbia has excerpted the de luxe edition of "The Rhythms and Ballads of Broadway." Arranged and conducted by Glenn Osser, the album spotlights Johnny singing "My Romance," "Spring Is Here," "The Party's Over," to name a few. Will give opportunity to the less affluent to partake of Mathis.



POP SPOTLIGHT

SAMMY DAVIS JR. SINGS THE BIG ONES FOR YOUNG LOVERS
Reprise R 6131 (M); RS 6131 (S)

The incomparable Davis mixes it up in great style. The performances are distinctively Davis and his personal band is the label of great sales. Listeners will enjoy his clowning on "Walk Right In"; his belting on "I Left My Heart in San Francisco" and "Kansas City," and his dramatic sincerity with ballads.



POP SPOTLIGHT

PETER AND THE COMMISSAR
Allan Sherman/Boston Pops (Fiedler). RCA Victor LM 2773 (M); LSC 2773 (S)

Here's a great album for those who like their entertainment on the clever and sophisticated side. Comedian Sherman handles the narration while Arthur Fiedler's splendid Boston Pops punctuates and underlines the bits with the music. Recorded before a live audience at a benefit, the audience reactions add even more to the excitement.



POP SPOTLIGHT

DEEP VELVET
George Shearing with Quintet & Woodwind Choir. Capitol T 2143 (M); ST 2143 (S)

Mr. Shearing has had great success with his other moody musical ventures into the "velvety, silky" and "satiny." This "Deep Velvet" excursion should prove to be just as big a success as its predecessors. This time out George's fine playing is set against a choir of 12 woodwinds. With the Quintet in support, "Sentimental Journey," "Willow Weep for Me," "My Heart Stood Still" and others are refreshing to the ear.



POP SPOTLIGHT

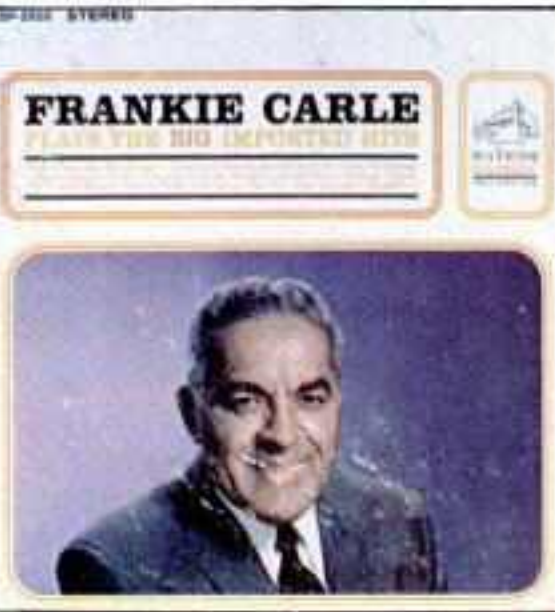
TRINI LOPEZ LIVE AT BASIN ST. EAST
Reprise R 6134 (M); RS 6134 (S)

One of the newest and most exciting performers in show business today, Trini Lopez is electrifying audiences both here and abroad. This package is a recording of his recent smash appearance at Basin St. East. Backed by full orchestra he takes the lead on his electric guitar and goes to town on swingers like "Alright, Okay, You Win"; "Personality"; "Hello, Dolly!"; "Bill Bailey" and "La Bamba."



POP SPOTLIGHT

FRANKIE CARLE
RCA Victor LPM 2920 (M); LSP 2920 (S)



POP SPOTLIGHT

FRANKIE CARLE PLAYS THE BIG IMPORTED HITS
RCA Victor LPM 2920 (M); LSP 2920 (S)

The piano artistry of Frankie Carle has never failed to keep up with the times. His style is basically the same, but the approach is as bright, modern and hip as 1965. Surrounded by the fine arrangements and ark of Hank Levine, Carle beautifully handles such current favorites as "The Girl From Ipanema," "Tie Me Kangaroo Down Sport," "Dominique," "Al Di La." A listening treat!

POP SPOTLIGHT

A NEW KIND OF CONNIE...
Connie Francis. MGM E 4253 (M); SE 4253 (S)




POP SPOTLIGHT

A NEW KIND OF CONNIE
Connie Francis. MGM E 4253 (M); SE 4253 (S)

The "new kind of Connie" is sophisticated, savvy and still extremely salable. Working with brisk arrangements prepared by Marty Paich, Connie takes hold of a flock of standards and some standout newies and shows that she can win over an adult audience without losing any of her young fans.

CHRISTMAS POP SPOTLIGHT

THE BEST LOVED CHRISTMAS PIANO CONCERTOS
George Greeley & the Warner Bros. Orchestra. Warner Bros. W 1560 (M); WS 1560 (S)




CHRISTMAS POP SPOTLIGHT

THE BEST LOVED CHRISTMAS PIANO CONCERTOS
George Greeley & the Warner Bros. Orchestra. Warner Bros. W 1560 (M); WS 1560 (S)

Pianist George Greeley uses good taste and dignity in his interpretations of 22 songs of Christmas. He's backed by the Warner Bros. Orchestra of symphony dimension. Here's the grandeur of the most significant holiday of the year done musically.

CHRISTMAS POP SPOTLIGHT

12 SONGS OF CHRISTMAS
Bing Crosby, Frank Sinatra, Fred Waring & the Pennsylvanians. Reprise F 2022 (M); FS 2022 (S)



CHRISTMAS POP SPOTLIGHT

12 SONGS OF CHRISTMAS
Bing Crosby, Frank Sinatra, Fred Waring & the Pennsylvanians. Reprise F 2022 (M); FS 2022 (S)

A wonderful combination... 12 songs of Christmas sung together by Bing Crosby, Frank Sinatra and Fred Waring and his wonderful choral-orchestral group, the Pennsylvanians. A perfect holiday gift to give to someone or to yourself. That's what dealers will be saying about this album.

CHRISTMAS POP SPOTLIGHT

MERRY CHRISTMAS FROM BRENDA LEE
Decca 4583 (M); DL 74583 (S)



CHRISTMAS POP SPOTLIGHT

MERRY CHRISTMAS FROM BRENDA LEE
Decca 4583 (M); DL 74583 (S)

The distinctive vocal style of Brenda Lee is lent to a flock of Christmas favorites. She waxes soft, warm and mellow on "Blue Christmas" and "This Time of Year." She belts holiday rockers like "Rockin' Around the Christmas Tree" and "Jingle Bell Rock." Christmas is for the young.

CHRISTMAS POP SPOTLIGHT

CHRISTMAS GREETINGS FROM JERRY VALE
Columbia CL 2225 (M); CS 9025 (S)



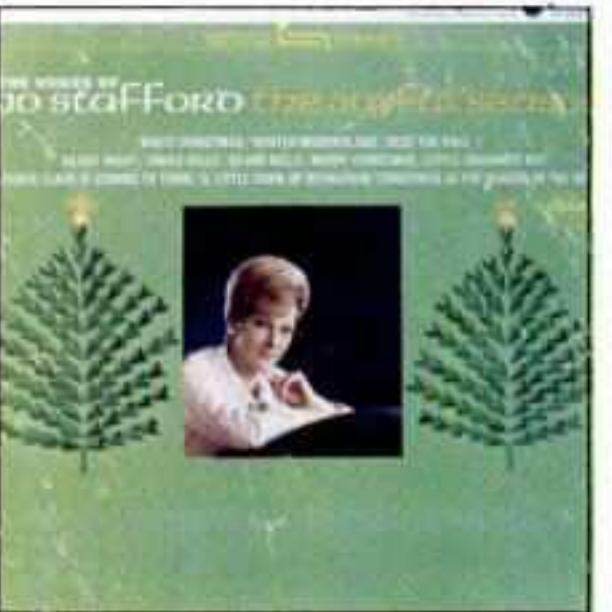
CHRISTMAS POP SPOTLIGHT

CHRISTMAS GREETINGS FROM JERRY VALE
Columbia CL 2225 (M); CS 9025 (S)

Christmas is a holiday of warmth and deep feeling. Jerry Vale is a natural for conveying this atmosphere. His rich voice and sincere delivery is difficult to top when it comes to songs like "The Christmas Song," "Blue Christmas," "White Christmas" and others represented on side 1. The flip spotlights Jerry and six Christmas carols. Included are "O Holy Night" and "Silent Night."

CHRISTMAS POP SPOTLIGHT

THE JOYFUL SEASON
Voices of Jo Stafford. Capitol T 2166 (M); ST 2166 (S)



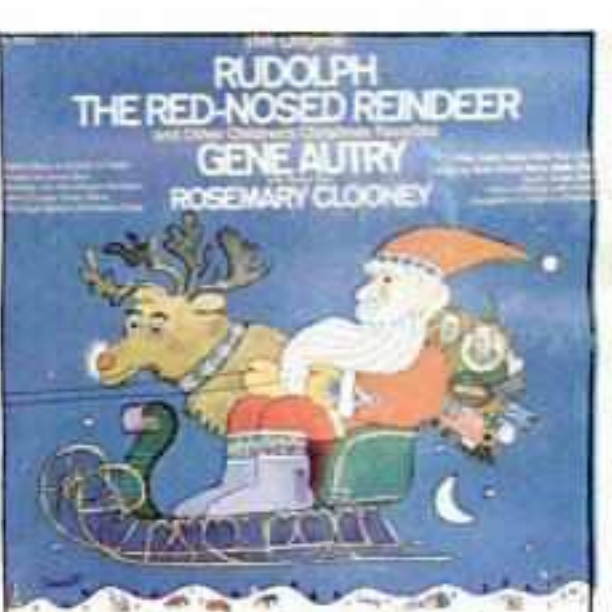
CHRISTMAS POP SPOTLIGHT

THE JOYFUL SEASON
Voices of Jo Stafford. Capitol T 2166 (M); ST 2166 (S)

This album will make a wonderful Yule gift for all of Jo's fans. And having recorded each song several times, she is heard singing in harmony with herself. The effect is delightful. Jo has always sung well. Her voice here displays its usually fine and pure tone. She gets perfect backing by a small instrumental group. Should do well commercially.

CHRISTMAS POP SPOTLIGHT

THE ORIGINAL RUDOLPH THE RED-NOSED REINDEER & OTHER CHILDREN'S CHRISTMAS FAVORITES
Gene Autry & Rosemary Clooney. Harmony HL 9550 (M)



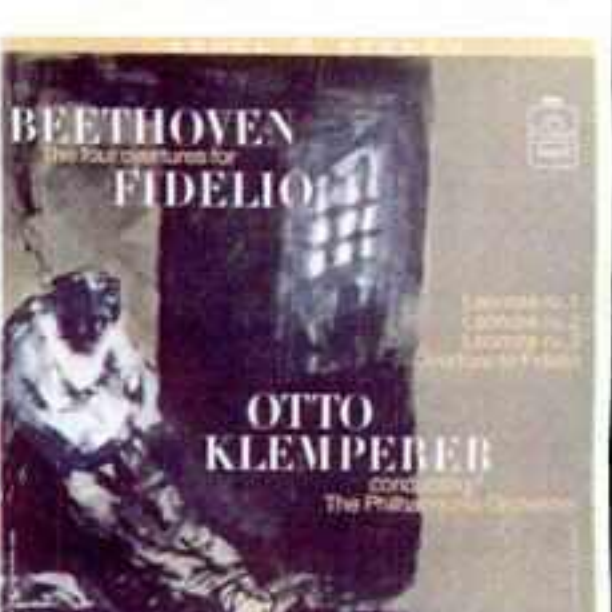
CHRISTMAS POP SPOTLIGHT

THE ORIGINAL RUDOLPH THE RED-NOSED REINDEER & OTHER CHILDREN'S CHRISTMAS FAVORITES
Gene Autry & Rosemary Clooney. Harmony HL 9550 (M)

Autry and Clooney have been spreading Christmas cheer to the young folks for quite a few holiday seasons. The arrangements are simple, bouncy and most pleasant. The songs are all aimed at the youngsters.

CLASSICAL SPOTLIGHT

BEETHOVEN: THE FOUR OVERTURES FOR FIDELIO
Philharmonic Orchestra (Klemperer). Angel 36209 (S)



CLASSICAL SPOTLIGHT

BEETHOVEN: THE FOUR OVERTURES FOR FIDELIO
Philharmonic Orchestra (Klemperer). Angel 36209 (S)

At present this is the only outstanding album featuring all four overtures for "Fidelio." Leonore No. 3 is by far the most popular. It will prove fascinating listening for both student and lay-classical music lovers. The Philharmonia under Klemperer is in every way up to the occasion on this recording.