

# Billboard

The International Music-Record Newsweekly

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

## PETE SEEGER NIXES OATH; ABC BAN STAYS

NEW YORK—ABC Television, which has up till now refused to let outstanding folk singer Pete Seeger appear on the network's weekly "Hootenanny," asked him last week to sign a "loyalty oath affidavit" as a prerequisite for going on the show. Seeger refused.

Harold Leventhal, Seeger's manager, accused the network of continuing a blacklisting policy against Seeger and other singers, including the Weavers, whom he also manages.

ABC, in effect, admitted that Seeger's political leanings were behind its refusal to put him on. A network statement confirmed that ABC had sent word to Seeger it would "consider" using him if

(Continued on page 6)

# Coinmen Hold Despite Threat of Bill

## Senate Group To Look Into SESAC Battle

WASHINGTON — SESAC's battle with Southern broadcasters who accuse the licensing group of pressure tactics will be aired on Capitol Hill. Sen. Allen J. Ellender (D., La.) has asked for hearings by the Senate Judiciary Committee on his bill to compel music licensing organizations to identify their copyright on phonograph records and provide lists of what tunes they manage, so broadcasters can check on copyrighted music.

Ellender introduced the bill (S. 405) early this year on request of Louisiana broadcasters association. More recently, heavy complaint has been heard from Clarence Jones, owner of WQIZ, St. George, S. C., who has filed protests with FCC and other federal agencies. He accuses SESAC of threats to sue the station for \$4,200 unless it signed a five-year, \$20 a month contract. SESAC had claimed that 17 SESAC licensed songs were played on the South Carolina station.

Jones also said that when he asked for lists of copyrighted music in the SESAC control (a heavily European catalogue), he was told there is no complete correct listing. Jones has at-

(Continued on page 6)

## Mercury Flies High on Fall Plan

By REN GREVATT

NEW YORK—Mercury Records last week unveiled a special fall plan, "Rally 'Round the Stars," key plank of which is a 10 per cent discount for the next 45 days on new releases and catalog product. Tradesters were inclined to call the Mercury program "conservative," and in line with what appeared in many circles to be a gradual "firming up" of manufacturer sales policies.

Though Mercury failed to meet the expectations of some sources that a move in the Columbia direction might be in the offing, it nevertheless spelled conservatism for a firm which has in recent months offered special programs of up to 13 per cent discounts. In earlier periods, Mercury has made limited deals of as much as one free for every two albums purchased.

Talk of the need for stabilization and reality in pricing and discount practices and calls for the elimination of allocations on product releases, came to a head at the recent ARMADA Convention last June in Miami Beach.

Three weeks later, Columbia announced a drastic revision in its own pricing practices, under which it lowered the traditional wholesale price of a \$3.98 suggested list disk from \$2.47 to \$2.25 and announced that this would henceforth be a year-round price.

Both RCA Victor and ABC-Paramount in recently announce sales programs limited themselves to a 12½ per cent dis-

(Continued on page 6)

NEW YORK—Mercury execs, in a series of high-flying jet flights, covered close to 6,000 miles last week in holding three separate sales meetings, spanning both coasts in five days.

Three regional conventions were held in New York (5); Chicago (6), and Los Angeles (9). Attending all the sessions, which were keyed to a political convention theme, were President Irving B. Green, Executive Vice-President Irwin H. Steinberg, Sales Vice-President Kenny Myers, Vice-President and Recording Director Shelby Singleton and national promotion manager Morris Diamond, in addition to numerous home office men.

Each regional session by the flying executive squad was preceded the night before by a "Rally" (Cocktail party and reception) during which various Mercury artists acted as hosts and hostesses. Sales meetings featured a roll call by Myers; a keynote address by Green; a state of the union speech by Steinberg and a nomination of candidates presentation of albums) during the morning sessions.

Afternoon sessions featured an a.&r. report by Singleton, a promotion report by Diamond, a presentation of the platform (the deal) by Myers, and campaign strategy (publicity) by Aaron Cushman, head of his own public relations firm in Chicago. All this was followed by "voting" (approval of the product) and caucuses (private meetings with the various distributors).

## FRANK LUPPINO TO MARRY DANISH MISS

NEW YORK — Frank Luppino Jr., Billboard director of promotion, will be married next month to Bjorg West-Larsen, of Oslo, Norway. The couple met while Luppino was on a European business trip early this summer. The wedding will take place in Odense, Denmark, the bride's home town, October 16, after which the couple will take a wedding trip in Europe, returning to the U. S. in November.

## Chi Convention Affirms MOA Healthy Future

By AARON STERNFIELD

CHICAGO—The Music Operators of America, which completed its three-day annual convention at the Morrison Hotel here Friday (6), appears on the verge of losing one major battle and winning another.

The defeat will be a bitter one. It's the probable passage of federal legislation which removes the performance royalty exemption on coin-operated music. That's the issue which was responsible for the formation of MOA, and it was the cement which held the organization together for its first decade.

MOA hasn't thrown in the sponge on the legislative front, but top officials admit that prospects to prevent the exemption removal look grim.

### Crisis Passes

The victory, however, is more significant than the loss. It involves the actual survival of the organization. With a sold out house at the annual banquet here Friday night (6), and with the highest operator attendance in years, MOA emerges from the 1963 convention as a healthy and growing trade association.

According to Bob Blunder, managing director and co-ordinator, paid-up membership now stands at 890, from a low of 598 in June 1962. In July and August alone, MOA increased its membership by 65. Most of the growth has come from active state and local associations persuading their membership to join the national group.

The fight against the Celler Bill (to remove the exemption) will go down to the wire, according to Nick Allen, MOA's legislative counsel in Washington. Allen pointed out that while the legislation has been reported on favorably by the House Judiciary Committee, it still must go through the Rules Committee before it goes to the floor.

There is, said Allen, "a faint hope" that it can be recommitted to committee by the Rules Committee. He urged individual operators to write Rules Committee members from their states and urge that the legislation be killed.

### Senate Action

Even if the House passes the Celler Bill, Allen added, it still must go through the Senate. And, he continued, if the legislation does not pass this year, the 1964 session is still the same

(Continued on page 44)

## Cinebox Breaks With U.S. Pop Artist Product; New Material

CHICAGO—A marriage between Cinebox, the Italian-made cinema juke box, and the recording industry seems in the offing. Mickey Greenman, promotion and publicity director for the Cinevision Corporation of America (U. S. Cinebox distributor) disclosed that U. S. pop artists—including Lonnie Satin, Tina Robin and Tommy Leonetti—have produced product for Cinebox, and four new releases are scheduled every month.

And for the first time, a recently released pop record, "Chickie," on Liberty, is being distributed as a Cinebox release. Greenman said that when new singles are released, a simultaneous Cinebox release is planned, with the artist lip synchronizing for the video portion.

The average running time is the same as that of the single, and the screened product is shown in four colors.

U. S. Cinebox released will be limited to just-released product or standards. The theory is

that anything already on the charts may have a short life expectancy, too short to make film production feasible. The same theory also holds that by coming out simultaneously with the record release, the Cinebox product will have a run as long or longer than that of the rec-

ord—provided, of course, that the record has a run.

On standards, the selection process is considerably easier. A top standard with a name artist and an imaginative production number is a staple commodity.

What the exposure is worth

(Continued on page 48)



## No-Shoes Eydie

In Columbia's Hollywood studio, Eydie Gorme, shoeless and absorbed in her work, follows a.&r. man Don Costa to isolation booth where husband, Steve Lawrence, is ready to go in first album duo has cut on West Coast.

### DEPARTMENTS & FEATURES

Hot 100 Chart ... Page 20

Top LP's Chart ... Page 26

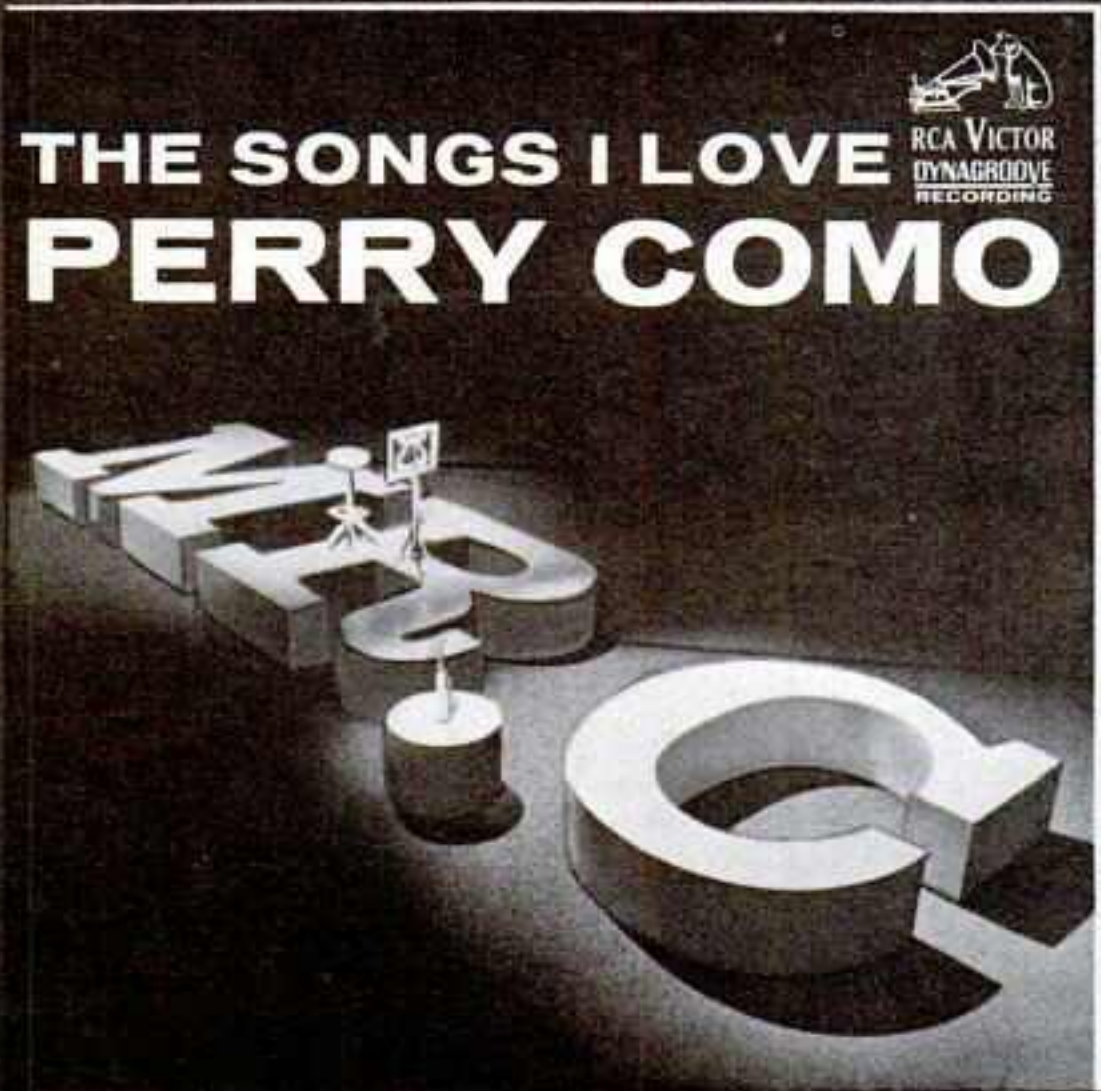
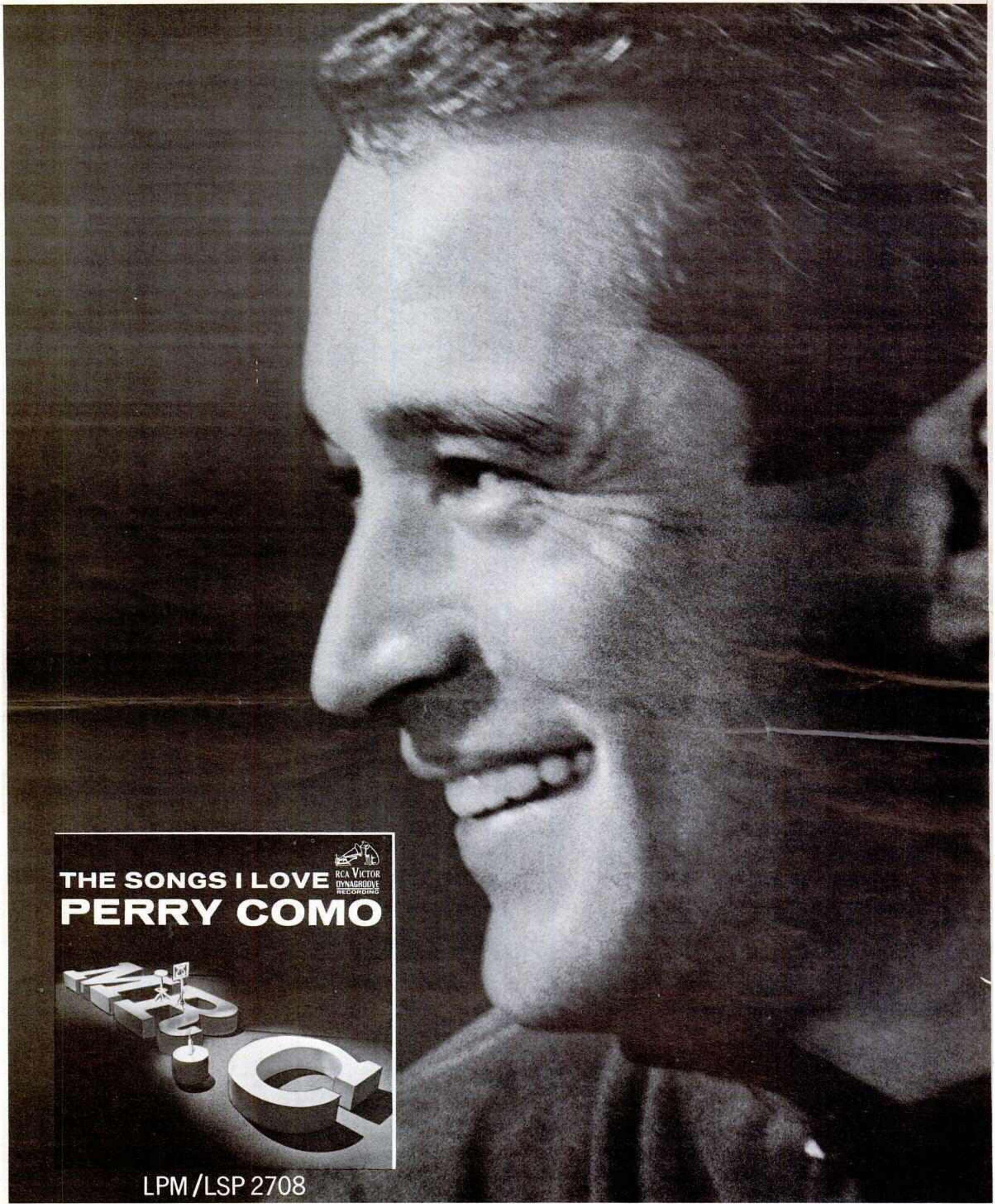
→ Other Music Pop Charts  
Breakout Singles ..... 23  
Breakout Albums ..... 30  
Honor Roll of Hits ..... 37  
Hot Country Singles ..... 14  
Hot R.&B. Singles ..... 19  
Hits of the World ..... 24  
Double-Play Disks ..... 46

→ Record Reviews  
LP Reviews ..... 28  
Singles Review ..... 23

→ Music & Record News  
Talent ..... 11  
Country Music ..... 14  
Rhythm & Blues ..... 19  
Folk Music ..... 12

→ Departments  
International Music News ... 34  
Radio-TV Programming ... 38  
Phono-Tape Merchandising ... 40  
Coin Machine Operating ... 44  
Bulk Vending ..... 48

Buyers & Sellers  
Classified Mart ..... 43



LPM /LSP 2708

**PERRY'S FIRST ALBUM IN DYNAGROOVE!**  
**(SOUNDS YOU LOVE TO SELL!)**

**RCA VICTOR**   
TM&C ©  
**The most trusted name in sound**

# U.S. ON SCHNEID FOR NO. 1 SPOT ON BRITISH LISTS

By CHRIS HUTCHINS

LONDON—The complete absence so far this year of an American record at the No. 1 spot in the British hit parade continues to stagger the business. Furthermore, there seems virtually no prospect of a U. S. disk hitting the top spot in the foreseeable weeks ahead.

Elvis Presley was the last U. S. star to head the hit parade here—with "Return to Sender" on December 21. He looked like the one to break through the barrier again a few weeks ago with "Devil In Disguise," but No. 2 was as high as the record could climb.

The Liverpool group surge has undoubtedly wielded a major influence in the swing to home-grown hits. The Beatles are currently heading the best selling single, LP and EP lists and with their friends from the 'Pool—Billy J. Kramer, Gerri and the Pacemakers and the Searchers—are keeping everyone, even Cliff Richard, out of the No. 1 spot.

The BBC is doing its share to help. More than 51 per cent of the pop music broadcast by BBC radio in the last calculated quarter was by British composers—an increase of more than 7 per cent on the previous quarter.

# Thieves Hit Topps Distributors For 50G in Disks & Tapes

MIAMI — Thieves broke into the offices and warehouse area of Topps Distributing here over last (Labor Day) weekend, and made off with records and tapes valued at close to \$50,000 wholesale. Topps chief Babe Elias said the thefts occurred sometime between late Sunday (1) and late Labor Day (2), since "I was in early Sunday to check the mail."

"It was a completely professional job," Elias told Billboard. "All our windows in the building have bars on them. The thieves drilled out our air conditioning unit and climbed in through the hole that was left. They then simply cut the chains and locks we had on the doors from the inside."

The Topps firm handles Epic, Reprise, Colpix, Hickory, Stereodiddies and Dooto and also has the Musictapes and Bel Canto tape lines. Elias and police investigators believe that a fence was set up for the merchandise well in advance of the burglary, and the possibility of unloading some of the product into export channels has not been ruled out. At the same time, Elias has asked co-operation of all dealers, distributors and particularly large users of any category who might conceivably be approached by the thieves offering a broad range of product

(Continued on page 6)



NEW POST: Columbia Records announced last week the promotion of Nathaniel Shapiro to director of CRI International's newly established International Music Publishing Operations Department. The announcement was made by Harvey Schein, vice-president and general manager, CRI International.

# Young Sinatra Makes a Bow In Manhattan

NEW YORK — Several firsts will be racked up by the first of Manhattan's new hotels Monday (9) when Frank Sinatra Jr. makes his debut at the Royal Box in the Americana Hotel.

WNEW Radio will do a live broadcast of the activities of the opening night at the plush night club, including the entire performance beginning at 9:30 p.m.

Young Sinatra will be backed up by the Tommy Dorsey orchestra, directed by Sam Donahue. The show will also include Helen Forrest, the Pied-Pipers, Charlie Shavers, Jeannie Thomas and Larry O'Brien. William B. Williams, WNEW radio personality, will be the on-the-air host reporting the glamor of the celeb-



WEDDING BELLS: Connie Stevens, songstress of television's "Hawaiian Eye" series, and actor James Stacy disclosed marriage plans in Hollywood last week. The wedding is set for October 12.

city-studded audience expected to gather for the first New York club appearance of Sinatra and the reconstituted Dorsey band.

# Roulette Grabs 'Kelly' With 100G Investment

NEW YORK—Roulette Records has acquired the original cast rights to "Kelly," the Herbert Greene-Joseph Harris-Ira Bernstein musical scheduled to open in New York shortly after the turn of the year. Morris Levy, president of Roulette, said his company has invested \$100,000 in the musical, which will star Richard Harris. Edward Padula is the producer.

"Kelly" will have songs by Moose Charlap and Eddie Lawrence.

Richard Harris currently has a film commitment. He will start rehearsals for "Kelly" shortly after his film work.

Morris Levy said he expected the "Kelly" acquisition to be the first of a series for Roulette.

He noted that the label was gradually expanding the scope of its product, and that he was glad to make the investment in order to crack the original cast field.

It is still relatively rare for an indie to acquire original cast rights to a musical, despite the occasional exceptions (Kapp had "Donnybrook" a couple of years ago and then "The Fantasticks"; Epic came up with the original cast to the off-Broadway revival of "Anything Goes," and Cadence recently had "Best Foot Forward")—hence the Morris Levy venture will be watched with much interest.

# Sampler Disk Working Well For Columbia

NEW YORK—Columbia Records is promoting key product in its fall album release through a unique consumer sampler disk. Samplers, as such, are not new but Columbia's latest approach—a seven-inch-square laminated card, with a 33 r.p.m. disk impressed on the card, is new and has received a heavy response from branches and distributors.

The card is a sort of audio-visual promotion piece in that one side includes reproductions of six key albums — by Tony Bennett, Johnny Mathis, the New Christy Minstrels, Jerry Vale, the Philadelphia Orchestra and Ray Conniff and Billy Butterfield, while the flip has 16 smaller cover reprints, all in black and white.

The 33 r.p.m. record contains one track each from the six key albums. Branches and distributors have ordered about 500,000 of the disks so far. Dealers will receive with the records a special browser stand and customers will be invited to take their free copy of the promotion disk.

# Len Martin Dies

PITTSBURGH—Lennie Martin, 46, former co-partner in two local labels, Calico and Robbie Records, died last week (1) in West Penn Hospital after a long illness. He studied music at Duquesne University and was widely known throughout this area for his radio and TV jingles. He was also a free-lance vocal coach, composer and arranger. His widow, two sons, a brother and four sisters survive. Burial was on September 6 in Mt. Carmel Cemetery, Pittsburgh.

# PP&M'S PAUL WEDS SCHOOL SWEETHEART

NEW YORK—Paul Stookey, the Paul in Peter, Paul and Mary, married his home town sweetheart, Mary Elizabeth Bannard, last week (4) in a ceremony at Hitchcock Presbyterian Church in Scarsdale. Peter (Yarrow) was best man.

Apart of the couple's wedding trip, Mary Elizabeth joined the trio on its current European tour. The group left over the week end for a recording session in West Berlin, a Paladium date in London and a Paris radio appearance. The day Peter, Paul and Mary come back to the U. S. (September 28), they work Carnegie Hall.

# Group Packages Often Edged in Gilt

By REN GREVATT

NEW YORK — Packaging of groups of artists on a single LP, though not an entirely new facet of the disk scene, is receiving increasing high-places attention. The marketing gambit of grouping anywhere from three to a dozen or more artists on one album is showing up in current album chart activity as well as in a marked upsurge of new releases.

A starting point for the current trend may well be the success enjoyed in recent years by the so-called "oldie-goody" albums, in which are packaged numerous old rock hits by a variety of artists. Often many of these in a single album, originally were out on labels other than that turning out the album. Among the hottest of these have been the Original Sound "Oldies But Goodies" sets and the "Murray the K Golden Gassers" sets. Roulette is also enjoying considerable current success with 12 albums of this type, recently issued.

This trend has had a marked carryover into the country field, with such labels as Capitol, Decca and Starday turning out a host of hit country artists in one package. A recent example would be Starday's two-LP set, "Grand Ole Opry Spectacular."

The current Hootenanny fling in the disk business is also a factor of some importance, since the very word, "Hoot," suggests multi-artist participation. This has been carried out with a number of the Hootenanny type LP's, each of which features a sizable group of artists, and at least one of which, Crestview's "Original Hootenanny," is doing well on the charts.

## One Package

Two other current multi-artist sets active on charts are the Motown "Motor Town Review," with various acts from the Tamla-Motown stable, and Columbia's "Songs for a Summer Night." In addition, though chart activity has been slim, it's a fact that a number of West Coast labels, at the height of the surfing trend, rushed out packages containing a bevy of popular surf combos native to the beaches up and down the California coast.

More recently, the packaging trend has shown up in a host of new releases on both RCA Victor and Cameo-Parkway. In its early fall release, Victor has included four albums of this type, covering four separate areas.

These include "Three Great Pianos," with four tracks each by Frankie Carle, Floyd Cramer and Peter Nero; "Three Great Girls," again with tracks equally

divided between Della Reese, Ann-Margret and Kitty Kallen; "Three Great Bands," with four cuts each for Henry Mancini, Al Hirt and Perez Prado, and "Three Country Gentlemen," incorporating efforts by Hank Locklin, Hank Snow and Porter Wagoner.

## Promising Results

Irwin Tarr, Victor merchandising manager, said the early results on these four are "Better than we anticipated. Two others are in the works now, in the jazz and male vocal category, but no definite date has been set for their release," he said.

Tarr explained that part of the theory in preparing these sets is the oft-heard complaint from consumer that "sometimes 12 somewhat similar performances by the same artist can be a little too much." At one time in the earlier history of the LP, this concept was used as an argument in favor of 45 r.p.m. disks, which could be stacked up in groups of a dozen with a different performer on each record.

"We decided to try putting together three artists of a roughly similar type to determine how valid the theory might be," Tarr continued.

"Also, there's another aspect to it. We felt that there might be a number of potential buyers

who might be fans of at least two of the three artists. These buyers would then perhaps be exposed to the third artist, be favorably impressed, and maybe buy a later album of that specific artist. That extra exposure could be important."

Cameo-Parkway, meanwhile, has just put out a group of new albums with the packaged artist concept. One of these ties in six hot acts with the still popular surf music theme. The artists include Chubby Checker, Dee Dee Sharp, the Orlons, Bobby Rydell, the Dovells and the Tymes, and in each case there are two tracks and each is a new one, not a past hit, for that artist. Thus each artist gets solid new exposure with a surf-oriented coupling and there are six separate chances of spinning out a hot single release.

In addition, C-P has issued Volumes I and II of "All the Stars Biggest Hits," each album of which presents the Tymes, Chubby Checker, Dee Dee Sharp, the Orlons and the Dovells. Finally, there are two "Golden Hit" albums. One contains Chubby Checker and Bobby Rydell; the other has the Orlons and the Dovells. Yet another on Parkway contains, "The 12 Greatest Golden Oldies in the Whole World Ever."



# 20 SOLID REASONS FOR THE SUCCESS OF THE "AGE OF REASON"



ML 5878/MS 6478\*



CL 2033/CS 8833\*



ML 5876/MS 6476\*



CL 2054/CS 8854\*



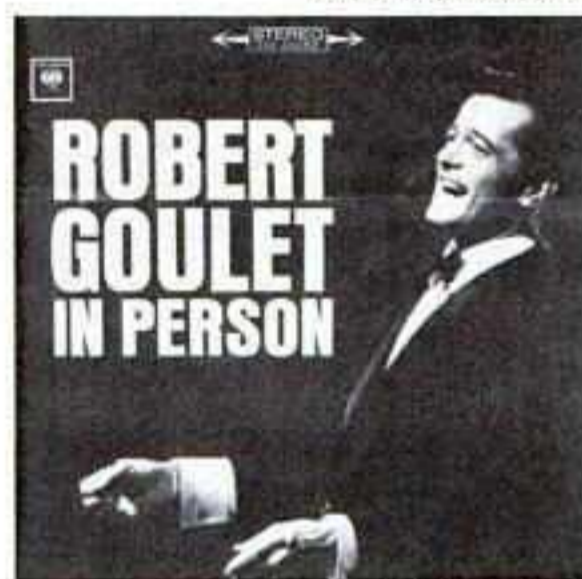
CL 2063/CS 8863\*



ML 5896/MS 6496\*



CL 2065/CS 8865\*



CL 2088/CS 8888\*



ML 5879/MS 6479\*



CL 2064/CS 8864\*



CL 2024/CS 8824\*



OL 5980/OS 2380\*



CL 2079/CS 8879\*



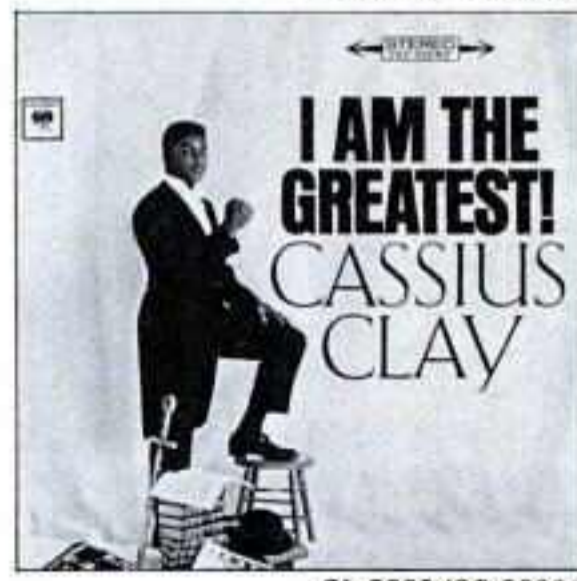
ML 5881/MS 6481\*



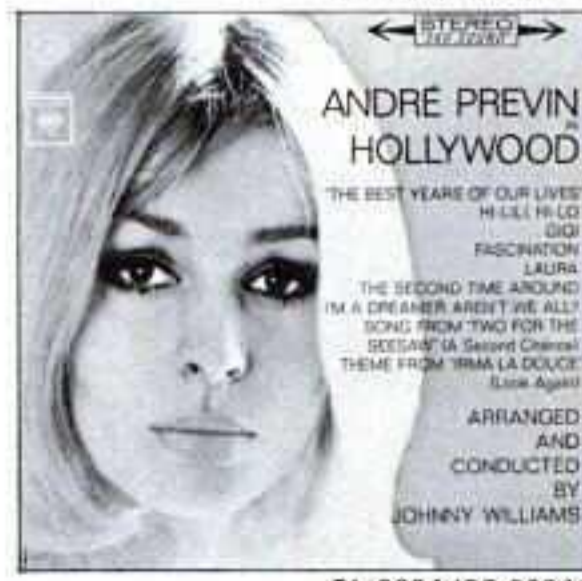
CL 2077/CS 8877\*



ML 5875/MS 6475\*



CL 2093/CS 8893\*



CL 2034/CS 8834\*



M2L 286/M2S 686\*



C3L 27

\*Stereo

# FROM COLUMBIA RECORDS

SEE YOUR COLUMBIA SALESMAN FOR DETAILS

©COLUMBIA MARCAS REG. PRINTED IN U.S.A.

Copyrighted material

# Trade Calls Mercury Plan 'Conservative'

• Continued from page 1

count structure. Other firms, including such indies as Tamla-Motown and Jubilee, have offered close approaches to the Columbia idea in their most recently announced deals. Command announced a one-free-for-six-purchased album program with an indefinite expiration, at the firm's sales meeting, also held in Miami Beach in conjunction with the ARMADA meet.

As an example, this would have the effect of placing a \$2.12 price on a \$2.47 disk. Tamla-Motown has been running the same kind of arrangement, again with no definite termination date.

Early in August, Jay-Gee (Jubilee and Josie) topper Jerry Blaine announced that at the conclusion of the firm's present buy-100-pay-for-85 deal on September 30, his labels would follow the Columbia lead completely, setting a new lower permanent price of \$2.25 with no further deals.

Though not directly related to price, a move by Capitol last week is also being seen as having a stabilizing influence. The company eliminated the last vestige of a program inaugurated several years ago, which had the effect of encouraging a dealer to hold onto all product ordered rather than returning it for exchange. The label officially discontinued its so-called "5 per cent cash in lieu" plan, under which a dealer could get a straight 5 per cent rebate by not taking the 10 per cent album exchange available.

The company later started what is called the "Basic Stock Protection" (BSP) plan under which a 100 per cent exchange privilege is extended on predetermined quantities (anywhere from two to 100 LP's) of every album released.

This encourages a dealer to take only what he can sell and definitely discourages loading up for the sake of taking advantage of a price. Above and beyond the BSP, there remains

## RECORD PACT PRIZE FOR TOP TALENT

LOS ANGELES—Music talent across the country will be flocking to a new talent showcase that is being inaugurated at The Party, a supper club on the Sunset Strip. Auditions will be held each Saturday, and talent selected will make professional appearances at The Party on Monday, Tuesday and Wednesday evenings.

The best talent for the week will be selected by a combination of the board of directors consisting of Bill Gilbert, owner of the nitery; H. B. Barnum, and John Lamb, radio and TV producer, assisted by a deejay advisory board — Johnny Magnus, KGFS; Ted Quillan, KRLA; Chuck Johnson, KAPP; Willie Bryant, KDAY; Mort Crowley, KHJ; Paul Compton, KHJ, and Danny Dark, KLAC. The winner will be then featured on Thursday evening with recording company a.&r. men invited to attend.

Each month, from the weekly winners, one will be selected and awarded a recording contract on a major label.

the normal 10 per cent exchange privilege for all quantities ordered beyond the limits of BSP orders.

As far as the Mercury program is concerned, the company's execs stressed the fact that they felt product rather than price concessions to be the important thing.

"We've worked hard to produce a release that can definitely be sold," said Sales Vice-President Kenny Myers, "and we feel a 10 per cent program is a good one that will do the job."

In addition to pop, jazz, classical and country product releases, Mercury announced new "Storyteller Series," of eight separate albums containing classic children's stories to carry a 99 cent list price. The 10 per cent program does not apply to this series. Also carrying no deal are Mercury Wing, Mercury-Wing classical, Childcraft and Playcraft. In addition to the regular deal, there will be a 100 per cent guarantee on three Christmas albums by Johnny Mathis, the Harry Simeone Chorale and the Platters. The Mathis Christmas set is his first for the label. Another first on Mercury is a set by the Chad Mitchell Trio, "Singin' Our Minds."

## Music Book Rack

• Continued from page 4

ing and passes on tips that should be invaluable both to budding songwriters and established ones. If the hundreds of letters that Billboard editors get every year is an indication, this book supplies answers to the plea sent up most often: "Gee, I can write a song as good as that stiff. How do I get it heard?"

Rolontz tells concisely what a songwriter can do to try. A reader learns how to place a song, how to make a demo record and how to protect the song after it's recorded. He learns how to join ASCAP or BMI, where to look for a collaborator and, even, how to start his own record label.

There's a comforting word for neophytes in Mitch Miller's introduction and the appendixes themselves (of active record manufacturers, record studios and pressing plants) alone should be worth the box office price to aspiring authors.

JACK ORR

## Thieves Hit Topps

• Continued from page 3

on the labels named and at distress type prices.

Recently, thefts of a more minor nature occurred in both the Decca and Liberty branches across town here. The two branch outlets are located in the same building.

Elias said that in addition to the record and tape losses, the bandits also took four adding machines, three electric typewriters, a Thermofax and a Ditto machine. All the losses are covered by insurance and insurance company investigators are now appraising the loss.

About the only bright light of the situation, according to Elias, is the fact that some of the stolen merchandise constituted product on which he had been loaded up in recent months by various companies.

# Philips Mounts Garner Drive

NEW YORK—Philips Records is mounting a strong advertising and promotion campaign in advance of Erroll Garner's overseas tour which kicks off October 12 in London. The label handles Garner's "One World Concert" album overseas for Garner's own Octave Records. Reprise handles the LP in the U. S.

The company has set special press portfolios for the tour, and has fitted EP's and singles with special jackets carrying the album art work. TV trailers have also been produced for movie house advertising.

Garner is currently settling his schedule for appearances in other European countries with TV performances and interviews slated in Italy, Sweden, Denmark, Holland, Paris and Germany. The artist is also attempting to find room for an Israeli in-person as well.

The pianist has informed his manager Martha Glaser that he is more than willing to tour the Far East so long as he is in Japan during the Olympics. Then the artist will play Australia and Japan in May and June. In February he is expected to go to the British West Indies with possible appearances in South America in July and August.

## Reworking Vinton LP

NEW YORK — The overwhelming success of the "Blue Velvet" track from the Bobby Vinton Epic album formerly called "Blue on Blue" has led to the retiling and redesigning of the jacket art on the album. The set will henceforth be called "Blue Velvet."

Much the same thing happened when a track from the Rolf Harris LP "Sun Arise" drew wide play and forced the retiling of that set into "Tie Me Kangaroo Down, Sport."

## Angels Follow Up Hit With Album

NEW YORK—FGG Publications recently completed the recording of an album by the Angels based on their current No. 1 hit "My Boyfriend's Back" on Smash. FGG, composed of Bob Feldman, Jerry Goldstein and Richie Gottelher, has also done indie production for 20th Century-Fox, Columbia, and most recently Liberty. The team has written for such artists as Freddy Cannon, Dion and Bobby Vee.

## SESAC Battle

• Continued from page 1

tacked the SESAC contract per se, because its five-year term stretches beyond the station's three-year license. Station would be responsible for two additional years' payments if it loses its license.

Hearings on the Ellender bill would be held by Senate Judiciary Subcommittee on Patents, Trademarks and Copyright. Second ranking Democrat on the subcommittee, Sen. Olin D. Johnston (S. C.) has reportedly asked Post Office Department to investigate the SESAC matter. Broadcaster complaints against SESAC are also being studied at the Federal Communications Commission.



BARRY SISTERS NOW ON COLPIX: Newest acquisition of the Colpix stable are the Barry Sisters, Claire and Merna. Witnesses at the signing are Walt Maguire (left), vice-president and general manager of Colpix and Dimension records, and Don Kirshner, executive vice-president of the music and record division of Columbia Pictures-Screen Gems.

## LATE SINGLE SPOTLIGHTS

— Pop —

LESLIE GORE

SHE'S A FOOL (Helios-MRC, BMI) (2:13)—THE OLD CROWD (Screen Gems-Columbia, BMI) (2:30)—The thrush has had two smashes in a row and here's another and possibly a two-sider at that. First up is a teen-slanted ballad with lots of feeling, while the flip is a bright, bouncy up-beater which could find equal favor. Good dual-tracking on both sides. **Mercury 72180**

RAY STEVENS

SPEED BALL (Lowery, BMI) (2:40)—Stevens is just off his "Harry the Hairy Ape" hit and this should be a fast follow-up. It's a nutty story of a hot-rod maniac with a leather jacket and an eagle on the back and the kids should dig it. Flip is "It's Party Time" (Lowery, BMI) (2:39). **Mercury 72180**

VAUGHN MEADER

NO HIDING PLACE (Gallico, BMI) (2:29)—Here's Meader's first on the label and, in fact, his first single. It's a bright, funny parody of the whole folk movement, particularly the older Weavers' disks, employing the lining out, lead-to-chorus technique. Could grab a lot of play and sales. Flip is "The Elephant Song" (January, BMI) (2:34). **MGM 13169**

## PETE SEEGER NIXES OATH; ABC BAN STAYS

• Continued from page 1

he furnished a "sworn affidavit as to his past and present affiliations."

After learning of Seeger's stand, an ABC spokesman said the singer would not be considered for an appearance. Leventhal said he asked ABC officials if their position with regard to Seeger also applied to the Weavers. The network's answer was yes.

Theo Bikel, just returned from a tour of New Zealand, is scheduled for two appearances on the "Hoot" show in the near future. At press time, Bikel told Billboard, "I'll be doing the shows with misgivings. As an American, I find it distasteful to think that anybody has to bargain for his livelihood on any other basis than talent alone. Beyond that, I have never seen any evidence that Pete Seeger has tried to overthrow the government with his banjo."

Chad Mitchell commented that he hoped it would be possible for a group of those acts who have headlined the show to present their views on the matter to ABC-TV officials at an early date.

## Club Owners Meeting to Case Talent

NEW YORK—The National Association of Night Club Owners will hold its annual convention in this city September 11-13 at the Sheraton-Hilton.

Besides talking over economic, social and regional problems besetting them, the night spot owners will witness two special talent showcases being planned by a talent committee. These will be held at the Bitter End Tuesday (10) from 8 p.m. to 11 p.m. and the Village Gate (11) from 5 p.m. to 8 p.m.

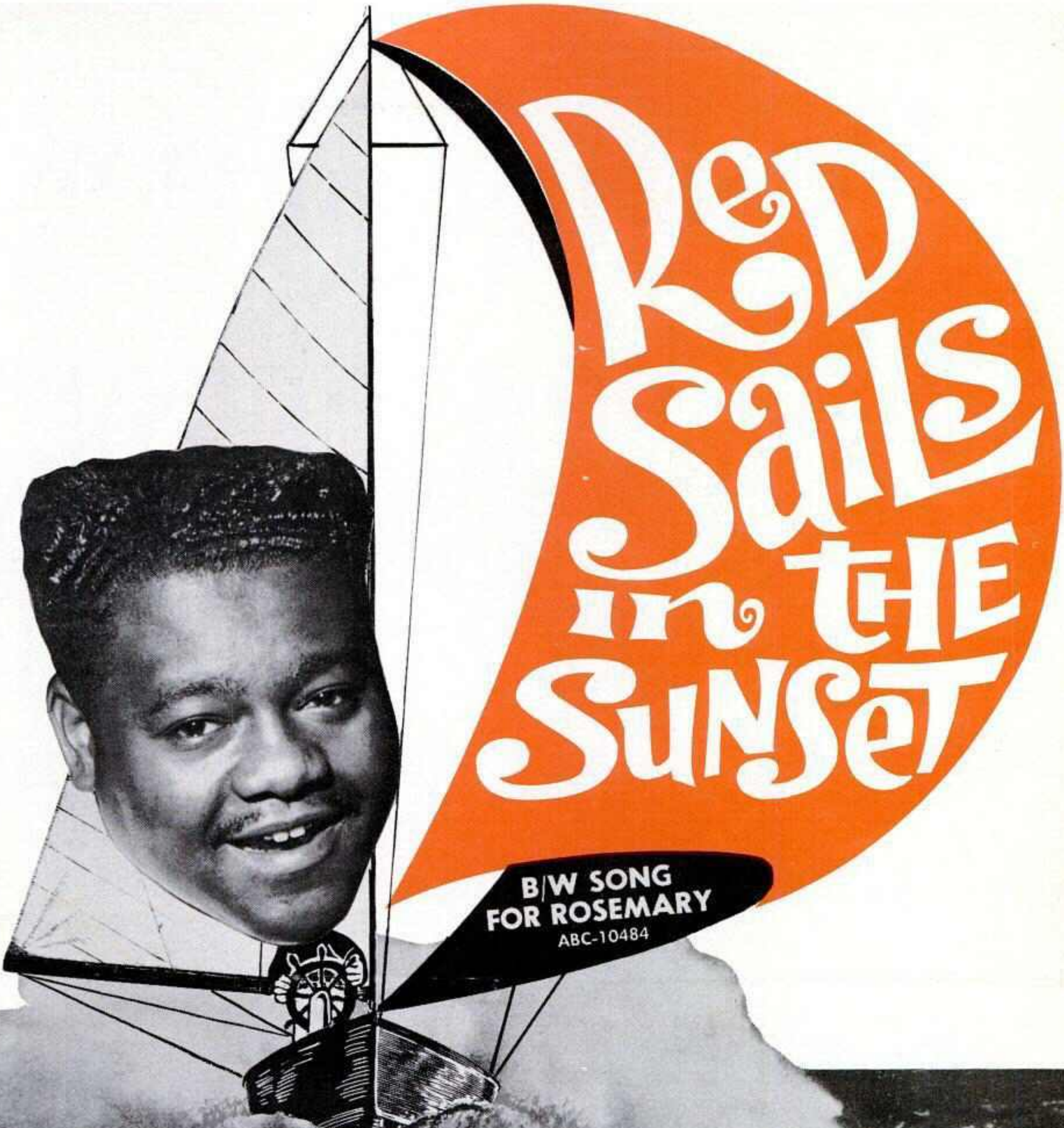
These sessions will not be open to agents or managers. They are meant solely to introduce new and seasoned talent to the night spot owners many

## Amy Gets De Mann

NEW YORK — Fred De Mann, formerly promotion man for MGM and Jubilee Records, has been appointed national promotion manager for Amy Records.

of whom have not had a chance to see some acts that have been working the East Coast almost exclusively.

The association is headed by Bill Newkirk of the Tideland's club in Texas. The members of the talent committee handling the special showcases are Joe Scandori of the Club Elegante and Sweet Chariot; Ralph Watkins, Basin Street East; Fred Weintraub of the Bitter End and Art D'Lugoff of the Village Gate, who is also secretary of the organization. The association has a national membership of 100.



Red  
Sails  
in the  
Sunset

B/W SONG  
FOR ROSEMARY  
ABC-10484

IT'S

**FATS DOMINO**

*blowing up a storm with  
a tremendous new single on*

**ABC-PARAMOUNT**

HERE COMES...  
**Fats Domino**



Also Just Released—  
Fats' first LP for  
**ABC-PARAMOUNT**  
ABC-455 ABCS-455



DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.

YOU'RE SELLING POPULAR MUSIC...

NOW...

““MIDDLE  
WITH CAPITOL'S

PROMENADE  
PRICED *and* PACKAGED *for*



“GOOD MUSIC-  
BUT NOT THAT  
HEAVY STUFF!”...

When your customer says “I want some good music...but not that heavy stuff” what do you say? Do you or your clerks have the time to show him more than a fraction of the material you have buried in endless rows of browsers?

Pop music buyers usually know what they want and Pop albums get the heavy promotion. Classical music buyers are likewise specific on exactly what they want. But what about the “middle music” customer who hears music he likes on the radio, would like to have it on records but doesn't know quite what to ask for or how to find it quickly in a record store?

Here is Capitol's answer to that problem...and we're going to spend lots of money during the coming year to make it easier for the “middle-music-minded” public to buy *more* of their kind of music from music dealers, and to woo them into your store in a *specific buying mood*.



EASY-TO-  
IDENTIFY  
PACKAGING

Every Capitol PROMENADE SERIES album is easily distinguished by customer or clerk...each album, catalog and new releases, now packaged with the special PROMENADE SERIES “World's Great Melodies” transparent overwrap. Easy to find in racks, browsers, or however displayed.

PRICED RIGHT! \$3.98<sup>\*</sup> MONO  
\$4.98<sup>\*</sup> STEREO

These high quality albums were recently reduced in price from \$4.98-\$5.98\* to bring them into the “popular-priced” area in anticipation of promoting them to a much wider audience. Capitol's Fall national advertising campaign is designed to bring you VOLUME business on this line. (mass market impact!)

\* (total price for the purpose of computing discounts, optional with dealer)



YOU'RE SELLING CLASSICAL MUSIC...

GO AFTER

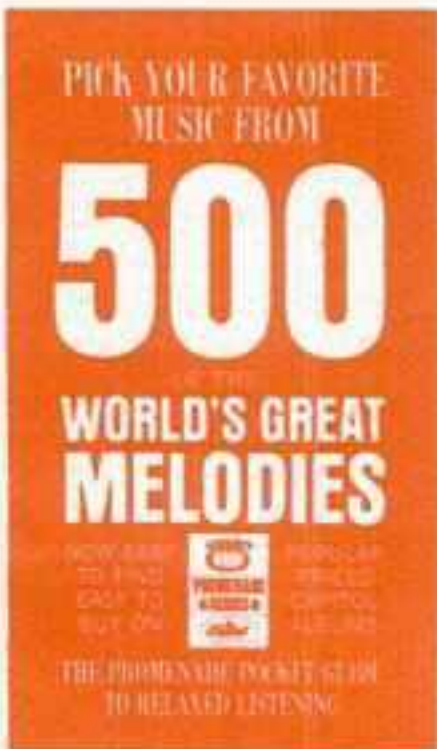
MUSIC

EXCITING NEW

SERIES  
SIMPLIFIED

"THE WORLD'S  
GREAT  
MELODIES"

SELLING!!



16-PAGE POCKET  
SIZE CONSUMER  
FOLDER LISTS  
500 DIFFERENT  
MELODIES FROM  
PROMENADE LPs

Here in a handy, pocket-size consumer folder are listed 500 of the melodies that appear in the 99 Promenade albums released to date, with selection titles listed alphabetically, each title showing exactly which album or albums contains the particular title. An invaluable selling tool... for customers who want a specific melody or wants to look for his favorites. Will save clerks time and provide you with an "extra" you can display and advertise.

America Be Beautiful	15P-8423
An American in Paris (March)	15P-8424
L'Amour, l'Espoir, l'Esperance (France)	15P-8425
Andante (The Beauty and the Beast)	15P-8426
Andante Cantabile (Lullaby)	15P-8427
Angels We Have Heard on High	15P-8428
André's Dance from "The Song"	15P-8429
André's Dance from "The Song"	15P-8430
André's Dance from "The Song"	15P-8431
André's Dance from "The Song"	15P-8432
André's Dance from "The Song"	15P-8433
André's Dance from "The Song"	15P-8434
André's Dance from "The Song"	15P-8435
André's Dance from "The Song"	15P-8436
André's Dance from "The Song"	15P-8437
André's Dance from "The Song"	15P-8438
André's Dance from "The Song"	15P-8439
André's Dance from "The Song"	15P-8440
André's Dance from "The Song"	15P-8441
André's Dance from "The Song"	15P-8442
André's Dance from "The Song"	15P-8443
André's Dance from "The Song"	15P-8444
André's Dance from "The Song"	15P-8445
André's Dance from "The Song"	15P-8446
André's Dance from "The Song"	15P-8447
André's Dance from "The Song"	15P-8448
André's Dance from "The Song"	15P-8449
André's Dance from "The Song"	15P-8450
André's Dance from "The Song"	15P-8451
André's Dance from "The Song"	15P-8452
André's Dance from "The Song"	15P-8453
André's Dance from "The Song"	15P-8454
André's Dance from "The Song"	15P-8455
André's Dance from "The Song"	15P-8456
André's Dance from "The Song"	15P-8457
André's Dance from "The Song"	15P-8458
André's Dance from "The Song"	15P-8459
André's Dance from "The Song"	15P-8460
André's Dance from "The Song"	15P-8461
André's Dance from "The Song"	15P-8462
André's Dance from "The Song"	15P-8463
André's Dance from "The Song"	15P-8464
André's Dance from "The Song"	15P-8465
André's Dance from "The Song"	15P-8466
André's Dance from "The Song"	15P-8467
André's Dance from "The Song"	15P-8468
André's Dance from "The Song"	15P-8469
André's Dance from "The Song"	15P-8470
André's Dance from "The Song"	15P-8471
André's Dance from "The Song"	15P-8472
André's Dance from "The Song"	15P-8473
André's Dance from "The Song"	15P-8474
André's Dance from "The Song"	15P-8475
André's Dance from "The Song"	15P-8476
André's Dance from "The Song"	15P-8477
André's Dance from "The Song"	15P-8478
André's Dance from "The Song"	15P-8479
André's Dance from "The Song"	15P-8480
André's Dance from "The Song"	15P-8481
André's Dance from "The Song"	15P-8482
André's Dance from "The Song"	15P-8483
André's Dance from "The Song"	15P-8484
André's Dance from "The Song"	15P-8485
André's Dance from "The Song"	15P-8486
André's Dance from "The Song"	15P-8487
André's Dance from "The Song"	15P-8488
André's Dance from "The Song"	15P-8489
André's Dance from "The Song"	15P-8490
André's Dance from "The Song"	15P-8491
André's Dance from "The Song"	15P-8492
André's Dance from "The Song"	15P-8493
André's Dance from "The Song"	15P-8494
André's Dance from "The Song"	15P-8495
André's Dance from "The Song"	15P-8496
André's Dance from "The Song"	15P-8497
André's Dance from "The Song"	15P-8498
André's Dance from "The Song"	15P-8499
André's Dance from "The Song"	15P-8500

Here (greatly reduced) is part of the A-Z Melody Index contained in this folder:

Window Easel-Cards and Dealer Ad Mats will feature this booklet "Come In And Get One Free — Pick Your Favorite Melodies Find them quickly in Capitol Promenade Music Albums"

SEPT-OCT FALL STOCKING PROGRAM  
**BUY 2-GET 1 FREE**  
TO HELP YOU GET SET FOR OUR  
BIG FALL NATIONAL ADVERTISING  
CAMPAIGN ON PROMENADE

All ninety-nine albums in the Promenade Series released to date are available to dealers on a "Buy Two — Get One Free" basis during September and October, plus special dating. See your CRDC Representative for details. Promenade window streamers also provide space for your own price message.

SEE YOUR CRDC SALES REP FOR DETAILS



**HEADED FOR THE TARGET NUMBER ONE!**

# **CROSSFIRE**

**BY THE ORLONS**



**C-213**

**THE BIG ONES ARE ON CAMEO/PARKWAY**

**TALENT**

**TV GUEST APPEARANCES BY RECORD TALENT**

SEPTEMBER 9-15  
(All Times Eastern Daylight Saving)

- TUESDAY 10—DELLA REESE, WOODY HERMAN**  
The popular Miss Reese and the swinging herd of Woody Herman comprise the musical highlights on the Keefe Brasselle Show (CBS-TV, 10-11 p.m.).
- TUESDAY 10—MITCH MILLER, JAN PEECE**  
The sing-a-long maestro and Metropolitan Opera tenor will both be seen on the Tonight Show, starring Johnny Carson (NBC-TV, 11:15-1 a.m.).
- WEDNESDAY 11—LESLIE UGGAMS**  
The pretty star of the Mitch Miller series will perform on the Tonight Show (NBC-TV, 11:15-1 a.m.).
- THURSDAY 12—JULIE LONDON, MEL TORME, CHARLIE BYRD TRIO**  
All will be seen on the Vic Damone hosted "Lively Ones" tonight (NBC-TV, 9:30-10 p.m.).
- THURSDAY 12—THE BIG THREE**  
The new folk trio will be among the guests of Johnny Carson on the Tonight Show (NBC-TV, 11:15-1 a.m.).
- SUNDAY 15—CONNIE FRANCIS, JACK CARTER, XAVIER CUGAT & ABBE LANE, JAN PEECE**  
All will be seen on tonight's Ed Sullivan Show, which emanates from the O'Keefe Center in Toronto (CBS-TV, 8-9 p.m.).

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

**ARTISTS' BIOGRAPHIES**

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



**THE RONETTES**  
(Philles)

**PERSONAL MANAGER:** Phil Spector. **NAMES:** Ronnie and Estelle Bennett, and Nedra Talley. **AGES:** Nedra, 17; Ronnie, 18; Estelle, 19. **HOME TOWN:** New York. **BACKGROUND:** Sisters Ronnie and Estelle, and their first cousin, Nedra, have been singing together as a group for about four years now. All raised in New York City, their first opportunity to perform came with the opening of the Peppermint Lounge. In fact, the girls have been employed as opening attractions at many of the cross-country twist houses, notably in New York and Miami Beach. A few months ago Phil Spector, president of Phillies Records, heard the girls and signed them to a recording contract. His eye for talent speaks for itself, since their first single for the firm, "Be My Baby," moved into the money-side of the charts in very short order. Spector says: "You'll be hearing more from these girls."

**LATEST SINGLE:** "Be My Baby" takes an enormous jump on the Billboard Hot 100 this week. In its third week on the chart it moves from position 55 to 20.

**TALENT ON TOUR**

(Top record talent in top record towns this week)

- EAST**  
Kathy Keegan, who was introduced on the Talent Scout show by Tony Bennett, opens for three weeks at the Living Room (9). . . . Max Morath, Woody Allen, and Emily Yancy are the current bill at the Blue Angel. . . . Gene Pitney will be at the Shell House, Long Island, on Friday and Saturday. . . . The Osmond Brothers are set to appear at the Allentown (Pa.) State Fair. . . . Carol Lawrence and her Mister, Robert Goulet, play the Carousel Theater, Framingham, Mass., for the remainder of this week. . . . Finishing up his gig at the Bohemian Caverns, Washington, this week is multi-instrumentalist, Roland Kirk. . . . The Grandison Singers open Friday (13) at the Sweet Chariot, Boston, where they remain through September 22. . . . Back at the Embers for a six-week stint is the Dorothy Donegan Trio. . . . At Birdland, for the third time since last March, is King Curtis and his Quintet.
- MIDWEST**  
Buddy Greco concludes his successful run at Chicago's New Living Room on Friday (13). . . . Peter Nero plays Suttmillers, in Dayton, Ohio, through Saturday. . . . In Columbus, Phyllis Diller is installed at the Maramor Club through Saturday. . . . Addiss & Crofut will perform at the University of Michigan, Ann Arbor, on Saturday night (14).
- WEST**  
The Kingston Trio follows Harry Belafonte into the Greek Theater, Los Angeles, for a seven-day stand, September 9. On the bill with them will be Henry Mancini. . . . Billy Daniels, Jackie Gayle and newcomer Marian Montgomery are at the Crescendo through Sunday. . . . Mitch Miller and his sing along gang will appear at the Denver Coliseum on September 15.

**LIVE REVIEWS**

**Basin St. Hors d'Oeuvres for All**

Kicking off the fall season at New York's Basin Street East are the combined talents of the Stan Getz Quartet, Ahmad Jamal Trio and the Chad Mitchell Trio. Miriam Makeba was originally scheduled to appear, but illness forced a cancellation. The Getz group opened the show, and on this occasion restricted the programming to bitter-sweet readings of ballads and bossa nova. Emphasis was on soothing, almost somnambulist sonorities; accessible and commercial. Particularly appealing were "Morning of the Carnival" ("Black Orpheus"), and "Spring Can Really Hang You Up the Most."

Ahmad Jamal's fleet-fingered pianism and subtle showmanship aroused a good deal of enthusiasm. Jamal's virile imagination always maintains a sense of improvisation, as he indulges in a good deal of unprepared tempo changes which keep his sidemen Arthur Davis (bass) and Chuck Lampkin (drums) on their musical toes.

A lively sense of humor generates among the three when Jamal tries to outsmart them. A real crowd-pleaser was their polyrhythmic arrangement of "Johnny One Note," with which they closed their act.

There's something neither fish nor fowl, however, about the Chad Mitchell Trio. Their best material is, for the most part, of satirical nature — "John Birch Society," "Ballad of Billie Sol" and (perhaps the best) a neo-Nazi version of the "Twelve Days of Christmas."

Unfortunately, with the exception of the last, the material quickly loses its freshness. They are one-line gags. It seemed rather affected—and worse, unconvincing—to follow this sort of thing with "Midnight in Moscow"—in Russian. They try—perhaps too hard—to manage contrasts of mood with subtlety, but the seams of the act are showing. They are much more effective on record.

BARRY KITTLESON

**LIVING ROOM**

**Younger Talent Gets Its Shot**

Three young performers were booked into Dan Segal's Living Room in New York for one week (September 2) prior to the official opening of the fall season. Two of the performers, singer Michael Allen and comic London Lee, have appeared on Merve Griffin's Talent Scout show on CBS-TV.

Lee is one of the zaniest and most winning comics to come along since Jerry Lewis (whom he somewhat resembles). His material is fresh, seemingly spontaneous, and delivered with perfect ease. Lee bases his current material on the image (or fact) that he comes from a background of wealth—father is a wholesaler in the garment industry, and mom can most often be located at the hairdresser's. The trials of this poor little rich boy are made out to be very funny, indeed, and are delivered with plenty of body English.

Michael Allen's contribution to the program were not so gratifying. His phrasing and diction are electric and studied and his mannerisms are too exaggerated for the small quarters of the Living Room. He was occasionally effective with the up-tempo material. Anna English, who opened the show, wasn't caught by this reviewer.

BARRY KITTLESON



**PEARLY MAE AND FRIEND:** Former heavyweight boxing champ Joe Louis skips rope, sings and dances as part of Pearl Bailey's act at the Flamingo in Las Vegas. Debut brought round after round of applause.

**TALENT TOPICS**

**NEW YORK**

When Dion decided to use his full name (Dion DiMucci), it became apparent that some problems might arise with regards to the proper pronunciation of his last name. To clarify the situation, Sal Bonafede, Dion's manager, sent out mail pieces within the trade on which he included the following information: "DiMucci rhymes with Debussy, you see." Now the problem is to find three people who will agree on the pronunciation of Debussy, and what it rhymes with.

Jerry Lee Lewis' wife Myra gave birth August 31 to a seven-pound girl. The proud papa opens later this month at the Chez Paris, Chicago.

Timi Yuro embarks on a series of one-nighters (9) throughout the Midwest. GAC has arranged for her to headline in her own package tour (her first in the Midwest) with the Warner Bros. orchestra backing her up. There will be no

supporting acts. Tour opens in Austin, Minn., and continues through Iowa, Nebraska, Kansas, South Dakota and Kentucky.

ABC-Paramount's Tommy Roe is off to Europe for the second time in six months. GAC has booked him for 50 one-nighters through England, Ireland, Scotland and Wales, plus two television appearances. He returns Stateside November 3.

BARRY KITTLESON

**HOUSTON**

Lorraine Egypt, who says she is a granddaughter of Little Egypt, the belly dancer of the Chicago Exposition of 1893, has been booked into the Tideland Club for an engagement. Little Egypt, 1963 style, will share the bill with singer Mike Dees. Don Goldie and his group will supply the music in their final two-week stand.

The Four Aces are high-  
(Continued on page 13)

**'...UNQUOTE'**

Jerry Lewis (on why he insisted on a two-hour television show): "Why, 60 minutes isn't enough. I do 12 minutes on hisses alone, you should pardon the old joke. Beside, for the kind of loot they got to pay me they'll need four boys to sponsor 60 minutes of that kind of money. And it's my bat and ball, and all they can do is play my way or get another field. . . ."

Trini Lopez (on Elvis' Colonel Parker): "That man is too much. He is such a great salesman he could sell Bonds for Egypt to George Jessel."

Andy Williams (on proteges): "I don't give advice about singing. You make your own rules in the singing game."

Gina Lollobrigida (after being knocked out by an overly realistic punch by Sean Connery): "He's one of the nicest persons

I've ever worked with. He was very much upset about the whole thing."

Shelly Winters (on her career): "Sure I make a lot of money—so what? They don't let me eat anything. If I had stayed in St. Louis, I'd be fat, I'd have a man and I'd have lots more beautiful children."

Joe Garagiola (on his friend, Yogi Berra): "Yogi's the kind of guy who when he's driving and somebody points out he's lost, Yogi says, 'Yeah, but look at the time we're making.' He said to me, 'Know why it's tough to play left at the Stadium? It gets late early out there.' Another time he says, 'Joe, imagine the look on the face of a deep sea diver when they phone down to him and tell him to hurry right up because the boat is sinking.'"

## It Figured: Label Called Hootenanny

CHICAGO—It had to come sooner or later—a Hootenanny record label. Jim Gaylord, head of Stacy Records, introduced it here last week.

As the name implies, the label will feature c.&w. music and, as Gaylord says, "anything else that's considered hootenanny."

Both stereo and monaural albums will be priced at \$2.98. Gaylord noted it would "be real, three-track stereo—not faked." He added that Hootenanny would be primarily an album line but that singles would be released whenever the situation called for it.

(Continued on page 13)

## NAME SINGERS ON TEXAS AIR

DALLAS—A series of 10 broadcasts entitled "Folksingers of Canada" will start at 9:05 p.m. Saturday on WFAA-570, Dallas.

The 10 half-hour programs will present 16 of Canada's leading exponents of folk music. Most songs reflect the nation's dual French and English culture, but the series also includes the traditional folk music of the Eskimos and tunes from the United States, Eastern Europe and South America.

Such singers as Ian Tyson, Sylvia Fricker, Ed McCurdy, Alan Mills and Helene Bailargeon already have gained international reputations.

## Les' Boys



LES BAXTER, who has a number of arranging and conducting credits, along with several pop hit singles, has turned to the folk scene. The result: Les Baxter's Balladeers, a new folk-styled quartet, shown above. The group (left to right)—consisting of Bob Ingram, Mike Clough and Chip and Dave Crosby—is on the Reprise label and is currently doing a one-month stand at Pasadena's Ice House folk club.

## Big Tie-Ins For Folk LP

NEW YORK — "It Was a Very Good Year," title of one of MGM's newest folk albums, is by the Garrett Brown-Al Dana duo. The label has scheduled intense promotion efforts to back the group's current college tour, with tie-ins on each campus for album displays in college book stores, publicity in campus papers and exposure on college stations.

The tour, which kicks off October 15, includes visits to Appalachian State Teachers College and Lenoir Rhyne College (North Carolina); Carson Newman College in Tennessee; Fenn College, Cleveland, and Franklin College in Indiana, among others. There'll be a special concert October 26 at the IBM plant in Lexington, Ky.

MGM exploitation chief, Sol Handwerker, is also pushing plans for a heavy promotion of the MGM sound track set, for "Hootenanny Hoot," which stars Sheb Wooley, Chris Crosby and the Gateway Singers. Set is being rushed out.

## Dallas Says Folk Here to Stay

DALLAS—Is the present rage for folk music here to stay, or is its popularity just a fad? Radio station program directors and talent agency personnel here are almost unanimous in the belief that a certain amount of the popularity will last but that the fad phase will pass.

Richard D. Leonard, owner of Joan Frank Productions, a talent agency, said the popularity for folk music first hit the East

Coast and moved west, reaching its peak in the Dallas area in the past few months. During the last month, he said, the demand has become "quite heavy."

### Healthy Stuff

Leonard sees folk music as a healthy trend. He mentioned the "Folknik" clubs, pointing out that they are not to be confused with the Beatnik clubs. "The Folknik club is a healthy product of beat," Leonard said. "In

these clubs, teen-agers, collegians and also adults gather to listen to the ballad singers and in many instances to join in."

He sees the popularity of folk music as an outgrowth of the sing along with Mitch idea.

"The audience likes to participate," he said, "and in folk music there is a lot of participation, whether in singing or just

(Continued on page 13)

## This Welshman's Been Around the Block

NEW YORK—Like two brothers, prominent in the disk world of rock and roll, rhythm and blues and jazz, Roy Guest was born in Turkey. At this point, however, similarity ends in the backgrounds of Guest, operator of New York's most recent folk den addition, the Howff, and of the Ertegun Brothers or, in fact, of anybody else on the current record scene.

Guest, who eventually came to New York via the wide, wide world, and who now runs a small theater on St. Mark's Place known as the Howff, actually is a Welshman, whose father was a railroad engineer in Turkey when Roy was born.

The period of age two to 15 was reasonably quiet ("I just grew up, you know"), but then things began to happen. Guest departed for London where he became an actor in weekly repertoire company. "Then I went to Paris for a two-week holiday and ran out of money, which frankly was a turning point for me."

Guest had taken up with a bunch of Left Bank people and was living upstairs over a cafe. The circumstances were obviously right for him to (1) be handed a guitar by a friend, (2) learn to play the guitar (with four easy chords) in an hour, (3) sing for his supper in the cafe downstairs while also playing guitar (with four easy chords learned in an hour) and (4) actually get paid for entertaining people. All of this happened in the sequence as noted.

Guest's success with his four basic chords has lead him to observe that there are two main approaches to folk music playing; the so-called ethnic method and that of the musician.

"The ethnic is the approach of simplicity, staying true to the essence of the song. This incorporates only the simplest chords to sustain a tune. Then there is the musician who usually comes to folk music because he thinks it's commercial and that he can make a lot of money playing it. Maybe he can, but in many cases, the musician's way with its intricate guitar chord structures is just enough to spoil the material."



ROY GUEST

The coming of age of a new folk music consciousness has brought a new era for the song and its writer, Guest submits.

"You know that in pop it's the artist they want," he said. "But in folk it's the song and the story that count. Certainly the performance has some importance, but in folk the main thing is what they're singing, not how they're singing it."

Getting back to the traveling side of the man, Guest has found that "with a guitar you can get just about anywhere in the world." Returning eventually to London from his lengthy Paris engagements, he became a "busker," singing for the queues in the streets, employing a tin cup collection method.

This led to a brief exploration of North America. Arriving in Montreal, he was immediately arrested as a vagrant, "since I couldn't even show them 35 cents in my pocket, and they wouldn't let me sing on the street corner as I had done in London." His stay in Canada was short but spectacular ("I drove a car from Montreal to Edmon-

ton and then I rode up to Hay River in the Northwest territories on a snowmobile. A friend of mine was operating a radio station up there in the Arctic. It was all quite an adventure").

Returning to the old country, Guest next managed to become involved with the Scottish nationalist movement, known as the Sporrans Slitters (the sporrans is the furry pouch worn in front of the kilt).

"These fellows had to meet in secret, of course, and I began to meet with them in their howff (a meeting place or den) and entertain them at their meetings. At one time I actually took over the building but I got footloose again."

After visits to Scandinavia and the Riviera, Guest found his way back to America where he drove a car across the country, washed dishes at the Ashgrove folk club in Los Angeles, auditioned and got a job (thanks to the Clancy Brothers) singing at the Troubadour Club, also in the Los Angeles area.

Guest, who thinks Dominic Behan, Jeanne Robertson and Ewan McColl and Peggy Seeger are all folksters of top caliber, recently came to New York and with the backing (to the tune of \$1,000) of MGM Records, opened the New York version of the Howff, with Martha Schlamme (who is pacted to MGM) doing "The World of Kurt Weill," which had already proved a concert success.

This got things off to a winging start and the second show, "Rule Britannia," already on the boards and starring the theater operator himself, has done good business. Next up is a gospel-calypto potpourri, "Summer Bachanal," to be followed by Yakim's Israeli pantomimists. Obviously there is more to folk than bluegrass, and Guest, with this interesting kind of wide-ranging diversity, means to prove it. "I want to offer every kind of authentic attraction. No drinks, just a little coffee and sandwiches, where people will come because they care. What I want to have is a club where people can come who care about songs and artistry, not liquor."

## Focus On Folk

MORE ON HOOTS... WIL radio, St. Louis, packed the Kiel Opera House there for "Hootenanny '63," a folk singing show last month. College acts were brought in from campuses the country over and 3,500 fans turned up to join in on the singing and hand-clapping. . . . Disneyland, Anaheim, Calif., is featuring Monday night Hoots. They've been going on all summer under the guiding hand of Disney's Tom Campbell. Beyond this, there are eight folk acts steadily employed at various points throughout the gigantic Disney park.

Labor Day weekend saw the staging of a series of Bluegrass Spectaculars at the West Coast folk emporium, the Ice House. At least 15 bluegrass groups were featured, highlighted by Glen Campbell, who owns a bluegrass album on World Pacific. Campbell worked at the affair with the Dillards. Others featured were the Willow Creek Ramblers (from Seattle), the local Mad Mountain Ramblers and the Golden State Boys. KFOX deejay Hugh Cherry emceed the scene. Another innovation at the Ice House is a series of "Kazootennies" each Sunday night through September. Each customer is given a kazoo with his drink, which he uses to join the kazoo chorus during the evening's action.

Paul Rothchild has joined the Elektra a.&r. staff. An alumnus of the Prestige folk a.&r. operation, he'll now share the recording load with Jac Holzman and Mark Abramson for both the Elektra and Crestview labels. . . . Theo Bikel returned to the States this week after an extensive tour of New Zealand and Australia. . . . Pete Seeger and family meanwhile have already arrived in Australia on the first leg of their round-the-world tour, which will last a full year. . . . Pike Records have signed the new folk group, the Highlanders.

## Radio Books More Hoots

NEW YORK—Radio stations near and far are beginning to enjoy the sweet smell of success of hootenanny programming.

Following the success of its regular Saturday afternoon hootenanny show, Los Angeles' KHJ has gone in for a new hootenanny on Bruce Hayes' weekly night show. On the air 6 to 10 p.m., Hayes will devote the 9 o'clock hour to a full 60 minutes of folk music.

KHJ is the first AM station in Los Angeles to inaugurate a regularly scheduled hootenanny show.

In Toledo response has been (Continued on page 13)

Coming on this page  
in future weeks:

Next week

Sacred and  
Inspirational

September 28

Jazz

October 5

Classical

# TALENT TOPICS

• *Continued from page 11*

lighting the International Folklies current at the Stork Club. Also included on the bill are the **George Arnold Dancers** and the **Kuban Kossacks**. Music is by **Mel Arvin** and his orchestra.

The **Happy Jesters** are currently in the French Quarter of the Continental Houston. **Don Cannon** and his orchestra have been augmented to form a 10-piece band.

West Coast bandleader **Dick Stanton** is here to take over as musical director of the **Buddy Brock** orchestra.

Western recording star **Bob Wills** and the **Texas Playboys** were in for a one night stand at the Regal Ranch ballroom.

**Stan Kenton** and his band have been booked for a one-night stand here this month.

The **Betty G. Duo**, newcomers to the local show circuit, opened a month long stand at the Club DeLaine. . . . **Linc Smith** and his **Trio**, currently at the Club Can Can are getting set to cut two new records. . . . The **Larry Nolan Trio**, with **Buddy Holland** and singer **Joni Warren** have been booked into the Gaslight Club of the Montague Hotel for an extended engagement. . . . **Patachou**, the French recording star, has been booked for a one night appearance at the Music Hall on September 17 under the sponsorship of the Institute of International Education. **BARRY CANDY**

## CHICAGO

It's a wild potpourri of talent, as usual, at the city's bunny hutch, the Playboy Club. No less than six acts (count them) in two rooms. **Steve Karmen**, **Berle Williams** and **Ruth Gillis** break it up in the Playroom, while **Dodo Greene**, **Frank Giordano** and **Doc Circe** cavort in the Penthouse, one floor down. We were impressed by **Karmen**, a folk singer who appears in a tuxedo and looks neither Ivy nor "beat." **Ruth Gillis**, a tall drink of water with an excellent voice and delivery, is also a delight, as is comedian **Berle Williams**. In the Penthouse, **Doc Circe** romps through a hillbilly role while **Dodo Greene** belts in the best **Etta James** tradition. **Frank Giordano** is a young man who also belts, though the tradition escapes us.

**Frank Sinatra Jr.** makes his Chicago debut Saturday (7) with the **Tommy Dorsey Orchestra** at the Aragon Ballroom. Shades of the past. Sinatra's dad (who also sings) started with the Dorsey group some 20 years ago. And you know about the Aragon, 20 years ago. . . . **Mitch Miller** comes to McCormick Place September 20. . . . **Connee Boswell**, another old pro, headlines the new show at Gene Autry's Sahara Inn, with the **Johnny Lewis Trio** opening in the club's celeb-

rity Lounge. We particularly enjoyed the ads run by the Sahara for **Connee** with her name spelled "Connie." We double-checked, and they're wrong. . . . **Lee Caron** opens at the Conrad Hilton shortly. His Decca album is "Guy Lombardo presents his favorite comedian—Lee Caron." **NICK BIRO**

## MEMPHIS

The City Commission is discussing changing the name of Lauderdale Courts, a public housing project, to **Elvis Presley Courts** in honor of the city's leading figure in the entertainment world. Presley and his parents lived there for several years when he was starting out. . . . **Bette Stalnecker** of Memphis, perhaps the top religious music contralto in the world, is constantly on tour, has a new album out, but in a visit last week vowed she would spend Christmas at home this year.

**Jerry Lee Lewis**, who got a rave review in The Memphis Press-Scimitar on his Las Vegas date, left soon after with manager **Frank Casone** to open at the Vapors Club at Hot Springs, where he got another smash reception. Sun Records president **Sam Phillips** had Lewis cut another album for him before Lewis' contract expired Sept. 6. Casone and Lewis are considering several offers.

Hi Records' **Bill Black** has another hit on his hands from early indications. "Monkey-shines" is rising fast, reports Hi president **Joe Cuoghi**. . . . Hi's other instrumental ace, **Ace Cannon**, has finished his new album "Moanin' Sax." It will be out in a few weeks. **ELTON WHISENHUNT**

## Dallas Says Folk Here to Stay

• *Continued from page 12*

hand clapping and foot stomping. It pulls people out of themselves and they become a part of the show."

One of the biggest boosts Leonard feels is the home-town Hootenanny, aired over a local radio and television station. He said it has increased demand in his business for bookings. This type show, he added, has also uncovered a lot of talent not recognized before.

### People Show Up

Peter Stephan, operator of P. M. Club, also known as the Dallas Folk Music Center, said that more people now come to his club.

## Moore Hoots

• *Continued from page 12*

so enthusiastic (including sponsor reaction) that WSPD is broadcasting the hootenanny five nights a week. Paul Richard is emcee of the 50-minute folk music program.

A chap who was weaned on jazz and branched off into folk music will be host of a new folk music show scheduled for a September 8 debut on WJRZ, Newark, N. J. Jerry White plans to give examples of folk music, both domestic and imported, recent and vintage.

WYPR, Danville, Va., recently held the area's first "Whipper Hootenanny." Backed by heavy station promotion, the hoot featured an array of local talent, including rock and roll groups, folk singers and string groups.

Stephan also saw a robust trend in the growth of the folk-lik clubs. What surprises him, though, is the fact that teenagers like folk music in the first place. "They have not lived enough to see the meaning behind the words," he said. "About all that they really care for is the melody and beat."

A local good music station representative felt that the folk upsurge is the result of an attempt to get away from "that type of music which has made no sense at all."

Dillard Carrera, program director of Station KVIL, a station which also programs good music, sees folk as being "popular because it has a style and is not limited to one age group. The teens like it as well as adults do. It is a bridge between rock and roll and the good music. It fills a transitional void because of its mass appeal."


## Hootenanny Label

• *Continued from page 12*

The label is planning four albums by the end of the year. Another innovation will be to have more than 12 tunes per disk.

Gaylord said there would be every effort to achieve the feeling of a real hootenanny. Material would be as authentic as possible.

Lee Hazelwood, formerly musical director for Stacy, has been named musical consultant on all three labels: Stacy, Hootenanny and Bronco.



**Now!! THE BIG HOOTENANNY ALBUM ON THE BILLBOARD LP CHART**

**THE LIMELETTERS**  
*99 9 Had A Hammer*

**BOB GIBSON**  
*You Can Tell The World*

**JUDY COLLINS**  
*Bonnie Ship The Diamond*

**THE DILLARDS**  
*Roadin' Train*

**JOSH WHITE**  
*John Henry*

**BUD & TRAVIS**  
*La Bamba*

**ED McCURDY**  
*Jeze*

**THE TRAVELERS 3**  
*Katy Crane*

**THEODORE BIKEL**  
*Rising of the Moon*

**OSCAR BRAND**  
*Squid Jigger Creaser*

**JUDY HENSHE**  
*Wade in the Water*


**WILL HOLT**  
*Three Special Hootenannies*

CRV-806 (MONAURAL)  
CRS-7806 (STEREO)

**WE'VE GOT IT!**

**THE FIRST SMASH LP ON THE HOOTENANNY SCENE**

available on special discount terms. Ask your CRV distributor!

 Crestview Records are distributed by the Elektra Corp.

51 W. 51st ST., NEW YORK 19, N.Y.

COUNTRY MUSIC



COLLECTING DATA: Billboard's Music Editor Paul Ackerman conducts interview in Nashville with Hickory Record artist, Roy Acuff (center), during recent visit there. Ackerman is directing a special Billboard project covering the country and western music field. At left, is Billboard's Nashville correspondent, Mark-Clark Bates.

COUNTRY MUSIC CORNER

By BILL SACHS

Buster Doss, Billy Grammer and Kay Arnold returned recently to Waco, Tex., following a two-month tour of the Pacific Northwest. The first 30 days of the trek were spent on Cody's Pioneer Circus. The last four weeks were spent in auditoriums for local sponsors. Grammer's wife, Ruth, joined in Yakima, Wash., and made the last two weeks of the tour. The same group plus Smiling Jerry Jericho, formerly of "Louisiana Hayride," launches another tour in Nebraska September 9. In October, Jericho and Kay Arnold are set for a tour of Iowa for Corn Belt Productions.

Benny and Vallie Cain and the Country Clan, five-piece bluegrass and folk music combo, grabbed off first place in the fiddle and banjo categories at the National Championship Country Music Festival held recently at Lake Whippoorwill, Warrenton, Va. The group also won the annual five-string banjo contest held recently at Watermelon Park, Berryville, Va. In the outfit are Benny and Vallee Cain, mandolin; Don Mulkey, bass; Johnny Whisnant, five-string banjo, and Jimmie Delozier, fiddle. They are heard on the Rebel and Adelphi record labels. . . . Ray Price and His Cherokee Cowboys are booked for Safford, Ariz., September 10; Williams Air Force Base, Arizona, 11; Phoenix, Ariz., 12; Tucson, Ariz., 13-14, and El Paso, Tex., 15.

The Andy Doll band, regular feature on Station KOEL, Oelwein, Ia., is routed for Waterloo, Ia., September 9; Decorah, Ia., 10; Manchester, Ia., 11; Waterloo, Ia., 12; Dakota City, Ia., 14; LaCrosse, Wis., 15; Janesville, Ia., 17; Waterloo, Ia., 19; Oxford Junction, Ia., 20; Guttenberg, Ia., 21; Monroe, Wis., 22; Marian, Ia., 25; Fort Dodge, Ia., 26; Dubuque, Ia., 27; Decorah, Ia., 28, and Iowa Falls, Ia., 30. . . . Eleanor and Harry Smythe concluded the season at their Buck Lake Ranch, Angola, Ind., with a trio of powerhouse shows. Frank (Crazy Guggenheim) Fontaine was the headliner Sunday, August 25, supported by country music artists George Jones, the Jones Boys, Melba Montgomery and George Riddle. The Erica Melchior Marionettes were also on the bill. The September 1 layout, billed as a hootenanny, featured Hank Snow and His Rainbow Ranch Boys, Peter and Paul, Margaret Cox, the Ned Odum Trio, Blue Grass Play Boys, Danny Cox and the Barrier Brothers. For a fitting wind-up Labor Day, the Smythes brought in the kings of korn, Homer and Jethro, supported by Joe Taylor and the Red Birds of Fort Wayne, Ind.

Clyde Beavers, following a single engagement at Victor's Tavern, Alexandria, Va., September 20, travels on to Washington to play the Armory there, September 10-21, on the bill with Johnny Cash, Roy Acuff, George Jones and Wilma Lee and Stony Cooper. Clyde begins a tour of Georgia, Alabama, Tennessee and Florida at Columbus, Ga., October 2. . . . Howard Vokes and His Country Boys hold forth each Thursday and Saturday night at Dave & Jerry's Haven, 3684 New William Penn Highway, Monroeville, Pa. . . . Jay Chevalier and the Louisiana Longshots, who recently inked a two-year recording pact with Cotton Town Jubilee Records, West Memphis, Ark., have a single and album release coming up on that label soon. Album will be titled "Jay Chevalier Sings at the Golden Nugget." Jan plays Las Vegas' Golden Nugget every three months and returned there Thursday of last week (5) for another three-week stand.

Peggy Ann Munson, whose Lovers Oak Music, Brunswick, Ga., recently became a BMI affiliate, has signed with Hill and Range Songs, Inc., New York, for worldwide representation, excluding the U. S. and Canada. Lovers Oak Music is represented

Bob Moore Opens Pubber

NASHVILLE — Well-known Nashville bass player and Monument recording artist Bob Moore has just opened his own firm, Mimosa Publishing Company, here. The firm will be headed by Bill Brock, formerly with Moss-Rose Publishing Company, songwriter and Liberty recording artist.

Johnny MacRae has been signed as an exclusive writer and will assist in the management of the firm. He recently moved here from Hollywood, where he had been the general manager of Garpax Music, publisher and producer of the "Monster Mash."

'Cowntown Jamboree' Bows On Ft. Worth TV Sept. 14

FORT WORTH — A new country and western television program, "Cowntown Jamboree," makes its debut September 14 over Fort Worth's KTVT. Features engaged so far are Willie Nelson and Freddy Powers, September 14; Hank Thompson, September 21; Bob Wills, September 28, and Leon McAuliffe, October 5.

Program will be video-taped from the bandstand of Bill and Corky Kuykendall's new Panther Hall here, and presented each Saturday from 5:30 to 6 p.m.

in New York by Marie Latimer, and Miss Munson is reported angling for representation in Nashville. . . . United Artists' Kathy Dee plays War Memorial Auditorium, Syracuse, N. Y., September 14, in a country music spec sponsored by Station WSEN. . . . Joan Harrison, sister of country singer Danny Harrison, was married at Man, W. Va., August 31, to William M. Combs, non-pro.

Charlie Moore and Bill Napier and Their Dixie Partners, were featured at the Beauty and Fashion Show held recently at Gayfer's, largest department store in Pensacola, Fla., under sponsorship of Seventeen magazine. It marked the first time a bluegrass group has played the event. Moore and Napier have a new release on King Records, "Truck Driver's Queen" b.w. "World of Broken Hearts." . . . Diane Floyd has joined the staff of the Wil-Helm Agency, Nashville, as secretary to Smiley Wilson, director of talent. Diane and her husband Tommy are well known in the country field as songwriters. . . . Loretta Lynn opened Monday (9) at the Flame Room, Minneapolis, for a six-day stand.

Shirlee Hunter, following her appearance on "New Dominion Barn Dance" at the Lyric Theater, Richmond, Va., Saturday (7), embarked on a tour of radio stations to promote her Salem Records release, "I Can't Do a Thing With My Heart" b.w. "Loneliness Is Fall All Around." The Jim Gemmill office, Richmond, has her inked for Albany, Ga., October 5; Newburgh, N. Y., October 11, and Poughkeepsie, N. Y., October 12. . . . Whitey Ford, the Duke of Paducah, is set by the Jim Denney office for stops at Wooster, Ohio, September 12; Glens Falls, N. Y., 13; Syracuse, N. Y., 14; Indianapolis, 19-20, and Cincinnati, 22. . . . The same office has Lefty Frizzell pegged for a three-day stand in Corpus Christi, Tex., starting September 20.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY FOR WEEK ENDING 9/14/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	ABILENE . . . . . George Hamilton IV, RCA Victor 8181	14
2	1	RING OF FIRE . . . . . Johnny Cash, Columbia 42788	15
3	5	GUILTY . . . . . Jim Reeves, RCA Victor 8193	10
4	3	TALK BACK TREMBLING LIPS . . . . . Ernest Ashworth, Hickory 1214	13
5	7	YOU COMB HER HAIR . . . . . George Jones, United Artists 578	10
6	4	SIX DAYS ON THE ROAD . . . . . Dave Dudley, Golden Wing 3020	16
7	6	DETROIT CITY . . . . . Bobby Bare, RCA Victor 8183	11
8	11	MAKE THE WORLD GO AWAY . . . . . Ray Price, Columbia 42827	6
9	17	8 X 10 . . . . . Bill Anderson, Decca 31521	4
10	14	THE MINUTE YOU'RE GONE . . . . . Sonny James, Capitol 4969	9
11	10	TIPS OF MY FINGERS . . . . . Roy Clark, Capitol 4956	11
12	8	ACT NATURALLY . . . . . Buck Owens, Capitol 4937	23
13	13	WE MUST HAVE BEEN OUT OF OUR MINDS . . . . . George Jones & Melba Montgomery, United Artists 575	20
14	16	A MILLION YEARS OR SO . . . . . Eddy Arnold, RCA Victor 8207	6
15	19	HAPPY TO BE UNHAPPY . . . . . Gary Buck, Petal 1011	5
16	15	WE'RE THE TALK OF THE TOWN . . . . . Buck Owens & Rose Maddox, Capitol 4922	6
17	12	LITTLE OLE' YOU . . . . . Jim Reeves, RCA Victor 8193	9
18	-	FADED LOVE . . . . . Patsy Cline, Decca 31522	1
19	26	SWEETHEARTS IN HEAVEN . . . . . Buck Owens & Rose Maddox, Capitol 4992	6
20	18	DOWN TO THE RIVER . . . . . Rose Maddox, Capitol 4975	13
21	9	SANDS OF GOLD . . . . . Webb Pierce, Decca 31488	13
22	-	MY BABY'S NOT HERE . . . . . Porter Wagoner, RCA Victor 8178	7
23	24	ANYTHING NEW GETS OLD . . . . . Don Gibson, RCA Victor 8192	3
24	-	DON'T PRETEND . . . . . Bobby Edwards, Capitol 5006	1
25	29	I GAVE MY WEDDING DRESS AWAY . . . . . Kitty Wells, Decca 31501	5
26	30	HALL OF SHAME . . . . . Melba Montgomery, United Artists 576	4
27	-	TELL HER SO . . . . . Wilburn Brothers, Decca 31520	1
28	-	ANOTHER FOOL LIKE ME . . . . . Ned Miller, Faber 121	1
29	20	IN THE BACK ROOM TONIGHT . . . . . Carl Smith, Columbia 42768	4
30	27	NOT SO LONG AGO . . . . . Marty Robbins, Columbia 42831	2

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Buck Roberts, a new country singer from St. Louis, has just had his initial release on Vandan Records, "Tomorrow She'll Be Gone" and "The Weekend's Over." Jocks needing a copy may write to the Charles Wright Agency, 706 North Bishop, Dallas 8. . . . Jockeys missed in the mailing on David Grigg's newest release, "Baby, I Don't Care" b.w. "Picture Yourself," drop a line to Harry McDowell, McDowell Music, 828 S. Lawrence, Montgomery, Ala. . . . Marty Martin, promotion director at KATN, Boise, Idaho, typewrites: "As a result of a recent plug in your column, I received some 50 records the first week, and more are coming daily. It would be a great help, too, if the artists would send a bit of biog material on themselves. I have started a thing called 'K-lo Spotlight,' on

which a different artist is featured each day. The length of time the artist is featured depends upon the number of records we have by him or her. Thanks to the bible of the industry, Billboard, from our other deejays—Ken Bort, Paul Rider and Roy Clark—and myself for all your help."

Chuck Brigman has left WFMX, Statesville, N. C., to take up the turntable chores at WTJH, East Point, Ga., and asks that artists and diskeries revise their mailing lists accordingly. . . . Jocks needing a copy of Merle Haggard's new Tally Records release, "Sing a Sad Song" b.w. "You Don't Even Try," need only write to Merle on their station letterhead. Address him: c/o Tally Records, Box 842, Bakersfield, Calif.

THE MOST TALKED OF SONG OF THE YEAR!

Ernest Ashworth's TALK BACK TREMBLING LIPS

Hickory 1214

"TEENAGE LETTER" Jerry Lee Lewis

b/w "SEASONS OF MY HEART" SUN #384

Jerry Lee Lewis with Linda Gail Lewis

Sun Records 639 Madison Memphis, Tenn.

20th Century Fox Records  
announces

*a story untold*

b/w

*one life, one love,  
one you*

20th century fox #430

by

*the emotions*

their initial release on





## RALLY 'ROUND



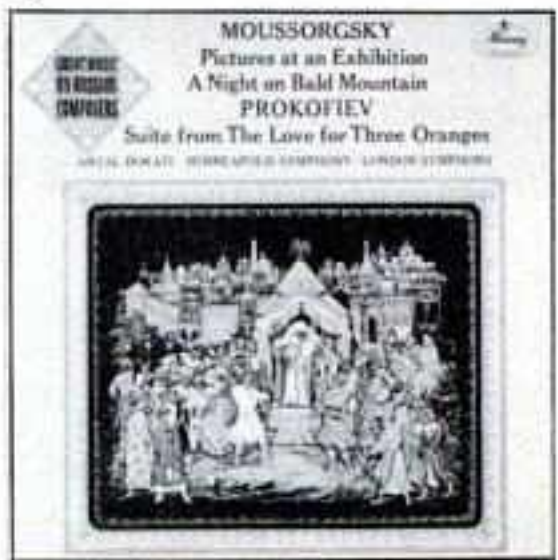
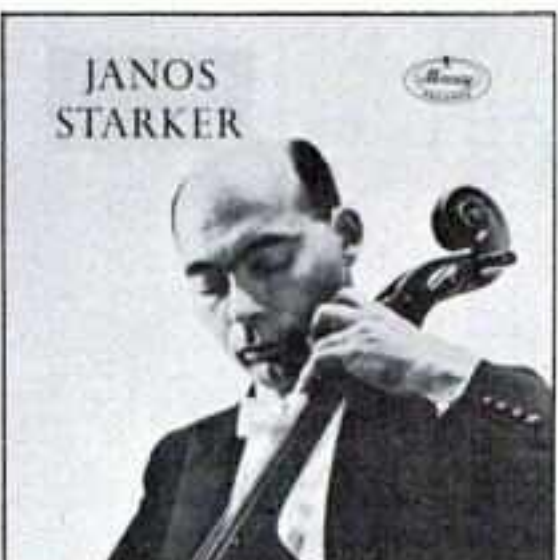
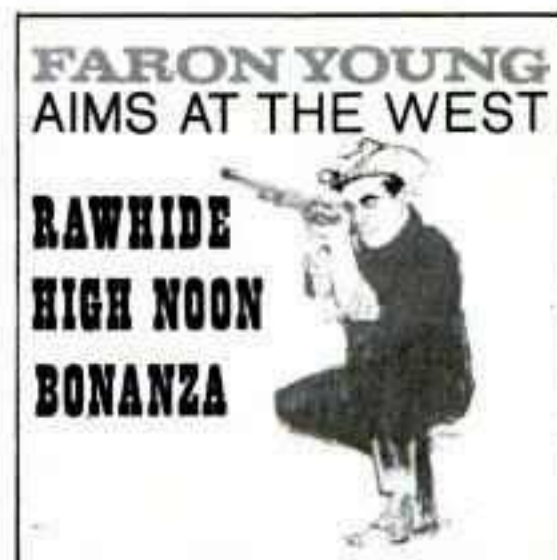
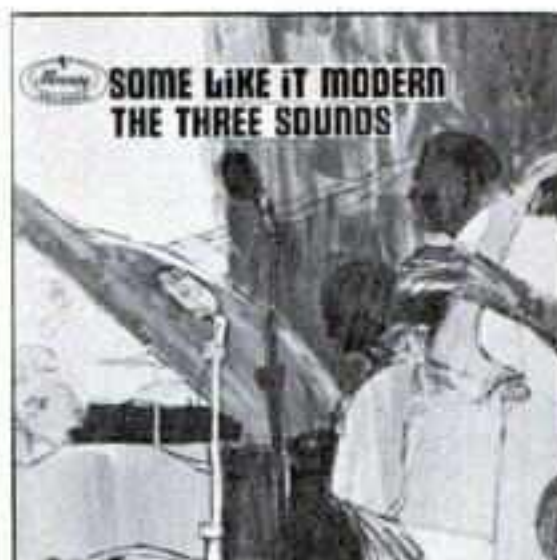
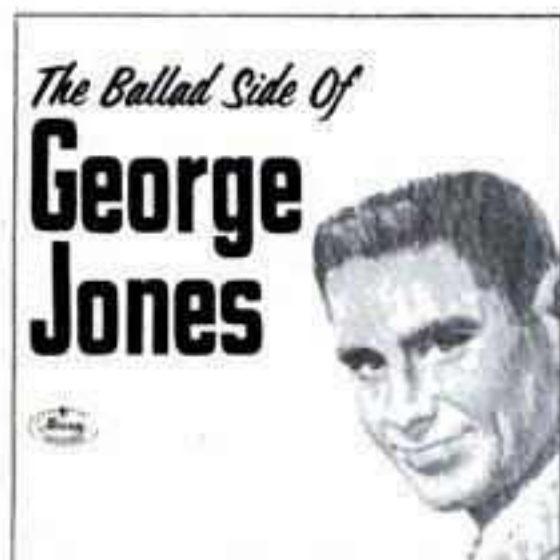
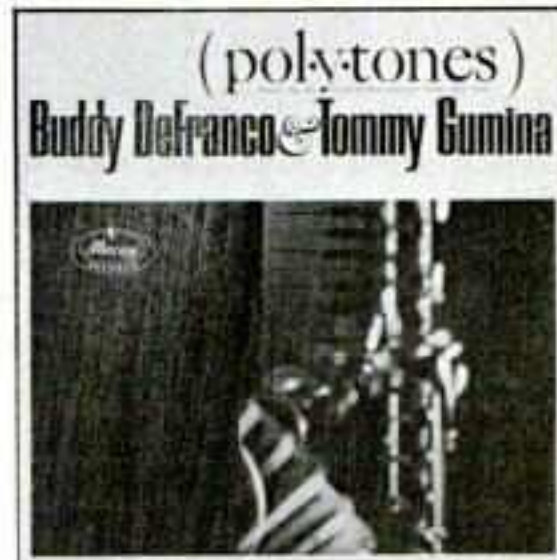
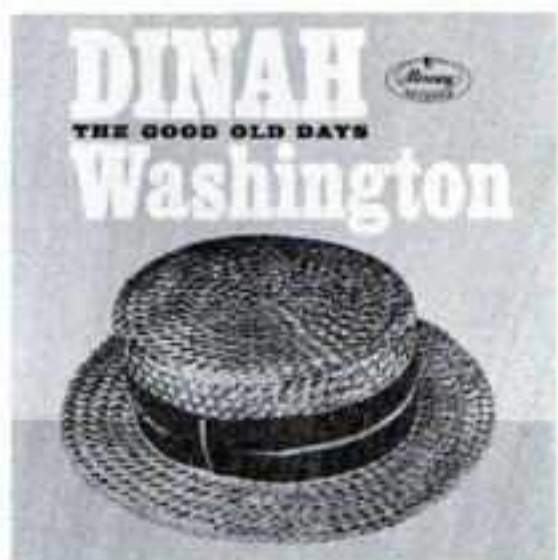
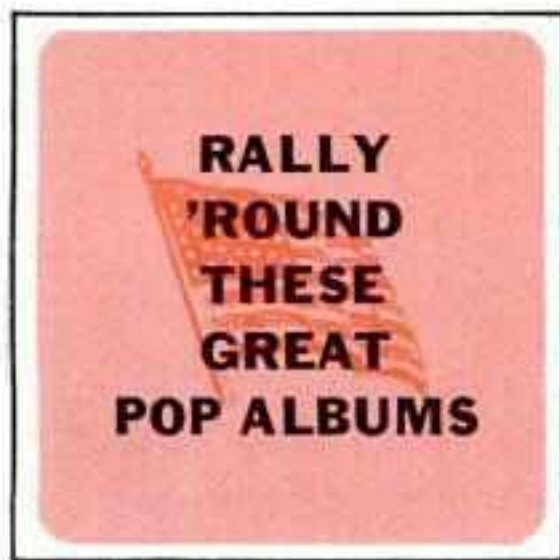
It's the stars that sell. Mercury has the recording stars. This new fall album release from Mercury is yours to sell now. The next page shows some of the great new product of these great stars. Contact your Mercury Sales Representative for full details of the new "Rally 'Round The Stars" program.



AMERICA'S FIRST FAMILY OF FINE RECORDINGS







**HERE THEY ARE—LISTED ALL TOGETHER!**

1. THE PLATTERS SING LATINO SR 60808/MG 20808
2. HIT MOTION PICTURE THEMES SR 60810/MG 20810
3. BROADWAY'S BIG HITS SR 60811/MG 20811
4. THIS ONE'S FOR ME—Damita Jo SR 60818/MG 20818
5. LUSH, LATIN & BOSSA NOVA TOO Clebanoff & His Orchestra SR 60824/MG 20824
6. THE GOOD OLD DAYS Dinah Washington SR 60829/MG 20829
7. THE BEST BALLADS OF BROADWAY Brook Benton SR 60830/MG 20830
8. CUGI'S COCKTAILS Xavier Cugat SR 60832/MG 20832
9. POLYTONES—Buddy De Franco & Tommy Gumina SR 60833/MG 20833
10. THE BALLAD SIDE OF GEORGE JONES George Jones SR 60836/MG 20836
11. SINGIN' OUR MIND Chad Mitchell Trio SR 60838/MG 20838
12. SOME LIKE IT MODERN Three Sounds SR 60839/MG 20840
13. FARON YOUNG AIMS AT THE WEST Faron Young SR 60840/MG 20840
14. SASSY SWINGS THE TIVOLI Sarah Vaughan SR 60831/MG 20831
15. BACH: CONCERTOS & DUETS FOR TWO HARPSICORDS & DUET—Rafael Puyana & Genevieve Galvey Clarion Concerts Orchestra Newell Jenkins Conducting SR 90322/MG 50322
16. LISZT PIANO CONCERTOS #1 and #2 Moscow Phil.—Kondrashin conducting Moscow Radio Sym.—Rozhdestvensky cond.—BYRON JANIS, Pianist SR 90329/MG 50329
17. SCHUMANN CELLO CONCERTO—LALO CELLO CONCERTO—Janis Starker, Violoncellist S. Skrowacewski conducting London Sym. Orchestra SR 90347/MG 50347
18. GINA BACHAUER—Empress of the Keyboard, Pianist SR 90349/MG 50349
19. RUSSIAN COMPOSERS SERIES—RIMSKY-KORSAKOV Scheherazade and Russian Easter Overture—London & Minn. Sym. Orchs.—A. Dorati SR 90332/MG 50332
20. GREAT MUSIC BY RUSSIAN COMPOSERS—Moussorgsky—Pictures at an Exhibition; Night on Bald Mountain; Prokofiev—Love for 3 Oranges Suite SR 90342/MG 50342
21. GREAT MUSIC BY RUSSIAN COMPOSERS—Prokofiev Sym. #5—Scythian Suite—Minn. & London Syms.—Antal Dorati SR 90343/MG 50343
22. GREAT MUSIC BY RUSSIAN COMPOSERS—Tchaikovsky Serenade for String Orch., Rimsky-Korsakov Suite from "Le Coq d'Or"—Philharmonia Hung. & London Sym.—Antal Dorati SR 90344/MG 50344
23. GREAT MUSIC BY RUSSIAN COMPOSERS—Rachmaninov Sym. #2—Tchaikovsky Francesca da Rimini. Detroit Sym., P. Paray—Minn. Sym., Antal Dorati SR 90345/MG 50345
24. GREAT MUSIC BY RUSSIAN COMPOSERS—Arensky, Liadov, Khachaturian, Borodin, Gliere & Shostakovich, Eastman Phil., London Sym., Eastman Wind, Eastman Rochester "Pops", Philharmonia Hungarica—Dorati, Hanson, Fennell conductors SR 90346/MG 50346

...and introducing the **NEW Mercury**

**NEW  
CONCEPT**

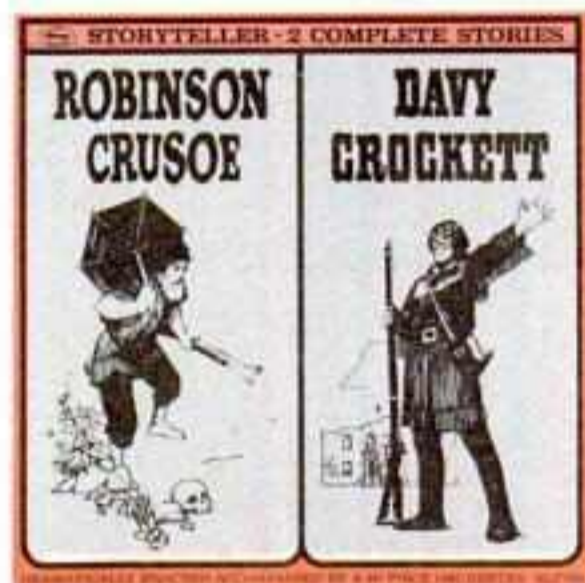
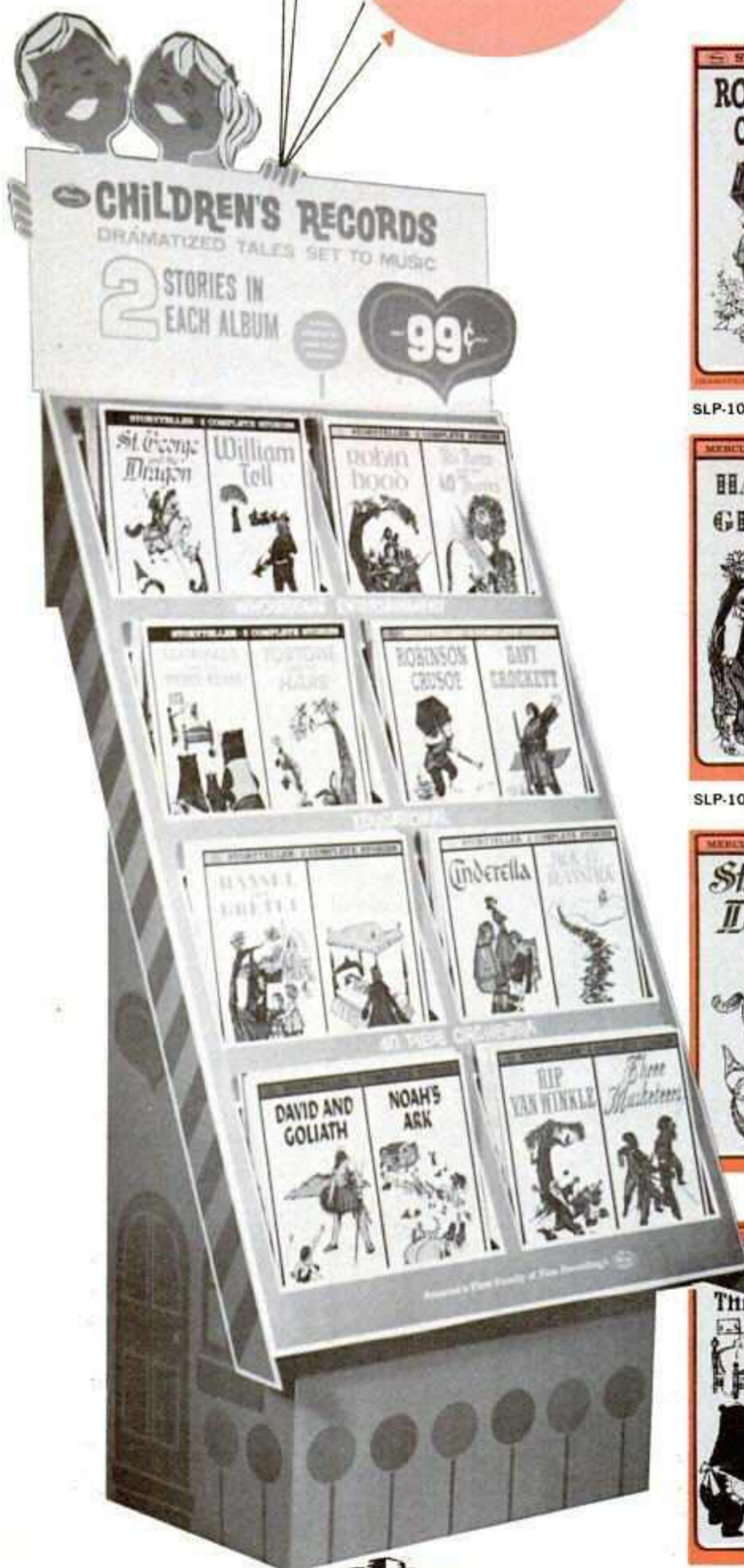
**NEW  
FAST SALES**

**NEW  
APPEAL**

# STORYTELLER CHILDREN'S RECORDS

All-new approach—favorite adventure stories and fairy tales all dressed up in modern-language radio-style dramatizations with symphonic orchestrations and sound effects.

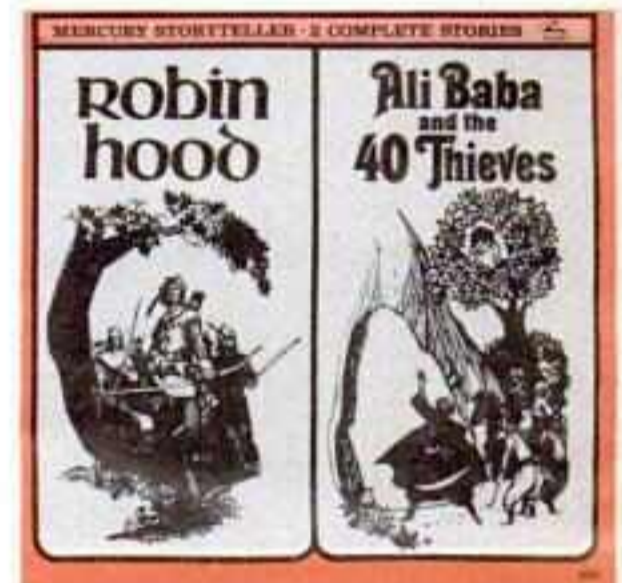
**8 ALBUMS—2 COMPLETE STORIES IN EACH  
PRICED FOR FAST TURNOVER AT ONLY 99c**



SLP-100



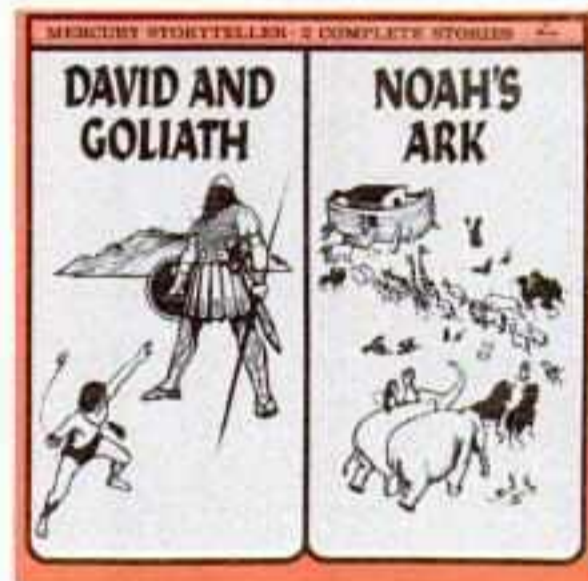
SLP-101



SLP-102



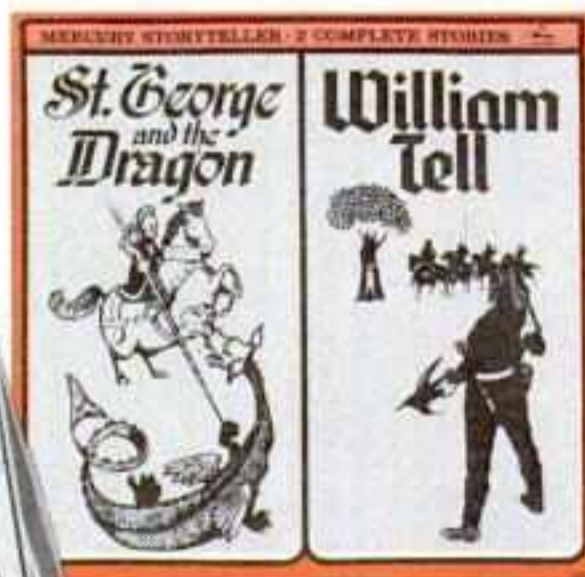
SLP-103



SLP-104



SLP-105



SLP-106



SLP-107

**Prepack special for September  
Order Now—here's what you get!**

- 96 albums—12 each of five adventure story albums and three fairytale albums—all poly-wrapped for beauty and protection.
- FREE handsome self-merchandising floor stand—Eye-catching colorful display in red and white.
- Ad Mats on request.

**Contact your Mercury distributor!**



AMERICA'S FIRST FAMILY OF FINE RECORDINGS

**HOT R&B SINGLES**

**Billboard SPECIAL SURVEY**

FOR WEEK ENDING 9/14/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	<b>HEAT WAVE</b> ..... 6 Martha & the Vandellas, Gordy 7022	6
2	6	<b>THE MONKEY TIME</b> ..... 7 Major Lance, Okeh 7175	7
3	3	<b>MOCKINGBIRD</b> ..... 13 Inez Foxx, Symbol 919	13
4	4	<b>FRANKIE AND JOHNNY</b> ..... 6 Sam Cooke, RCA Victor 8215	6
5	1	<b>FINGERTIPS (Part II)</b> ..... 12 Little Stevie Wonder, Tamla 54080	12
6	9	<b>PART TIME LOVE</b> ..... 5 Little Johnny Taylor, Galaxy 722	5
7	8	<b>IT'S TOO LATE</b> ..... 6 Wilson Pickett, Double L 717	6
8	12	<b>MICKEY'S MONKEY</b> ..... 3 Miracles, Tamla 54083	3
9	19	<b>CRY BABY</b> ..... 2 Garnett Mimms & the Enchanters, United Artists 629	2
10	20	<b>HEY GIRL</b> ..... 7 Freddie Scott, Colpix 692	7
11	5	<b>MY BOYFRIEND'S BACK</b> ..... 4 Angels, Smash 1834	4
12	7	<b>JUST ONE LOOK</b> ..... 13 Doris Troy, Atlantic 2188	13
13	24	<b>PRIDE AND JOY</b> ..... 16 Marvin Gaye, Tamla 54079	16
14	23	<b>THEN HE KISSED ME</b> ..... 3 Crystals, Philles 115	3
15	26	<b>IT WON'T BE THIS WAY (Always)</b> ... 9 King Pins, Federal 12484	9
16	16	<b>I (Who Have Nothing)</b> ..... 7 Ben E. King, Atco 6267	7
17	18	<b>MAN'S TEMPTATION</b> ..... 7 Gene Chandler, Vee Jay 536	7
18	10	<b>JUDY'S TURN TO CRY</b> ..... 6 Lesley Gore, Mercury 72143	6
19	22	<b>WIPE OUT</b> ..... 8 Surfaris, Dot 16479	8
20	-	<b>CUT YOU A-LOOSE</b> ..... 2 Ricky Allen, Age 29118	2
21	13	<b>CANDY GIRL</b> ..... 7 4 Seasons, Vee Jay 539	7
22	-	<b>TELL ME THE TRUTH</b> ..... 1 Nancy Wilson, Capitol 4991	1
23	17	<b>DOWN THE AISLE</b> ..... 3 Patty LaBelle & the Blue Bells, King 5777	3
24	15	<b>(You're the) DEVIL IN DISGUISE</b> ..... 8 Elvis Presley, RCA Victor 8188	8
25	-	<b>SALLY, GO 'ROUND THE ROSES</b> ..... 1 Jaynetts, Tuff 369	1
26	25	<b>IF I HAD A HAMMER</b> ..... 2 Trini Lopez, Reprise 20198	2
27	28	<b>THE KIND OF BOY YOU CAN'T FORGET</b> 2 Raindrops, Jubilee 5455	2
28	11	<b>SURF CITY</b> ..... 11 Jan & Dean, Liberty 55580	11
29	27	<b>LEAVE ME ALONE</b> ..... 3 Baby Washington, Sue 790	3
30	-	<b>DENISE</b> ..... 1 Randy & the Rainbows, Rust 5059	1

**Rhubarb Spills Over On Disk Acts**

DENVER — There's a hassle going on here and a number of top record acts seem to be caught in the middle of it.

Two of Denver's top pop radio stations, KIMN and KDAB, are butting heads in the eternal radio battle for position in the market. KDAB, a 10,000-watt daytimer, in an effort to kick off its recent format change booked the hot Capitol record act, the Beach Boys, for a Friday (6) paid admission show, proceeds to go to charity.

KIMN, the area's top-rated outlet, not to be outdone, booked Bobby Vinton, the Astronauts and the Cascades for a free show to be held the same day in the Rocky Mountain city.

Rocked by the rocker, KDAB moved its show back to Wednesday (4). Still not to be outdone, KIMN countered with another show for Wednesday (4) starring the 4 Seasons.

One radio station programmer here not associated with either station commented, "Immaturity of this kind will certainly not help the image of radio. Healthy competition is one thing, but playing Russian roulette with innocent record artists is quite another."

**SIR to Cosnat**

NEW YORK—Cosnat Distributing Corporation has been tapped to handle distribution of SIR and Belart Records.

A strong promotional drive is planned for SIR's initial LP release, "Very Glad to Be Unhappy," featuring vocalist Bill Shelburne. The next scheduled SIR release will be a Melvyn Douglas LP of famous quotes entitled, "Treasury of Thoughts."

**Ace Records Leaves Dart**

JACKSON, Miss.—Ace Records has terminated its distribution agreement with Dart Record Sales of Chicago. The arrangement was originally made in June of 1962 and was announced at the ARMADA convention of that year.

Ace President, Johnny Vincent, said: "I feel that by handling our own distribution, we will get far better coverage and greater sales through personal contact with our distributors."

Vincent, at the same time, announced the creation of a new budget album line, to be marketed under the Teem label.

**A Double Smash!**

**"Chicago, Chicago, Chicago"**

c/w

**"HAPPY GO LUCKY"**

Vocal **BOBBY BEAU**  
**DON RALKE SINGERS**  
**TEDDY PHILLIPS ORCHESTRA**  
Produced by **AL TRACE**

**DRUM BOY RECORDS**

2456 SO. KEDZIE, CHICAGO 23, ILL.

Joe Hinton Has a Swinger!!  
Breaking—Breaking—Breaking

**Better to Give Than Receive**

Back Beat 539

Clarence & Calvin Has a Charf Maker—  
**I Like It**

Duke 365-A

Selling—Selling—  
\$\$\$ Selling—Selling . . .

**Bobby Bland's You're Worth It All**

Duke 366

**DUKE-PEACOCK RECORDS, INC.**  
2809 Erastus Street  
Houston 26, Texas

**ANOTHER RECOTON 1<sup>ST</sup>**

an unprecedented, exciting **DIAMOND NEEDLE PROMOTION**

will send your sales **SOARING**

**LET'S LIVE**

ELLA FITZGERALD  
DAVE BRIDGES  
BUDY CROCC  
ANDRE PREVIN  
GEORGE MAMANS  
JUDY GARLAND  
PERCY FAITH  
JERRY VALE  
THE FLORIN  
LES YELGART

for only \$1.00 plus the label from a RECOTON DIAMOND NEEDLE your customers receive this fabulous LP\* Record Album

Get your free promotional aids immediately. Contact your Recoton distributor or write to us.

**RECOTON CORP.** 46-23 Crane St., L.I.C. 1, N.Y.

Re-Fixture Now For Christmas Sales

**L & L ENTERPRISES**

P. O. BOX 58, UNIVERSITY STATION  
SEATTLE, WASHINGTON

THE NORTHWEST'S ONLY EXCLUSIVE MANUFACTURER OF PHONOGRAPH RECORD FIXTURES

**NEW RELEASES from CHESS**

**"Michael"**  
by **Steve Alaimo**  
CHECKER #1054

**"Count Your Blessings"**  
by **Little Hook and The Kings**  
Chess #1867

**"Strange Feeling"**  
by **Billy Stewart**  
CHESS #1868

**"My Heart Belongs to Only You"**  
by **The Standards**  
CHESS #1869

**"Organ Shout"**  
by **Dave "Baby" Cortez**  
CHESS #1861

**CHESS PRODUCING CORP.**  
2170 S. Michigan Chicago 16, Ill.

Cherry Records presents **JIMMY VICK** and the **VICTORS** Singing

**"I NEED SOMEONE"**  
b/w  
**"TAKE A TRIP"**

**CHERRY RECORDS** 356 Asylum St. Hartford, Conn.

\* DJ's, Write or call for Copies. Coming Soon on Cherry Records: ALEPH BETH

**Say You Saw It in Billboard**

HOT 100

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

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wks. Ago, 3 Wks. Ago, TITLE, Artist, Label & Number, Weeks on Chart. Lists songs 1-32.

Table with columns: 33-65, TITLE, Artist, Label & Number, Weeks on Chart. Lists songs 33-65.

Table with columns: 66-100, TITLE, Artist, Label & Number, Weeks on Chart. Lists songs 66-100.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A-Z (A-H).

Table listing songs A-Z (I-Z).

Table listing songs A-Z (A-Z).

BUBBLING UNDER THE HOT 100

Table listing songs 101-125.

# Dot RECORDS proudly presents HOT NEW SINGLE RELEASES!

## BLUE VELVET

B/W

## FIESTA

#16526

**LAWRENCE WELK**



## THE BALLAD OF MAURY WILLS

B/W

## THE WAYFARIN' STRANGER

#16529

**The One & Only Maury Wills  
& The Maury Wills Folk Singers**



## TWO-TEN, SIX-EIGHTEEN

B/W

## BANANA BOAT SONG

#16527

**JIMMIE RODGERS**



## MR. MOON

B/W

## LOVE ME

#16525

**PAT BOONE**



### BEST SELLING SINGLES

16487 SUGAR SHACK . . . . . Jimmy Gilmer & The Fireballs  
16479 SURFER JOE . . . . . The Surfaris  
16522 I'M SORRY / RAG MOP . . . . . Billy Vaughn

16507 CUANDO CALIENTA EL SOL . . . . . Steve Allen  
16523 OUR SURFER BOYS . . . . . The Surf Bunnies  
16488 BREAKWATER/SCARLETT O'HARA . . . . . Lawrence Welk

### BEST SELLING ALBUMS

3535 WIPE OUT . . . . . The Surfaris  
3528 SCARLETT O'HARA . . . . . Lawrence Welk  
3538 MORE . . . . . Steve Allen

3525 HONEYCOMB  
Jimmie Rodgers

3523 SUKIYAKI  
Billy Vaughn

3516 PIPELINE . . . . . The Chantays  
3515 GRAVY WALTZ . . . . . Steve Allen  
3522 HOT PASTRAMI . . . . . The Dartells  
3510 1963's EARLY HITS . . . . . Lawrence Welk  
3534 TIE ME KANGAROO DOWN SPORT . . . . . Pat Boone  
3497 1962'S GREATEST HITS . . . . . Billy Vaughn  
3536 POLKAS . . . . . Myron Floren

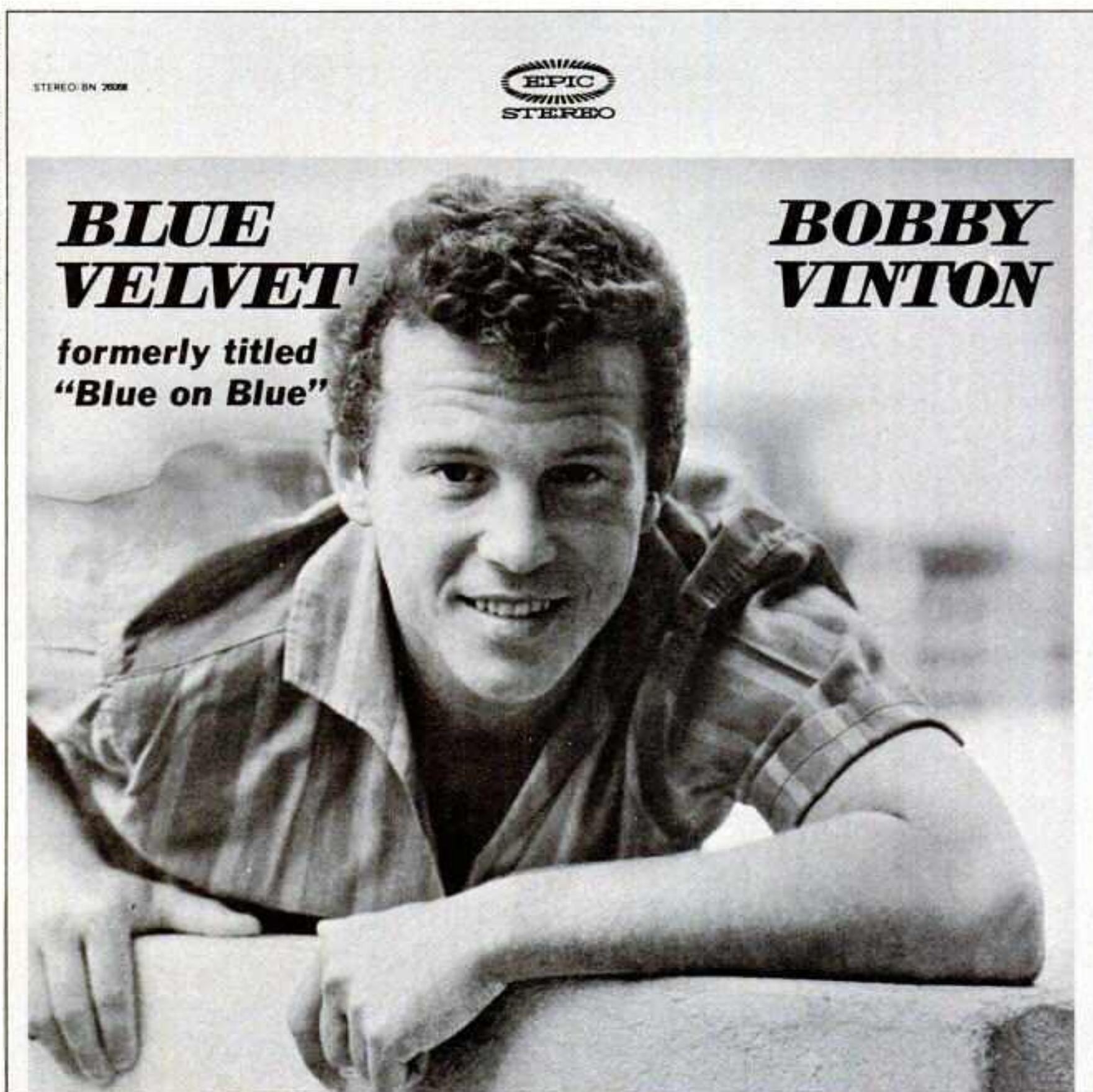


**THE NATION'S BEST SELLING RECORDS**

# BOBBY VINTON'S "BLUE VELVET" (5-9614) HAS BECOME THE FASTEST SELLING SINGLE OF 1963!

**THAT'S THE PROFITABLE REASON FOR RETITLING  
OUR ALBUM "BLUE ON BLUE" TO "BLUE VELVET"**

© "EPIC", Marca Reg. T.M. PRINTED IN U.S.A.



Published by Vogue Music, Inc.  
1619 Broadway, New York 19, N.Y., Frank Abramson, Mgr.  
2444 Wilshire Blvd., Santa Monica, Calif., Paul Weirick, Mgr.

LN 24068 / BN 26068 Stereo

Copyrighted material

# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

**DON'T THINK TWICE IT'S ALL RIGHT**  
Peter, Paul & Mary, Warner Bros. 5385

## ★ 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.

**SUGAR SHACK . . .**  
Jimmy Gilmer & the Fireballs, Dot 16487 (Dundee, BMI) (Houston, Dallas-Ft. Worth)

**GOIN BACK TO GRANNYS . . .**  
Viceroy, Bola 739 (Bolmin, BMI) (Seattle)

**I LEAVE IT UP TO YOU . . .**  
Dale & Grace, Michele 921 (Venice, BMI) (New Orleans)

**LONG TALL TEXAN . . .**  
Murray Kellum, M. O. C. 653 (Adams-Ethridge, BMI) (Houston)

**LITTLE YELLOW ROSES . . .**  
Jackie DeShannon, Liberty 55602 (Hill & Range-Brackenbury, BMI) (Los Angeles)

**SAD GIRL . . .**  
Jay Wiggins, IPG 1008 (IPG, BMI) (Washington)

**TIP TOES . . .**  
Bobby Wayne, A&M 716 (Camarillo, BMI) (Milwaukee)

**CUT YOU A-LOOSE . . .**  
Ricky Allen, Age 29118 (Melva, BMI) (St. Louis)

**MICHAEL . . .**  
Steve Alaimo, Checker 1054 (Sherlyn, BMI) (Houston)

# SINGLES REVIEWS

## SPOTLIGHT WINNERS OF THE WEEK

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

## SINGLES REVIEW POLICY

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



**POP SPOTLIGHT**  
**THE ORLONS**  
**NO BIG THING**  
(Kalmann, ASCAP) (2:10)  
**CROSSFIRE!**  
(Kalmann, ASCAP) (2:32)—Cameo 273  
Two more smash sides from the Philly group. First is a middle tempo rocker that has swing, deep-voiced lines and fine trumpet blowing. The second side is a quick-stepping romper with great singing excitement and a solid dance-styled tune.

**POP SPOTLIGHT**  
**LAWRENCE WELK**  
**FIESTA**  
(Gil, BMI) (2:22)—Dot 16526  
Here's a quick-stepping tune that moves in Welk's now famous Continental style. Fine reed work and harpsichord effect make the side a strong instrumental. Flip is "Blue Velvet" (Vogue, BMI) (2:32).

**POP SPOTLIGHT**  
**RUSS DAMON**  
**HIP HUGGERS**  
(Gil, BMI) (1:59)—Laurie 3194  
Strong, up-beat novelty here has a swiny and catchy refrain that should get the kids going its way. Strong singing from the boy with group warbling in backdrop. The flip side is "Heaven Sent" (Morris ASCAP) (2:38).

**POP SPOTLIGHT**  
**THE ANGELS**  
**COTTON FIELDS**  
(Westside, BMI) (2:21)—Ascot 2139  
Although this disk is not on the group's current label, it has a strong chance of moving on up. The side is a modern reading of the old folk standard with strong banjo sound and beat. Flip is "Irresistible" (We Three, BMI) (2:08).

**POP SPOTLIGHT**  
**MARY WELLS**  
**YOU LOST THE SWEETEST BOY**  
(Jobete, BMI) (2:30)  
**WHAT'S EASY FOR TWO IS HARD FOR ONE**  
(Jobete, BMI) (2:49)—Motown 1048  
Two more solid sides for Miss Wells. The first is a potent rhythm tune that falls into an unusual cadence and the background is filled with sharp shouting group of gals and guys. The flip is in a softer groove but with the beat and a fine lyric line.

**POP SPOTLIGHT**  
**SANDY STEWART**  
**I KNOW HE NEEDS HER**  
(Screen Gems-Columbia, BMI) (2:11)—Colpix 704  
Here's a fine outing by Miss Stewart, her best since "Coloring Book." It's a soft teen-age ballad that should get the kids. The tender, simple sound is filled with pathos. Flip is "Please Don't Fall in Love With Me Again" (Skidmore, ASCAP) (2:28).

**POP SPOTLIGHT**  
**GLEN CAMPBELL**  
**AS FAR AS I'M CONCERNED**  
(Rumbalero, BMI) (2:05)  
**SAME OLD PLACES**  
(American, BMI) (2:07)—Capitol 5037  
Two good sides and either or both could make it big. The first is a lovely rhythm ballad that sells right along in easy style. The second side is a ballad with a strong and vibrant sound.

**POP SPOTLIGHT**  
**TOMMY ROE**  
**EVERYBODY**  
(Low-Twi, BMI) (1:56)  
**SORRY I'M LATE, LISA**  
(Fame, BMI) (2:05)—ABC-Paramount 10478  
Two strong sides for Roe here. First is a shouting rocker that swings with volatile chorus shouting and incessant beat. The second side is a little on the Paul and Paula order with a young lass trading soft spoken remarks with the lad. Jocks should get on it. Two good sides.

**POP SPOTLIGHT**  
**SONNY CURTIS**  
**SO USED TO LOVING YOU**  
(Screen Gems-Columbia, BMI) (1:52)  
**LAST SONG I'M EVER GONNA SING (Nashville)**  
(Cricket, BMI) (2:50)—Dimension 1017  
Here's a young artist with two excellent sides. The first is a soft, sad tune that should be big, for the ballad with strings builds all the way. The second side is a lament of a country singer who goes to Nashville to make the big time and doesn't make it.

**POP SPOTLIGHT**  
**DAVE DUDLEY**  
**COWBOY BOOTS**  
(Four Star, BMI) (2:12)—Golden Ring 3030  
Fine, country-oriented item with a touch of humor and strong singing from Dudley. Tune tells story of a lad who's going to make it big in movie, disk and country circles and it's told in exuberant style. Flip is "I Think I'll Cheat a Little Tonight" (New Keys, BMI) (2:41).

**POP SPOTLIGHT**  
**LORRIE DARNELL**  
**GOLDEN SLIPPER STRUT**  
(Damian, ASCAP) (2:00)—Laurie 3193  
Here's one that's already reported getting action in some markets. Side swings, has strong singing in gal group sound, Philadelphia string band effects and solid dance step. It should really move. Flip side is "Nothing Went Wrong" (Trio, BMI) (2:00).

**POP SPOTLIGHT**  
**EYDIE GORME**  
**EVERYBODY GO HOME**  
(Screen Gems-Columbia, BMI) (2:49)  
Columbia 42854  
Miss Gorme has a strong one here with a fine heartache ballad done in modern teen style with solid, dual-tracking. Goffin and King tune is superbly orchestrated by Marion Evans. Flip is "The Message" (West-side Music, BMI) (3:00).

**POP SPOTLIGHT**  
**BOBBY RYDELL**  
**CHILDHOOD SWEETHEARTS**  
(Cameo-Parkway, BMI) (2:25)—Cameo 272  
Bobby's back with a fine side. The lad sings it against strong backing and it should be a solid follow-up to "Wildwood Days." Flip is "Let's Make Love Tonight" (Cameo-Parkway, BMI) (2:06).

**POP SPOTLIGHT**  
**JEAN THOMAS**  
**THE BOY THAT I WANT DOESN'T WANT ME**  
(Blackwood, BMI) (2:10)  
**HE'S SO NEAR**  
(Spanka, BMI) (2:27)—Cadence 1438  
Here's a new gal who sings two, fine, teen-slanted sides. The gal's voice rings with authority and double tracking is mighty smart. Side is very much with today's sound. Flip is a soft ballad, filled with pathos, strings and choral effects.

**POP SPOTLIGHT**  
**JACKIE WILSON**  
**BABY GET IT (And Don't Quit It)**  
(McCrirac, BMI) (2:19)—Brunswick 55250  
Wilson has enjoyed a hefty comeback to the charts recently and here's another rocking shouter that could keep him there. There's a big band backing and femme chorus, too, and both add a lot of flavor. Watch this. Flip is "The New Breed" (East-West, ASCAP).

**POP SPOTLIGHT**  
**THE RUSSELL BROTHERS**  
**YOU AND THE RIVER**  
(Highwood, BMI) (2:30)—Kapp 538  
Like that old river, the gal in this case just keeps movin' on and paying the lad no mind. It's a slick effort for the boys and they hand it a nice dup vocal against banjo back-up. Could happen. Flip is "There's Nothing You Can Do About That" (Spanka-Tybee, BMI) (2:26).

**POP SPOTLIGHT**  
**ALLEN WAYNE**  
**WALKIN' MY BABY**  
(Acuff-Rose, BMI) (2:21)—Kapp 553  
Kapp picked this one up last week from the Doric label and the side has a real sound. Strongly teen-slanted lyric is spiced with a good vocal, done multi-track style, with femme chorus and danceable beat. Strong wax. Flip is "Tell Me Why" (Heads Up, BMI) (2:19).

**COUNTRY SPOTLIGHT**  
**JUSTIN TUBB**  
**AS LONG AS THERE'S A SUNDAY**  
(Tree, BMI) (2:33)  
**WHEN LOVE GOES WRONG**  
(Tree, BMI) (2:30)—Groove 0024  
Two of the best sides Tubb has ever had. Both are strong in the weeper groove and both get powerful arrangements. Top side, particularly, has a message to be reckoned with. Both could happen.

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

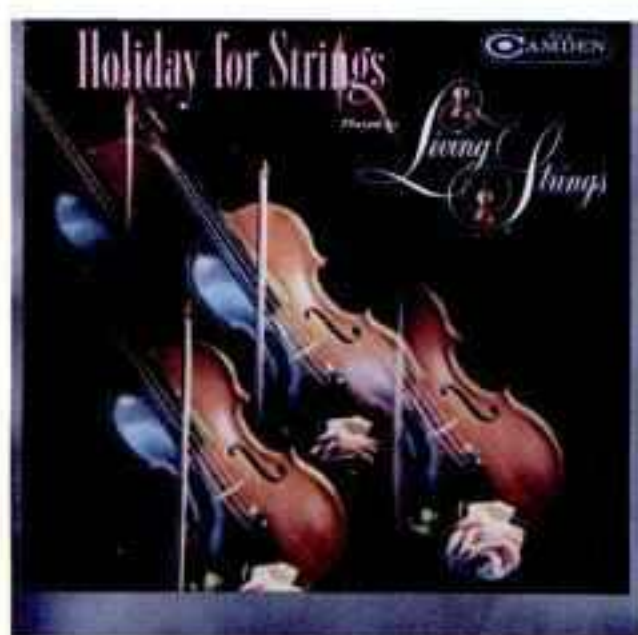
**POPULAR**  
**WANDERERS THREE**  
★★★★ Hi-De-Ink-Tum (Barton, BMI) (2:01) —★★★★ Wanderin' (Letsy, BMI) (2:18). DOLTON 82.  
**WE THREE**  
★★★★ Back to School (La Casa del Zorro, BMI) (2:08) —★★★★ Taking a Chance on Love (Miller, ASCAP) (2:10). COURTNEY 711  
**SOUL STIRRERS**  
★★★★ Cannon Ball (Four Star, BMI) (1:50) —★★★★ Home From Camp (Four Star, BMI) (1:58). CHALLENGE 9209  
**THE PERCELLS**  
★★★★ Hully Gully Guitar (Survey, BMI) (2:37) —★★★★ My Guy (Survey, BMI) (2:14). ABC-PARAMOUNT 10476  
**TERI ALLEN**  
★★★★ Can't Run to Daddy Anymore (Ampco, ASCAP) (2:20) —★★★★ Her or Me (Apt, ASCAP) (2:30). ABC-PARAMOUNT 10482  
**TONY MARTIN**  
★★★★ Foot Steps of a Fool (Atlantic, BMI) (2:02) —★★★★ Broadway Broken Heart (Criterion, ASCAP) (2:48). PARK AVE. 129  
**KATHY KEEGAN**  
★★★★ I Love You Today (Rosemeadow, ASCAP) (2:55) —★★★★ Once Upon a Summertime (Leeds, ASCAP) (2:40). MALIBU 1223.  
**GERRI AND THE PACEMAKERS**  
★★★★ I Like It (GI, BMI) (2:14) —★★★★ It's Happened to Me (2:20). LAURIE 3196  
**TONY WILLIAMS**  
★★★★ How Come (T. M., BMI) (2:22) —★★★★ When I Had You (Elevator, BMI) (2:42). PHILIPS 40141  
**MAL STOVER**  
★★★★ Memphis (Arc, BMI) (2:26) —★★★★ Look But Don't Touch (Painted Desert, BMI) (1:59). MIN-ARET 114  
**JIMMIE HASKELL**  
★★★★ Sweet September (Woods, ASCAP) (2:00) —★★★★ The Gunhawk (Flores, BMI) (2:17). CAPITOL 5044  
**GARY CRISS**  
★★★★ Sweet, Warm and Soft (Wilkey-Sessions Songs, BMI) (2:07) —★★★★ Little Joe (We Three-Wilkey, BMI) (2:13). DIAMOND 145  
**NINA SIMONE**  
★★★★ Little Liza Jane (Fox, ASCAP) (2:27) —★★★★ Blackbird (Fox, ASCAP) (3:53). COLPIX 703

(Continued on page 43)

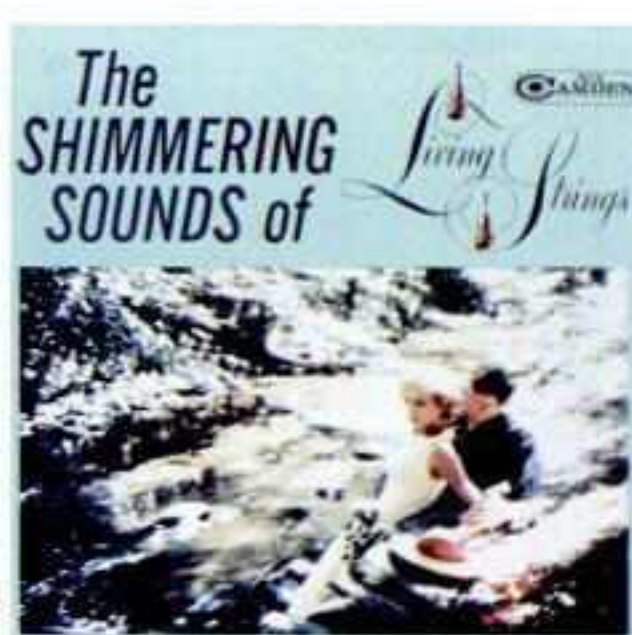




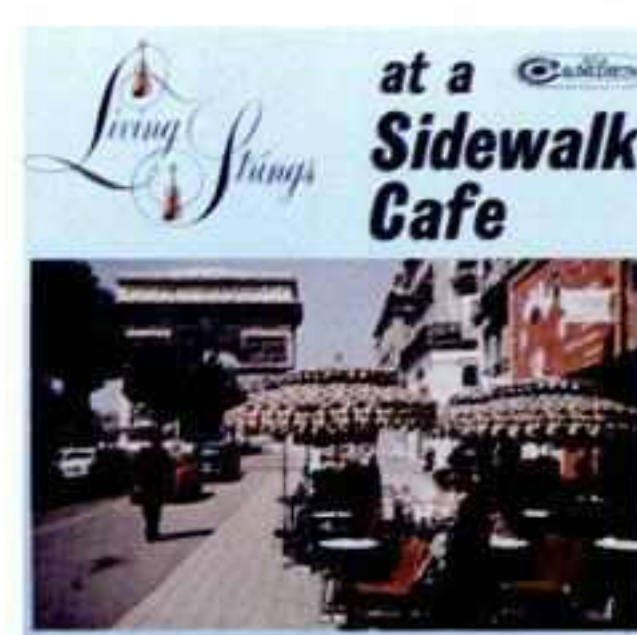
# AMERICA'S BIGGEST ENTERTAINMENT VALUE!



1.



2.



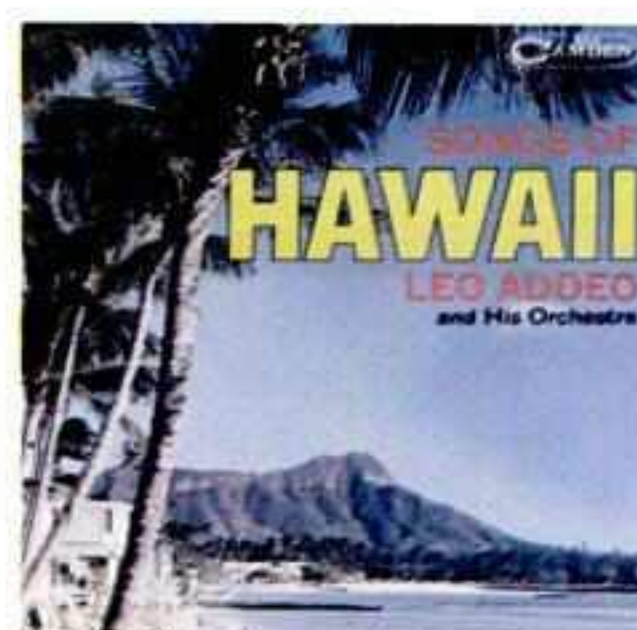
3.



4.



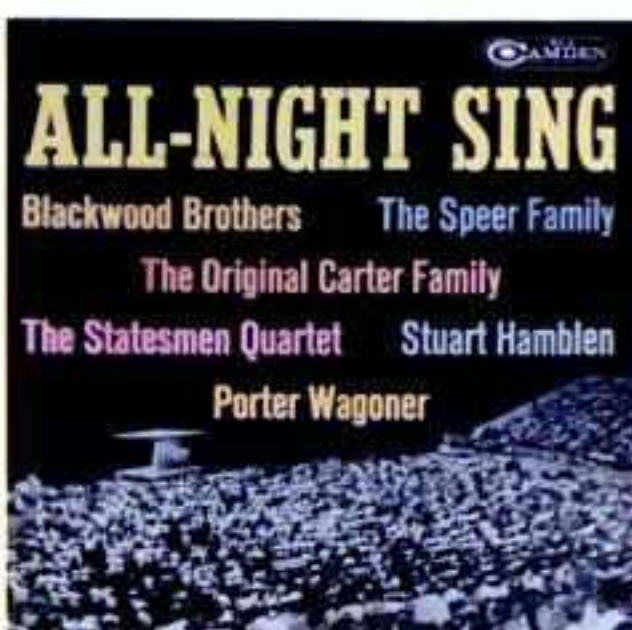
5.



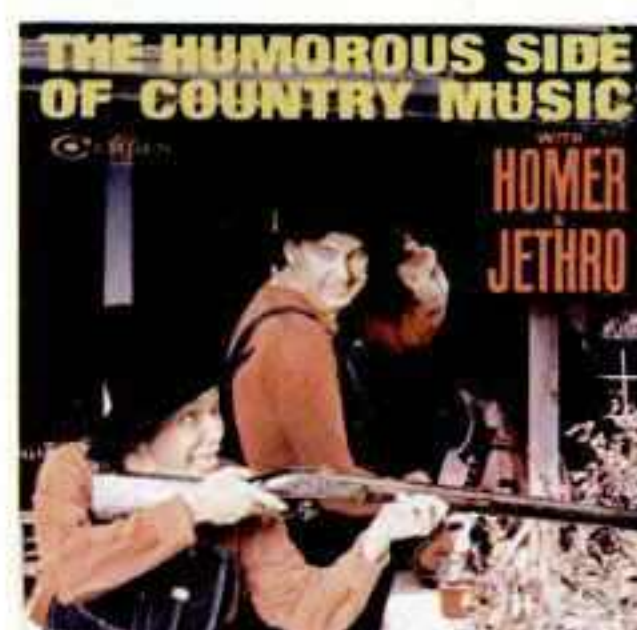
6.



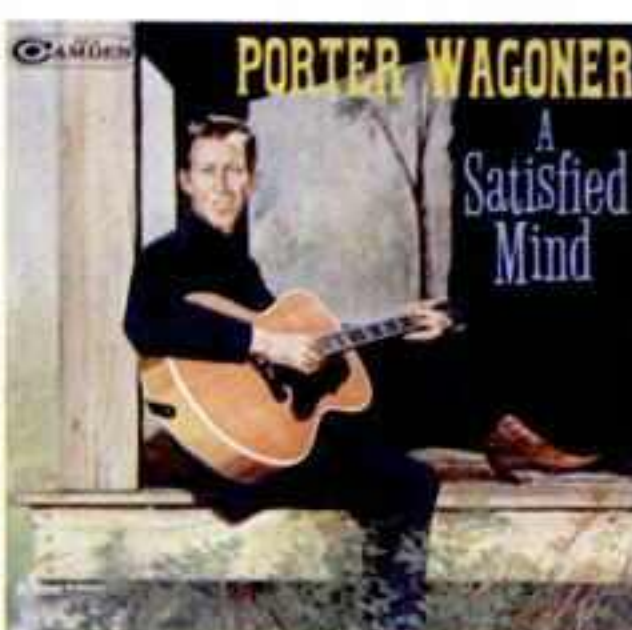
7.



8.



9.



10.

1. **THE LIVING STRINGS** "Holiday for Strings" CAL/CAS-760 A lush salute to the sweeping mood melodies of Leroy Anderson and David Rose in a profit package of standards.
2. **"THE SHIMMERING SOUNDS OF LIVING STRINGS"** CAL/CAS-761 Another sales natural cascades sweetly over the most popular love songs of yesterday and today.
3. **"LIVING STRINGS AT A SIDEWALK CAFE"** CAL/CAS-762 A change of scene! Continental flavor and local color complete with harpsichord and concertina.
4. **THE MALCOM DODDS SINGERS** "Great Spirituals" CAL/CAS-763 A splendid chance to cash-in on the rising gospel rage with a truly unique, rhythmical album.
5. **"LIVING VOICES SING 'SMOKE GETS IN YOUR EYES' AND OTHER BEAUTIFUL SONGS"** CAL/CAS-764 The velvet voices treat today's most tender melodies in high sales-styled fashion.

6. **LEO ADDEO AND HIS ORCHESTRA** "Songs of Hawaii" CAL/CAS-759 A beautiful portrait of Hawaii painted in exotic musical images of sales-getting sound.
7. **LIVING GUITARS** "The Big Guitar Sound" CAL/CAS-766 Now the boss guitars follow-up with another rocking package of popular songs with strong sales potential.
8. **"ALL NIGHT SING"** CAL/CAS-767 From a fascinating 24 hour festival of high-spirited and deeply moving religious song, comes a gospel flavored powerhouse.
9. **HOMER AND JETHROE** "The Humorous Side of Homer and Jethroe" CAL/CAS-768 TV's Kellogg salesmen and our leading melody butchers cut up with gay satirical sounds meant for selling.
10. **PORTER WAGONER** "A Satisfied Mind" CAL/CAS-769 Your first opportunity to sell away with this fast-moving country-western star on the Camden label.

# RCA CAMDEN RECORDS



Hey...  
have you  
heard  
my latest!



**BABY GET IT**

**C/W**

**THE NEW BREED**

**55250**

**JACKIE WILSON**

# ALBUM REVIEWS

**Billboard**

**SPOTLIGHT PICK**

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

**POP SPOTLIGHT**  
**IN PERSON**  
Chubby Checker  
Parkway P 7026

Checker is an exciting performer anytime, as he's proven on many hit albums. Here he only adds to the excitement by going the "live" route in an in-person performance in Somers Point, N. J., at the Under 21 Club. It's a wild session which includes "Twist It Up," "Rip It Up," "Don't Let Go," "Slow Twistin'," "I'm Walking," "Maybeline" and "Let's Twist Again." Kids will love every note.

**POP SPOTLIGHT**  
**DANKE SCHOEN**  
Wayne Newton, Capitol T 1973 (M); ST 1973 (S)

Newton has a big hit with the German-inspired side and he adds some swinging and lush readings of standards to it for this package. Dealers can expect strong initial action on this set as a follow-up to the current hit. Some of the fine titles added to the winner are "Volare," "I Cried for You" and "But Not for Me."

**POP SPOTLIGHT**  
**NIGHT BEAT**  
Sam Cooke, RCA Victor LPM 2709 (M); LSP 2709 (S)

Sam Cooke sings the blues and blues-oriented material on this package in fine, pushing and sorrowful style. Most of the songs are of the "telling my troubles" kind. Backings are simple but most effective, and "Nobody Knows the Trouble I've Seen," "Little Red Rooster," "Mean Old World" and "Lost and Lookin'" are all top tracks.

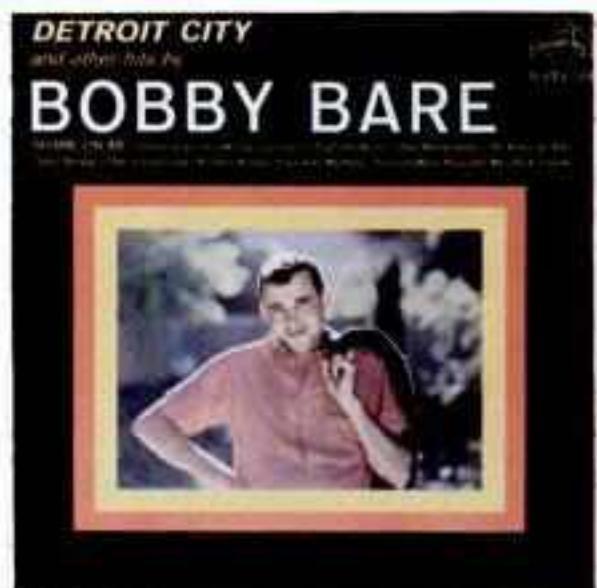
**POP SPOTLIGHT**  
**GLORIA, MARTY & STRINGS**  
Gloria Lynne  
Everest S220 (M); 1228 (S)

Here's the smooth, easy-listening side of Gloria in a fine group of standards which benefit by her subtle phrasing. Her cool delivery is at its best in such tracks as "Don't Take Your Love From Me" and "I Should Care." Backing by Marty Paich is lush and sensitively unobtrusive.



**POP SPOTLIGHT**  
**THE SECOND BARBRA STREISAND ALBUM**  
Columbia CL 2054 (M); CS 8854 (S)

Precise phrasing, clarity of tone and dramatic impact are packed into this new set. Barbra Streisand takes you on a fine vocal coaster ride with "Lover Come Back," wows with a tender ballad, "My Coloring Book" then socks out with "Down With Love." Great tracks tailored for spins and sales.



**POP SPOTLIGHT**  
**DETROIT CITY AND OTHER HITS BY BOBBY BARE**  
RCA Victor LPM 2776 (M); LSP 2776 (S)

Bobby Bare has his biggest hit to date with "Detroit City" (a hit which has also received the accolade of having a parody record made of it), which in a way can help focus even more attention on this album. The repertoire includes titles like "Shame on Me," "I'd Fight the World," "She Called Me Baby" and Bare's own "Brooklyn Bridge."



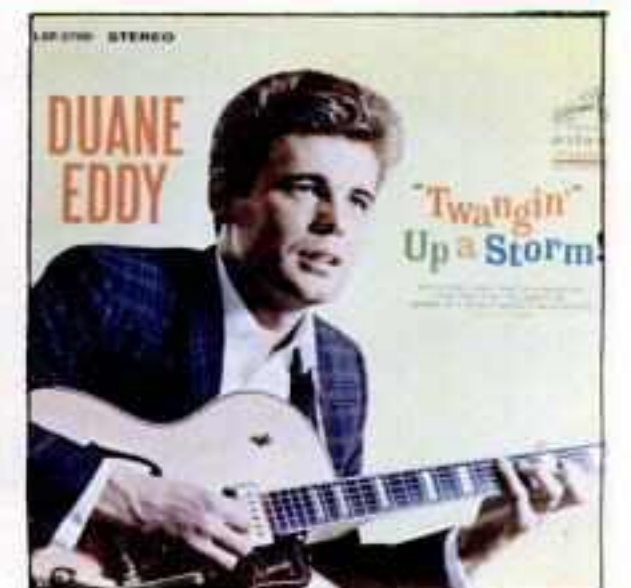
**POP SPOTLIGHT**  
**ONE FINE DAY**  
Chiffons, Laurie LLP 2020

The Chiffons cash in on their second big singles hit with a potent album that leads off with the hit and then segues nicely from Chiffon-styling of hits of other top acts (like "Doo Ron Ron" and "Locomotion") to new material of which "I'm Going to Dry My Eyes" and "Only My Friend" are the best. "Only My Friend" Best Track: "I'm Going to Dry My Eyes" (Bright Tunes, BMI) (2:15).



**POP SPOTLIGHT**  
**JUST ONE LOOK**  
Doris Troy, Atlantic 8808

Here's Miss Troy's first LP and it's a winner. It has a width of material besides the hit which shows versatility and strong dramatic power. Besides "Just One Look" and the flip of that single, the lass and her associated singers turn in strong and unusual gospel-oriented readings of a number of standards, among them "Trust in Me," "Somewhere Along the Way" and "Stormy Weather."



**POP SPOTLIGHT**  
**TWANGIN' UP A STORM!**  
Duane Eddy, RCA Victor LPM 2700 (M); LSP 2700 (S)

Eddy's newest set turns to a combination sound, that of "twangin'" and "sengin'," the former the familiar Duane Eddy, down-to-earth guitar sound, dressed somewhat in a surfing suit, and the latter, the voices of a fem group known as the Rebelettes. Result is some good teen-styled dance music, with such titles as "He's So Fine" and "Walk Right In" and some fine originals.

**POP SPOTLIGHT**  
**HYMN SING ALONG WITH MITCH**  
Mitch Miller & the Gang, Columbia CL 2063 (M); CS 8863 (S)

Here's the first new one for Mitch in a spell and one that's likely to have strong appeal plus a new market of religious music buyers. The chorus, with organ accompaniment, sings a group of standout favorites. Lyrics are included as usual on the inside liner and on a separate sheet.

**POP SPOTLIGHT**  
**MALA FEMMENA & CONNIE'S BIG HITS FROM ITALY**  
Connie Francis  
MGM E 4161 (M); SE 4161 (S)

Connie has come up with another fine album here. Some of the tunes are Italian-based, while some of her hits from the U. S., "Where the Boys Are," etc., are included this time sung in Italian. The quality of performance is up to the high standards she has set for herself in the past. Keyed to hit a solid international audience.

**POP SPOTLIGHT**  
**I WROTE A SONG . . .**  
Don Gibson, RCA Victor LPM 2702 (M); LSP 2702 (S)

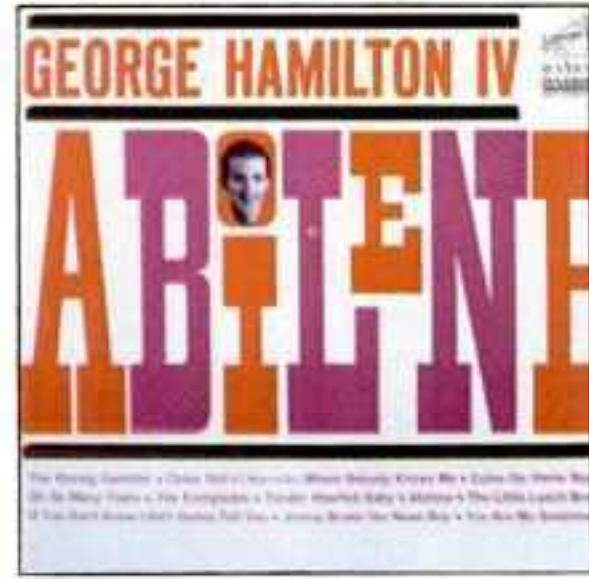
This album is bound to get strong action in pop and country markets across the nation. It features Don Gibson singing a dozen of his own songs. The star is backed by rhythm section and chorus with strings on some of his biggest copyrights, "Can't Stop Loving You," "Blue Blue Day," "Lonesome Me" and "Lonesome Number One."

**POP SPOTLIGHT**  
**THE BIG FOLK HITS**  
Brothers Four, Columbia CL 2033 (M); CS 8833 (S)

Mike Kirkland, John Paine, Bob Flick and Dick Foley-The Brothers Four vocalize richly on some equally rich folk tunes such as "500 Miles," "El Paso," "Michael Row the Boat Ashore," "If I Had a Hammer," "Walk Right In" and "Tie Me Kangaroo Down, Sport." The boys and all 12 tunes have been long favorites with folk and pop fans.

**POP SPOTLIGHT**  
**COMIN' ON**  
Floyd Cramer, RCA Victor LPM 2701 (M); LSP 2701 (S)

Here's one that follows closely in the footsteps of Chet Atkins' recent new release, "Teen Scene." Cover of this set also shows vnuuo couples dancing and the material on the platter has strong teen identification. Cramer's unique, gospel-based piano is in the spotlight against strings, rhythm and voices, all smartly used. "The Huckle Buckle," "Steel Guitar Rag," "Drown in My Own Tears" are among the titles.



**POP SPOTLIGHT**  
**ABILENE**  
George Hamilton IV, RCA Victor LPM 2778 (M); LSP 2778 (S)

George Hamilton IV has one of his biggest hits in a long time with "Abilene," and Victor and the singer should cash in quickly.



**POP SPOTLIGHT**  
**BACH'S GREATEST HITS**  
Creative Swingle Singers  
Philips PHM 200-097 (M); PHS 600-097 (S)

This disk is one of the most exciting to come about in some time. It will appeal to



**POP SPOTLIGHT**  
**ROMBERG: THE STUDENT PRINCE**  
Various Artists, Columbia OL 5980 (M); OS 2380 (S)



**POP SPOTLIGHT**  
**FOUR STRONG WINDS**  
Ian & Sylvia, Vanguard VRS 9133 (M); VSD 2149 (S)

Ian Tyson and Sylvia Fricker perform these songs as if they were a part of them. Their approach to the folk tunes "Jesus Met" and "The Wind" is particularly good.



**POP SPOTLIGHT**  
**BUDDY GRECO SINGS FOR INTIMATE MOMENTS**  
Epic LN 24057 (M); BN 26057 (S)

Greco throws everything he's got into each song in this LP. The impact is maximum.

# GREAT FALL PROGRAM

featuring

## The Complete London LP Catalog

(OVER 1800 ITEMS)

**MANTOVANI**

phase **4** stereo

**CLASSICS**

**OPERA**

**POP LP's**

**L'OISEAU LYRE**

**LONDON-INTERNATIONAL**

**RICHMOND**

**TELEFUNKEN**

including **ALL NEW RELEASES**

Here are just a few of the program highlights

### BRAND NEW MANTOVANI LP a sure chart item



#### MANHATTAN

SLAUGHTER ON TENTH AVENUE; WEST SIDE STORY (MARIA/SOMEWHERE); HARLEM NOCTURNE; AUTUMN IN NEW YORK; TAKE THE "A" TRAIN; GIVE MY REGARDS TO BROADWAY; MANHATTAN SERENADE; BELLE OF NEW YORK; MANHATTAN LULLABY; THE BOWERY; TENEMENT SYMPHONY.

Stereo: PS328

Mono: LL328

**MANTOVANI U.S.A. TOUR  
SEPT. 28 - DEC. 1**

### 5 SPECTACULAR NEW phase **4** stereo LP's

**SATIN, STRINGS AND BOUNCING BRASS** - Ted Heath and his Music  
You Stepped Out Of A Dream; I Had The Craziest Dream; Sentimental Journey; Moonlight Serenade; Mirage; I Got It Bad And That Ain't Good; Tumbling Tumbleweeds; Close Your Eyes; At Last; Theme For Cleopatra; They Didn't Believe Me; Ebb Tide. SP 44023

**ON THE MOVE** - Werner Müller and his Orchestra  
South Of The Border; I Love Paris; American Patrol; A Foggy Day; Brazil; Vaya Con Dios; Arrivederci Roma; April In Portugal; España; Sayonara; Calcutta; Istanbul. SP 44026

**GLORY, GLORY, HALLELUJAH** - The Eric Rogers Chorale and Orchestra  
God Bless America; Onward Christian Soldiers; America; The Lost Chord; Deep River; When Johnny Comes Marching Home; Hallelujah; Ave Maria; Michael, Row De Boat Ashore; The Holy City; I Believe; The Lord's Prayer. SP 44028

**THE MAGNIFICENT PIANOS OF RONNIE ALDRICH**  
Ebb Tide; The Very Thought Of You; I'll Be Seeing You; Love Letters; Long Ago And Far Away; How Deep Is The Ocean; Smoke Gets In Your Eyes; Stella By Starlight; Among My Souvenirs; Darn That Dream; Evening Star; Where Or When. SP 44029

**MEXICO** - Roland Shaw and his Orchestra  
Cielito Lindo; La Cucaracha; The Three Caballeros; Solamente Una Vez; La Bamba; Chiapenecas; Guadalajara; Pepe; Ti-Pi-Tin; La Paloma; Bulerias; El Relicario. SP 44030

## SPECIAL ANNOUNCEMENT

the famous

LONDON



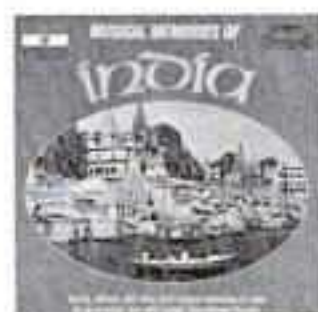
**INTERNATIONAL  
SERIES**



**MONO LP's REDUCED FROM \$4.98 to \$3.98** (Manufacturer's catalog price)

Stereo remains unchanged at **\$4.98** (Manufacturer's catalog price)

and including 12 LP's in a fabulous new "MUSICAL MEMORIES SERIES"



SEE YOUR LONDON DISTRIBUTOR FOR HIS COMPLETE PROGRAM PRICES AND TERMS

Trademarks Reg. U.S. Pat. Off.

**LONDON** *ffrr?*  
FULL FREQUENCY RANGE RECORDING

# ALBUM REVIEWS (continued)



**POP SPOTLIGHT**  
**LAUGHING ON THE OUTSIDE**  
Aretha Franklin. Columbia CL 2079 (M); CS 8879 (S)

The Columbia artist is at the top of her form here in a collection of ballads designed to exploit her haunting voice. The success of her past albums will pretty well follow along right here. Backing by Robert Mersey is full-bodied and easy.



**POP SPOTLIGHT**  
**ANDRE PREVIN IN HOLLYWOOD**  
Columbia CL 2034 (M); CS 8834 (S)

Previn turns his attention to the Hollywood score scene, one he has seen played many times before. The album showcases the artist's well-disciplined keyboard style in lush treatments for the most part of such outstanding flick clicks as "Laura," "Gigi," "Fascination," "Irma La Douce," "Last Time I Saw Paris" and "Second Time Around."



**POP SPOTLIGHT**  
**ROMANTIC CONCERTOS FOR PIANO AND ORCHESTRA**  
André Kostelanetz & His Orchestra. Columbia ML 5876 (M); MS 6476 (S)

Here's a very strong LP for the pop-classical and semi-classical markets. Lumped together in this one album are warhorse themes from such powerhouse classical works as "Warsaw Concerto," "Rhapsody in Blue," Tchaikovsky's "Concerto No. 1" for piano and orchestra, and five other equally well-known works.



**POP SPOTLIGHT**  
**FOURTEEN 14K FOLK SONGS**  
Limeliters. RCA Victor LPM 2671 (M); LSP 2671 (S)

Perhaps the most popular of the folk-type groups among the vox pop are the Limeliters. They're top drawer entertainers who have contributed much to the popularity of the ABC-TV "Hootenanny" show and pop-folk music in general, and here they offer such representative items as "Betty and Dupree," "I'm Goin' Away," "Gambler's Blues," etc. Solid wax.



**POP SPOTLIGHT**  
**SHANGRI-LAI**  
Percy Faith & His Ork. Columbia CL 2024 (M); CS 8824 (S)

The exotic moods of the Far East and the Pacific as they are related in pop tunes and Broadway shows makes the thematic scheme for this LP. Voices, strings and piano blend in such sultry melodies as the title tune, "Stranger in Paradise," "Sayonara," "Song of India" and "Return to Paradise."



**POP SPOTLIGHT**  
**ODETTA SINGS FOLK SONGS**  
RCA Victor LPM 2643 (M); LSP 2643 (S)

The richness and depth of feeling Odetta conjures up on such folk favorites as "Shenandoah," "I Will Never Marry," "Blowin' in the Wind" and "900 Miles" is virtually unsurpassed. "This Little Light of Mine" and "Why Oh Why" also get stand-out treatments. Album should get strong response in folk and pop markets.



**POP SPOTLIGHT**  
**LET'S FALL IN LOVE**  
Cascading Voices of Hugo & Luigi Chorus. RCA Victor LPM 2717 (M); LSP 2717 (S)

Whether the listener be in a romantic, nostalgic or just a sit-back-and-relax mood, Hugo and Luigi's Chorus of Cascading Voices is music to do it by. The chorus is magnificently schmaltzy and the high register cascading vocal technique is very effective. A velvety trumpet and liquid guitar play their parts too on such tunes as "Anniversary Song" and "As Time Goes By."



**POP SPOTLIGHT**  
**CONCERT IN THE PARK**  
Boston Pops/Arthur Fiedler. RCA Victor LM 2677 (M); LSC 2677 (S)

It's almost like sitting in the park along Boston's River Charles to hear this delightful, light and frothy collection of typical "pops" concert offerings, and the cover alone is enough to get over the idea solidly. The program includes a medley of Victor Herbert favorites, a song fest of sing-along type standards and "Prayer of Thanksgiving," among others. A wonderful selection that should get a ready response.



**JAZZ SPOTLIGHT**  
**NEW JAZZ ON CAMPUS**  
Paul Winter Sextet. Columbia CL 2064 (M); CS 8864 (S)

Although this is Winter's first album without a preponderance of bossa nova material, his group still impresses as a bright, strong, disciplined team. The brightest and most inventive solos are taken by Warren Bernhardt on piano, and overall, there is pace and swing and many moving ballad moments as well. Tracks were recorded in concerts at three different schools.



**POP SPOTLIGHT**  
**3 GREAT PIANOS**  
Frankie Carle, Floyd Cramer, Peter Nero. RCA Victor LPM 2721 (M); LSP 2721 (S)

RCA Victor has very effectively put its top piano stylists on the revolving turntable. The techniques and approaches of Carle, Cramer and Nero, while different, are highly compatible on the same package. Producer Marty Gold treats each as an individual, with Jack Pleis' Orchestra providing lush strings and brass for Nero; full chorus for Cramer, and jaunty guitar-laced sweeping string arrangements for Carle. A good packaging idea that can pay out.



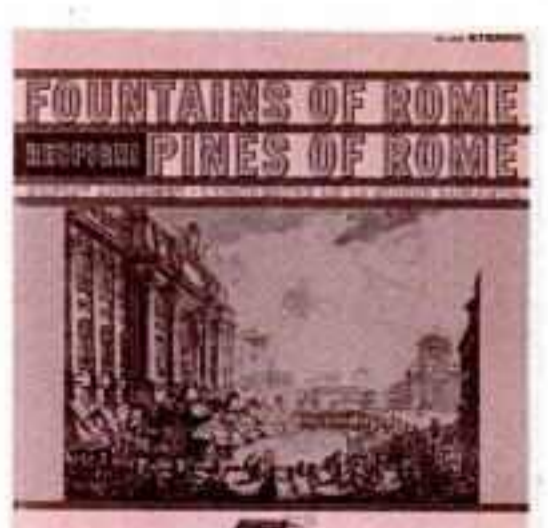
**POP SPOTLIGHT**  
**LET THE GOOD TIMES ROLL**  
Eydie Gorme. Columbia CL 2065 (M); CS 8865 (S)

Here's a pop-gospelized version of Eydie Gorme, complete with the now familiar "Sweet Chariot" type of organ, piano and tambourine accompaniment. She sings "Swing On, Sweet Chariot," "The Saints," "Yes Indeed," "O! Time Religion," "Brother Gabriel" and "Gonna Build a Mountain," the latter from the current hit musical "Stop the World." Set does not represent the best idiom for the thrush, but "pro" that she is, she handles the material well anyway.



**JAZZ SPOTLIGHT**  
**CRISS-CROSS**  
Thelonious Monk. Columbia CL 2038 (M); CS 8838 (S)

Those who criticize Thelonious Monk for being most difficult to listen to will find that he's at his most listenable best throughout this LP. His piano solo of "Don't Blame Me" is sheer jazz poetry. Monk seems to be enjoying playing Monk with his happy interpretations of "Think of Me" and "Hackensack." Solidly behind Monk are Charlie Rouse, tenor sax; Frankie Dunlop, drums, and Johnny Ore, bass.



**CLASSICAL SPOTLIGHT**  
**RESPIGHI: FOUNTAINS OF ROME, PINES OF ROME**  
L'Orchestre de la Suisse Romande (Ansermet). London CM 9345 (M); CS 6345 (S)

A trip to composer Respighi's "Fountains of Rome" and "Pines of Rome" is a musical journey not to be missed. Respighi's exhilarating and enchanting description of the fountain at various times of day and the sweeping towering pines of the Eternal City can be sheer listening joy. Ansermet and company meet that test here.

(Continued on page 32)

## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

**THE SECOND BARBRA STREISAND ALBUM**  
Columbia CL 2054 (M); CS 8854 (S)

**SEVEN STEPS TO HEAVEN**  
Miles Davis, Columbia CL 2051 (M); CS 8851 (S)

**ELVIS' GOLDEN RECORDS, VOL. 3**  
Elvis Presley, RCA Victor LPM 2765 (M); LSP 2765 (S)

**JUST KIDDIN' AROUND**  
Ray Conniff & Billy Butterfield, Columbia CL 2022 (M); CS 8822 (S)

### ★ NEW ACTION LP's

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

**THE GREAT ESCAPE**  
Sound Track, United Artists UAL 4107 (M); UAS 5107 (S)

**THE SONGS I LOVE**  
Perry Como, RCA Victor LPM 2708 (M); LSP 2708 (S)

**SILVER'S SERENADE**  
Horace Silver Quintet, Blue Note 4131 (M); 84131 (S)

**DETROIT CITY AND OTHER HITS BY BOBBY BARE**  
RCA Victor LPM 2776 (M); LSP 2776 (S)

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

**THE JAZZ SOUL**  
Little Stevie Wonder, Tamla 233 (M); (No Stereo)

**SEPTEMBER SONG**  
Jimmy Durante, Warner Bros. W 1506 (M); WS 1506 (S)

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

**ARTISTPY IN BOSSA NOVA**  
Stan Kenton, Capitol T 1931 (M); ST 1931 (S)

**THE MONKEY TIME**  
Major Lance, Okeh OKM 12105 (M); OKS 14105 (S)

**HONEY IN THE HORN**  
Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)

**TILL THEN**  
Ruby & the Romantics, Kapp KL 1341 (M); KS 3341 (S)

**FOUR STRONG WINDS**  
Ian & Sylvia, Vanguard VRS 9133 (M); VSD 2149 (S)

**THE BEST OF JUDY GARLAND**  
Decca DXB 172 (M); DXSB 7172 (S)

**JUST ONE LOOK**  
Doris Troy, Atlantic 8086 (M); SD 8086 (S)

**THE BEST OF THE CHAD MITCHELL TRIO**  
Kapp KL 1334 (M); KS 3334 (S)

**WONDERLAND OF GOLDEN HITS**  
André Kostelanetz, Columbia CL 2039 (M); CS 8839 (S)

**JOSE JIMENEZ IN HOLLYWOOD**  
Bill Dana, Kapp KL 1332 (M); KS 3332 (S)

**LIGHTS OUT, SWEET DREAMS**  
Bert Kaempfert & His Ork, Decca DL 4265 (M); DL 74265 (S)

**SWINGING WEST**  
Steve Lawrence, Columbia CL 2052 (M); CS 8852 (S)

## 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.



You'll bat 1000 with **PHILIPS**

**1969**  
**WORLD SERIES**  
**OF MUSIC** AUGUST 20  
OCTOBER 15

**BIG TRIPLE PLAY!**  
ADVERTISING,  
PUBLICITY,  
PROMOTION...

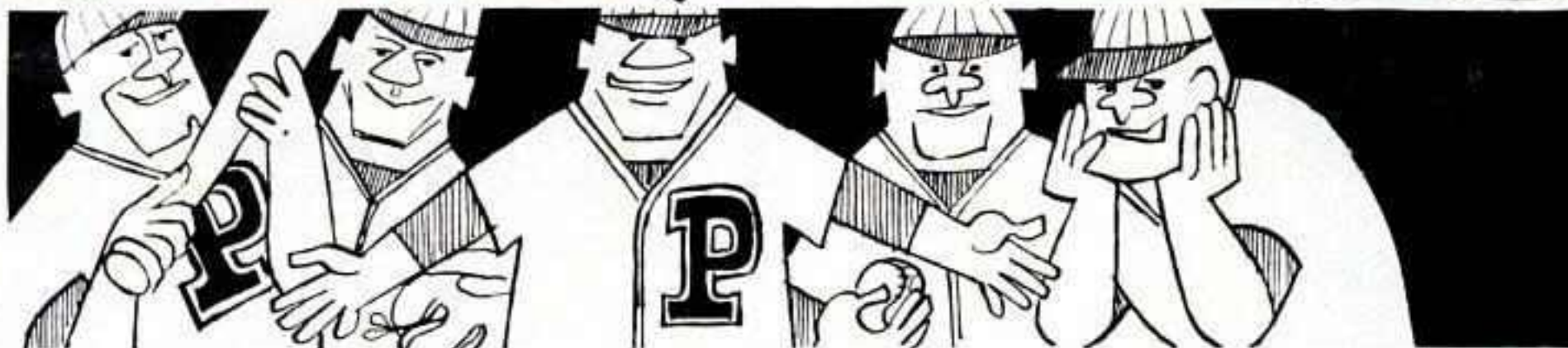
A 4 BAGGER!  
**BIG**  
**12½% DISCOUNT**  
on new release and  
entire catalog

Some of the most  
unique product ever  
produced. Designed to  
sell for years  
to come!

**HARD  
HITTING  
MERCHANDISING  
AIDS!**

Don't get  
caught  
off base  
— contact your  
Philips represent-  
ative today

**JUST LOOK  
AT THESE  
5  
SLUGGERS!**



Greece Today—various artists  
PHM 200-094/PHS 600-094



Holiday for Teens—Paul & Paula  
PHM 200-101/PHS 600-101



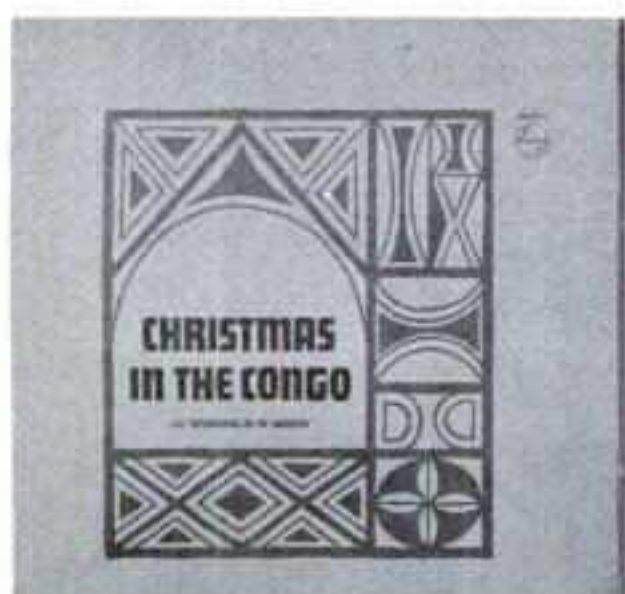
Terrific Teresa—Teresa Brewer  
PHM 200-099/PHS 600-099



Georgie Auld Plays the Winners—  
Georgie Auld  
PHM 200-096/PHS 600-096



The Singing Nun—Soeur Sourire  
PCC-203/PCC-603



Christmas in the Congo—Les Trouba-  
dours Du Roi Baudouin  
PCC-207/PCC-607



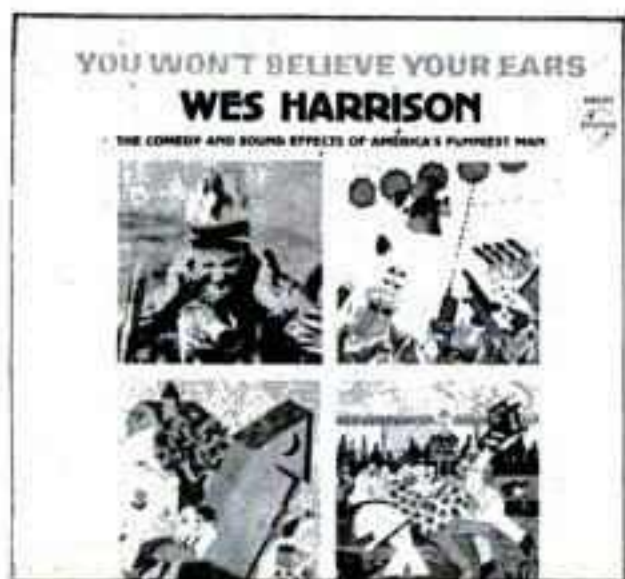
Magnifique—Jacqueline Francois  
PCC-200/PCC-600



Bach's Greatest Hits — the Swingle  
Sisters  
PHM 200-097/PHS 600-097



Esther Ofarim & Abraham  
PHM 200-102/PHS 600-102



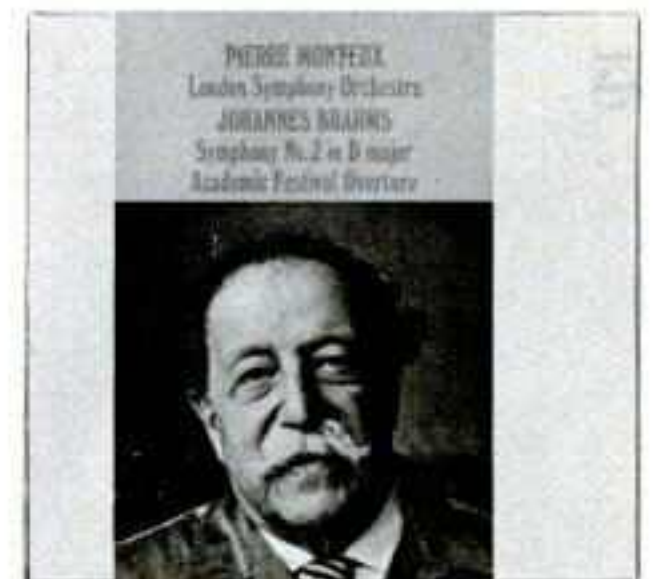
You Won't Believe Your Ears — Wes  
Harrison  
PHM 200-103/PHS 600-103



Tchaikovsky Symphony No. 5 — Con-  
certgebouw Orchestra  
PHM 500-020/PHS 900-020



Chopin Piano Concerto No. 2 Manuel  
De Falla "Noches en los jardines de  
Espana" Clara Haskil, pianist with Or-  
chestra of Lamoureux Concerts  
PHM 500-034/PHS 900-034



Brahms Symphony No. 2 in D Major  
— Pierre Monteux conducting the Lon-  
don Symphony Orchestra  
PHM 500-035/PHS 900-035

**PHILIPS RECORDS**

35 E. WACKER DRIVE • CHICAGO 1, ILLINOIS

One World of Music On One Great Label!







# Billboard

For Week Ending September 7, 1963

# HOT 100

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

★ **CRY BABY** ..... 4  
 Garnet Mimms & the Enchanters,  
 United Artists 629

③② **TRUE LOVE NEVER RUNS SMOOTH** ..... 10  
 Gene Pitney, Musicor 1032

★ **ONLY IN AMERICA** ..... 4  
 Jay & the Americans,  
 United Artists 625

# Billboard

For Week Ending September 7, 1963

# TOP LP'S

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

★ **GENE PITNEY SINGS WORLD-WIDE WINNERS** ..... 6  
 Musicor MM 2005 (M); MS 3005 (S)

⑦⑦ **LOVE THEMES FROM CLEOPATRA** ..... 11  
 Ferrante & Teicher, United Artists UAL 3290 (M);  
 UAS 6290 (S)

⑥⑥ **MONDO CANE** ..... 8  
 Sound Track, United Artists UAL 4105 (M); UAS 5105 (S)

⑫⑩ **DR. NO** ..... 7  
 Sound Track, United Artists UAL 4108 (M); UAS 5108 (S)

★ **HOOTENANNY WITH THE HIGHWAYMEN** ..... 1  
 United Artists UAL 3294 (M); UAS 6294 (S)

## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY  
FOR WEEK ENDING 9/7/63

7 **YOU COMB HER HAIR** ..... 10  
 George Jones, United Artists 578

13 **WE MUST HAVE BEEN OUT OF  
OUR MINDS** ..... 19  
 George Jones & Melba Montgomery, United Artists 575

30 **HALL OF SHAME** ..... 3  
 Melba Montgomery, United Artists 576

## HOT R&B SINGLES

Billboard SPECIAL SURVEY  
FOR WEEK ENDING 9/7/63

19 **CRY BABY** ..... 1  
 Garnet Mimms & the Enchanters, United Artists 629



# International



**DOTTED LINE:** Richard Anthony signs autographs for a fan while his EMI a.&r. supervisor, Jeff De Boeck, looks on.

## AUSTRALIA

### W&G Intros Low-Price Single

By **GEORGE HILDER**  
19 Todman Ave., Kensington,  
Sydney, N.S.W.

W&G's new low-price single The Gem "Double Hit" was introduced this week. Selling at 5 shillings, the initial release of five disks has been taken from Oriole of England and dealer and store response is excellent. Also doing well is the series of W&G "Juke Box Favorites." This package consists of six cover hits also drawn from Oriole's catalog, issued in the form of a low-priced EP retailing at 14 shillings.

With their release of the Time Records master of "The Music of the Era of Cleopatra" W&G jumped the gun on "Cleopatra"-inspired albums. . . . Festival plant engineers have installed the first "boomer" plastic extruder in Australia purchased from Garden State Hydraulics, U.S.A. This installation is the first of a series to keep the Festival plant abreast with modern overseas record pressing techniques. . . . Initial release of the first local RCA single is receiving excellent response from disk jockeys all over Australia. The first album to be produced by RCA will be "Surfside With the Denvermen." Firm's a.&r. manager **Johnny Devlin** is a recording artist for Festival Records and his next single for that label will be his own composition "Stomp the Turumba."

EMI has two new albums for the World Record Club for release in September and October featuring an all-Australian cast with chorus and orchestra directed by **Geoff Harvey**. . . . A single by Festival's **Robb E. G.** titled "55 Days at Peking" inspired by the march theme from the flick has hit the No. 1 slot in the charts throughout Australia. To mark the occasion the Samuel Bronston office in New York has arranged for a presentation of a miniature cannon which is an exact replica of one used in battle scenes in the movie. The cannon will be presented to **Robb E. G.** on the

sound stage of Channel 7, Sydney, during the video taping of **Johnny O'Deefe's** show "Sing, Sing, Sing" September 7.

**Norman Whitely** of Belinda Music is hosting visiting celebrity **Jean Aberach's** two weeks stay at the Chevron Hilton Hotel. He met top executives from various recording companies. . . . **Digby Wolfe**, TV compere has left for a month holiday in Honolulu from where he will continue on to New York and London returning to Australia early November. EMI rush released the 20th Century-Fox album "Marilyn" to tie in with the release of the movie due to hit the screen early in September. This will be the final disk issued on the Fox label by EMI now that the label has signed for their catalog to be released by Festival Records. Festival will reissue the album "Marilyn" during September, plus other sound track albums including "The Longest Day" and "Cleopatra."

"Hootenanny," by the **Glencoves** and "Surfin' Hootenanny," by **Al Casey**, have been slow movers in spite of the wonderful action given them by all radio stations. Evidently the hootenanny has taken some time to be accepted by the Australian public, who up until a few short weeks ago had never even heard of a "Hootenanny" now all States report in with big sales figures on both disks. . . . **Joe Halford** of Castle Music has produced a single for the HMV label featuring a new local duo, the **Taylor Sisters**, singing "Love Bandit," a U. S. composition backed with "I'm in Love Again."

## BELGIUM

### Tourist Sales Show On Charts

By **JAN TORFS**  
Stuivenbergvaart, 37-Mechelen

Like every year the Belgian resort coast has its influences on the entire Belgian market. Almost every visitor who has a record player asks for one or more of the hits created on the coast.

The most important fact,

### 'I WILL RETURN'— AND ANKA DOES

**MECHELEN** — Paul Anka will tour this country in a few weeks. Anka, who was received very enthusiastically last year during another short visit, promised to return and give several concerts in Belgium. September 26, he will be in Antwerp; from September 27 until October 2, in Brussels on the stage of the Ancienne Belgique, and finally, to conclude his tour, October 3 in Liege.

### U. S. Artists Hit German Trail

**MUNICH** — A string of American artists will soon begin the trek to Germany for recording and concert dates. In the near future, **Brain Hyland** and the **Everly Brothers** will be in the country to record here for the first time. Hyland has cut some German-language disks in the States but this will be his first session here.

**Connie Francis** recorded version of "Mein Schiff Fahrt Zu Dir" and "Die Nacht Ist Mein" versions of her U. S. hits "Follow the Boys" and "Tonight's My Night" for MGM. Miss Francis has, of course, cut many disks in this country.

**John Coltrane**, **Horace Silver**, **Stan Kenton**, **Harry James**, **Ray Charles**, **Ella Fitzgerald** and **Duke Ellington** are all reported to be ready for concert appearances in this country during their forthcoming tours this winter.

however, is that 90 per cent of these records are of French origin. In the past, most of the hits were of American origin; things have changed and it seems that there is now a craze for French records. Some of the records most in demand are "Tu te maries demain" by **Patricia Carli** on Bel Air, "Jivaros" by **Les Saphirs** on Decca and almost all the records by **Richard Anthony**, **Adamo**, **Johnny Hallyday** and **Petula Clark**. Only two American records are heard very often at the coast: **Elvis Presley's** "Devil in Disguise" and **Matt Lucas's** "I'm Moving On." **Johnny Hoes's** own label Telstar will be distributed in Belgium exclusively by Fonior. The first record an LP has just been released under the title "Meisjes en soldaten" (Girls and Soldiers). . . . **Adamo** recorded his first LP, released in early September.

**Will Tura** has a fantastic hit with "Je liegt." In only one month more than 20,000 copies of this record have been sold. In one month and out of nowhere his record jumped to the fifth place of the top charts. Even his biggest hit, "Eenzaam zonder jou," could not do this. Only **Elvis Presley** is more or less able to follow **Will Tura** on his way to the top places of the charts. By mentioning these two names, we have given you the only newcomers to the best sellers list, which underwent few changes. **Adamo's** "Sans toi, mamie" for 16 consecutive weeks on top of the charts lost its favorite position to **Cliff Richard's** "Lucky Lips." We suppose that **Cliff** will not hold his first place for a long time, and that in the next two weeks his position will be taken over either by **Bob Benny** (also strongly coming up with "Waar en wanneer"), **Will Tura** or **Elvis Presley**. For the first time in years **Paul Anka** failed in having one of his records in the top 10. Although "Hello



**YOUNG LIONS:** These young people scored heavily in the recent Radio Luxembourg favorite artists poll. Each holds his own Lion award for being the most popular artists for the first half of 1963 on the German program of Radio Lux. **Rex Guido** received a silver Lion, **Manuela** scored with a bronze Lion and **Jan and Kjeld** were awarded a gold Lion.

**Jim** has been released long enough to figure among the best sellers, the record was so badly received by the teeners (as was "Remember Diana" also) that it is time that **Paul Anka** should change his repertoire. We hope that **Paul Anka** should find another hit which will bring him back into popularity.

**Cliff Richard's** LP recorded in Spain was released this week in Belgium through Gramophone. The record is sung entirely in Spanish.

**Inelco** (distributors of the RCA label) released this week the famous American series "Our Man in . . ." composed of LP's and EP's by **Paul Anka**, **Henri Mancini**, **Perez Prado**, **Sonny Rollins** and many others. Another new EP by **Paul Anka** was released also with two songs which have never been released as singles: "It Doesn't Matter Anymore" and "The Longest Day."

Since "Take These Chains From My Heart" by **Ray Charles** is still a big success, **Anvers Radio** decided to wait until now to release Ray's "No One." At the same time they brought **Fats Domino's** latest recording "When I'm Walking" on the market.

## BRITAIN

### Boone Cuts Decca Sides in London

By **CHRIS HUTCHINS**  
News Editor,  
New Musical Express

After completing his Seven Arts picture "Don't Put Anything in Writing," **Pat Boone** had two recording sessions at the Decca studios during which he waxed his self-penned title song for the film and singles material mainly for the British market, before returning by sea to New York. His manager, **Jack Spina**, said that **Pat** is hoping in the near future to film the "Dr. Tom Dooley Story"—another non-singing role—as the famous American doctor who went into the jungle on a relief mission and eventually gave his life to the cause. The 20th Century-Fox studio owns the film rights.

On the subject of films,

### Home-Grown Songs Bloom in Norway

**OSLO**—For the first time in the history of its tabulations, half of the records on the Norwegian charts are of domestic origin.

Entry of the **Olkabilamo Quintette** with its second disk, "Fiskarlat" has been added to **Ase Thoresen**, **Wenche Myhre** (of Triola) and **Ray Adams** (Manu) to make the 50-50 mark.

The remaining five disks come from the U. S., Great Britain and Japan. Ordinarily American records claim 7 of the 10 spots.

**Sammy Davis** plans to make a picture with **Peter Lawford** in England and France next spring, "The Major and the Private." The plan is for them to co-produce with **Joseph Levine** though it is not yet known how this will effect **Davis's** commitment to open in the pre-Broadway run of "Golden Boy" in London around the first of the year.

**Stephen Sondheim** is in London preparing the British production of "A Funny Thing Happened on the Way to the Forum." He said that he is writing the score for "Side Show"—another musical based on an **Arthur Lawrence** book—which will open on Broadway next March. "Two very famous Hollywood ladies" is as much as he will say about the cast. . . . **Cliff Richard's** film "Summer Holiday" will be distributed in the U. S. starting late October by American International. . . . The return to London shortly from East Berlin of **Paul Robeson**—whose recent flight to the Communist sector caused an international sensation—in confidently expected by **Harold Davison** (his British agent) who is planning a major TV appearance for the singer this fall. . . . There were rave reviews for the opening of **Oscar Brown's** one-man show at the Prince of Wales. It is substituting the musical "Wham Bam, Thank You Madam" in which he was to star, but which folded during the provincial run.

**Kid Ory**, **Ray Bauduc**, **Meade Lux Lewis**, the **Firehouse Five** and **Jess Stacy** will be among hosts of a party for **Kenny Ball** and his **Jazzmen** when the British trad band ends its U. S. tour

# What is quality at RCA Custom?



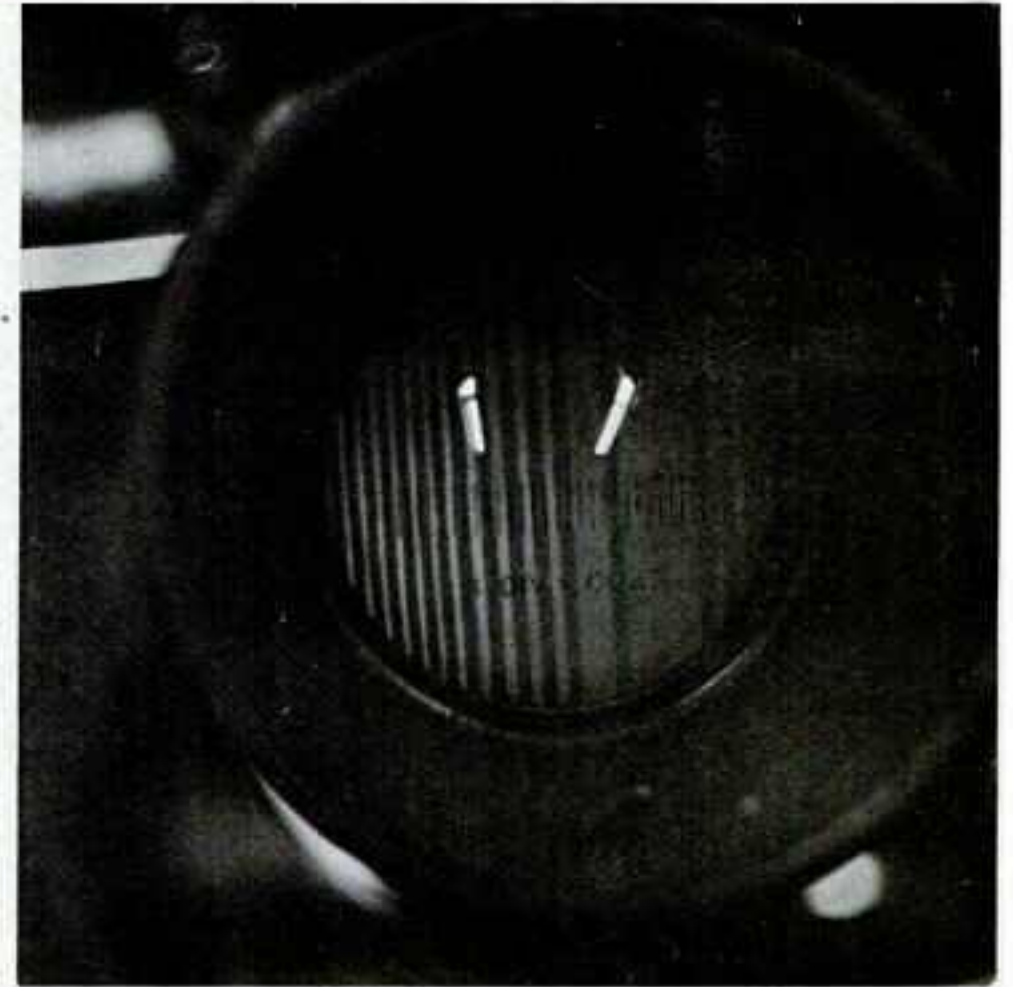
## SOUND ENGINEERING

(Only experts with many years' experience in sound are at the controls.)



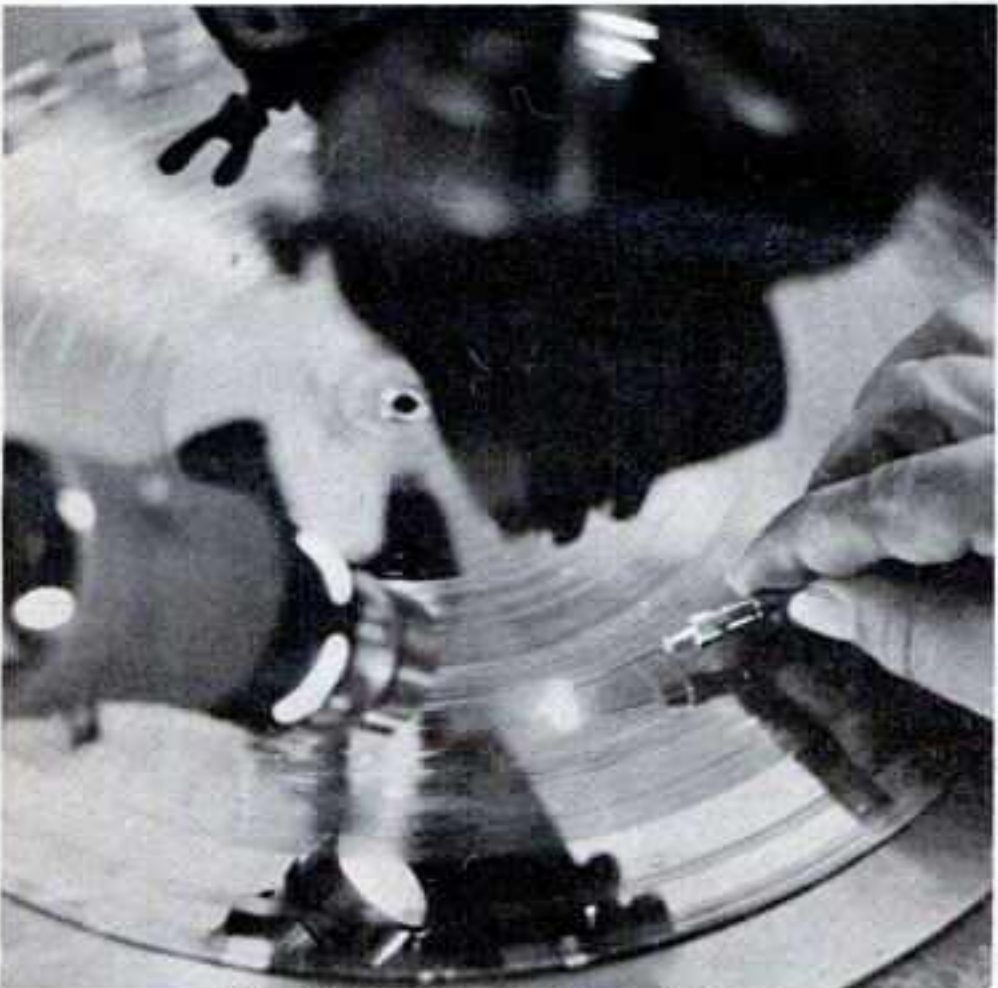
## LACQUER INSPECTION

(Inspection, inspection, inspection—starts with the master lacquer and never stops!)



## MOLD INSPECTION

(Before metal stamper is made, mold is scrutinized minutely for flaws.)



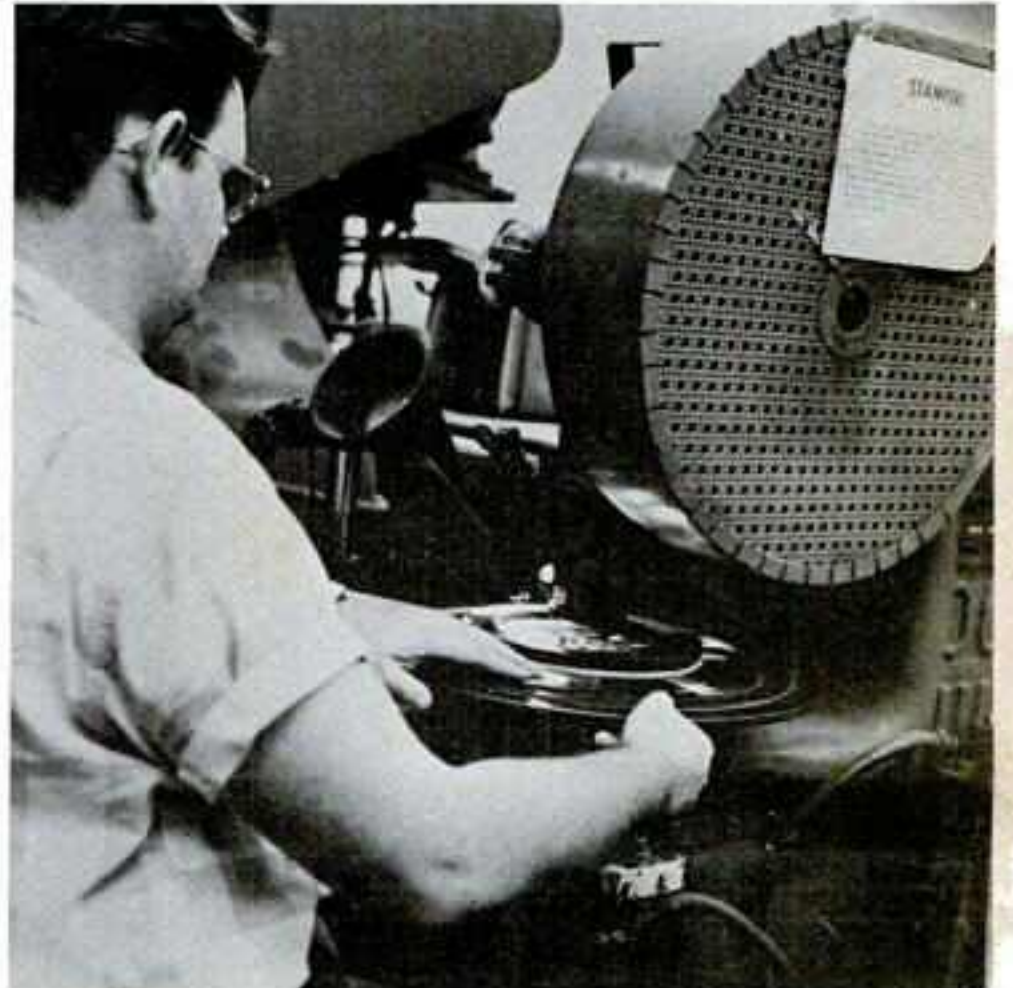
## MOLD CORRECTION

(Skilled hands remove tiny flaws, then on for audio inspection.)



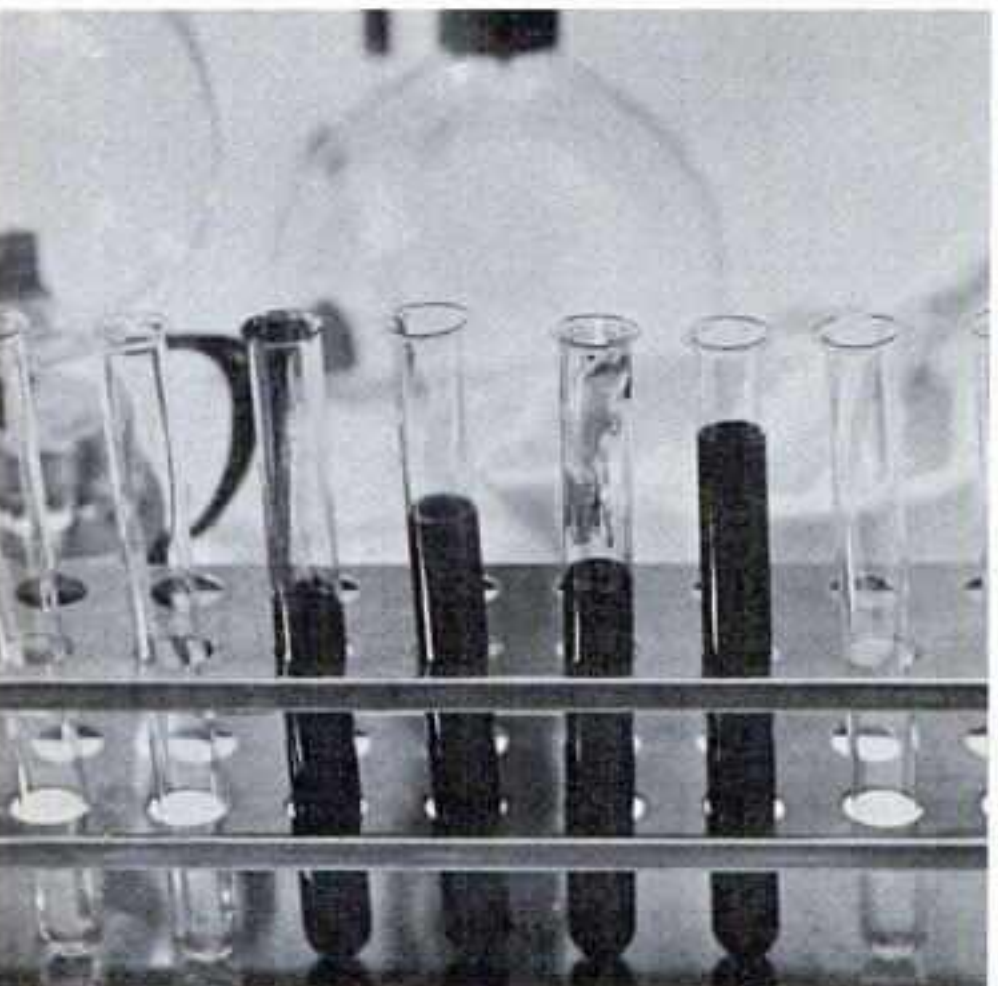
## AUDIO INSPECTION

(In air conditioned, soundproof rooms, the mold is finally checked. Only perfection passes.)



## MICROSCOPIC ACCURACY

(The stamper is microscopically centered, then punched to fit record press exactly.)



## MATERIAL SELECTION

(Research has developed 4 grades of vinyl, exclusive with RCA Custom—each is top quality!)



## PACKAGING INSPECTION

(Last inspection: as record goes in sleeve. Spot audio checks are constantly made also.)



## YOUR RECORD

(We stake our reputation on the quality of every record we produce.)

"Quality" is not just a word at RCA Custom, it's a way of recording, manufacturing and packaging to give you the best of everything in recorded sound. Try us and see!

**RCA CUSTOM RECORD SALES...THE MOST TRUSTED NAME IN SOUND AND SERVICE**

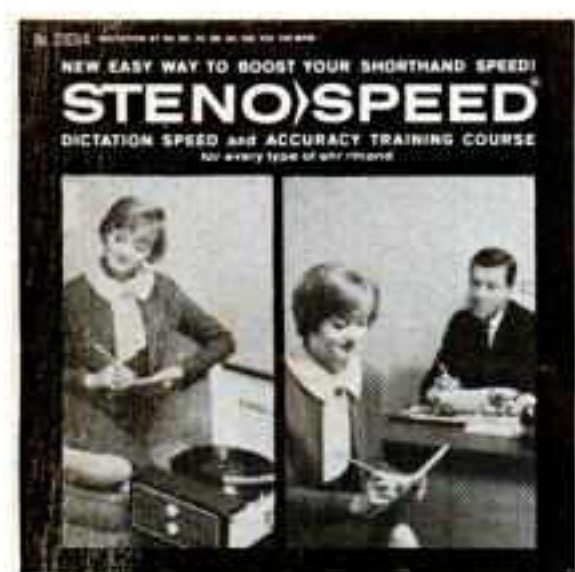
155 East 24th St., New York 10, N. Y., MU 9-7200 ■ 445 N. Lake Shore Dr., Chicago 11, Ill., WH 4-3215 ■ 800 17th Ave. S., Nashville 3, Tenn., AL 5-5781 ■ 1510 N. Vine St., Hollywood 28, Cal., OL 4-1660



in New Orleans on October 5. It is understood Anthony Newley recorded several songs in New York under Decca a.&r. chief Dick Rowe's supervision. They included a Beatles' composition, "I Saw Her Standing There" published here by Jaep. . . . Decca has issued a rush cover of the *Contours*' U. S. hit "Do You Love Me," by **Brian Poole** and the *Tremeloes*. There may be other covers. To avoid confusion the next *Eden Kane* single—which he wrote himself—has had a title change from "Do You Love Me" to "Like I Love You." . . . Composer **Johnny Worth** is delighted with the news that the *4 Seasons* will wax his "Blue Girl."

A group of c.&w. enthusiasts have started their own label "Country Style Records" and two EP's bought from Nashville—featuring such artists as **Jim Eanes**, **Hylo Brown** and the *Kentucky Rebels*—are the first releases. . . . Two London dealers are behind a new label which will issue West Indian music solely. . . . Airborne is the name of another new label which has a first release with West Indian **Johnny McBee's** "Nothing But Love."

Pye Records managing director **Louis Benjamin** is in New York for business talks which also take him to Canada. He is expected to have particular discussions at Warner Bros. about the future of the Reprise license which his company holds at present.



### STENO)SPEED DICTATION SPEED AND ACCURACY TRAINING COURSE FOR EVERY TYPE OF WORK

Dealers—Conversaphone offers a complete line of fast selling records for student stenographers and secretaries. Each course is poly sealed and contains an instruction manual at no extra charge. Let Steno-Speed® records be a sales success for you.

**\$201** 50 to 80 words per minute  
**\$202** 90 to 130 words per minute  
**\$203** 50 to 130 words per minute (box)  
**\$206** 140 to 180 words per minute  
**\$207** 200 to 250 words per minute  
**\$204** Medical Dictation 60 to 120 WPM  
**\$205** Legal Dictation 60 to 120 WPM

See your Conversaphone Distributor listed below:

ALBANY, N. Y. Leonard Smith, Inc.—ATLANTA, GA. Godwin Dist.—BOSTON, MASS. John Penny—CHICAGO, ILL. K. O. Asher—CINCINNATI, OHIO A & I Dist.—DENVER, COLO. Pan American—DETROIT, MICH. Music Merchants—E. HARTFORD, CONN. Trinity Dist.—GREENSBORO, N. C. Southern Musical Mds.—HOUSTON, TEX. H. W. Daily—LOS ANGELES, CALIF. Allied Music Sales—MINNEAPOLIS, MINN. Jather Dist.—NEWARK, N. J. Laredy Record Dist.—NEW YORK, N. Y. Merco Enterprises—OKLAHOMA CITY Sonart Dist.—PHILADELPHIA, PA. A. & L. Dist.—PHOENIX, ARIZ. M. B. Krupp—ROCHESTER, N. Y. Life-Time Recording—ST. LOUIS, MO. Commercial Music—SAN FRANCISCO, CALIF. DM Sales—SEATTLE, WASH. Music Dist.—MONTREAL, CANADA Musimart of Canada.

For further information write to:

**CONVERSA-PHONE**  
132 W. 32d St. N. Y. 1, N. Y.

**CUSTOM RECORD PRESSING**  
Mastering—Processing—Labels  
**POLYMAX** 100% ANTI-STATIC  
FACTORY CLEAN  
**SIDNEY J. WAKEFIELD**  
P. O. Box 6037, Phoenix 5, Ariz.  
Direct Dial 602-252-5644

**POLYMAX**  
PRESSINGS ADD A NEW SOUND DIMENSION  
You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static.  
CREATED BY RESEARCH CRAFT CORPORATION  
1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.

## GERMANY

### Electrola Is 20th, Disney Disk Rep

By **CHRISTIAN TOERSLEFF**  
48 Uhlenhorster Weg  
Hamburg 22

Electrola, member of EMI, took over the distribution in Germany of Disneyland and 20th Century-Fox. . . . **Alfred K. Schacht**, former president of the Aberbach organization, now publisher in his own right, is visiting the U. S. A. for business purposes, arriving in New York September 2 and staying in the Park Sheraton Hotel. **Heinz Klinckwort**, president of Discos Universales S.A. in Mexico, visited Hamburg for talks with Deutsche Grammophon. There are 13 versions of "Sukiyaki" now on German record market. "Schuld war nur der Bossa Nova," German version of "Blame It on the Bossa Nova," sung by **Manuela**, sold about 500,000 records.

Deutsche Grammophon offers subscription of four classic albums with preferential rates: "Cosi fan tutte" (three LP's) at the price of 54 marks (about \$13.50); string quartets by Beethoven (four LP's), 78 marks (\$19.50); Bach instrumental music (five LP's), 98 marks (\$24.50); "In Memoriam Wilhelm Furtwaengler" (six LP's), 89 marks (\$22.25). Orders are only taken from September 16 to December 31. . . . **Pat Boone** was in West Berlin for one day, August 26, and has recorded four German titles in the Teldec studio for London Records.

## HUNGARY

### Barbirolli Baton Swings Outdoor

By **PAUL GYONGY**  
Dere Kutca 6, Budapest

In an outstanding event of the Budapest summer concert season, **Sir John Barbirolli** led the State Concert Orchestra in two concerts. In Chopin's Piano Concerto in E Flat soloist was **Csilla Szabo**, second prize winner of last year's piano competition at Rio de Janeiro.

The first British-Hungarian film production started a few days ago on the premises of the Hunnia studio in Budapest. **James Hill** and **Alexander Paal** are producing "The Golden Head" based on **Roger Pilkington's** novel "Nepomuk of the River." The score of the film will be by **Szabolcs Fenyves**, top Hungarian cleffer, who has already around 100 film scores to his credit. This might be the first Hungarian film from which a sound track record might be produced. . . . Some 83 members of the Budapest State Opera House left in a special plane for the Edinburgh Festival. . . . A delegation of composers and musicologists, led by **Zoltan Kodaly**, attended the congress of folk music in Israel. September 5 the French and Hungarian State Radios produced a joint program of symphonic music.

## ITALY

### Talk Marathon Harbinger of Fall

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

Fall stirrings in the international music world of Milan are already evident with the office of **Joe Giannini** who presides over the joint affairs of CGD and "galleria del corso" as an active example.

During the last days of August he had meetings with **Art Talmadge**, president of UA Records, and **Arnold Maxin**, president of MGM Records, both of which he represents. The MGM delegation also included **Ronald Carrol**, research director, and **Harold Orenstein**. Other visitors included **Clarence Avant**, manager of **Jimmy Smith**, and **Kal Mann**, manager of **Chubby Checker**. Later he appeared at Viareggio and Santa Margherita at outdoor locales before going to Taormina for international pop music fortnight where he received the Golden Trophy as U. S. representative. (Also in this series of programs were **Xavier Cugat** and **Abbe Lane**, who for international purposes, were listed as South American participants.)

Selection commission for Eleventh Naples Song Festival has narrowed field of 207 entries to 64 from which the public will choose the final 24 in competition. . . . **Mina** with \$2,400 a night has been the top draw on the summer circuit but she has been crowded by **Rita Pavone** quoted at \$1,500. (Admissions ran about \$6 including the first drink.) The latter, who records for RCA Italiana, is out-selling the former, waxed by Italdisc.

**Catherine Spaak**, now filming "The Empty Canvas" will probably record a theme song for this film thanks to her current success on Ricordi records. . . . **Miranda Martino** will make her musical stage debut in "Masanello" this fall with **Nino Taranto** and **Erminio Macario**. An original cast LP is regarded as a sure bet. Other big musical planned this year is "Blue Shirt" starring **Domenico Modugno**. "My Fair Lady" will be seen in Italian with **Delia Scali** while "Rugantino" will star **Nino Manfredi**, **Ornella Vanoni** and **Aldo Fabrizi** in Milan and Turin before embarking across the Atlantic to show in Toronto and New York. . . . Latest Italian magazine to publish a story of modern Italian pop songs is "La Settimana Radio-TV" (Radio-TV Week). . . . Special programs are being planned for January 3, which will mark the tenth anniversary of Italian TV. Graz, lots!

## JAPAN

### Coming Event: 'Fair Butterfly'

By **J. FUKUNISHI**  
108 Kakinokizaka  
Meguroku, Tokyo

A Japanese version of "My Fair Lady" will be staged in Toho Theater in September. Participating will be 14 American dancers. This is the first American musical to be produced in Japan.

The Disque Company, publisher of the best selling record magazines *Disques* and *Juke Box* and numerous books on

records, closed down as a result of the failure of its investments in the paper-thin, plastic record business which used a process similar to French Sonorama.

**M. Momose**, president of Nippon Victor, who left for the U. S. on a short business trip, returned to Tokyo earlier last month. . . . A seven-inch classical LP is given free of charge to all purchasers of the **Arthur Grumiau** "Violin Concerto" LP which is being released to celebrate the third anniversary of Philips here. Philips has also started release of the French Cynus label here as well as a new **Maureen Arthur** single from its Stateside subsid.

As of September 10, King Records is putting out a set of 20 seven-inch LP's comprised of classical excerpts from Telefunken, Vanguard, Westminster and other labels. Another set will be released by year's end, and the total disks of this series will reach about 50 selections by early next summer. . . . **Dr. Kaufmann**, general controller of BIEM, Paris, was here for a one-week visit to discuss copyright problems. . . . **George Lewis** and his traditional New Orleans jazz band drew packed audiences.

## NORWAY

### Phono Records Are in a Spin

By **ESPEN ERIKSEN**  
Verdens Gang, Oslo

Sales of grammophone records are decreasing, according to **Erling Skjaershammer** of the Norwegian Wholesalers' Association. In spite of the fact that Norwegians bought records for around 20 million kroner (\$3 million) in 1962, the sales of 1960 were larger.

The 1960 sales represented single records purchases of 70 per cent of the total sales in Norway. Last year they were only 61 per cent. In 1962 around 1.3 million singles were sold in Norway.

Also, EP sales have decreased, but the sales of 12-inch LP's (both mono and stereo) is increasing.

#### Four Disks

Four records have been nominated for silver record awards, which are given on the achievement of 25,000 sales.

British pop singer **Cliff Richard** has reached 21,000 with his Columbia disk "Lucky Lips," American **Jim Reeves** hit 21,000 with his RCA disk "Adios Amigo," and the two Norwegian artists, **Arne Bendiksen** and **Ray Adams** have reached 20,000 and 15,000 respectively. The first hit with his Manu-disk "De tusen sjoers land" (still runner-up in the parade) and the latter with his Triola recording of "Jeg Vil Ha En Bla Ballong," which reached the top of the Top 10 earlier this year. Of these artists only Richard has claimed a silver disk previously.

Norsk Phonogram A-S has issued the Pye record "Sweets for My Sweet," by the **Searchers**, currently riding on top of the British Top 20. **Per Gunnar Jensen**, recording artist, together with his wife **Bjorg** and managing director of Manu Music Production (he discovered **Ray Adams**), reveals that he has sold 175,000 records in the last five years. His biggest hits—none of which has reached 25,000 sales—are "Zanzibar," "Sa Kom Veren Til Tarina," "Sa Ganske Naer" and "De tusen sjoers land."

**Dave Dexter** of the a.&r. division of Capitol visited Oslo and together with **Iversen & Grogh's** a.&r. chief **Rolf Syversen** chose



**NEW EXEC: Gus Jansen Jr.** has been made a junior partner with the **Basart** publishing house in Amsterdam. He will be in charge of pop music with a title of executive vice-president.

material for four new Norwegian LP's to be issued in the Capitol International series. Contributions will come from **Olay Werner** and the **Salvation Choir**, **Inger Jacobsen** and **Jens Book-Jensen**, and the **Sandfjord Jentekor** girls choir and the trio **Meloditeretten**.

Norsk Phonograph is trying to introduce minstrel singing here with the CBS recording of "The Banjo" b-w "Green, Green," by the **New Christy Minstrels**.

## SWEDEN

### TV Tune Sets Phones Ringing

By **HENRY FOX**  
Kungsgatan 56  
Stockholm C.

The telephones went hot following a TV program about Yugoslavia to find out the name of the tune played on that program. People phoned from all over the country, and only a short time later "Marschen Till Drina" (The March to Drina) was on the top lists. The tune has some similarity to "Harry Lime Theme" and the world rights were bought by **Felix Stahl** of Stockholm Musikproduktion, who now is on a business trip to France, England and Italy to place that song. There have also been negotiations for the U.S.A.

**Dario Soria**, division vice-president RCA Victor, and **Peter Baumberger** visited Sweden recently to renew agreement with licensee **Sixten Eriksson** of Gramofon AB Electra. At a party in their honor they met some Swedish artists of international repute: **Sixten Ehrling**, **Inger Wikstrom** and **Elisabeth Soderstrom**.

**Evert Garrotsen** of Philips, Holland, who has returned from an American business trip, has informed Swedish Philips that **Paul** and **Paula** and **Brook Benton** will visit Stockholm on their European tour in November.

"Sukiyaki" has been a big hit for many weeks and now it has gotten its first local recording. **Otto Brandenburg**, who was on the lists with his "Hello Mr. Twist," is trying again with his version. "Mississippi Mud," "You Deserve" and "Ain't That Love" are on **Lill Lindfors'** latest record. All with unusual Swedish lyrics by **Beepe Wolgers**. **Karuell** has released a new record by the **Spotnicks**. . . . **Anita Lindblom** has recorded "Danke Schoen" and "Jag ska ta dej ner pa jorden" on her latest EP and the first one of these has all possibilities to come on the list.

# TODAY'S TOP TUNES

## HONOR ROLL OF HITS TRADE MARK REG.

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

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

### RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. MY BOYFRIEND'S BACK** — Angels, Smash 1834.
- 2. BLUE VELVET**—Bobby Vinton, Epic 9614.
- 3. IF I HAD A HAMMER**—Trini Lopez, Reprise 20198; Peter, Paul & Mary, Warner Bros. 5296; Janie Ross, Operators 202; Ernie Adano, Assault 1842.
- 4. HELLO MUDDUH, HELLO FADDUH!** — Allan Sherman, Warner Bros. 5378.
- 5. HEAT WAVE**—Martha & Vandellas, Gordy 7022; Rene Paulo Group, Hi-Fi 5075.
- 6. SURFER GIRL** — Beach Boys, Capitol 5009.
- 7. THEN HE KISSED ME**—Crystals, Philles 115.
- 8. MORE**—Vic Dana, Dolton 81; Martin Denny, Liberty 55571; Clebanoff Strings, Mercury 72151; Earl Grant, Decca 25607; Steve Lawrence, Columbia 42795; Riz Ortolani & His Ork, United Artists 598; Robin Randal, Dery 10018; Katyna Ranieri, London 10027; Della Reese, RCA Victor 8187; Clark Terry & Ben Webster, Cameo 262; Danny Williams, United Artists 601; Kai Winding, Verve 10295.
- 9. THE MONKEY TIME** — Major Lance, Okeh 7175.
- 10. MOCKINGBIRD** — Inez Foxx, Symbol 919.
- 11. CANDY GIRL**—4 Seasons, Vee Jay 539.
- 12. HEY GIRL**—Freddy Scott, Colpix 692.
- 13. SALLY, GO 'ROUND THE ROSES**—Jaynetts, Tuff 369.
- 14. FRANKIE AND JOHNNY** — Sam Cooke, RCA Victor 8215; Jack LaForge, Regina 281; Claire Lane, Petal 1015.
- 15. CRY BABY**—Garnet Mimms & the Enchanters, United Artists 629.
- 16. BLOWIN' IN THE WIND** — Chad Mitchell Trio, Kapp, 510; Peter, Paul & Mary, Warner Bros. 5368; Jerry Jackson, Kapp 543.
- 17. WONDERFUL! WONDERFUL!** —Johnny Mathis, Columbia 33048; Tymes, Parkway 884.
- 18. PAINTED, TAINTED ROSE**—Al Martino, Capitol 5000.
- 19. DENISE**—Randy & the Rainbows, Rust 5059.
- 20. MICKEY'S MONKEY** — Miracles, Tamla 54083.
- 21. FINGERTIPS (Part II)**—Little Stevie Wonder, Tamla 54080.
- 22. THE KIND OF BOY YOU CAN'T FORGET** — Ralndrops, Jubilee 5455.
- 23. BE MY BABY**—Ronettes, Philles 116.
- 24. YOU CAN NEVER STOP ME LOVING YOU**—Johnny Tillotson, Cadence 1437.
- 25. LITTLE DEUCE COUPE** — Beach Boys, Capitol 5009.
- 26. MARTIAN HOP** — Ran-Dells, Chairman 4403.
- 27. DANKE SCHOEN**—Craig Douglas, London 9611; Bert Kaempfert, Decca 31498; Wayne Newton, Capitol 4989; Roger Williams, Kapp 545.
- 28. A WALKIN' MIRACLE**—Essex, Roulette 4515.
- 29. MAKE THE WORLD GO AWAY** — Ray Price, Columbia 42827; Timi Yuro, Liberty 55587.
- 30. I WANT TO STAY HERE** — Steve & Eydie, Columbia 42815.

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

**Surefire Smash!**  
**'Talk to Me'**  
 TEARDROP #3014  
**Sunny & the Sunglows**  
  
 Jamie/Guyden Dist. Corp., Phila. 23, Pa.

From American International's Spectacular Surfing Film!!

**ANNETTE'S**  
**BEACH PARTY**  
 BV-3516

It's on Vista of course

**"LOVE KITTEN"**  
 by **NOREEN CORCORAN**  
 Vee Jay #555  
  
 1449 S. Michigan Ave. Chicago 5, Ill.

**Breaking Fast!**  
**Vic Damone**  
**"WIVES & LOVERS"**  
 Capitol 5039  


**MAMMA SAID IT'S ALL RIGHT**  
 by **TERRY STAR AND THE STARBELLS**  
 NA 1008A  
**NEW ART RECORDS**  
 6600 N. Broad St. Philadelphia, Pa.

**EXCITING!**  
**SI ZENTNER'S**  
 new Liberty Record  
**BROKEN DATE**  
 MILLS MUSIC, INC.  
 New York 19, N. Y.

**'SEA WINDS'**  
**LEON YOUNG**  
 ATCO 6274

**Wells—Wails!**  
**"You Lost the Sweetest Boy"**  
 Motown 1048  
**HITSVILLE STRIKES AGAIN!**  
**TAMLA/MOTOWN RECORDS**  
 Detroit, Mich.

**ORBITING!**  
**Cry to Me**  
 Betty Harris  
 Jubilee 5456  
 Nationally Dist. By **JAY-GEE RECORD CO., INC.**  
 318 W. 48 St., N.Y. 36, N.Y.

*Selling in the Boxes and Across the Counter!*  
**SARAH VAUGHAN**  
**"WHAT'LL I DO"**  
 c/w  
**"I BELIEVE IN YOU"**  
 R 4516  
**ROULETTE RECORDS**  
 1631 B'way, N. Y., N. Y.

**CLIMBING THE CHARTS!**  
 The ORIGINAL  
**"HE'S MINE"**  
 (Bardell #774)  
**ALICE WONDERLAND**  
 (A Bobby Yorey Product)  
**BARDELL RECORDS**  
 1650 Broadway, Suite 304  
 New York 19, N. Y.—(212) CI 5-2772

**ONE-STOP RECORD SERVICE**  
 Complete line of Spirituals, R & B and Catalog Merchandise. Write to be placed on our national mailing list.  
 We ship anywhere C.O.D.  
**Barney's One-Stop**  
 1144 S. Kedzie Av., Chicago 12, Ill.  
 Phone: NE 8-9053

**LOU DONALDSON'S**  
 First Argo Release . . . and Smash!  
**'SIGNIFYIN'**  
 Argo #5449  
**CHESS PRODUCING CORP.**  
 2120 S. Michigan Chicago 16, Ill.

**FAN MAIL GLOSSY PHOTOS**  
 All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.  
**MULSON STUDIO**  
 Box 1941 Bridgeport, Conn.

# Radio-TV PROGRAMMING

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

## Knoxville Station Claims 'New Sound' Cements No. 1 Spot

KNOXVILLE—A "new sound" introduced here by WKGK, entitled "Summertime, 1963," brought highly successful results in entrenching the station as the top pop rater in the nation's 66th largest radio market, station spokesmen were claiming this week.

The "more glee in '63" programming approach was launched in April by WKGK's program director, Dick Blanchard.

Unlike many modern stations, spokesmen point out, WKGK has a flexible playlist consisting of the Top 50 best selling records in Knoxville and the nation. The tunes are listed in a four-page "Silver Dollar Survey" booklet. In addition to the top sellers, the station programs anywhere from 18 to 24 "extras" each week (usually former WKGK "pick-hits"). A "pick-hit-of-the-day" is put on the air each midnight and is played every hour for 24 hours.

"We feel that this concentrated play exposes more new records," said Blanchard. "It's our feeling that one pick of the week leaves many good new records in the audition stack," he said.

The indie outlet also programs two "flashback" records and one album selection per hour.

### Programming Curve

WKGK is programmed on a curve so as to please the tastes of the greater number of people listening at a particular time. The music is balanced as to tempo as well with each deejay following a basic format, but personally handling the balance of responsibility for his show.

The station keeps on top of the latest on-the-air promotion devices and programming aids through Mars Broadcasting, Inc., Mark Century Corporation and Formatic. Mars' "Dick Clark Show" is aired on WKGK 7 to 9 p.m.

The 1,000-watter is heavy on the local promotions such as contests, games and direct mail gimmicks with a policy of a promotion going at all times.

"News and community public service is of vital importance to us here in helping keep WKGK in the No. 1 position," said Blanchard.

### Helps Students

"Each year the station awards four scholarships to the University of Tennessee to outstanding students of the Knoxville and Knox County areas, awarded on merit and need of the student," Blanchard said.

A mobile news unit is in service 24 hours every day to supplement the news at "55" and news capsules at "30." A special news feature is "Big Mike," which has become a personality in itself with reports on traffic, interviews with important newsmakers and visiting celebrities.

WKGK's line-up of personalities includes Blanchard (5:30-9 a.m.), Buddy O'Shea (9-12 p.m.), Dan King (12-3 p.m.), Al Adams (3-7 p.m.), Jerry Dee (9-midnight), Jack James (12-5:30 a.m.) and Jeff Davis on the weekends.

## DISTAFF MEET TO HEAR FAULK

HOUSTON — The Sheraton-Lincoln Hotel here will be headquarters for the Southwest Regional Conference of American Women in Radio and Television September 13-15.

Principal speaker will be John Henry Faulk, former CBS radio and TV personality and WINS' "Program PM" host.

## Hippety-Hop Goes Hop DJ

SALISBURY, Md. — Often the outside promotional energy of smaller-market deejays is overlooked by record companies, distributors and promotion men.

Though it is virtually an impossible task to maintain a record mailing or contact list for some 10,000 deejays across the country, the value of servicing the live ones in smaller markets may, for the most part, be a productive promotion effort.

Johnny Williams is one of the live ones who when not on the air at 5,000-watter WJDY, engages in a number of outside activities—usually involving the playing of records or featuring record artists.

Williams during the summer handles seven hops a week at Pier Ballroom, Ocean City. He works four a week himself and farms out the others in order to be able to do a hop at Salisbury's Elk Pool one day a week.

The peripatetic deejay since late spring has emceed three beauty pageants and four Sweet 16 parties.

"Nowadays, sis would rather have dad hire a deejay for a birthday party. I can play the hits and brand-new releases while they're hot. It would take a band weeks to catch up with these tunes," said Williams.

The winter finds Williams appearing in the Community Player productions, performing at "Back to School" dances and handling a run of hops at the local Elks, Lions, Moose and church clubs.

Johnny Williams is typical of the hundreds of deejays in the smaller markets who have records and do travel. Williams is on the air daily 7 to 11:30 a.m. He's on the go outside WJDY perhaps as much as he's on the air.

# TV Stations Turn to Jazz, News To Brush Up On That Local Look

By GIL FAGGEN

NEW YORK — Television stations around the nation, while anxious about what the national networks will be offering them this season, are even more mindful of their programming responsibilities on a local level.

A quick scan of the local TV picture find a good many new local offerings interspersed with the return of many a successful local long-runner.

New York's RKO outlet, WOR-TV, begins a swiny new weekly series of 30-minute programs called "Jazz Scene, U.S.A.," scheduled for premiere Friday, October 4, 9:30 p.m. The show will feature the greats of the modern and traditional world of jazz and each program of the series will be devoted to one instrumental group or vocalist.

"Jazz Scene, U.S.A.," produced by Jimmy Baker and directed by Steve Binder, has lined up such vocalists as Anita O'Day, Big Miller and Nancy Wilson. Jazz combinations slated for performances on the 26-week outing are the Stan Getz Quartet, the Cannonball Adderley Quintet, Earl (Fatha) Hines, Stan Kenton and his orchestra, Shelley Manne and His Men, Shorty Rodgers and the Pete Fountain Sextet.

Flipping the dial westward to Tucson, Ariz., we pick up the new hour lunch-and-fun show hosted by Frank Kalil on KGUN TV. The show, aired from the Saddle and Sirloin Theater-Restaurant, includes live music and entertainment currently playing at the restaurant, local talent finds, and TV bingo—a great favorite with the 100 women who make up the show's luncheon audience. A bonus for the ladies is the opportunity to raise money for their organizations through sale of luncheon tickets.

### David Allen Show

Premiering Monday, September 9, in Boston, will be the David Allen show on WNAC-

A full hour of local, regional, national and world news along with local weather and sports were initiated by WRCV-TV (NBC), Philadelphia; WTVT (CBS), Tampa-St. Petersburg, and KMOX-TV (CBS), St. Louis (just to name a few) last week.

The comprehensive news blocks are scheduled generally during the dinner hour and are TV. The Monday through Fri-

day offering will be aired 9:30 to 9:55 a.m. featuring name guests.

Allen comes to WNAC-TV from WKBN-TV, Youngstown, Ohio, where his "Club 27" show was one of the top entries in the market.

A major programming experiment has been undertaken by Group W (Westinghouse Broadcasting Company) with its test of a six-part mystery adventure serial, "No Wreath for the General."

Group W's San Francisco outlet, KPIX, will televise a separate episode at the same time each day of the week until the suspense-packed plot is finally resolved. Each program in the serial format is complete in itself in regard to plot.

The local programming spotlight is on news, too, with many stations reporting expanded news programming blocks this season.

closely tied in with the network's expanded news and information coverage.

### Oldest Show

Among the stalwart's in local TV is Philadelphia's oldest con-

## WHN DRIVE FOR A WALK WINS APPLAUSE

NEW YORK — Letters from commuters have congratulated WHN for rendering, as one put it, "a real, practical public service" for its recent report to New York City Traffic Commissioner Henry Barnes that resulted in a 20-foot crosswalk being put up in the middle of 45th Street with warning signs for a 60-foot clear area so that pedestrians and vehicles could see each other.

WHN counted 10,000 persons crossing 45th Street between Lexington and Vanderbilt avenues in most busy traffic hours, jaywalking from the New York Central to the Pan Am Building.

Continuously sponsored series, "Television Kitchen," which marked its 700th telecast on NBC's WRCV-TV recently.

Sponsored by the Philadelphia Electric Company, the series (TV's first cooking show) is on the air in color Wednesdays 1:30 to 2 p.m. Home economist Florence Hanford has been host since its present cooking format was instituted in October 1949.



RATED AMONG TOP local TV shows of its type is "The Buddy Deane Show," televised daily on Group W's Baltimore Station WJZ-TV. The show, now in its sixth year, is an important showcase for record artists. Deane, who recently devoted his entire show to a salute to Jackie Wilson, is pictured on set with the Brunswick artist demonstrating the latest teen-dance craze.

## FOCUS ON DEEJAY

# Springfield Jock Touches All Bases



ACTION SPEAKS as loudly as words for many deejays, as illustrated here by WSPR's Dick Robinson. Robinson, who is heard daily, 3 to 8 p.m. on the Springfield, Mass., station, also features hootenanny hits for an hour each night.

Off the air, Robinson, like most active deejays, keeps on the move—meeting visiting record art-



ists such as Freddy Cannon, with WSPR mast (right photo) and Shelley Fabares (left photo), and welcoming audiences (center photo) and giving away his program picks.

Dick formerly was an air staffer at Providence's WPRO and program director at WREB, Holyoke, Mass., before joining WSPR several years ago.

# READY-TO-GO PROGRAMMING

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

## BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

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

### POPULAR

**THE SECOND BARBARA STREIS-AND ALBUM**—(Columbia CL 2054, CS 8354) "Down With Love"

**THE BIG FOLK HITS**—Brothers Four (Columbia CL 2033, CS 8933) "500 Miles"

**ANDRE PREVIN IN HOLLYWOOD**—(Columbia CL 2034, CS 8384) "Theme from 'Ira La Douce' (Look Again)" (Fairland & UA Music, ASCAP) (2:10)

**SHANGRI-LA**—Percy Faith & His Ork. (Columbia CL 2024, CS 8824) "Shangri-La" (Robbins, ASCAP) (3:00)

**NIGHT BEAT**—Sam Cooke (RCA (RCA Victor, LPM 2709, LSP 2709) "Nobody Knows the Trouble I've Seen" (3:32)

**JUST ONE LOOK**—Doris Troy (Atlantic 8808) "Trust in Me" (Advanced, ASCAP)

**ONE FINE DAY**—Chiffons (Laurie (LLP 2020) "I'm Going to Dry My Eyes" (Bright Tunes, BMI) (2:15)

**DANKE SCHOEN**—Wayne Newton (Capitol T 1973, ST 1973) "Volare" (2:03)

**COMIN' ON**—Floyd Cramer (RCA Victor LM 2701, LSP 2701) "(These Are) The Young Years" (BMI) (2:13)

**TWANGIN' UP A STORM!**—Duane Eddy (RCA Victor LPM 2700, LSP 2700) "All You Gave to Me" (2:39)

### JAZZ

**NEW JAZZ ON CAMPUS**—Paul Winter Sextet (Columbia CL 2064, CS 8864) "Marilia" (Blackwood, BMI) (4:12)

### COUNTRY

**I WROTE A SONG . . .**—Don Gibson (RCA Victor LM 2702, LSP 2702) "Love Has Come My Way" (1:57)

### RHYTHM & BLUES

**JOHN LEE HOOKER ON CAMPUS**—(Vee Jay LP 1066) "Grinding Mills" (Conrad, BMI) (2:22)

## MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	BLUE VELVET, Bobby Vinton, Epic 9614	6
2	3	FRANKIE AND JOHNNY, Sam Cooke, RCA Victor 8215	5
3	—	WONDERFUL! WONDERFUL!, Tymes, Parkway 884	8
4	7	PAINTED, TAINTED ROSE, Al Martino, Capitol 5000	6
5	6	YOU CAN NEVER STOP ME LOVING YOU, Johnny Tillotson, Cadence 1437	8
6	2	BLOWIN' IN THE WIND, Peter, Paul & Mary, Warner Bros. 5368	12
7	5	MORE, Kai Winding, Verve 10295	11
8	8	MAKE THE WORLD GO AWAY, Timi Yuro, Liberty 55587	9
9	4	DANKE SCHOEN, Wayne Newton, Capitol 4989	10
10	10	I WANT TO STAY HERE, Steve & Eydie, Columbia 42815	9
11	13	HEY THERE LONELY BOY, Ruby & Romantics, Kapp 544	6
12	12	DESERT PETE, Kingston Trio, Capitol 5005	7
13	9	GREEN, GREEN, New Christy Minstrels, Columbia 42805	12
14	11	TRUE LOVE NEVER RUNS SMOOTH, Gene Pitney, Musicor 1032	11
15	16	STRAIGHTEN UP YOUR HEART, Barbara Lewis, Atlantic 2200	5
16	14	I (Who Have Nothing), Ben T. King, Atco 6267	12
17	17	MORE, Vic Dana, Dolton 81	6
18	15	ABILENE, George Hamilton IV, RCA Victor 8181	13
19	—	I CAN'T STAY MAD AT YOU, Skeeter Davis, RCA Victor	2
20	18	8 X 10, Bill Anderson, Decca 31521	4

## YESTERYEAR'S HITS

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

### POP—5 YEARS AGO September 15, 1958

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

### POP—10 YEARS AGO September 12, 1953

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

### RHYTHM AND BLUES—5 Years Ago—September 15, 1958

- Little Star, Elegants, Apt  
Volare (Nel Blu Dipinto Di Blu), D. Modugno, Decca  
Bird Dog, Everly Brothers, Cadence  
Rockin' Robin, B. Day, Class  
Just a Dream, J. Clanton, Aco

- It's All in the Game, T. Edwards, MGM  
Tears on My Pillow, Little Anthony & the Imperials, End  
Patricia, P. Prado, RCA Victor  
Win Your Love for Me, S. Cooke, Keen  
My True Love, J. Scott, Carlton

## St. Loo's KXOK Hits 25th Year

ST. LOUIS—KXOK will celebrate its 25th year of radio broadcasting on Thursday, September 19. Silver anniversary plans include airing tributes and best wishes from civic, business and congressional leaders, and KXOK alumni.

Several award-winning KXOK public service programs will be saluted. "Wake Up, St. Louis," a civic forum feature, has been heard on KXOK for 15 years. "The Junior Town Meeting of the Air," a high school discussion program is now in its 20th year on the station, and police captain Roland Schumacher's safety show will move into its 24th year of regular weekly broadcasts during the anniversary week.

The anniversary celebration will have its climax at a social gathering in the Tiara Room of the Hotel Park Plaza.

C. L. (Chet) Thomas, general manager of KXOK, summed up some of the aspects of 25 years of broadcasting in these words:

"KXOK has witnessed many changes in the radio broadcasting industry during the past quarter of a century. Listening habits have altered, program formats have changed. KXOK has adapted itself to these changing times with a modern sound and service."

KXOK aired its first program on September 19, 1938, from studios in the Star-Times Newspaper Building. Originally licensed to the Star-Times, KXOK was sold to Elzey Roberts Jr. and C. L. Thomas on November 1, 1954. The 5,000 wattage moved to Radio Park, its present location, in July 1955.

The Storz Broadcasting Company purchased KXOK on December 14, 1960. Storz Broadcasting owns and operates WHB, Kansas City, Mo.; KOMA, Oklahoma City; WGDY, Minneapolis; and WQAM, Miami, in addition to KXOK.

### Feigin Moves Up

HOLLYWOOD—Ted Feigin, Eastern promotion manager for Liberty Records, has been appointed to the post of national promotion manager recently vacated by the advancement of Bob Skaff to general manager of Imperial Records—a recent Liberty acquisition.

Feigin, who will headquarter here, was former national promotion director for Madison Records prior to joining Liberty a year ago.



SID FRIEDMAN and Freddy Cannon (left) pose in front of a poster showing the new WNEP-TV studio building in which Sid's "TV Bandstand" show will premiere Saturday, September 21, with Cannon as special guest.

## VOX JOX

By GIL FAGGEN

**STATION PROMOTIONS:** Radio Station WABC's listeners are invited to send birthday greetings to the U. S. Air Force, on the occasion of its 16th birthday this month. For the most artistic, unusual and most humorous birthday card, the creators will receive an Air Force X-15 Rocket plane model as a prize.



IT'S RAINING MAIL at WIP (Philadelphia) with 112,240 postcards showering into the station for the second annual dreamhouse contest staged by the Metroradio station. The winner got a two-bedroom ranch house in North Cape May, N. J., plus \$500 worth of carpeting. WIP secretary Louise Stabile, pictured above, no doubt is flipping from tabulating the mail.

**MERRY CHRISTMAS:** Jack Angel, KEX (Portland, Ore.) afternoon host, is giving away the "world's largest Christmas card." It's a billboard, and will belong to the contest winner for the entire month of December. The Christmas card will be raised in the heart of Portland, or at any existing outdoor-board location that the winner chooses. Contest entrants write to Angel, answering the question: "If you could have just one thing in the world for Christmas, what would it be?"

WSAI (Cincinnati) awarded \$700 to a listener who predicted the "Top 7" tunes in correct order from the station's play list. . . . Sky-divers, helicopters, jumping boats, ski-jumping—they all were part of the big WGH (Norfolk) water ski festival held recently in Hampton Roads. Some 15,000 turned out for the show, an annual WGH event. . . . It was Christmas in September when WCBS-Radio personality Jack Sterling gave out 1,000 free passes to New Jersey's Freehold Raceway for the big "Jack Sterling Day" which took place Tuesday (13).

WFBM (Time-Life station in Indianapolis) promoted a zoo

### Trade Tee Tourney

HOLLYWOOD—The Fourth Annual Industry Golf Tournament is scheduled this year for October 11 through 13 at Desi Arnez' Indian Wells Hotel and County Club. Dave Jacobs, Sidney Goldstein and Bob McCluskey are handling arrangements for the tourney from their offices here.

NEW YORK—A. C. R. Stone, formerly consultant for Television Artists and Producers Corporation, has been named production manager for Storer Programs, Inc. Stone will coordinate and supervise the production of SPI's new adult series, "The Littlest Hobo," and future series now in the planning stages.

train to Cincinnati as a benefit for the new Indianapolis zoo, now under construction. The "Zoo Trainers" paid up to eight dollars each for the trip, which included the train ride, zoo tour, a special zoo circus and a miniature train ride.

WKWK (Wheeling, W. Va.) deejay Bob Campo (below) straddles a special "woody" the station gave away in connection with a recent appearance of Capitol Record's Beach Boys in Wheeling. The 1956 station wagon was donated by a local auto dealer and especially decorated for a drive through the city.



## Segue

Dan Sorkin, veteran morning buffo on Chicago's WCFL, has left the station as result of a policy dispute over type of material aired by Sorkin. Sorkin protested "censorship."

Tim G. Marek appointed commercial manager of KAF-Radio (Mesa, Colo.) . . . J. Fred Perry named station manager of KCRS (Midland, Tex.) . . . WFUN's Greg Warren moves to WQXI (Atlanta) with Dave Orchard filling vacancy from WLCY (Tampa) . . . George Gilbert, former WIBG (Philadelphia) newsman, joins WARM (Scranton, Pa.) as program director. . . . Cal Milner has taken over 10 a.m.-noon and 6 to 10 p.m. time slots on KHJ (Los Angeles) . . . The Hohn Chanins celebrated their fifth wedding anniversary Friday (6). He is producer-writer for "World Wide Sports" with Chris Schenel aired daily on CBS radio net.

## HOOTENANNY ON FOLKWAYS RECORDS



\$4.98 EACH  
FOLKWAYS RECORDS 121 W. 47 St. New York 36

**FRANK RECORDS**  
GRANDPA/LIZZIE  
THE WALKER/EVEN AS  
YOU AND I/  
LOVE SHE'S WONDERFUL/  
SAT. NITE SLIDE  
60¢ Prepaid  
We Pay Postage  
available only from  
**FRANK BUCK**  
COOPERSTOWN, N. Y.

when answering ads . . .

SAY YOU SAW IT IN BILLBOARD

# Phono-Tape

## MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS  
• EQUIPMENT NEWSLETTER

## Most Exhibits Yet Set for New York's Annual Hi-Fi Show

NEW YORK—A new high in exhibitors has already been assured as the Institute of High Fidelity Inc., put the finishing touches on plans for the annual New York High Fidelity Music Show. The show will open at the Trade Show Building here Wednesday (11) and will run through Sunday (15), the first Sunday showing, incidentally, since the start of the annual affair some eight years ago.

So far, there are 83 exhibitors signed up, some 10 per cent better than the previous best of 75 in 1962, reflecting the growing public awareness of the role of sound in home entertainment, and a growing acceptance of this type of public display as a valuable underpinning for the numerous other types of promotion and exploitation in common use.

In addition to sheer numbers, the exhibitor list also includes the broadest breakdown of types of participants the show has yet seen. The basic list is, of course,

(Continued on page 42)



EASTMAN KODAK entered phase two of its tape marketing program last week by introducing two improved tapes and moving into electronic supply houses for first-time, off-the-shelf tape sales to consumers. Eastman reel (shown right above) contains one-hand threading slot and will be sold in the package shown left.

## Eastman Takes Step to Widen Market Base

ROCHESTER, N. Y.—Eastman Kodak Company, which entered the magnetic tape field only two years ago, has taken a second step toward broadening its own market base in the field. The firm last week introduced two new professional-quality sound tapes and at the same time announced plans for marketing its tape product through electronic supply houses. Previously the tapes had been available only on a direct basis to large users.

The tapes have been designed (Continued on page 42)

## RCA Sales Launches Biggest Ad Campaign

NEW YORK — The RCA Sales Corporation has kicked off what is regarded as the largest single advertising campaign in the history of the home entertainment products business. The campaign, which involves a broad spectrum of media, was outlined at a special press luncheon at the New Hilton Hotel here, Thursday (5) by Jack M. Williams, vice-president, advertising and sales promotion.

Highlights of the campaign, which gets under way Sunday (29) will be an eight-page newspaper supplement issued in 211 newspapers across the country on that date on the occasion of RCA Victor Week. The supplement will reach an estimated 33 million circulation and will contain over 10,000 unduplicated dealer listings.

The campaign will also make heavy use of all major media, in addition to newspaper, such as national magazines, network TV, radio, trade papers and point-of-sale materials. The RCA Victor week promotion will cover all product categories in the home entertainment line—color and black and white television, radio, stereo "Victrola" phonos and tape cartridge recorders. All named media will be used to support the newspaper insert.

Another key factor in the fall campaign will be the use of the NBC-TV Sunday night Walt Disney "Wonderful World of Color" TV show as prime medium. New commercials on the product line, filmed in Disneyland are, Williams said, "the finest, best show-and-sponsor co-ordinated commercials we have ever produced."

The national magazine schedule continues what Williams called Victor's "successful 'mass and class' approach," with the mass audience to be reached through Life, TV Guide, the Saturday Evening Post and Reader's Digest. Specific sub-campaigns for various facets of the over-all line will employ Sports Illustrated, the New Yorker, Time, National Geographic and Sunset, in addition to various issues of the Saturday Evening Post.

"Victrola" stereo phonos will be sold through Town and Country, Show, Cue, Saturday Review, Harper's and Atlantic, National Theater and Concert Magazine and the programs for the Lincoln Center and the Metropolitan Opera.

Display kits, plan books, co-op ad mats and TV and radio commercials have been prepared for use at the local dealer level as further support during RCA Victor week.

## EQUIPMENT NEWSLETTER

# Hi-Fi Noisiest Little Industry of 'Em All

NEW YORK—The big hi-fi show here this week officially opens the new selling season for component high fidelity equipment and such related gear as tape recorders. The exhibits are always fascinating, and the sound and design improve year after year. With sound blasting from nearly every room in the New York Trade Show Building, it always occurs to us this time of year that the component hi-fi industry is probably the noisiest little business in the United States—or at least in the home goods industry. By that that we mean that its influence is felt far beyond its size.



The component hi-fi industry is the avant garde in musical reproduction. The steps it takes one year are translated into mass market items by the big packaged phonograph and radio industries a few years later. The component hi-fi industry sells to the select clientele of the United States, the taste makers, the opinion leaders. Try as it will to become a mass-production industry, it never quite succeeds. It is composed, by and large, of many relatively small businesses. Its total output (in dollars) probably doesn't exceed that of, for example, the automobile radio business.

IT'S DIFFICULT to find definitive figures on the output of American high fidelity products—quite probably because of the many, many small firms involved. Nevertheless, now and then, there are a few clues. Recently, for example, the U. S. Census Department published some figures for 1962 based on its annual census of manufacturers. Although some electronics manufacturers consider the census figures to be on the conservative side, nevertheless, they give a profile of the component hi-fi business as a small but growing one.

The Census Bureau's annual report indicates that the major categories of the U. S. component hi-fi industry (including tape recorders) grew about 30 per cent in factory dollar volume from 1961 to 1962. It shows growth in all major domestic components except turntables and changers (hi-fi speak-

ers aren't included in the tabulation). Drawing from the Census report, and also from import figures, here are some observations about various segments of the component hi-fi business:

**TAPE RECORDERS.** Factory sales of American-built tape recorders totaled 466,000 units in 1962, up from 389,000 in 1961. Dollar volume rose to \$44,670,000 from \$38,754,000 (office machines and tape decks are excluded). This shows a 20 per cent increase in recorder unit sales from 1961 to 1962—all the more remarkable considering the step-up in imports. Dollar volume of factory tape recorder sales increased only 15 per cent due to a gradual decline in prices. In 1962, the average U. S. tape recorder sold at the factory for \$95.89, down about \$2 from the \$97.83 of 1961.

In 1962, meanwhile, the Japanese increased their tape recorder exports to the United States by 69 per cent over 1961, shipping a total of 1,308,000 units here, compared with 774,000 in 1961. Most of these can be classified as "toys." A breakdown for 1962 shows 1,089,000 of Japanese exports were transistorized, and their average factory price was \$11.50 each. The Japanese shipped 93,000 portable tube-type tape recorders here in 1962 at an average factory cost of \$36.60, plus 126,000 classified as "other" (presumably including tape decks) at an average price of \$51.52. To these and the U. S.-made products would have to be added those from Britain, Holland, Germany, Italy, Switzerland, Sweden and elsewhere. (On the basis of first-half 1962 figures, the average British tape recorder exported to the U. S. cost \$55 at the factory.)

**AMPLIFIERS.** Home-type audio amplifiers and preamps showed more dramatic increases than domestically made tape recorders. In units, their sales increased 34 per cent to 207,000 in 1962 from 152,000. In terms of factory dollar sales, 1962's total went up 42 per cent to \$15,026,000 from \$10,611,000.

While the American public paid less in 1962 than in 1961 for the average tape recorder, it paid more for an amplifier or preamp. The average item in this category brought \$72.59 at the factory in 1962, compared with \$69.81 the year earlier.

**TUNERS.** The most spectacular advance of all was chalked up by tuners and tuner-amplifier combinations. At the factory level, the price of the average tuner or tuner-amplifier was more than 34 per cent higher than it was the year before! Where the average unit sold for \$66 in 1961, the figure climbed to \$88.66 last year.

At the same time, unit sales of tuners went up 28 per cent, resulting in a 75 per cent increase in dollar volume. Census says 243,000 tuners were sold last year for \$21,544,000 at the factory, up from 190,000 for \$12,540,000 in 1961.

Two obvious explanations come to mind. First, of course, is that the influence of FM-stereo was felt strongly last year in the tuner business. Here is concrete dollars and cents proof that FM-stereo is building business, and the public acceptance of FM-stereo points to another big increase in 1963. A second possible explanation of the rise is the increased sale of combination tuner-amplifiers in 1962 as compared with 1961.

**TURNTABLES.** The definitions in this category are rather sketchy in the census report, coming under the government's heading of "record player attachments (including record players with automatic record changing devices)." At any rate, the census survey indicates a sharp drop in sales from 1961 to 1962, accompanied by a slight decline in prices.

The report indicates that 24 per cent fewer American-made turntables and changers were sold in 1962 than in 1961, and that they represented 27 per cent less in dollar sales by American factories. Average factory price declined to \$27.57 from \$28.54. In figures, 1962 saw sales of 182,000 units at \$5,019,000, down from 240,000 at \$6,856,000 in 1961.

**THIS DOESN'T MEAN** total turntable and changer sales declined last year, but it does indicate a drop-off in the sales of American-made units. Britain, Germany, Switzerland and other European countries contribute a substantial part of this market.

Unfortunately, the census statistics contain no figures for high fidelity speaker systems and enclosures. They do give a solid indication that the small, but loud, component hi-fi industry is still on the way up.



## Can you afford to sell cheap needles?

Not unless you're independently wealthy, says Hendrik Van Stickler, Fidelitone's Quality Control Expert and diamond cutter. That slightly higher markup costs you plenty, particularly in customer goodwill. The best way to lose a customer is to sell him a needle that wears out fast and ruins his records. That's why it pays to sell top quality — Fidelitone quality. Take a tip from Van Stickler and specify Fidelitone — your customers will.



Fidelitone, Inc.  
Chicago 26,  
Illinois



# The World's Finest Portable Phonograph



## MASTERWORK Model 1716

### Deluxe Stereophonic High Fidelity Automatic "Matched Pair" Portable

• SOLID STATE CIRCUITRY – All Transistorized Stereophonic Amplifier • 12 Transistors • 30 Watts • HANDCRAFTED Components in HANDWIRED Chassis • Burnt Olive "SAMSONITE" Silhouette Luggage • 32 Lbs. • Magnetic Cartridge • Diamond Needle • Garrard AT-6 Changer • One Year Warranty on Labor and Parts • Deliveries from YOUR LOCAL COLUMBIA RECORDS DISTRIBUTOR • NATIONWIDE Service Agency Network.

Suggested List Price \$199.95\*

OTHER MASTERWORK MODELS INCLUDING PORTABLES, RADIOS, TAPE RECORDERS, AND CONSOLES FROM \$19.95 TO \$475.00\*

\*Slightly Higher in the West

# MASTERWORK

## Columbia Records Sales Corp.

799 Seventh Avenue New York 19, New York

# Biggest Line of Exhibits For New York Hi-Fi Show

• Continued from page 40

component producers. In addition, a number of exporters have crept into the picture, particularly the Japanese and British.

Two years ago, there was a feeling in some quarters that the New York show, easily the biggest of its kind in the nation, and looked upon as something of a pacesetter, might be veering toward peace with the packaged hi-fi manufacturers.

At the time, some of these accepted the proffered peace

pipe, but the trend evidenced then does not seem to have taken hold. This year, Pilot and Fisher are among the few carrying the ball for the packagers and both of these are strongly identified with the components field. North American Philips and I T & T are among the others in the packagers ranks listed among the exhibitors.

In the tape field, familiar names such as Ampex and Tandberg (another foreign brand) are joined by the cartridge entrants, like 3-M Revere and Bell Sound Division, in addition to the Viking of Minneapolis firm. At one point in the history of the Hi Fi Show here, a cartridge tape system was looked upon by the hi-fi purists as almost as low as a packaged record playing system. A certain democratization and acceptance has obviously taken place.

Three separate FM radio stations are also on the exhibitor list, with obvious plans of demonstrating FM stereo in action, thereby tying in with manufacturers showing the receiving equipment.

A special feature of this year's show will be a "live" vs. "recorded" stereo demonstration, to be done first at a press preview luncheon, Wednesday (11), and thereafter during the show four times every day, except Saturday, when there will be six performances.

Composer Peter Philips has written four original works for the demonstration, each designed to show a different aspect of component reproducing capabilities.

Two other highlight aspects of

# Cartridge Tape Library Adds 21 New Selections

MINNEAPOLIS — Twenty-one new selections have been added to the cartridge tape library available for play on the new 3-M Revere tape cartridge playing system. Ten each are from Columbia and Command with one additional from Musictapes, Chicago.

From Columbia come sets by Doris Day and Robert Goulet ("Annie Get Your Gun"); the Mormon Choir with the Philadelphia Orchestra, Valdimir Horowitz, Andre Previn, the Norman Luboff Choir and Tony Bennett, among others.

From Command comes the new Roberta Peters - Alfred Drake recording of "Carousel," and sets by Enoch Light's ork, the Ray Charles Singers, Bob Crosby and ork and William Steinberg and the Pittsburgh Symphony.

From Musictapes, comes the chart-contending "Love Themes from Cleopatra," by Ferrante and Teicher, from the United Artists Records current release. A total of 80 separate titles are now available for the 3-M system.

the show will be the "Images of Sound" photo contest, open to professional and amateur photographers with prizes of photo and hi-fi equipment to the winners; and the IHF awards, to be presented to leading performers in recognition of their contribution to the recording arts.

## Eastman Tape

• Continued from page 40

nated as A303, a low-print type with high sensitivity and minimum distortion; and A304, a high output tape with a claimed "double the undistorted output" of conventional tapes. The new Eastman tapes will be introduced on a polyester base and on an improved Durol base. Each new tape will also carry a printed code on the back, identifying Eastman as the manufacturer. The coding is spaced at 15 and 7 1/2-inch intervals to provide convenient timing and editing devices for users.

The new product line will be available in a full range of sizes and thicknesses and will be distributed through electronic supply houses. It's the first time that Eastman tape has been available on an "off-the-shelf" basis.

## Name Topps in Fla.

NEW YORK—Topps Record Distributing Corporation in Miami has been selected by Electra Records to represent the company's two labels in Florida. Topps will carry both Elektra and Crestview product. An extensive promotion campaign is planned for Crestview's "The Original Hootenanny" LP that is currently enjoying hot sales action.

# BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

## PHONOS LISTING BETWEEN \$400 and \$500

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	6/15/63 Issue	3/23/63 Issue		
1	1	1	Magnavox	48.8
2	7	3	Zenith	13.6
3	2	5	Curtis-Mathes	8.7
4	3	8	RCA Victor	7.3
4	6	4	Fisher	7.3
6	—	6	Packard-Bell	3.5
6	—	—	Telefunken	3.5
			Others	7.3

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

6/15/63 Issue: Clairtone (4); Electrohome (5).  
3/23/63 Issue: Pilot (2); General Electric (7).

# 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.

- LAURIE**—Expires September 15, 1963. Started June 1, 1963. Buy 15 Plan on New Dion LP, "Dion Sings the 15 Million Sellers." Plan runs for 15 weeks and includes special incentives to distributors.
- WARNER BROS.**—Expires September 23, 1963. Started July 29, 1963. Buy 100, get 15 fee on all new releases, plus 130 LP catalog. Ninety-day deferred billing, with one-third payments due October, November and December. Regular 10 per cent return privilege applies.
- COLUMBIA**—Expires September 25, 1963. Started July 22, 1963. On all purchases during this period, dated billing will be available to qualified accounts. Newly announced year-round prices of \$2.25 for \$3.98 LP's and \$2.81 for \$4.98 LP's, with 10 per cent quarterly exchange privilege starts at once.
- EPIC**—Expires September 27, 1963. Started July 15, 1963. A 15 per cent discount on all new releases and catalog, including all disks and tapes. Dated billing, one-third each for three months following month of purchase.
- ABC-PARAMOUNT, IMPULSE, CHANCELLOR, TANGERINE**—Expires September 30, 1963. Started June 22, 1963. On all new releases and entire catalog of all four labels 12 1/2 per cent discount.
- JAY-GEE**—Expires September 30, 1963. Started June 24, 1963. Buy 100, pay for 85 on Jubilee and Josie new releases and catalog product.
- RCA VICTOR-VICTROLA-CAMDEN**—Expires September 30, 1963. Started July 29, 1963. A 12 per cent discount on all new releases and catalog of the three labels for both disks and tape. Dating privileges also available.
- COLPIX**—Expires September 30, 1963. Started June 24, 1963. New "Winner . . . Take All" play: On new pop releases, buy 100, get 20 free. Same deal applies on children's catalog items. On all other items, buy 100, get 10 free.
- CAMEO-PARKWAY**—Expires September 30, 1963. Started August 1, 1963. A 12 1/2 per cent discount on all new Cameo and Parkway releases. Dated billing available.
- DOT**—Expires September 30, 1963. Started August 15, 1963. A 10 per cent cash discount on all LP's and EP's, mono and stereo. On pre-packs in "All-Time Hit Series," 10 per cent cash discount. Six months dated billing. Christmas product returnable any time after December 25.
- PRESTIGE and associated labels**—Expires September 30, 1963. Started August 26, 1963. A 15 per cent discount on all album and single product on all the labels.
- VANGUARD**—Expires September 30, 1963. Started September 1, 1963. A 10 per cent discount on entire catalog.
- PHILIPS**—Expires October 15, 1963. Started August 20, 1963. A 12 1/2 per cent discount on all new releases and catalog.
- LIBERTY**—Expires October 30, 1963. Started August 26, 1963. Ten per cent cash discount off face of invoice for all new release and catalog product except Chipmunk albums. A 100 per cent exchange with product exchangeable after February 1, 1964. One-third payments due 10th of next December, January and February.
- PHILIPS**—Expiration indefinite. Started September 1, 1963. A 12 1/2 per cent discount on 12 new releases.
- REPRISE**—Expiration indefinite. Started September 1, 1963. A 12 1/2 per cent discount on new releases.
- DOOTO**—Expiration indefinite. Started May 1, 1963. On all Dooto album product—buy five, get one free.
- ORIGINAL SOUND**—Expiration indefinite. Started June 25, 1963. Entire LP catalog: Buy 10, get one free. One hundred per cent exchangeable.
- COMMAND**—Expiration indefinite. Started June 24, 1963. One-free-for-six-purchased deal on seven new releases and entire catalog.
- TAMLA-MOTOWN-GORDY**—Expiration indefinite. Started July 15, 1963. Buy six, get one free, on all new releases and entire catalog of all three labels.

VISIT NEW YORK stay at the PLYMOUTH in Radio City

Moderate rates, private bath in every room, television, radio, dining room, coffee shop, garage. Within walking distance of all transportation and entertainment. Accommodations for 1000.

TAKE A TOUR!

Includes room rent and sightseeing — nightclubs, theatres, United Nations, Radio City . . . Contact your Local Travel Agent or write:

Reservation Manager THRIFFOUR PLAN For Exciting Savings at the

**HOTEL Plymouth**  
West 49th STREET bet. B'WAY and RADIO CITY

- AUDIOPHILE
- BACKGROUND MUSIC
- BROADCASTING
- COMMERCIAL
- INDUSTRIAL
- LANGUAGE LAB



COVERS THE ENTIRE FIELD WITH TAPE EQUIPMENT . . . PACKAGE OR COMPONENTS TAPE RECORDERS TAPE TRANSPORTS TAPE CARTRIDGE HANDLERS AMPLIFIERS CARTRIDGES ACCESSORIES

LIMITED DEALERSHIPS YET AVAILABLE. FOR INFORMATION WRITE TO SALES MANAGER.

IF IT'S USED WITH TAPE IT'S MADE BY VIKING



OF MINNEAPOLIS, INC. Your assurance of Quality in Tape Components  
9600 Aldrich Avenue South, Minneapolis, Minnesota, 55420

**HOTEL FORREST**  
49 ST. West of B'way

New York City, Circle 6-5252  
In the Heart of Times Square  
"At the Crossroads of the World"

**NEW, SENSATIONAL ONE-RATE PLAN!**  
Every Single Room \$7.50  
Every Double Room \$11  
new only

**SPECIAL GROUP RATES**  
FULLY AIR CONDITIONED  
21" TV & Hi-Fi in every room  
GARAGE adjacent to hotel  
SHOW ROOMS available Day-Even-Wk-Weekend

## ALBUM REVIEWS

Continued from page 32



### 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

**3 GREAT GIRLS**  
Ann-Margret, Kitty Kallen, Della Reese. RCA Victor LPM 2724 (M); LSP 2724 (S)

**THE FOUR FRESHMEN GOT THAT FEELIN'**  
Capitol T 1950 (M); ST 1950 (S)

**12 GREATEST GOLDEN OLDIES IN THE WHOLE WORLD EVER!**  
Various Artists. Parkway P 7031

**LLOYD ELLIOTT & HIS TROMBONE**  
Ava A 18 (M); AS 18 (S)

**ENZO STUARTI AT THE PLAZA**  
Jubilee JGM 5022

**GLORY GLORY**  
Sensational Nightingales. Peacock PLP 112

**ORGAN FAVORITES FOREVER AND EVER**  
William Whitehead. Cameo C 1038 (M); SC 1038 (S)

**NEW DIMENSIONS IN BANJO & BLUE GRASS**  
Eric Weissberg, Marshall Brickman & Company. Elektra EKL 238

### JAZZ

**TOWN HALL CONCERT**  
Charlie Mingus. United Artists UAJS 15024 (S)

**THE GEORGIE AULD QUINTET PLAYS THE WINNERS**  
Phillips PHM 200-096 (M); PHS 600-096 (S)

## SINGLES REVIEWS

Continued from page 23

**5 (Four Star record rev 9-14) POP FOUR STAR RECORD REVS**

### POPULAR

**TERESA BREWER**  
★★★★ He Understands Me (Gallico, BMI) (2:55)—★★★★ Just Before We Say Goodbye (Luristan, ASCAP) (2:11). PHILIPS 40135

**TONI FISHER**  
★★★★ Your Royal Majesty (Milord) (Almo, ASCAP) (3:10)—★★★★ Billy, Marry Me (Music Productions, ASCAP) (2:13). SMASH 1847.

**MITTY COLLIER**  
★★★★ I'm Your Part Love (Melody Heart, BMI) (2:40)—★★★★ Don't You Forget It (Arc, BMI) (2:05)

**VIC DAMONE**  
★★★★ Wives and Lovers (Famous, ASCAP) (2:25)—★★★★ Oooh! Look-A There Ain't She Pretty? (Leeds, ASCAP) (1:56). CAPITOL 5039

**GLADYS CAINE**  
★★★★ Got My Mind Made Up (Bozart, BMI) (2:30)—★★★★ Please Mr. D. J. Play a Song for My Love (Eden, BMI) (2:35). TOGO 602

**JIMMY DEAN**  
★★★★ Thumb Pick Pete (Plainview, BMI) (2:13) —★★★★ The Funniest Thing I Ever Heard (Port-Twelve Stave-Dwigar, ASCAP) (2:27)—COLUMBIA 42861

**KRIS JENSEN**  
★★★★ Big As I Can Dream (Acuff-Rose, BMI) (2:18) —★★★★ Donna, Donna (Acuff-Rose, BMI) (2:28). HICKORY 1224

**ANDY AND THE MARGLOWS**  
★★★★ I'll Get By (Ahlfret-Cromwell, ASCAP) (2:30) —★★★★ Superman Lover (Sylvia, BMI) (2:20). LIBERTY 55623

**ARTIE WAYNE**  
★★★★ Where Does a Rock and Roll Singer Go? (Hill & Range, BMI) (2:10) —★★★★ I Hurt That Girl (Drury Lane, BMI) (2:30). LIBERTY 55625

**FREDDIE SCOTT**  
★★★★ When the Wine Changes (Joy, ASCAP) (2:20)—★★★★ I Gotta Stand Tall (Joy, ASCAP) (2:05). JOY 280

**JOHNNY DESMOND**  
★★★★ Can't Help Falling in Love (Gladys, ASCAP) (2:24) —★★★★ I Still Look At You That Way (Harms, ASCAP) (2:17). RCA VICTOR 8233

### CLASSICAL

**TCHAIKOVSKY: SYMPHONY NO. 5 IN E MINOR**  
Concertgebouw Orchestra of Amsterdam (Sawallisch). Philips PHM 500-020 (M); PHS 900-020 (S)

**RODRIGO: FANTASIA FOR A COURTIER; OHANA: CONCERTO FOR GUITAR AND ORCHESTRA**  
Narciso Yepes, National Orchestra of Spain (Fruhbeck). London CM 9356 (M); CS 6356 (S)

**PALESTRINA: THE SONG OF SONGS**  
Prague Madrigal Choir. Vanguard BG 647 (M); BGS 5059 (S)

**DVORAK: QUINTET IN A, OPUS 81**  
Clifford Curzon, Vienna Philharmonic Quartet. London CM 9357 (M); CS 6357 (S)

**TOM KRAUSE RECITAL**  
London 5783 (M); OS 25783 (S)

**DVORAK: SYMPHONY NO. 4**  
London Symphony Orchestra (Kertesz). London CM 9358 (M); CS 6358 (S)

**MOZART: CLARINET CONCERTO, FLUTE & HARP CONCERTO**  
Various Artists. Vienna Philharmonic (Munchinger). London CM 9351 (M); CS 6351 (S)

**DE LALANDE: DE PROFUNDIS**  
Various Artists. Vanguard BG 640 (M); BGS 5052 (S)

### COUNTRY

**COUNTRY MUSIC TIME**  
Lonzo & Oscar. Starday SLP 244

### INTERNATIONAL

**GREECE TODAY**  
Various Artists. Philips PHM 200-094 (M); PHS 600-094 (S)

**MINA**  
Vesuvius LP 4416

**GREETINGS FROM THE HOFBRAUHAUS**  
Band of Bavarian Music with the Isarpatzen Ensemble. Cameo C 1065

**BUNKER HILL**  
★★★★ You Can't Make Me Dought My Baby (Florentine, BMI) (2:14)—★★ The Girl Can't Dance (Florentine, BMI) (1:54). MALA 464

**DENNY RANDELL**  
★★★★ I'm Back Baby (Painted Desert, BMI) (2:10)—★★ Blues for a Four String Guitar (United Artists, ASCAP) (2:05). ASCOT 2137

**THE PACESETTERS**  
★★★★ The Monkey Whip (Correc-Tone) (2:30)—★★ Around the World (Correc-Tone) (2:15). CORREC-TONE 3476

**LEN SNIDER**  
★★★★ Everyone Knows (Corette, BMI) (2:23)—★ I'll Be Coming Home Tonight (Longhorn, BMI) (2:27). ALL BOY 8507

### RHYTHM & BLUES

**ELLA THOMAS**  
★★★★ I'm Your Part Time Love (Melody Heart, BMI) (3:10)—★★★★ Ain't That the Truth (Melody Heart, BMI) (2:10). FLAG 101

**WHISPERING SMITH**  
★★★★ Live Jive (Excellorc, BMI) (2:05)—★★★★ Don't Leave Me Baby (Excellorc, BMI) (2:22). EXCELLO 2237

### JAZZ

**LOU DONALDSON**  
★★★★ Signifyin' (Arc, BMI) (2:25) —★★★★ Time After Time (S Sinatra Songs, ASCAP) (2:00). ARGO 5449

**HORACE SILVER QUINTET**  
★★★★ Let's Get to the Nitty Gritty (Ecaroh, ASCAP) —★★★★ Silver's Serenade (Ecaroh, ASCAP). BLUE NOTE 1902

**HERBIE HANCOCK**  
★★★★ Blind Man, Blind Man (Parts I & II) (Hancock, ASCAP) (2:58). BLUE NOTE 1887

**MILES DAVIS**  
★★★★ Seven Steps to Heaven (Musical Frontiers, BMI) (2:55) —★★★★ Devil May Care (Arthur, BMI) (2:33). COLUMBIA 42853

**KING PLEASURE**  
★★★★ I'm in the Mood for Love (Robbins, ASCAP) (3:10) —★★★★ Don't Get Scared (Rockaway, BMI) (3:05). UNITED ARTISTS 636

## Billboard Buyers & Sellers

# CLASSIFIED MART

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

### DISTRIBUTING SERVICES

#### RECORD DISTRIBUTORS

#### RECORD LABELS LARGE OR SMALL

Put us on your d.j. mailing list so we can know when you have released a new record.

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

**JET ONE-STOP**  
4928 N.W. 7th Avenue  
Miami 27, Florida  
(305) 751-2473

**FOR SALE—100 ASSORTED NEW 45 RPM's, \$8.50; \$77.00 per 1,000.** Paul V. Lee, Record Distributing Co., 4548 So. Park Drive, Metairie 20, La. se28

**FACTORY NEW 45's, 100 ASSORTED, \$8.** Factory new \$3.98 and \$4.98 list major brand LP albums \$1.25 each asst. mono or stereo. Good selection now available. Hal Faktor, 4143 W. Armitage Ave., Chicago 39, Ill. CA 7-3722. np-se28

### RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

#### RECORD PROMOTION & PUBLICITY

**MORTY WAX NATIONAL RECORD Promo Network, coast to coast.** A complete program of disc jockey promo and trade paper publicity. Distrib. arranged. Radio and TV interviews. Morty Wax, 1733 Broadway, N. Y. C. CI 7-2159. np-ap25

### MISCELLANEOUS

## \$250,000.00 EVALUATION! RECORD PRESSING PLANT. NO LIMIT - NO RESERVE AUCTION!

**Forced Sale! Taken Over by Chattel Mortgage Holder!**  
**TOPS & CAVENDISH RECORDS**  
Sale on the Premises  
**5810 S. NORMANDIE AVE. LOS ANGELES, CALIF.**  
**TUES., SEPT. 17 10 A.M.**

**HIGHLIGHTS OF THE EQUIPMENT**  
(45) HYSCO HYD. RECORD PRESSES (12" ram, electronic controls)  
(2) WORLDEX HYD. RECORD PRESSES (12" ram, electronic controls)  
DENNISON 2400# HYDRAULIC SYSTEM (10) JOHNSON RECORD TRIMMERS (36) ECKSTEIN RECORD TRIMMERS  
(8) Container Craft Hand Polly Machines Polly Machine Electric Eye Record Dies - Cupless Centers Packing Rings, etc.  
(2) DIXON BOILERS (200 and 150 h.p.)  
COMPLETE PRINTING DEPARTMENT (with Presses, Box Machine, Power Cutters)  
SOUND EQUIPMENT (with Turntables, Speakers, Amplifiers, Microscopes, etc.)  
MACHINE SHOP - (2) Compressor Shop Equipment - Tool Crib  
Exceptionally Modern OFFICE MACHINES and METAL OFFICE EQUIPMENT IN LARGE QUANTITIES

SEND FOR FREE CIRCULAR  
Inspect Weekdays 10 a.m. to 4 p.m.

Sale Under Supervision of  
**Milton J. WERSHAW Co.**  
Most Respected Name in the Auction Field  
7213 Melrose Ave., L.A. 46 • WE 8-2171  
1237 3rd St., Oakland, Cal. • TE. 4-7242  
2130 S.W. 5th, Portland, Ore. • CA. 2-9151

### WANTED TO BUY

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

### USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

#### MISCELLANEOUS

SECOND EDITION, "JOCKEY JOKER" now ready. A complete file of one-line gags for deejays. Nos. 1 and 2 each \$2.50. Show-Biz Comedy Service (Dept. JJ-2), 65 Parkway Court, Brooklyn, New York 11235. oc5

### BUSINESS OPPORTUNITIES

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

**PAINTING GAME OPERATORS:** 5x7 frames, \$43.25/1000 (5000 lot); cards, \$4/1000. Free sample. In stock. Other sizes. Penn Photomounts, Box 87, Glenolden, Pa. oc5

### RECORD ACCESSORIES & DEALER FIXTURES

#### FREE-STANDING PEGBOARD UNITS?

Don't waste money! See ART-PHYL'S new A frame display. Sturdy 2-sided 4'x4' unit. Priced well below all other units.

The most diversified record rack and display line.

#### ART-PHYL CREATIONS

508Z Frelinghuysen Ave.

Newark 14, N. J.

N.J.: BI 8-5100 N.Y.: WO 4-2565

### MISCELLANEOUS

#### ATTENTION, SONG WRITERS

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

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

#### SEND DEMOS ONLY

**BRIGHT TUNES MUSIC CORP.**  
ONE HANSON PLACE, BROOKLYN 17, N.Y.

**30,000 PROFESSIONAL COMEDY LINES!** Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

### EMPLOYMENT SECTION

#### HELP WANTED

**COLLABORATOR IN POPS MUSIC** and/or lyrics. New York City resident only. Phone RE 4-8994 or LA 4-8282. Mail to Tutti Music Publishing Co., 130 W. 42nd St., New York 36, N. Y.

#### SITUATIONS WANTED

**RAGTIME PIANIST - SINGALONG** style. Gay 90's. Roaring 20's costume, seeks European engagement (London-Paris pref.). Will sign contract in U. S. Available on short notice. James Clark, 811 Chalfonte Dr., Alexandria, Va.

**EXPORT MANAGER—12 YEARS** successful career direct record sales and licensing in International Market seeks new connection; thoroughly familiar all Export-Import procedures. Able take charge existing department or organize new one. Travelled. Contact Box 511, c/o Billboard, 1564 Broadway, New York 36, N. Y.

Say You Saw It  
In Billboard

### CLASSIFIED RATES

Per Insertion

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

• Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.

• If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

#### USE THIS HANDY AD ORDER BLANK

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

### BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway New York, N. Y., 10036      1520 N. Gower St. Hollywood, Calif., 90028      188 W. Randolph St. Chicago, Ill., 60601

## Casola Named MOA President

CHICAGO—The annual officer and director elections at the Music Operators of America convention here last week provided no surprises, and the entire slate recommended by the nominating committee was elected.

Lou Casola, veteran Rockford, Ill., operator and long-time MOA director, was named president to succeed Harry Snodgrass, Albuquerque, N. M.

Elected vice-presidents were Al Denver, New York; Howard Ellis, Omaha; Frank Fabiano, Buchanan, Mich.; Norman Gefke, Sioux Falls, S. D.; Jim

Hutzler, Martinsburg, W. Va.; Les Montooth, Peoria, Ill.; Clint Pierce, Brodhead, Wis., and Lou Ptacek, Manhattan, Kan.

John Wallace, Oak Hill, W. Va., was elected secretary; Jim Tolisano, St. Petersburg, Fla., treasurer, and Ted Nichols, Fremont, Neb., sergeant at arms.

Elected directors for three years were Willie Blatt, Paul Brown, Bill Cannon, K. A. Cormney, John Fling, Pete Geritz, Tom Greco, Maynard Hopkins, Max Hurvich, Carl Pavesi, Ralph Ridgeway, C. G. Silla, Leon Taksen, Herbert Ton-

nell and Harlan Wingrave.

Named to two-year terms were Bill Anderson, Jack Bess, Rubin Franco, Royce Green, Sam Hastings, Walter Hemple, L. F. LeSturgeon, Henry Lyster, Millie McCarthy, Lindy Nardone, Brud Oseroff, Bill Poss and Jim Siedman.

Named to one-year terms were Charles Bengimina, Bert Betti, Nick Carter, H. A. Franz, Alfred Harper, Ed Holyfield, Edgar Hudson, Jack Jeffreys, Bob Jones, Charles Marvin, Moses Proffitt, Harry Snodgrass, John Trucano and Sam Weisman.

## Blundered Sums Up MOA Year

By **ROBERT H. BLUNDRED**  
Managing Director,  
Music Operators of America

The past year for the coin-operated music and amusement industry, and its trade association, Music Operators of America, can best be characterized by the word "change."

The industry's transition has been in the growing awareness of the shift in the types of profitable locations, and in the improved quality of the music being produced for automatic phonographs.

The MOA changes have been organizational, all designed to emphasize a new look to the association. These features of the new look include the following:

- That the association's membership and governing body should represent all segments of the industry.

- That an operator should be the elected head of the association.

- Whatever the MOA does, or plans to do will be tied into the existing State and local associations in the industry.

All three of these new concepts have been accomplished. Distributors are now members of the MOA board of directors and several are currently working on various association projects. Last fall J. Harry Snodgrass, a veteran operator from Albuquerque, N. M., was elected president of the association. Currently, the recommended 1964 officer slate of nominees to be presented to the general membership during the forthcoming convention are all operators. And lastly, the relationship between the MOA and the local and State associations in the industry have been strengthened and made more workable. For example, one of the sessions at the 1963 MOA convention will provide the opportunity for officers and staffs of the local and State associations to meet the exchange suggestions and experiences.

The next phase of association

### SEEBURG BOOTH GIVES COMFORT TO WEARY OPS

CHICAGO — Seeburg displayed its full line of music machines, consolettes and wall boxes at the MOA, along with its Encore foreground music unit. The accent was on programming, with the Seeburg stereo services—both the Little LP's and Artist of the Week programs—attractively displayed on the machines. Feature of the Seeburg exhibit was the comfortable, upholstered, cafe-style booths for the operators' comfort. The booths, of course, were equipped with Seeburg consolette wall boxes.

### NY ASSN. VOTES SUBSIDY FOR MOA EXPENSES

KINGSTON, N. Y. — The New York State Operators Guild is really serious about sending its members to the Music Operators of America and the National Automatic Merchandising Association conventions in Chicago next week. At its regular meeting at the Governor Clinton Hotel here Wednesday (21) the membership voted to pay President Jack Wilson's expenses to Chicago and also voted to pay \$50 to each member who attends MOA and another \$50 if he stays for NAMA.

development will emphasize two different things. First, to realize there are certain fundamentals that must be considered at all times. Second, to solve two basic problems that must be resolved for the good of the industry.

It is essential for everyone in the industry to realize the need to keep four fundamentals in mind at all times:

- That our industry is a service in the entertainment field. Its primary responsibility is to provide the public with the type of music and amusement devices they desire and require.

- Operators must realize the importance of doing the best possible job of installing and placing their equipment.

- The people in our industry must have confidence in the future of the industry, and in the contributions it makes to society.

- The association must become the voice of the industry. It must become involved in the major matters affecting the industry. It must make its voice heard and must help in developing industry-wide standards and practices as guides to use in running a business.

The two problems that require a solution for the good of the industry is a program designed to emphasize the contributions and values of the industry, and working closer or more directly with the record companies. These are the two things I will recommend to the association's board of directors for next year's MOA work program.

During the past year, work has started on three projects designed to help the operators. They are the drafting of a code of ethics for the industry, an analysis of location contracts and court decisions involving such instruments, and considering the possibility of establishing a mechanics school for the industry.

The comments and suggestions of anyone associated with the industry on what else MOA can do for the industry would be greatly appreciated.

## '63 MOA Show Best in Years

• *Continued from page 1*

Congress, and the bill will not die automatically.

"We must be prepared to pay something," Allen concluded.

George A. Miller, past president of MOA, said the best hope the operators have for averting payment of performance royalties is to plump for an increase in mechanical royalties.

He urged MOA members to put pressure on record companies for adoption of this solution.

### United Front

It is unlikely, however, that any such support will be forthcoming from record companies. During the last decade, record companies have acquired publishing properties and artists have picked up pieces of record companies. The result has been that the music industry is a more closely knit group and their common interests are more nearly akin to those of ASCAP and BMI.

If the music machine operators are going to defeat the Celler Bill, they'll have to do it on their own.

But even if the Celler Bill

passes (an event which seems more than likely) MOA's value to the juke box industry will not be diminished.

As the current bill provides merely for the removal of the exemption and leaves the bargaining between the user and the performance rights group, ASCAP and BMI would prefer not to negotiate individually with some 8,000 phonograph operators.

### Bargaining Agency

A central bargaining agency for the operators will be required, and this bargaining agency would also act as a collection agency. MOA could perform both functions. Hence, any operator outside MOA would have to dicker with ASCAP and BMI on an individual basis. And it's doubtful if he could drive as hard a bargain as could a national association.

The exhibit aspect of the convention had more emphasis on music and less on full-line vending than at any time in the last five years. Seeburg did not display its vending line, and the only cigaret machines shown were those of Rock-Ola Rowe AMI and Smokeshop.

## Coin Machine

### OPERATING

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

## Bennett, Charles Win MOA Artist Awards



TONY BENNETT



RAY CHARLES

CHICAGO—Tony Bennett's "I Left My Heart in San Francisco" on Columbia was voted the most popular record of the year by Music Operators of America members, and Bennett surprised the trade by flying in to attend the association's big annual banquet and accepting his award personally.

Ray Charles, ABC-Paramount, was voted the most popular artist of the year, and Columbia Records was voted the most consistent supplier of good records by the operators.

Mort Hoffmann accepted the juke box industry award for Columbia, and Peter Wright of Jordan Ross and Associates accepted for Ray Charles.

Runners-up in the best record of the year category were "Ramblin' Rose" by Nat King Cole on Capitol and "I Can't Stop Lovin' You" by Ray Charles on ABC-Paramount.

Tony Bennett placed second in the most popular artist voting, followed by Andy Williams, also on Columbia. In the most popular label category, Columbia was followed by Decca and RCA Victor.

The awards constituted a power-play for Columbia, giving them two firsts, a second and a third out of nine places. ABC-Paramount was next with a first and third, and Capitol, Decca and RCA Victor split the remaining places.

### Smokeshop Shows

CHICAGO—Smokeshop displayed its series of Starlight cigaret machines at the MOA show here, with Art Brier presiding at the booth. Emphasis was on the 50-cent coin mechanism, with a working section of the unit shown.

But each music machine manufacturer—and all four turned out for the first time in years—featured stereo programming displays, and the four record company exhibitors, Capitol, Columbia, Heartbeat and Jay-Jay, came up with special juke box product.

Liveliest session of the convention was the programming panel (see separate story), with operators showing a vigorous interest in adult programming and stereo.

### Joint Convention

And the pattern for 1964 appears to be more music oriented. MOA will make a concerted effort to persuade the Record One-Stop Association to hold a joint convention with the music operators. Irving Perlman, Philadelphia one-stopper and ROSA president, was on hand to investigate this possibility.

If the effort is successful, large-scale record company participation at the 1964 convention seems assured. This year, record company participation was held down for two reasons—the discouraging operator turnouts of 1961 and 1962,

and the fact that operators buy nearly 80 per cent of their product from one-stoppers who were not represented in any great numbers.

This year's attendance should take care of the first objection. A joint MOA-ROSA meet should take care of the second.

### MELONE MISSES 1ST MOA MEET IN MANY YEARS

CHICAGO—Nick Melone, general manager of American Shuffleboard, Inc., missed his first MOA convention in years. Two weeks ago, Melone was getting in some vacation time with his family at a New Jersey resort, resting up for the big MOA whirl. He never made it. Melone had a sudden attack and was rushed to the local hospital where his gall bladder and appendix were removed. He is recuperating at home. Sol Lipkin, the company's sales manager, performed the MOA chores in his absence.

# MOA Fills Airwaves During Chi Confab

## MOA Reveals Fiscal Status To Members

CHICAGO—The Music Operators of America this year broke with a long-standing tradition and opened its financial and membership books to its membership.

For the fiscal year ended June 30, MOA had a total income of \$28,828, total expenses of \$42,870, and went in the hole for \$14,042. However, as the annual convention was not held during the fiscal year, convention profits could well put MOA in the black.

For the previous fiscal year, during which time a convention was held, income was \$51,270 and expenses were \$60,776, for a \$9,506 deficit. This includes \$26,605 convention income and \$14,375 convention expenses.

The statement showed current assets of \$13,002.

As of June 30, the MOA books showed a total membership of 815, with 643 general members at \$35 each, 90 new members at \$35 each, 12 associate life members at \$50 each, and 70 regular life members at \$250 each.

Between the end of the fiscal year and August 23, additional memberships have brought the figure to 890. In June 1962, MOA had a membership of 598.

## MOA Draws Strength From Regional Groups

CHICAGO—The Music Operators of America's strength is determined largely by the strengths of State and local associations. That was the consensus of a special panel of State and local association officials held Thursday (5) at the MOA here.

Joe Silverman, chairman of the forum and business manager of the Amusement Machine Association of Philadelphia since its inception in 1929, told how his local group helped repeal a State law which banned coin-operated pool tables.

He also gave a case history of another piece of legislation—which would have imposed a \$50 per-machine tax on all music machines and coin games. This measure had passed the House and was in the Senate Rules Committee. Members telegraphed each member of the Senate, arranged meetings, presented facts and figures, and convinced the body that it was a bad piece of legislation.

Bill Anderson, president of the West Virginia Music and Vending Association and a member of the West Virginia House of Delegates, told how his group had defeated a flat 1-cent sales tax on juke box play when dime play went into effect and succeeded in substituting a flat percentage deal which worked out to 5 per cent instead of 20 per cent.

He also related how the association had defeated various per-

CHICAGO—A host of celebrities from virtually all phases of show business joined Music Operators of America officials in giving the association a giant send-off on the city's airwaves.

Sig Sakowicz, popular WGN and WTAQ deejay, taped four-score or more interviews on the convention floor and later played them back on his show.

Sig's booth at the MOA was a busy place, what with recording artists, movie actors and the like, coming and going to do their tapes.

Jeannie Crain led things off on opening day, followed by the Smothers Brothers, Connee Boswell, J. Harry Snodgrass, Maxine Sillens and Billboard's Nick Biro.

Later in the day Sig taped Jennifer Marshall, Steve Karr and Jim Westerfield. On Thursday, the coin machine industry members got a chance to be heard. Interviews included: Lou Casola, newly elected MOA president; Jack Harper and Fred Pollack, Rowe-AC Services; Ed Ginsburg, Atlas Music; Jack Nelson, Logan Distributing Company, and Art Weinand of J. H. Keeney.

Friday's guests again entered the show business field with Merle Oberon, Allman Turns, Myron Cohen and Will Mercer—and even a touch of politics with Mrs. Francis Gary Powers.

Sig also did the disk jockey bit during the convention, and for the first time all the juke boxes and record players were muted. Instead, Sig played records on the convention public address system and gave convention news and other commentary in between.

machine taxes and substituted a blanket tax system based on the number of machines. Another achievement of the association was convincing the Legislature to call music machines and coin games "vending machines rather than "slot machines" in the State code.

George Miller, former MOA president and head of the California Music Merchants Association, detailed the organization of his group, which is broken down into eight regional associations, with a central headquarters in Oakland.

### Legislators Qualified

Miller, who had headed the California group since it was founded in 1932, advised hiring State legislators as legal counsel, pointing out that the legislators are superbly qualified to inform the members about pending bills.

He said that the dues in his association are high — up to \$250 a month for an operator—but that the operator gets his money's worth. When a location is breached, the association arranges for counsel for the plaintiff member and lends him up to \$250 to fight the case.

Mrs. Millie McCarthy, president of the New York State Coin Machine Association, stressed the need for area groups to make a strong State association. She cited various pieces of legislation which were defeated because of close co-operation

(Continued on page 47)

## Valley Shows 2 New Pool Tables

CHICAGO — The Valley Company displayed two new model pool tables, a de luxe unit is three sizes and a standard unit in two sizes, plus its regular Bumper Pool, at the MOA show.

The de luxe model comes in walnut finish with plastic laminate covered rails. Both models are scaled from regulation tables and both have slate playfields.

## Mobile Record Booth Attracts Op Interest

CHICAGO—A novel mobile record one-stop service attracted more than casual interest at last week's Music Operators of America convention here.

Although in business some five years, the firm has been operating solely in the 22 East-

ern States. For operators in the rest of the country, it was quite an education.

The firm, known as Mobile Record Service, operated by Brud Oseroff and Bob Klein of Pittsburgh, has a fleet of 33 Ford trucks calling on

(Continued on page 47)

# VIVA EL TORO! OLE' FUN!



# Williams EL TORO



**2** PLAYER REPLAY GAME WITH EXTRA BALL FEATURE

**2** DROP TARGETS THAT SCORE 10 TIMES REEL VALUE, WHEN LIT

- Number Match Feature
- Hitting Drop Targets, Scores Reel Value
- Three top Roll-overs raise drop target and Score 50 points each
- Two Additional Targets score 10 points and Light Yellow and Green Jet Bumpers for 10 points and Target for Extra Ball
- Two Flippers
- Two Rebound Kickers
- Plastikote Finish Playfield
- Locked Cash Box
- Slug Rejector
- Available with Twin Chutes

**\* NEW**  
**SIMPLE FINGER-TIP CONTROLLED PLAYFIELD LATCH**

*\*We take pride in announcing another*

## Williams EXCLUSIVE

THE NEW latchlock playfield — NOW standard on all Williams flipper games.

that

- is easily accessible
- operates at fingertip pressure
- eliminates strain, stooping and fumbling to servicing

just lift/turn/and raise playfield

Order from your Williams distributor



## Williams

ELECTRONIC MANUFACTURING CORP.

4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS





### BUY THE BEST — BUY WILLIAMS

# Eddy Arnold Tells Operators Country-Pop Gap Narrowing

By NICK BIRO  
CHICAGO—Juke box operators are missing a bet by not paying closer attention to the country and western charts, according to popular recording artist Eddy Arnold.  
He feels the word "pop" is a misnomer. "There used to be a difference between such categories as country and western, pop, r.&b. and the like. Now, the difference is almost non-existent," Arnold says.  
He feels operators can get a jump on new material by buying when it becomes popular on the country charts. "A lot of this material later goes pop," he

said. The tune "Abilene" is a good current example."  
**Now on Pop**  
He added that not only are a lot of country and western artists on the pop lists, a lot of pop artists are doing tunes with a country flavor. He cited such "popular" stars as Bill Anderson, Roy Orbison and Nat King Cole, as all having produced country-type material successfully.  
Arnold said still another group of country tunes may never hit the pop charts, but still supply operators with a record that will get a lot of play.  
The well-known Nashville star

spoke before some 100 operators and guests at the special Thursday (5) morning programming seminar at last week's Music Operators of America convention here.  
Joining him on the panel were Lou Ptacek, Bird Music Company, Manhattan, Kan., discussing how an individual operator handles his record bookkeeping; Aaron Sternfield, Billboard's coin machine editor, describing the new Music Operators Stereo Service (MOSS) program of providing operators with 33-speed stereo singles from currently popular albums, and Jerry Shifrin, Cash Box representative, speaking on the history of rock and roll.

Ptacek said he was able to keep his record costs in line by using a special three-part route-record system.

Ptacek said his routemen did their own programming, but the system enabled him to keep a central control. He estimated his record costs at between 10 and 12 per cent of his share of the machine's gross.

**Components**

The Ptacek system consists of a visual board, a separate alphabetical listing of each location, and a storage bin categorized by location.

The board is split into squares. The location names are entered across the top. The record titles go down the left side. When a record is placed on a location, an "X" is placed in the

*(Continued on page 49)*

anism panel and swing-out door. Manning the large United exhibit were Herb Oettinger, Bill DeSelm, Roy Kraehmer, Art Ropacz, Johnny Casola, Al Gregg and Abe Wexler.

## United Bows Shuffle And Bowler at MOA

CHICAGO — United Manufacturing Company's recently introduced Ultra shuffle alley and Fury bowler were shown in a giant exhibit at last week's Music Operators of America convention along with the firm's popular Rumpus shuffle-puck target game.  
Fury is a six-player bowler featuring such games as dual flash, regulation, champ and advance. Players have a choice between a normal or easy strike.  
Highlight of the game is a dramatically decorated backglass in striking green and white color combination, with a frame-number and pin score indicator. The

players' score is constantly shown in giant letters, somewhat similar to the scoreboard on an athletic field.  
Ultra is the companion shuffle alley similarly styled. Games include dual flash, flash, regulation champ, regulation and advance. Fluorescent lighting adds to the dramatic styling effect.  
One to six can play and players again have the choice of easy or normal strikes. The alley is eight and one-half feet long, two and one-half feet wide. The coin mechanism is enclosed in a stainless steel enclosure.  
The unit also has full-length simulated mahogany Formica side rails, new, decorative plastic side rebounds, standard dime play with multiple coin mechanism (optional) and a number of servicing extras, including pull-out pin panel, tip-out mech-

## Heartbeat Has 7-Inch LP's For Operators

CHICAGO — Seymour Schwartz' Heartbeat Records joined the seven-inch Little LP band wagon with a pair of new releases for the juke box trade.  
"Music After Sunset" by the Sunsetters includes such lush instrumentals as "Summertime in Venice," "Moonlight Cocktails," "Sophisticated Swing," Maryanna, "Moonglow" and "Don't Blame Me."  
Another Little LP to be released shortly will feature Seymour and his Heartbeat Trumpet on such tunes as "My Funny Valentine," "Summertime," "Our Nite to Love," "Sleepy Time Down South," "Making Whoopee" and "My Happiness."  
The Little LP's were shown by Heartbeat at last week's Music Operators of America convention along with the firm's full line of singles and 45-r.p.m. five-packs.

## Wico Displays Restyling Kit for Seeburg 'V' Units

CHICAGO—A new restyling kit for Seeburg "V" series juke boxes was the high point of Wico Manufacturing Company's exhibit at Music Operators of America's big convention here last week.  
The unit provides juke boxes with new sides, top and front. A completely restyled phonograph is the result. The kit sells for \$79.95 plus \$14.95 for the grill.  
Wico also showed a host of parts and supplies on an attractively decorated display board at the back of its booth.  
Such items as cues, sprays, cleaners, billiard balls, wall-box conversion kits and assorted parts for virtually every make amusement game and phono-

## Bennett Needle Displays Catalog

CHICAGO—The Paul Bennett Needle Company, manufacturer of speakers and needles for all major juke box models, exhibited its catalog at the MOA show here last week.  
The company, represented by Charles Bennett and Andrew Raftis, displayed a wide assortment of needles for all makes of coin operated phonographs. Also featured at the booth was a selection of wall-type, corner and ceiling speakers which are adaptable to use on any phonograph or background music system.

graph were merged into an attractive collage.  
Wico also showed a number of "home" and "commercial use" pieces, including a 28-watt stereo amplifier and 10-watt public address system. Manning the booth were Ed Ruber, Morris and Milton Wiczer and Dennis Parsons.

## Tape-Athon Shows Background Music Tape Player Line

CHICAGO—A tape portable background music player which gives eight hours of music and continues automatically was displayed at the MOA show by Tape-Athon. Also available, but not shown, were units capable of 32 continuous hours without repetition and one which can give two programs on the same machine. The latter can provide either eight or 16 hours of non-repetitive music, depending on the model.  
Some 20 tapes in varying tempos and programmed for a wide range of locations are available at a monthly rental of \$6 with free exchange at any time.  
The players are available in both stereo and monaural, with list prices ranging from \$399.50 to \$699.50.  
The Tape-Athon Marketeer model allows the location to combine background music with commercial messages.

## DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

<b>SURFER GIRL</b> BEACH BOYS, CAPITOL 5009
<b>LITTLE DEUCE COUPE</b>
<b>BUSTED</b> RAY CHARLES, ABC-PARAMOUNT 10481
<b>MAKING BELIEVE</b>
<b>WIPE OUT</b> SURFARIS, DOT 16479
<b>SURFER JOE</b>
<b>THAT SUNDAY, THAT SUMMER</b> NAT KING COLE, CAPITOL 5027
<b>MR. WISHING WELL</b>
<b>MEAN WOMAN BLUES</b> ROY ORBISON, MONUMENT 824
<b>BLUE BAYOU</b>
<b>SOMETHING OLD, SOMETHING NEW</b> PAUL & PAULA, PHILIPS 40130
<b>FLIPPED OVER YOU</b>

## L. A. Distributors Top 1962 Sales Figures

LOS ANGELES—Music machine sales through distributors so far this year have exceeded the same period last year and all of the Big Four are looking forward to "more in '64."  
Clayton Ballard, branch manager for Wurlitzer, answered "very definitely" to the question as to whether sales this year were ahead of the same period in 1962. He attributed the increase to the fact that "we have something good."  
At Amco Music and Vending, Seeburg distributor for the area, a spokesman explained that the company was not formed until September, 1962, when it bought out the assets of William R. Happel's Badger Sales Company. Although there is no reasonable way for comparison, the representative said that indications are that during the year the gross will double that done by Badger. The prediction for next year is to add again the gross done by Badger.  
Business continues strong with indications that it will be even

better in 1964 at the R. F. Jones Company, Ed Wilkes, sales manager, said. "We have shown an increase in business each month since we opened this branch of the Jones company in April, 1961. I look for it to be better the remainder of this year and through 1964."  
Last year was a banner one for Paul A. Laymon, Inc., Rock-Ola distributor, Jimmy Wilkins, phonograph sales, mainly because of the Little Princess and the wall model "which no one else had." This year has been up over the 1962 mark, and Rock-Ola recently showed its Rhapsody and Capri models in San Francisco. Wilkins looks for a big 1964 because of the new operators coming into the field and the upgrading by the veterans.

## Rock-Ola Names New Distributor

CHICAGO — The Vending Machine Exchange, Bristol, Va., has been named Rock-Ola distributor for Western Virginia and Eastern Tennessee. The firm will handle the Rock-Ola line of phonograph and cigaret vending machines.  
Edgar M. Hudson, The Vending Machine Exchange owner, has been in the coin-operated music business in Bristol since 1948. In addition to his distributorship, Hudson operates a large record one-stop.  
Hudson is assisted in his operation by Bob Lark, general foreman. The firm has a large display room on Commonwealth Avenue and will hold public showings of the new Rock-Ola juke box and cigaret vending line during Rock-Ola Open House Week, September 16 through 21.

## Midway Exhibits New Rifle Range

CHICAGO—Midway Manufacturing Company exhibited its new Rifle Range featuring pop-up spin-around targets at last week's MOA convention here. Representing the firm on the convention floor were Mark Wolverton, president, and Henry Ross, secretary-treasurer.  
The Rifle Range offers a series of unpredictable motion targets for the player to shoot at. The brightly lit, spectacularly colored target game offers the player 20 shots for 10 cents with any number of bonus shots up to 10.

**TRUE ALBUM PROGRAMMING IN 3 1/2 STEREO**  
The Revolutionary New **SEEBURG LP CONSOLE**

# American Shuffleboard Displays New Electra II

CHICAGO—American Shuffleboard last week introduced a new Electra II pool table with a novel cue-ball lock feature. After the last ball is sunk, the cue ball is dropped down and locked into the table.

American Shuffleboard's Sol Lipkin said the device prevents patrons from playing with the cue ball after the game is finished.

The Electra II also has a battery-operated coin drop whereby balls are automatically released when the coin is dropped into the chute. The player need not

pull the coin chute as in prior models.

The Electra II can be converted to quarter or 20-cent play by easy removal of a single screw. The table measures three and one-half by seven feet.

American also showed a three by six home pool table that "breaks" in half for shipping; the firm's familiar Magno shuffle board and Pin Gate cushion board.

Showing the units at last week's Music Operators of America convention were Lipkin, Joe Lynaugh and Gene Dadis.

Rowe AMi Music makes martinis drier



ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

ECONOMY BAFFLE-SPEAKER COMBINATION



Modern, fabric covered baffle, in Blonde or Walnut colors, with 8", 8 ohm ext. range speaker... 2.15 oz. magnet!

**WICO**  
"World's Largest Distributor of Coin Machine Parts & Supplies"  
2901-13 N. Pulaski Rd., Chicago 41, Ill.

**FOR SALE Games & Bowlers**

Keeney Sportsmen	\$ 95.00
Bally Spinner	145.00
United Chief Shuffle	85.00
Bally Official Jumbo	195.00
Bally Congress Shuffle	75.00
C.C. Championship Shuffle	65.00
Gottlieb Miss Annabelle	185.00
Gottlieb Texan	225.00
Keeney Go Cart, New	295.00

**Phonos—Wall Boxes**

Wurlitzer 2400, 2404, 2410	\$545.00
Wurlitzer 2500, 2504, 2510	645.00
Wurlitzer 2300	445.00
Seeburg 200 Sel. WB	39.50
AMI 120 WB	15.00
Wurlitzer 5210 WB	49.50
Wurlitzer 5207 WB	25.00
Seeburg 3W1 WB	18.50
AMI Lyric 100	395.00
AMI F 120	145.00
AMI Bar Brackets	2.70
AMI G 120	225.00

Call, Write or Cable. Cable: LEWJO  
Distr. for Smokeshops & Gottlieb.

**Lew Jones** Distributing Co.  
Exclusive Wurlitzer Distributor  
1301 N. Capitol Ave.  
Indianapolis, Ind.  
Tel.: MEIrose 5-1593

See the **ROCK-OLA** **BIG 3 FOR '63!** BIG IN STYLE! BIG IN DESIGN! BIG IN APPEAL!

**ROCK-OLA**  
*Rhapsody 160*

Rhapsody 160 With Full Dimensional Stereo Model 408 DeLuxe Stereo Monaural Phonograph

**NEW ROCK-OLA EXCLUSIVE FULL DIMENSIONAL STEREO SOUND**

TRUE FULL DIMENSIONAL STEREO SOUND is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters... with the main unit speakers. Achieving a sound that immediately captures the patrons' attention—thus assuring complete location satisfaction and maximum earnings.

## Ops Like Mobile Record Booth

• Continued from page 45

operators on a regularly scheduled basis.

Each truck has a stock of from 5,000 to 10,000 singles, little LP's and MOSS packs. Singles sell for 65 cents each and title strips are provided free.

The trucks are supplied twice a week by air freight or bus while on the road. The truck drivers have regular terminal points where they pick up material.

The operation is no longer modest. Oseroff estimates he has close to 2,000 juke box operator customers and he claims each truck averages about \$125,000 worth of records per year.

It all started when Klein and Oseroff quit their Forbes Records Distributing Company in Pittsburgh, which they had been running some seven years. They rented a truck to dispose of their excess stock.

### Hot Merchandise

Sales went so well, they reasoned why not do this regularly—only with hot, new merchandise to operators who need such a service. They each started with one truck and the business grew from there.

This is the first year the pair are showing at the Music Operators of America convention, and they described reaction as "excellent." Do they have plans to expand throughout the country? Only time will tell. If business calls for it, why not, is the answer.

An interesting sidelight of the business is a weekly mailer that lists Mobile Record Service's best selling tunes. Oseroff describes it as the most authentic tabulation of juke box play in the East.

### Post Cards

Each of Mobile's customers is furnished a supply of post cards. Each week they're asked to fill

in their five most-played records and mail them in.

The cards are tabulated and the result is a "Top 50" that covers some 2,000 juke box operators throughout the East.

As an example, the September 2 chart showed "My Boy-friend's Back" by the Angels in No. 1 spot with an average of 68 plays per machine. Next in line were "If I Had a Hammer," Trini Lopez, 61 plays; "Blue Velvet," Bobby Vinton, 56 plays; "You Can Never Stop Me Loving You," Johnny Tillotson, 53 plays, and "Then He Kissed Me," the Crystals, 49 plays.

## MOA Strength

• Continued from page 45

between the area groups and the central State association.

### Loans Down

Russell Mawdsley, secretary of the Western Massachusetts Music Guild, said his group has convinced location owners that operators are not bankers. Loans and bonuses, he added, are down 75 per cent from what they were 10 years ago due to this policy.

The Bay State group, Mawdsley said, feels so strongly about the value of MOA membership that it automatically pays dues to the national association for all its members.

The association, he added, acts as a legislative watchdog, makes donations of equipment to orphanages, hospitals and youth groups and helps raise funds for local civic drives.

**ALUMINUM DE-GREASED DISCS FOR STANDARD AND HARVARD METAL TYPER**

Packed in rolls of 100 • Available with special imprint  
Call our PARTS & SERVICE Dept. for all your Typer needs

**STANDARD HARVARD METAL TYPER, inc.**  
1318 N. WESTERN AVE. CHICAGO 22, ILL. • EV 4-3120

WELCOME TO THE CONVENTION!  
While In Chicago, Visit **WORLD WIDE'S Showrooms!**

<p><b>PHONOGRAPHS</b> AMI CONTINENTAL 200...\$595</p> <p>SEEBURG V-200 ..... 195 SEEBURG 100R ..... 325 SEEBURG 161-SH ..... 575 SEEBURG 222 ..... 645 SEEBURG AY160H ..... 895 AMI F-120 ..... 175 AMI K-120 ..... 425 AMI K-200 ..... 495 AMI CONTINENTAL-200 ..... 595 AMI CONTINENTAL 2-200 (STEREO) ..... 725 AMI L-200 ..... 795 ROCK-OLA 1475-200 ..... 475 ROCK-OLA 1478-120 ..... 595 ROCK-OLA 1488-120 ..... 685 WURLITZER 2300-S ..... 425 WURLITZER 1900 ..... 275</p>	<p><b>VENDING</b> ROWE L-1000 (Late)....\$545</p> <p>ROWE PASTRY ..... 150 ROWE SANDWICH (Refr.) ..... 325 ROWE HOT FOOD ..... 325 ROWE COFFEE RV-750 (Fresh).... 425 NATIONAL CIG. 11ML ..... 145 NATIONAL CIG. 111 (Slant)..... 175 STONER CANDY 160 ..... 175 SEEBURG CIG. 800 E-1 ..... 165 CORSAIR 20 CIG. .... 165 VENDO ICE CREAM #210 (Post) 475</p> <p>APCO 4-Flavor (Ice).... 1,045</p>
<p><b>POOL TABLES</b> • 6-POCKET • SLATE TOP 75" long... completely refinished and repainted. All new cloth and new cue sticks. Only limited supply available. \$175 ea.</p>	<p><b>AMUSEMENT GUNS</b> Midway BAZOOKA .....\$225 C.C. SHOOT THE CLOWN .. 375 Bally DERBY ..... 150 Williams TITAN ..... 275 Williams VANGUARD ..... 175</p>

We carry the most complete line of Phonographs, Games, Arcade and Vending Equipment. Write for Complete List!  
Terms 1/3 Dep., Bal. Sight Draft or C.O.D.

**WORLD WIDE distributors**  
2732 WEST FULLERTON AVENUE, CHICAGO 47, ILLINOIS  
Everglade 4-2300 • Cable: "GAMES"—Chicago

Say You Saw It in Billboard

**NEW BUMPER POOL®**  
by **X-alley®**

gives you quality and features that protect your profits...

- SLATE TOP • METAL BUMPERS
- PLASTIC LAMINATE ON RAILS
- BUILT-IN CUE HOLDER
- RIGID, SOLID-LEG CONSTRUCTION

WALNUT FINISH ONLY

For complete information, see your distributor or write **X-alley SALES COMPANY**  
(Sales Affiliate of Valley Manufacturing Co.)  
333 MORTON STREET, BAY CITY, MICHIGAN • TWInbrook 5-8567

**Mr. Coin Man**

You're in business to make money. Billboard is in business to help you.

Weekly dollars and sense information in every area of your fast-paced industry... profit ideas—current trends and forecasts—legislation affecting your operation—new machines—new products—new services—new money-making ideas.

Subscribe Today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214  
Please enter my subscription to BILLBOARD for

1 YEAR \$15  3 YEARS \$35  New  Renew  
 Payment enclosed  2 EXTRA issues for cash  Bill me later

Above subscription rates are for Continental U. S. and Canada only.  
Overseas rates on request. 800

Company \_\_\_\_\_  
Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_  
Type of Business \_\_\_\_\_ Title \_\_\_\_\_

Get tomorrow's news today.  
Get it fast.  
Get it often. Get Billboard.▶

**BULK VENDING**

# Southland Rides Span Stone Age to Jet Age

CHICAGO — Rides and games which represented the stone age as well as the 21st century were features of Southland Engineering's MOA convention display. The new Travel-

ing Dinosaur, a counterpart of the earlier Western Trails Traveling Pony was exhibited alongside the X-17 Space Ship recently introduced by the firm.

The green-hued Dinosaur, one of several body-styles adapted to the Pony chassis, offers child-appealing qualities which are currently being exploited by major toy manufacturers. The revolving platform featured in the pony ride is still available in this newer model and enables an adult to ride along with the child.

The added convenience to the operator of the interchangeable bodies for the ride is now a reality, and bodies can be switched merely by unbolting one and bolting on the other. A Traveling Frog chassis is soon to be ready.

**Racing Games**

Another popular display at the Southland exhibit was the two auto racing games, Time Trials and Speedway. Both games are either one or two-player for 10 cents per play. When one player is at the controls, he selects the car of his choice and races it to obtain the highest speed for 20 laps around a figure eight-type course.

A large speed scale indicator on the back glass registers the car's average speed. Should two players compete, they race against each other with the winner determined by the one who is first to finish 20 laps.

On hand at the company's exhibit spaces were Bill Lurie, sales manager; Bill Racoosin and Ross Scheer.

# Rowe-AMI Puts Stress On Vending

CHICAGO—Rowe-AC Services displayed the most complete array of vending machines at the MOA show, with battery units and individual Rowe-AMI candy and cigaret machines.

Of course, the Rowe-AMI music machine line and the new Automatic background music machine were in evidence, the former featuring the MOSS programming display panel.

# Simon Has New Helicopter Ride

CHICAGO — Simon Distributing of Los Angeles exhibited its coin-operated Helicopter include a 110-volt electro-MOA show. The brightly colored helicopter has been engineered to appeal to a wider age range by means of more versatile mobility.

It can climb upward within a safe height to give lift-off sensation, bank to the right or left and turn. The child operator controls all the motion by means of hand levers within the cockpit.

Specifications on the helicopter include a 110-volt electric motor, welded steel frame, heavy solid fiberglass body and a base that takes up a space three by five feet. Frank Mercuri, sales manager, said the ride has been field tested for more than two years. He added that some distributorships are still available.

# Logan Offers Vending Course for Music Ops

CHICAGO — The nation's juke box and amusement game operators got a short course in vending in Logan Distributing Company's large display room at last week's Music Operators of America convention here.

Logan showed the complete Du Grenier line of coffee, cigaret, pastry and candy venders, plus the Victor line of bulk vending machines with assorted stands and fill.

Spotlighted was Victor's new quarter capsule machine—a big

favorite in the bulk vending industry since its introduction some months ago. Also shown was a series of changemakers.

The Logan exhibit occupied a complete room in the large coin machine show. Dick Boylan, Logan general manager, described the convention as one of the most profitable he's been to.

Boylan noted that while the vending exhibit wasn't drawing the biggest crowds, Logan had written more orders in the first few hours of the convention than it expected to do for the entire three days. He said that—almost incredibly—about 50 per cent of the people entering the room were giving orders.

Joining Boylan in the exhibit room were Jack Nelson, Logan president, and George Witt, Marion Glass, and Wayne Smith, salesmen.

**NEW** **Going Strong!**

## LARGE SCARE-EMS



BEAUTIFULLY MOLDED! FINELY DETAILED! LIFE-LIKE! THE MOST REALISTIC YOU'VE EVER SEEN!

The Best in Scare-EMS from \$24 per M capsuled and up

Live displays available.

**PAUL A. PRICE CO., INC.**

5 Skillman Street \* Roslyn, N. Y. Phone: 516 MA 1-5500

**ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS**




**Northwestern SUPER SIXTY Capsule Vender\***

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.

5c, 10c and 25c.

\*With QUICK-TACH at slight extra cost.



**H. B. HUTCHINSON, JR.**

1784 N. Decatur Rd., N. E., Atlanta 7, Ga. Phone: DRake 7-4300

**OPERATORS REPORT FABULOUS EARNINGS FOR VENDORAMA® V2 25c & 50c Capsule Vender**

HOLDS 200 V2 CAPSULES

High Quality Merchandise Packed 100 to the Carton.

For 25c Vending... \$12.00 per 100

For 50c Vending... 20.00 per 100

F.O.B. Chicago

**LOGAN DISTRIBUTING CO.**

1850 W. Division St. Chicago 22, Ill.



New V2 Capsule shown actual size.

**OPERATORS REPORT FABULOUS EARNINGS FOR VENDORAMA® V2 25c & 50c Capsule Vender**

HOLDS 200 V2 CAPSULES

Write today for full information on the Vendorama V2 Capsule Vender and the new V2 capsule.

**VICTOR VENDING CORP.**

5711 W. Grand Ave. Chicago 39, Ill.



New V2 Capsule shown actual size.

# Cinebox Breaks With U. Pop Artist Product; New Material

• Continued from page 1

to the record company, at this time, is a moot question. With some 200 Cineboxes on location, according to Greenman, Cinebox right now is of negligible value as a promotional tool.

But if the medium ever takes off, the coin-operated cinema could play an important role in record promotion. With 10,000 or more Cineboxes on top locations—and they would have to be top locations to make it worthwhile for the operators—millions of potential record buyers be hearing and watching product on Cinebox.

There would also be some competition on the part of record companies in getting product on Cinebox. The machine plays 40 selections, with four new releases coming out each month. It is likely that the record companies would make concessions to get their product filmed.

**Production Costs**

Right now, Cinebox pays the artist a fee for his lip synchronizing and all other production costs. The record company allows its material to be used, but pays no part of the artist and production costs. Cinebox, of course, pays blanket fees to the performance rights societies.

The first Cinebox product made in the U. S. includes two numbers by Lonnie Satin, one by Tina Robbins, one by Pat Thomas, one by Tommy Leonetti, two by Eddie Martin, one instrumental and a limbo.

Cinebox exhibited at the Music Operators of America Convention here last week, with a press reception at the Playboy Club the day before the con-

vention opened. The machine has been getting a fair amount of space in local dailies.

Right now, distribution is confined to the East Coast, with Bilotta Enterprises, Syracuse; Dave Rosen, Philadelphia, and Runyon Sales, Springfield, N. J., all juke box distributors handling the product.

On the basis of recent market tests, the firm expects to sell some 2,000 units throughout the country this year.

**The SUPER SIXTY Capsule Vender\***

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.

5c, 10c and 25c.

\*With QUICK-TACH at slight extra cost.

**CLEVELAND COIN MACHINE EXCHANGE, INC.**

2029 Prospect Ave. Cleveland 15, Ohio

Phone: TOver 1-6715



Everyone will score with these **HITS!**



A. NEW CAPSULE SERIES! 6 ASSORTED SCARY, PLASTIC BUGS (10c VEND)—\$15/M

B. 2 SMALL PLAY DICE (10c VEND)—\$15/M

C. SERIES OF 8 "WEIRDIES" (10c VEND)—\$21/M

D. NEW! SENSATIONAL! SHRIMP EGGS THAT HATCH! (10c VEND)—\$36/M

**MAGIC!—10c VEND**

THEY'RE GOING LIKE WILD AND WE'LL KEEP IT GOING WITH THESE NEW ITEMS!

• BLOODY SOAP • BITTER CIGS • WHITE MICE • SKELETON • RUBBER CHEESE • BUTTER PATTY • HOT GUM • MAGIC WAND

\$36/M

**PLASTIC PROCESSES INC. 83 HANSE AVE., FREEPORT, NY**

**Coming Back Strong!**

16 New Assorted **HORRIBLES**

\$30.00 per M capsuled

At your nearest warehouse or direct from

**KARL GUGGENHEIM, INC.**

159-07 Archer Ave., P.O. Box 510, Jamaica 31, N.Y. 212 RE 9-5433

**BIG SAVINGS on BALL AND VENDING GUMS**

SAVE FINE FLAVORS WITH COATING

**Direct Low Factory Prices**

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size .30 1/2 lb.
Chicle Ball Gum, 130 ct. .38 1/2 lb.
Clor-o-Vend Ball Gum . . . . .43 1/2 lb.
Clor-o-Vend Chicks, 320 ct. .43 1/2 lb.
Chicle Chicks, 320 & 520 ct. .39 lb.
Bubble Chicks, 320 & 520 ct. .31 1/2 lb.
Tab (short stick), 100 ct. .40c box
5-stick Gum, 100 packs . . . \$2.00
F.O.B. Factory 150 lb. lots

**AMERICAN CHEWING PRODUCTS**

38 years of manufacturing experience

4th & Mt. Pleasant Newark, N. J. 07104



# C.&W.-Pop Gap Narrowing, Says Arnold

Continued from page 46

appropriate place. The operator can tell at a glance how many of each record he has out, and where.

The board is supplemented by the alphabetical listing of the location in which the record titles are also entered. Thus an operator has a running inventory of every record that has ever been placed in the location. Ptacek said the latter record is invaluable for rotating older material.

The bin broken down by in-

dividual location rounds out the system. In answer to a question from the floor, Ptacek said the system enabled him to keep his record costs at a minimum while not sacrificing play.

Discussing changes, Ptacek said he averaged four new records on machines changed every two weeks, six on machines changed monthly. Other operators speaking from the floor indicated more frequent changes. A consensus centered on roughly three new records on machines changed weekly, six every two weeks, and 10 to 12 new disks on machines changed once a month.

### Doesn't Guess

Ptacek said he thought it wise to wait till a record hit the top of the charts rather than try to guess on material he thought

was good. Exceptions, he said, were made for popular artists with proven play-appeal.

He suggested a good test of a new tune was about 15 to 25 records on a 100-machine route.

Sternfield noted programming in general had become more important to operators because of the decreasing revenues from games (due to such factors as stricter legislation) and the decreasing number of juke boxes.

### Less Jukes

He said Billboard research showed that 10 years ago, the U. S. had some 565,000 juke boxes, today the number was down to less than 465,000. He said urban renewal was largely responsible.

"Operators now have to make each juke box count," he said.

Sternfield said a big problem was getting adult music for machines. The large percentage of singles was aimed at teen-agers, he pointed out, while some 60 per cent of the juke box locations are taverns, and almost 80 per cent are locations that cater to the over-21 age-group.

### Ask for Drop

"If you use teen-age material in these spots, you're asking the people not to play your machines," Sternfield said.

To fill the breach, Seeburg pioneered its stereo single packets and more recently, its little LP. He noted both stress the "total album" concept — selections from a single album.

The newest entry is the Music Operators Stereo Service (MOSS) program, sponsored by Rock-Ola, Rowe AC Services, Wurlitzer and Record Sources International (RSI) a division of Billboard Publishing Company.

The program — now putting out its fifth release—offers 33-speed stereo singles from currently best selling albums. Each MOSS packet contains five single records from a different album. The packets are available through juke box distributors or record one-stops.

Hal Cook, Billboard publisher, added from the floor that MOSS was a marketing organization aimed at helping record companies sell what they produced. "We are not in the record business," he said.

He described MOSS as an interim but necessary operation. "Operators need the records—if the juke box manufacturers and RSI don't provide them through MOSS, who will?"

### One-Speed Industry

As to "why 33-speed?" Cook said it was because the record industry was gradually heading toward one speed, and he thought 33 would be it.

In answer to another question from the floor, Ben Rosner, RCA Victor executive, said he didn't think it feasible that the record industry would discontinue producing singles. The questioner said he had been informed of this by a juke box manufacturing executive.

Rosner said that about 15 per cent of the industry's business was done in singles and besides, singles were an excellent means of developing hit artists.

Cook also told another questioner that MOSS would put out single records—as opposed to a packet of five — if operators wanted them.

## Buy OAK for your PROFIT LINE!



MANUFACTURING COMPANY, INC.

11411 Knightsbridge Ave., Culver City, California

## Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING



Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vender. Getting the Northwesterner? It's a newsy magazine. Ask to get on our mailing list. It's free!

WIRE, WRITE OR PHONE.



CORPORATION

2932 E. Armstrong St., Morris, Ill. Phone: WHitney 2-1300

## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	..... \$14.50
N.W. Deluxe, 1c or 5c Comb.	..... 12.00
N.W. 10-Col. 1c Tab Gum Mach.	..... 18.00
N.W. Model #33, 1c Porc. Converted for 100 ct. B.G.	..... 6.50
ABT Guns	..... 30.00
Mills 1c Tab Gum	..... 12.00
Acorn 8 lb. Globe	..... 10.50

### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	..... \$ .74
Pistachio Nuts, Jumbo Queen, White	..... .67
Pistachio Nuts, Large Tulip	..... .72
Pistachio Nuts, Vendor's Mix	..... .65
Pistachio Nuts, Sheik, Red	..... .55
Cashew, Whole	..... .44
Cashew, Butts	..... .41
Peanuts, Jumbo	..... .45
Spanish	..... .32
Mixed Nuts	..... .57
Baby Chicks	..... .35
Rainbow Peanuts	..... .32
Bridge Mix	..... .36
Boston Baked Beans	..... .32
Jelly Beans	..... .32
Licorice Gums	..... .32
M & M, 500 ct.	..... .47
Hershey-ets	..... .47

Rain-Bio Gum, 72 ct.	..... \$ .32
Malt-ette, 100 ct., per 100	..... .35
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	..... .32
Rain-Bio Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Bio Ball Gum	..... .34
Adams Gum, all flavors, 100 ct.	..... .45
Wrigley's Gum, all flavors, 100 ct.	..... .45
Beech-Nut, 100 ct.	..... .45
Hershey's Chocolate, 200 ct.	..... 1.30
Minimum order, 25 Boxes, assorted.	..... .32

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

## IMMEDIATE DELIVERY THERE ARE BIG PROFITS IN GUM

GET YOUR SHARE WITH **Northwestern**



### PACKAGE GUM VENDOR

This amazing vendor is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs. "Visidome" display top attracts sales.

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.  
LOngacre 4-6467

What the Vending Trade needs today is a good **5c ROCKET MIX** and we've got it!!! Consisting of 18 assorted ring styles with center plugs inserted and 18 assorted beautiful charms that vend one at a time in your Rocket Charm Machine.  
Priced at **\$14.50 per M**  
f.o.b. Jamaica factory or the nearest EPPY warehouse

91-18 144th Place, Jamaica 35, N. Y.

**SCRIPTO PEN VENDORAMA**  
Write for Beautiful Illustrated Circular and Prices.

**BITTERMAN & SON**  
4711 East 27th, Kansas City 27, Missouri  
Phone: WAbash 3-3900

### Great Time Saver COIN WEIGHING SCALE

1c or 1c & 5c Combination  
Weighs \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial protects pointer when in use.  
**\$22.00**  
Complete With Sturdy Carrying Case  
**ORDER TODAY**  
1/3 Dep., Bal. C.O.D., F.O.B. N. Y. Distributors, Write for Prices.  
MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.  
**J. SCHOENBACH**  
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, 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

### New ACORN 200 Capsule Vendor

5c, 10c or 25c Vend—11-Lb. Globe  
This new Capsule vendor has the industry talking. Will pay for itself on one loading. Will accurately vend capsules filled with lighters and other select jewelry items.  
We have largest variety of 5c, 10c and 25c capsule items in stock. New items are always coming in. Send for list #609 of these fast-moving items.  
Write for complete catalog of new and reconditioned machines.

**RAKE COIN MACHINE EXCHANGE**  
609-A Spring Garden Street Philadelphia 23, Pa. Walnut 5-2676

## REVOLUTIONARY NEW DISPLAY FRONTS FOR PENNY MACHINES

Complete bag of features, plated bulk charms and display front.  
Ask your Distributor or write for information

**The PENNY KING Company**  
2534 Mission St., Pittsburgh 3, Pa.  
World's Largest Selection of Miniature Charms

## Chunky Bows Holiday Items

CHICAGO — The Chunky Corporation is offering all 14 items in its line in a special Halloween program that includes special holiday point-of-sale promotion material. Each of the items are specially wrapped. The Halloween identification may be removed after the holiday and the merchandise placed in regular stock. Chunky is also advertising its products on network television as well as on spot television in major marketing areas.

### Exclusive Vending Headquarters for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

## ← VENDORAMA

The New VICTOR VENDORAMA vends large and small capsules . . . large and small ball gum at 1c, 5c, 10c and 25c play. Large Stock of Vendors—Parts and Merchandise. Write for Prices.

Member National Vending Machine Distributors, Inc.  
**GRAFF VENDING SUPPLY CO., INC.**  
2817 W. DAVIS ST. DALLAS, TEXAS

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. Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hershey's 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

**WURLITZER**  
**2700**  
Greatest Money-Maker of Them All

Say You Saw It in Billboard

## Bally Bows Pin Games, Shuffle Alley at MOA

CHICAGO—The Bally Manufacturing Company last week exhibited two new pin games and a shuffle alley at the MOA convention here. The latter, Variety Shuffle, features a versatile coin chute which accepts any combination of coins from a nickel up to a half dollar. It permits any number of players up to six, and offers seven plays for 50 cents.

Of the two new pin games,

the 3-In-Line offers five or three-ball play for one to four players. Aim of the game is to light up three spots in a line with a single ball. There are nine spots in rows of three, and should a ball light all nine, a special score is made. Spots are lit when a special target is hit. Single play is 10 cents.

Bally's Hootenanny is a one-player, five-ball game with two carry-over features. The first offers a free ball when two gates are activated by means of targets. When the gates are opened, the ball returns to the starting chute and can be used again, while lighting up a letter in the word Hootenanny. If a player lights up each letter of the word, he obtains a free play.

Also exhibited were their Fun Phone and Bucky Horse, both previously released.

## Foosball Match Makes Debut At MOA Show

CHICAGO—A 25-year-old game with a new look was among the new exhibits at this year's MOA convention here last week.

The game, introduced into the U. S. by L. T. Patterson Distributors, import-export merchants of Cincinnati, is known as Foosball Match and was developed over a quarter-century ago in Switzerland. Basically, the game is a miniature version of soccer, the popular football game of most European countries. It can be played by two or four players for 20 cents per game. Average time per game is from five to nine minutes. The game itself consists of eight rows of players suspended on a series of horizontal bars. The bars may be moved from left to right across the field as well as rotated by hand.

The number of balls per game is determined by the operator, with a maximum of 10 to 12 suggested by the distributor. Some locations, fostering tournament play, offer seven balls per game.

According to Barry Mour, Patterson's sales manager, the Foosball Match is the only machine consistently popular year after year on the Continent. He claims that American G.I.'s exposed to the game in Europe are among its most avid players. NATO headquarters alone has purchased some 2,000 machines.

The games are manufactured in Nuremberg, Germany, and exported to the U. S.

OPERATE  
**UNITED**  
Shuffle Alleys  
and  
**Bowling Alleys**  
WELCOME EVERYWHERE  
★  
UNITED MANUFACTURING CO.  
3401 N. California Ave.  
Chicago 18, Ill.

Exclusive Chicago Area Distributor for  
**WURLITZER**  
PHONOGRAPH and PARTS

**IMPORTERS**  
SEND FOR  
**FREE**  
LATEST CATALOG  
64 Pages—Fully Illustrated.

**FIRST** COIN MACHINE EXCHANGE, INC.  
Joe Kline  
Cable: "FIRSTCOIN"—Chicago  
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

**SPECIALS**

- 25 BOWL-A-RAMAS 20' size, 8' Sections available. WRITE FOR PRICES. 25 AMI L-200, SPECIAL PRICE
- 15—Seeburg 3-W-1 Wallboxes with Wico square chrome covers. \$45 EACH
- 20—Late series HOLLY CRANES WRITE FOR PRICES (EXPORT ONLY)

**VENDING MACHINES**

- Rowe reffrig. 5s Sandw. \$275
- Tasty 20 candy (Rowe) 375
- Seventy-seven Candy 195
- Fruit-O-Matic 4s 475
- Du. Grm. CandyMart 8s 150
- Hebel 3s Ice Cream 185
- Hebel 5s Ice Cream 225
- Vendo 210 Ice Cream 375
- Vendo 210 Milk 375
- Hollywood Popcorn 110
- Keeney Cup Popcorn 225
- Automatic Popcorn 135
- National 11 Cig. 165
- Continental 20 Cig. 185
- Continental 30 Cig. 225
- DuGreenier 11 Cig. 125
- Eastern 22 Cig. 125
- Seeburg 22 Cig. 175
- Rowe Amba. 14 Cig. 185
- Smokeshop V-18 Cig. 185
- Bottle Vendors 4s 185
- Rowe Showcase 5s Pastry 235
- Stoner 80 Pastry 145
- Cole 3s 295
- Apco Coffee Shop 295

**KIDDIE RIDES**

- Auto Test \$425
- Bally Little Champ 295
- Bally Fire Engine 395
- Bally Western Express 425
- Bally Speed Boat 395
- Big Bronco 295
- Chuck Wagon 425
- Cow Pony 425
- Champion Horse 395
- Elsie The Cow 225
- Highway Patrol 595
- Helicopter 595
- Kamel Ride 495
- Lightning Horse 295
- King's Choo-Choo 250
- Moon Rocket 595
- Motorcycle 325
- Indian Scout 595
- Pony Express 175
- Round World Trainer 395
- Space Ship 275
- Sandy Horse 350
- See-Saw Clown 225
- Twin Merry-Go-Round 295
- Toonerville Trolley 375

**CLEVELAND COIN International**  
M. S. GISSER Sales Manager  
2029 PROSPECT AVE., CLEVELAND 15, OHIO  
All Phones, Tower 1 6715

## Williams Bows Two New Pin Games at MOA

CHICAGO—The Big Daddy and the El Toro, two new pin games from the Williams Manufacturing Company, made their debut to the trade at the 1963 MOA Convention and show here last week.

One of the features of both games is a simple fingertip controlled playfield latch which enables the operator to service the game simply by turning two latches located on either side of the field. He then lifts the entire playfield for access to the mechanisms.

The two-player Toro is a replay game with an extra ball feature, plus two drop targets that score reel value when lit. Three top roll-overs raise the drop targets permitting player to score 50 points each. Other features of the new model include a number match feature, additional targets scoring 10 points each plus light bumpers that score 10 points and offer a target for an extra ball.

The Big Daddy is a single-player game featuring drop targets that scores a special when roll over lanes are made. Additional points can be made when the lanes are lit or when the eject pockets raise a drop target. A roll-over button raises the target and scores 50 points. Action features incorporated into the game permit up to five replays.

## Keeney Shows Poker Face

CHICAGO — J. H. Keeney and Company showed a Poker Face to the operators and distributors in attendance at the MOA Convention here.

The Poker Face, based on the card game, permits a player to win a free game if he can score a royal flush, a full house or high score.

The game is a one-player, three-to-five-ball model which features an automatic and instantaneous ball lift giving the player a ball to play at all times.

The high score is adjustable for the special, upward from 1,100 points. Representatives of the company on hand at the conclave included Art Weinand and Clayton Nemeroff.

**ZIG-ZAG**  
Counter Game  
5-ball play. 16-5c-10c play. Size 12"x17"x9". In line scoring, high scoring. All natural wood cabinet.  
**\$49.50**

**SHUFFLEBOARD SCOREBOARDS**  
Coin operated. 15, 21 and/or 50 points (Horseshoe). Overhead double-faced model on chrome stands, complete with coin box.  
**\$169.50**

**SPECIALS!**  
**POOL SUPPLIES**  
5-Oz. Bumper Pool Balls (10) \$ 9.00  
2 1/2" Balls, 1-15 w/Cue Ball... 12.50  
2 1/4" Balls, 1-15 w/Cue Ball... 14.00  
4 1/2" Cues ..... \$ 1.50 ea.  
52" Cues ..... \$1.95 ea.; 25 1.50 ea.  
57" Cues ..... \$2.95 ea.; 32.00 dz.  
Plastic Triangles, 2 1/4" ..... 1.00  
We carry complete line of Pool Supplies—Write for list.

**PHONOGRAPH PLASTICS**  
We carry replacement plastics for Wurlitzer, Seeburg & A.M.I. Write for literature.

1/2 Deposit, Balance C.O.D. or S.D.

**MARVEL Manufacturing Co.**  
2845 W. Fullerton Ave.  
Chicago 47, Ill.  
Phone: Dickens 2-2424

**A WINNER!**

chicago coin's  
new 6-player  
puck bowler  
**STRIKE BALL**

new stainless steel backglass trim!  
new "inner" cash box!  
new trip-relay bank!

AVAILABLE NOW AT YOUR CHICAGO COIN DISTRIBUTOR!

Chicago Dynamic Industries, Inc. 1735 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

Greatest sales stimulator ever to hit the industry developed, tested and proven  
**By David Rosen**

**STAR-PACK CIGARETTE MERCHANDISER**  
Increases Sales Up to 100%

- Get free pack of cigarettes when Lucky Pack Lights up!
- Simple to install—fits any cigarette vendor!
- Ask for Philadelphia 1-Year Star-Pack Test Figures!
- Now in full production at Midway Mfg. Corp., Chicago!
- Patterned after popular supermarket-cash register idea, when star lifts up, food order is free!
- Distributor territories open!
- Must contact David Rosen, Inc., today!

Star-Pack Cigarette Merchandiser is on display at  
**MIDWAY MANUFACTURING CORP.**  
10136 Pacific Avenue  
FRANKLIN PARK, ILLINOIS  
Approx. 30 minute cab ride from Chicago's Loop. Call Gladstone 1-1350  
Dave Rosen will be at the NAMA Show. Contact Rosen for private viewing of this revolutionary sales stimulator destined to take the industry by storm!

**DAVID ROSEN**  
Exclusive A M I Dist. Ea. Pa.  
855 N. BROAD STREET, PHILA. 23, PA.  
PHONE: CENTER 2-2903

## German Gun Game Has U. S. Debut at MOA Show

CHICAGO—A novel German-developed gun game that shoots live pellets at three revolving targets was introduced at last week's Music Operators of America convention by Duncan Sales Company, Cleveland firm, headed by Joe Nemesh.

The game, aptly dubbed "Arizona," was developed in Hamburg by Ernst Bergmann and is already a big hit in Europe, England and Japan. Duncan is the national sales agent in the U. S.

Players get five pellets for a dime. The gun is hand loaded and fired by spring-action cocking. Targets are electrically revolved. Pellets are returned to the player after each shot.

An interesting feature is that the pellets are "embossed" or "marked" when they hit the target. The player can tell where he hit by examining the marking on the shot pellet. A small magnifying glass is affixed to the front of the game to aid in the identification.

The entire action of the gun—especially the pellet return and identification feature—is a very close simulation of a live shooting gallery. Even the gun has an authentic telescopic sight to help the shooter. Price of the game is \$349. The gun is housed in a rectangular shooting gallery and stand-mounted.

## Hall of Fame Series Geared For Operators

CHICAGO—Columbia Records displayed 15 new singles—taken from its Hall of Fame series—at the MOA show. While the singles are old releases, they are now issued with top sellers on each side so the operator can get the maximum programming benefit from the old favorite sections of his phonographs.

Morty Hoffman, Columbia's regional sales manager, was on

## Chi Coin Showmanship Makes Big Hit at MOA

CHICAGO—It could have been an amusement park, or at least a small kiddieland. There were enough gun games, shuffle alleys and bowlers around. There were also enough kids playing them—adults too.

It was the big Chicago Coin exhibit room at last week's Music Operators of America convention here. Mort Secore had it looking for all the world like a miniature Disneyland.

The room was dimmed and the lights of the games showed up dramatically. As you came into the room, you were met by a bank of four Sun Valley two-player pinball games.

Incidentally, Chicago Coin showed a new Sun Valley two-player add-a-ball pin game for the first time—in fact the first time a two-player pin game of any kind has been shown. Previously Sun Valley was available only in the familiar "free game" models.

At the rear of the room, in "stage-center," stood a bank of three Spare Lite Bowlers sur-

rounded by a pair of Strike Ball shuffle alleys. Off to one side, completing the ensemble, stood two Riot Gun galleries.

Joining Secore in the room were Chicago Coin executives Jerry Koci, Sam Gensburg, Sam Wolberg, John Gore and Paul Hoffman.

BUY  
**Bally**  
FOR  
**TOP EARNINGS**  
IN  
EVERY TYPE OF LOCATION  
EVERYWHERE

ACTIVE'S THE CHOICE FOR  
**THE LOWEST PRICES and BEST EQUIPMENT ALWAYS**

Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware. Reconditioned Equipment for Export.

**ACTIVE** AMUSEMENT MACHINES CO.  
666 N. Broad St., Phila. 30, Pa.  
POplar 9-4495  
Write or wire for prices

You can ALWAYS depend on **JOE ASH** ALL WAYS

FOR THE BEST IN NEW AND RECONDITIONED  
**VENDING, MUSIC, GAMES—**  
**SEE ATLAS!**

Terms: 1/3 Dep., Bal. C.O.D. or Sight Draft.  
Cable: "ATMUSIC"—Chicago

**ATLAS MUSIC COMPANY**  
Serving the Industry for Over 30 Years  
2122 N. WESTERN AVE., CHICAGO 47, ILL. ARmitage 6-5005

**BARGAINS FOR THE WEEK**  
GAMES GAMES  
**A BIG SELECTION**  
Received a Lot of Drink and Coffee Vending Machines in Trade.  
**WHAT DO YOU NEED!**  
Bally Speed Bowler Shuffle...\$200  
United Embassy... 650  
Chgo. Coin Citation... 675  
United Caravelle... 675  
United Avalon... 625  
All above equipment is reconditioned.  
Mills Panoram...\$350  
Rowe 2700 Cigarette Venders, repainted hammerloid finish and reconditioned... 200  
We have many large ball Bowlers for sale, as is. What price do you offer?  
Write or Call Us Collect.  
MAin 1-3511  
Write for Our Price List on Full Line of Coin-Operated Machines.  
**Central**  
DISTRIBUTORS, Inc.  
2315 Olive St., St. Louis 3, Mo.  
Phone: MAin 1-3511; Cable: Condist



**SWING**  
GOTTLIEB'S 2 PLAYER  
**ALONG**

Novel  
Swinging Targets  
Give A Brand New  
HI-FI Sound  
To Scoring



- 4 side targets light corresponding colored pop bumpers for high score
- Side and bottom rollovers light for high score
- Playboard Auto-Clamp
- Maximum security door lock
- Stainless cabinet trim
- Double-size cash box
- Front moulding clamp
- Match feature

Ask your distributor for a feature demonstration!

New "Hard-Cote"  
Finish Extends Playboard  
Life to an All-Time  
High!



**D. Gottlieb & Co.**  
1140-50 N. Kostner Avenue • Chicago 51, Illinois  
It's Always Profitable to Operate Gottlieb Games!

FRANCIS C LAUDA  
 118 MIDDLENECK RD  
 PORT WASHINGTON L I N Y  
 1133 B21020 32KR 67801206

# Billboard

## PHOTO GALLERY OF Newsmakers



**ARTIST AND WELL-WISHER:** Following her sensational debut at the Cocoanut Grove in Hollywood, Tony Bennett congratulates an excited Barbra Streisand at reception.



**TOPS IN ITALY:** Catherine Spaak, at 18, is currently riding the top of the Italian charts with "Those of My Age," on Ricordi. She'll also be seen in film, "The Empty Canvas," with Bette Davis and Horst Bucholtz.



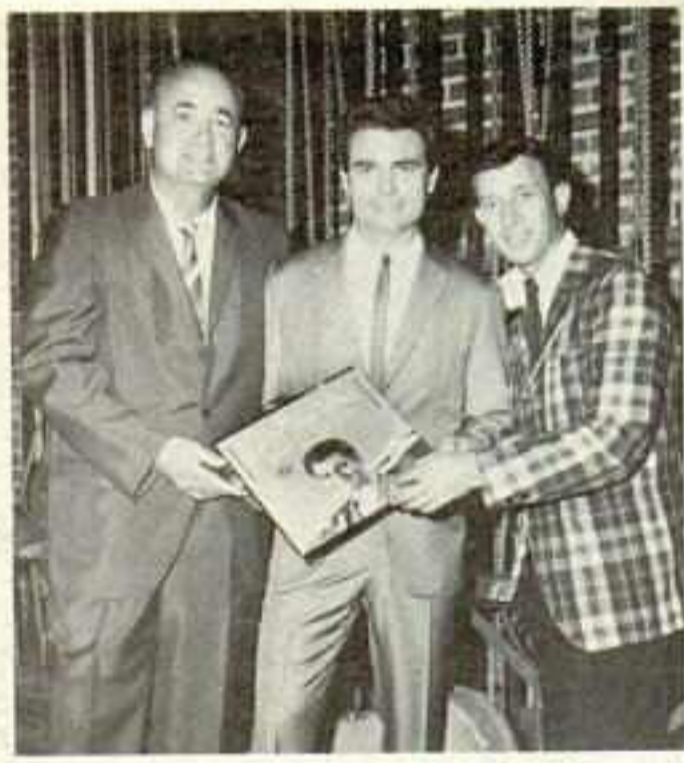
**TOPS IN ARGENTINA:** Violeta Rivas is a favorite with fans of the Clan Club and is enjoying her biggest single hit to date in her current release, "Confesmonos."



**CUE FOR SAKAMOTO:** At the Beverly Hilton, Nisei Queen Helen Funai and her court give royal welcome to Capital recording star Kyu Sakamoto. Shown here (left to right) are Kay Takhashi, Maureen Okada, Terri Kakuda, Kyu, Queen Helen, Jayne Tanimura and Betty Taira.



**CORAL NEWCOMER:** Del Richardson signs exclusive contract with Coral Records' Dick Jacobs (right), while his manager Joe Gottfried looks on. First release, "All of Me," is out this week.



**"GRAND OLE OPY" ATTRACTION,** Mercury's LeRoy Van Dyke (center) was hosted by Miami's c.&w. deejay "Cracker Jim" Booker (left) during recent show there. Eddie Lambert (right) of Florida Music Sales, Miami, was on hand.



**PYE EXEC HONORED:** Louis Benjamin (right), Pye's managing director, was presented with a silver desk set by Tom Grantham from the sales force at closing of annual sales conference in London. Proudly standing by, Benjamin's wife Vicky.



**DECCA NEWCOMER:** Milt Gabler, Decca a.&r. producer, signs Steve Clayton to a long-term contract for the label. Clayton's first single under the Decca banner, already released, couples "He Will Call," and "Her Make-up Kit."



**HOOT OVER WINS:** Last-minute plans for weekly Hootenanny Show, aired live from Palisades Amusement Park over WINS, draws (left to right) Oscar Brand, announcer Jim Gordon, Mike Settle and Murray Burnett, producer of show, into a huddle.



**BACKSTAGE AT THE APOLLO:** During recent appearance at the Apollo Theater, New York, Little Stevie Wonder plays host to legit talents of Joanne Woodward, Paul Newman and Ruby Dee. Stevie proudly displays his Billboard No. 1 Award.