

# Bennett & 3 Conclude Deal Buying Liberty

By LEE ZHITO

NEW YORK — Liberty Records' President Al Bennett and three of its officers last week bought back the label from Avnet Electronics Corporation, the firm that had purchased it only 16 months before. In announcing the reacquisition, Bennett confirmed, Billboard's exclusive report a week ago.

The label's other officers who joined Bennett in the transaction included Vice-President and Treasurer Hal Linick, General Manager Ray Sandler and Sy Zucker, secretary. All the par-



AL BENNETT

ticipants in the reacquisition were Liberty officers when Avnet bought the label on May 25, 1962.

Bennett, who stopped here to wrap up the deal while en route to Europe, told Billboard there will be no change in Liberty's management team. The company, its artists, personnel and policies will remain unaffected by the ownership change, he said.

## Liberty on Move

Bennett said that Liberty today was stronger than ever before in its history. He pointed to its recent acquisition of Imperial Records and the latter's publishing firms as a major step in the label's growth. Liberty's purchase of Imperial provided Bennett with 2,200 masters (among them Rick Nelson, Fats Domino, Slim Whitman and Sandy Nelson) and more than 6,000 copyrights.

Bennett also said that his company's recently completed first fiscal quarter (July, August, September) showed sales at an all-time high, surpassing the same period's gross business of a year ago by 40 per cent. Liberty opened five branches since July 1962, giving it company-owned distribution outlets in Illinois, New York, Florida, Ohio and Missouri.

## Bennett Abroad

Bennett is now in England conferring with EMI, which handles the label's world-wide distribution under Liberty's own banner. He will also open negotiations for overseas distribution of the Imperial line, whose deal with British Decca expires next spring.

Liberty was founded in 1955 by Sy Waronker, who retired as

(Continued on page 6)

# Columbia Says Plan Swinging, But Goody Looks for Loophole

Stories on Page 3

OCTOBER 19, 1963 • SIXTY-NINTH YEAR • 50 CENTS

# Billboard

The International Music-Record Newsweekly

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

## Levine-Klayman Spreading Out

NEW YORK — New Deal Records, the Al Levine-Lou Klayman operation which has been servicing Korvette with singles—similar to a giant one-stop—is expanding rapidly into the package field.

MGM and Verve album product is now being sold by MGM distribs to New Deal, which in turn services the Korvette outlets in different parts of the country. New Deal is also acting as a subdistributor for such lines as Stereo Fidelity, Somerset, Time, Elektra, Pickwick — and other manufacturers are known to be considering working

through New Deal in order to get good exposure at large-volume retail outlets.

New Deal's expansion is also indicated by the fact that it now services the Steinberg chain of seven discount houses. New Deal is also selling singles to Sears in the Detroit area.

The MGM and Verve package lines are, to date, the most important additions to the New Deal product; and it is understood that the MGM-Verve product is being bought by New Deal operation is varied. One key indie manufacturer who had not yet made up his mind as to

whether to work through New Deal, stated he was of the opinion at this point that there were strong advantages that there were servicing arrangements, and that his regular distributors would make a fair profit in the event the label decided to go with the New Deal.

On the other hand, a key New York distributor—who does not handle the MGM-Verve lines—took a dim view of the matter. He stated that, in his opinion, a manufacturer's regular distribs would not get their normal mark-up, and that he would drop a manufacturer who would,

## Juke Box Ops Yell 'Help'

By NICK BIRO

CHICAGO—Juke box operators have their back up against the wall and are making a dramatic last-ditch appeal to record companies for help. Operators feel passage of a bill to remove their traditional exemption from performance payments is imminent. They hope that some form of help from the diskeries can help them defeat this legislation.

What amounts to a new turn in strategy was discussed during a top-level meeting of Music Operators of America officers and directors at a recent State coin machine convention in Charleston, W. Va.

### Top Brass

Participating were such MOA

powerhouses as Lou Casola, president; Bob Blundred, managing director, and Bill Cannon (also president of the New Jersey Music Operators Associa-

tion), Jim Hutzler and John Wallace, all MOA directors.

Though much of the meeting was exploratory and off the record, a portion of the proceedings was later revealed to Billboard.

In effect, operators are willing to go to any lengths not to have the exemption removed.

In the words of one member at the meeting, "we would like to have a meeting with record (Continued on page 74)

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## N. Y. Musicians Vote Monday On Settlement

NEW YORK—at press time Friday (11) a solution was arrived at between Local 802 and the League of New York Theaters. The agreement, however, is still subject to membership approval. Vote is being taken today Monday (14).

Union membership had previously turned down another offer from the Broadway producers group, and the same could happen to this most recent proposed pact.

Should it be ratified, the new contract between the League of New York Theaters and the musicians will keep lights on Broadway burning bright, averting the strike destined to start today. Bargaining was highlighted by the intervention of the city's mayor, Robert F. Wagner, who stepped in Wednesday (9) and ordered members of the union, under the leadership of President Alfred J. Manutti, and the theater people to continue talking until some solution had been reached. The talk marathon went on for some 28 hours before the current agreement was reached. Details, however, are not available, pending membership ratification. Theater musicians are asking \$20 a week, spread over three years.

as he phrased it, "bypass" him and work through New Deal. He was willing, he said, to accept the New Deal type of operation in the singles business, but not in the album business.

"This type of function," he said, "entails no promotional effort in behalf of the product and it minimizes the role of the regular distributor."

### Good for Chain

Another tradester noted that a giant chain of outlets such as (Continued on page 6)

## Edith Piaf Dies

PARIS—Edith Piaf died here Friday (11) after a long illness. The world famous chanteuse was 47.

### EDITORIAL

## Where's the Answer?

A few years ago, an unsuccessful candidate for a Presidential nomination was asked by newsmen to state his position on the draft. If memory serves us right, he said, "I'm opposed to compulsory conscription, but I'm in favor of a law with more teeth in it than voluntary enlistment." What the candidate meant by that remark is anybody's guess. At any rate, he wasn't nominated.

A few days ago, a leading coin machine industry figure was asked to state his position with regard to the Celler Bill (see separate story). He said, "We would like to have a meeting with record companies to seek a solution that doesn't require operators to lose their exemptions and at the same time isn't a burden to the record firms."

If such a solution exists, we'd like to hear of it.

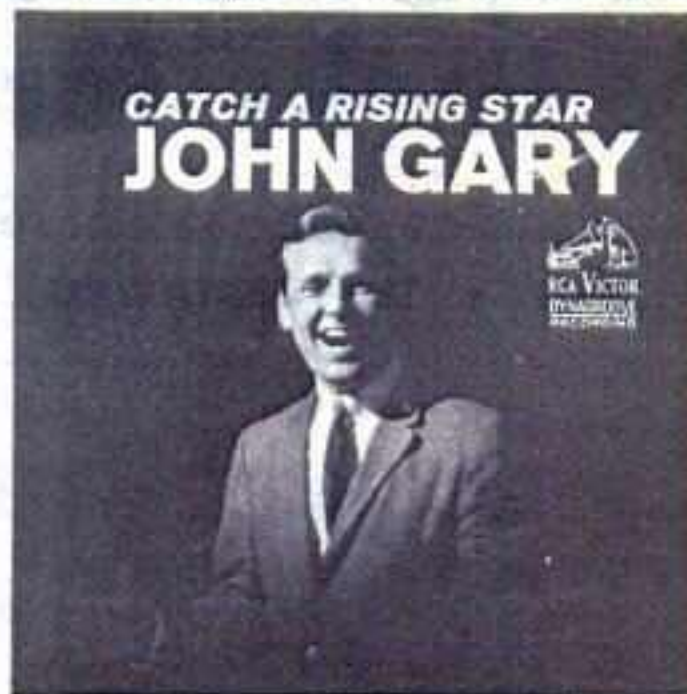
The reality with regards to the performance royalty exemption is now painfully clear to the nation's juke box operators: It will take a miracle to prevent passage of the Celler Bill. Record companies won't hear of increasing mechanical royalties as an alternative.

We don't blame the operators for grasping at straws. But we don't see any point in climbing aboard a lead canoe.



RCA VICTOR DYNAGROOVE GOES WORLD-WIDE

PAGES 37-60

LPM/LSP-2745



*catch a rising star*

**John Gary's off and streaking to the top! See a star. Catch his magnetic appeal on the "Tonight" network TV show. Hear a star. Catch a voice of magnetic charm on his first album. Catch a rising star and put **RCA VICTOR** profit in your pocket...today! For John Gary, the sky's the limit!  The most trusted name in sound **



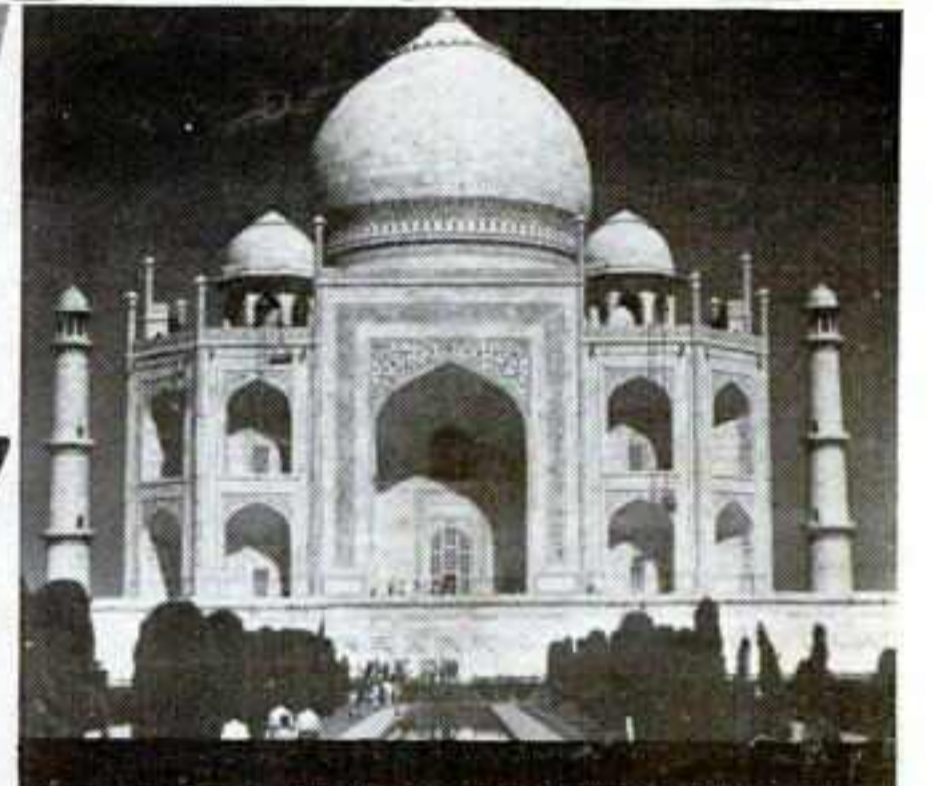
***JOHN GARY: The most exciting new voice of the sixties! Absolutely!***



# THIS BABY PUTS ON

# A GREAT SHOW

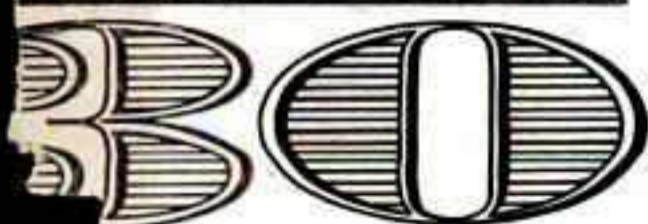
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LP CONSOLE AND STEREO CONSOLETTES

## SEEBURG TOP-EARNING



### TOP LP STEREO ALBUMS

These Seeburg Little LP 33 1/2 Albums are currently earning top grosses in Seeburg locations coast to coast.

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<b>BARBRA STREISAND</b> The Barbra Streisand Album	COLUMBIA
<b>LOUIS PRIMA</b> Prima Show in the Casbar	PRIMA
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<b>LEONARD BERNSTEIN/DAVE BRUBECK</b> Bernstein Plays Brubeck Plays	Bernstein COLUMBIA
<b>GRADY MARTIN</b> Swinging Down the River	DECCA
<b>JAZZ CRUSADERS</b> At the Lighthouse	PACIFIC JAZZ
<b>CLYDE McPHATTER</b> Lover Please!	MERCURY
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<b>BUCK OWENS</b> You're for Me	CAPITOL
<b>JIM REEVES</b> A Touch of Velvet	RCA VICTOR
<b>RED FOLEY</b> The Red Foley Show	DECCA

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# PHOTO GALLERY OF Newsmakers



**EVERYBODY GETS INTO ACT:** Celebrations marking Jimmy Durante's 50th anniversary in show business were held near and far. Above, he is cuddled by hostesses at the Gaslight in New York. Later that week he was honored in Philadelphia, which included presentation of key of the city by Mayor Tate. David Rosen, distributor, was host at the Philly event.



**ASCAP HONORS GERSHWIN:** On September 26 a plaque was unveiled at the two-story building in Brooklyn where George Gershwin was born 65 years ago. Arthur Gershwin and Mrs. Leopold Godowsky (nee Frances Gershwin) pose at site of landmark, which was sponsored by ASCAP.



**GOLD-LINED PARADISE:** Cause for celebration recently at United Artists Records was presentation of gold record for million-dollar sales on album "Pianos in Paradise." Collected here are (left to right) Joe Berger, national sales manager; Art Talmadge, president; Lloyd Leipzig, director of creative services; Lou Teicher, and Jay Jacobs, national promotion director. Seated is Art Ferrante.



**ON THE AIR IN HAMBURG:** The Everly Brothers were interviewed for AFN Berlin radio by Marc White recently during recording session in the Teldec Studios in Hamburg. They also played on television and guested at the Star Club.



**FOUR!** Buddy Greco, currently appearing at the Royal Box of the Americana Hotel, New York, demonstrates his golfing prowess for a group of deejays. Shown atop the 50-story structure are (left to right) Fred Robbins (WNEW), Stan Z. Burns (WINS), Jim Lowe (WNBC), model Eve Nolan, Dick Shepard (WHN), Wally King (WNEW) and Buddy.



**CAPITOL'S NEW VICE-PRESIDENTS:** Assuming new posts for Records are (left to right) Bob Carp, Francis Scott Gilmore will head the label's complete Nashville and New York.



**PHILIPS TO DISTRIBUTE MERCURY:** As of the new year, Philips will distribute Mercury Records in Britain, and at reception in London on the occasion of that announcement are Mercury's music director Quincy Jones (left), Sarah Vaughan, and Philips managing director Leslie Gould.



**RCA INTERNATIONAL REPS:** Attention of "Meetings in Taormina," president of RCA Victor Inc. Ornat, general manager Soria join in conversation production of Dynagro summer songs plus catalog.

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**RCA INTERNATIONAL REPS:** At the opening reception of "Meetings in Taormina," Eugene Denny, vice-president of RCA Victor International; Giuseppe Ornato, general manager RCA Italiana, and Dario Soria join in conversation. Meeting included introduction of Dynagroove awarding of prizes for summer songs plus a general exposition of new catalog.



**4TH ANNUAL ADMIRAL CRUISE:** Station WIL of St. Louis recently sponsored its annual cruise. Invited guests included Al Chotin, Record Merchandisers, Inc.; John F. Box Jr., managing director of the Balaban stations; Ron Lundy and Dave Diamond, WIL personalities.



**FANS AND FRIENDS:** Richard Tucker autographs at Klein's Department Store to his Columbia disk, "The Fabulous Voice of Tucker," when soprano Selma Kaye (who I with Tucker) visited the Met star with her 2 daughter, Stephanie Leschinger.



# THIS BABY PUTS ON

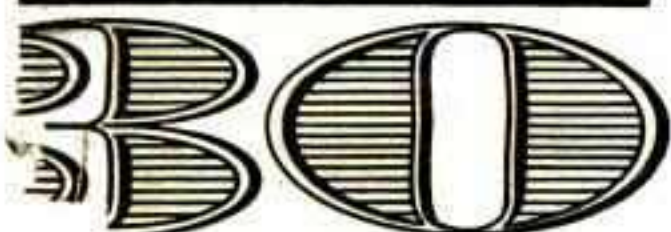
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<b>JIM REEVES</b> A Touch of Velvet	RCA VICTOR
<b>RED FOLEY</b> The Red Foley Show	DECCA

## Billboard BACKSTAGE

**T**ONY BENNETT opened at the Copa in New York last Thursday (10) to a wildly enthusiastic SRO audience. (Our review of the show will appear in next week's issue.)

Tony's performance was superb. And what a kick it was to see Mr. and Mrs. Mitch Miller cheering Tony's presentation. Going back a dozen years or so we can recall that it was Mitch who a.&r.'d Tony's "Cold, Cold Heart," "Because of You," "Rags to Riches" and many more Bennett hits. Mitch now has his television career, of course, and is busy with his weekly show.

Who, then, guides Tony's recording career today at Columbia? It happens to be a very sensitive, perceptive music businessman named Ernie Altschuler. Since Ernie and I were within cigar-smoke distance of one another, the opportunity was there to inquire about the excellent presentation. This included Tony's singing and stage manner, and a fantastic group of swinging musicians. Ralph Sharon wrote the arrangements, accompanied at the piano, and conducted the orchestra.

In addition to Ralph, Tony has other key men traveling with him, including bassist Hal Gaylord, drummer Billy Exiner and jazz tappist Jack Ackerman. During his New York engagement the best musicians are available to Tony, allowing us to enjoy the sensitive musicianship of Milt Jackson (vibraphone), Nick Travis (trumpet), and a well-balanced, full-band ensemble.

Tony Bennett's opening and closing number, "The Moment of Truth Is Here," wraps up a nifty musical package and accurately portrays a polished performer. His acceptance by audiences everywhere reflects an appreciation for a hard-working artist who is in love with his profession.

*Hal B. Cook* PUBLISHER

## Victor Acquires Rights to Carol Channing Musical

"Hello Dolly," the upcoming new Carol Channing legit musical, is due to open on Broadway next February. The show, a musical version of Thornton Wilder's "The Matchmaker," will feature David Burns, Charles Nelson Reilly (from "How to Succeed...") and Eileen Brennan.

Music and lyrics are by Jerry Herman. Cast album rights for the David Merrick production have been assigned to RCA Victor. Michael Stewart wrote the book and direction and choreography is under Gower Champion. Publisher is E. H. Morris.

Morris will also publish the score to "Golden Boy," a new musical by Lee Adams and Charles Strause ("Bye Bye Birdie") to star Sammy Davis Jr. The show, which for a time was considered for production first in England under Bernard

## TRADE CHICKS HELPING KIDS

NEW YORK — Distaffers in the music industry have formed a social and charitable organization called Music and Record Company Humanitarians (M.A.R.C.H.). The girls plan to aid needy children by supplying hospitals with phonograph players, records and by setting up music rooms for therapy. Interested female members of the trade are asked to contact Adrienne Lawner of the Connie Francis office.

Delfont, will now be produced late next spring in the U. S. and the entire summer to be spent on the road, prior to a projected early fall opening in New York.

# Columbia Says New Pricing Policy Moves Lots of Disks

By REN GREVATT

NEW YORK — Columbia Records is proving to itself and to many of its customers that it's possible to have a "no special deals, one-price policy," and still sell lots of records—as many as if not more than during the pre-no-deal era.

This is the sense of an interim report on the plan, first announced last July by Columbia by its marketing Vice-President William P. Gallagher. In connection with the report, Gallagher announced the biggest consumer advertising program for any quarter in the company's history. He also noted that 95 per cent of all rack jobbers with which Columbia deals have returned signed warranty forms to Columbia.

The warranty requirement, calling for rackers to identify by percentages the amounts of their business going to legitimate racks, as against owned retail operations, which would have the effect of stabilizing price among all retailers, was originally greeted by the rack fraternity with considerable chagrin.

The National Association of Record Merchandisers (NARM) refused to endorse the warranty form as submitted by Columbia last summer and only recently was agreement reached on wording and legal aspects of the form at a special meeting involving executives of NARM and Columbia. Since that time, according to Gallagher, 95 per cent of the rackers have gone along.

"We know they're reluctant about our whole concept," Gallagher said. "Their feeling is that once they establish a price on a record, that's it. Everything has to be \$2.79 or \$2.49 or what have you. We don't agree with that. As it has been said, records are not like beans and they do not all have to sell for the same price. We have told the rackers, 'Go ahead, mark us up if you have to do that to get the same profit you did before. That's okay with us because we think we can prove that quality, not price, is the real motivator.'

"And we have very specific information on stores where racks were supplying the records. For a time they were pretty slim in our merchandise and the store managers got upset because their customers asked for Columbia product and they didn't have it. They had to actually plead with the racker to get the product on the racks.

"Some of these fellows may have to charge more for our product. But we are making it possible for them to sell the merchandise through our advertising.

"We'll be extending more than twice as much as we have in the past for local co-op advertising for an indefinite period. We're spending our money on advertising to generate consumer demand rather than paying out extra discounts.

"And our national program for this pre-Christmas period is gigantic. We feel it will have tremendous impact."

Gallagher outlined a program which includes a 20-page color supplement to run in The New York Times, Chicago Tribune and Los Angeles Times on Sunday, December 8, for a total circulation of over 1,000,000. This will be a complete Columbia catalog and will highlight new Christmas product by Robert Goulet, the New Christy Minstrels, Andy Williams, Andre Kostelanetz, Leonard Bernstein and the New York Philharmonic and the Mormon Tabernacle Choir.

"Literally millions" of pre-prints of the supplement will be run off for wide counter giveaway use by dealers. In addition to the supplement sections, the campaign during the same period will include a two-page spread in Life, December 6, a four-page spread in Esquire for December, and two-page spreads in the Christmas issues of Seventeen and TV Guide. There will also be a spread in the December 7 issue of the New Yorker.

In addition, the campaign calls for Christmas-oriented versions of the label's recently developed new ad format (a full black and white page facing a one-column ad on the opposite page) in the December issue of Show, Playboy, Downbeat, High Fidelity and Hi Fi Stereo Review.

The budget for the national advertising alone, for the immediate pre-Christmas period, is in excess of \$250,000, not including moneys paid for overruns of the supplement or on co-op local and regional ad funds.

## Open Bidding for Sound Tracks?

HOLLYWOOD — The major diskeries here have a problem endemic only to the film capital. These majors (Capitol, Columbia and RCA Victor) find themselves behind the eight ball dealing for the lucrative sound tracks which occasionally pop up.

"There just isn't an open market for sound-track bidding," explains Irv Townsend, Columbia's Coast vice-president, would like nothing better than to crack the system which presently dictates

that movie-company-owned disk outlets automatically obtain sound-track rights with isolated exceptions.

Townsend feels that sound tracks aren't reaching their sales potential because the companies which could do the most for them aren't on the receiving end.

## SPRINGFIELDS IN LAST SHOW

LONDON—Philips' hit-making trio, the Springfields, made its final appearance on ATV's "Sunday Night at the London Palladium" at the weekend. Voted top vocal group in Britain for the past two years and with a string of chart successes in many countries, the trio has split up at the height of its career.

Tom Springfield, his sister Dusty and their partner Mike Pickworth (who changed his name to Mike Hurst) have decided to go their separate ways in show business. Dusty and Mike now have contracts with Philips as solo singers and Tom will record with orchestras for the company.

All three spent time with Philips a.&r. man Johnny Franz when he returned from New York last week discussing their individual recording plans. Among plans the trio canceled was a return to Nashville this fall for sessions similar to those they had there last year which was responsible for their first U. S. hit, "Silver Threads and Golden Needles."

"Sound tracks aren't competitive," he says. "If they were, the company which could promote and exploit them best would be getting the tracks. The situation is very similar to each Broadway producer owning his own record company. Yet there is outright bidding for original-cast rights, and when a major label buys an original cast it has the organization to distribute, promote, exploit and produce singles which all create sales for the production. This just doesn't happen with sound tracks."

### Here's the Problem

The problem, as Townsend and Voyle Gilmore, Capitol's a.&r. vice-president see it, is that the majors are offered sound tracks which nobody wants. "When someone starts talking sound tracks around our office," Gilmore says, "we're 60 per cent sold against the idea before he even finishes. We've found that the majority of sound tracks rarely break even, so we don't go out of our way to acquire them. Besides, the top apples automatically go to the companies affiliated with the film houses."

There have been occasions when a major label has released a sound track, but only because a key artist was associated with the film, i.e. Henry Mancini with "Breakfast at Tiffany's," Doris Day with "Jumbo," Frank Sinatra with "Can Can," and Gordon MacRae with "Oklahoma!" Where the juiciest apple of all times—"My Fair Lady"—goes is still unannounced.

Townsend opines the indie film producers feel sound tracks are a minor factor in the success

(Continued on page 6)

## Goody Tells How to Beat Price

NEW YORK — How can dealers get a better price on album product? It's a question that has been bugging many indie dealers, both large and small, since one label's inception of an all-year-round "no deal" price policy last summer and a consequent conservative trend since among others. And according to one large local user here, there is at least one answer. That is, very simply, to buy product from rack jobbers.

Sam Goody, veteran West 49th Street dealer, frankly states: "We are buying albums from rack jobbers today in quantity, particularly the product with no discounts, for anywhere from \$1.90 to \$1.99. That's a lot better than \$2.25, which is their regular no-deal price, and any dealer can do it. In fact,

I'd say that anybody who doesn't is a damn fool."

### Troubled Type

Goody discussed two types of rack jobbers, from whom album product can be readily obtained. "First," he asserted, "There is the racker who is in trouble. He owes a lot of money and his net worth is low. The manufacturers naturally are very worried about this type. But they keep on feeding him in hopes that he'll be able to pull out of his trouble. So this fellow has the product. And he'll sell it off to me, at break-even, or even at a loss—say \$1.90, just to get enough ready cash to be able to keep forwarding his bills.

### Has Hot Stuff

"Then there's the successful racker, the big fellow who also operates his own

retail outlets either openly or on the 'QT.' This fellow has a lot of product and like all rack jobbers he has the hot stuff. That's his stock in trade. It's the hit material he needs and the same hit stuff I need. This fellow will often slough product, again even at a loss, to show less profit at year's end, and thus he pays less taxes."

Goody, who has been known recently to buy one copy of each new album title from some leading firms, remarked, "I am penalized from 5 to 20 per cent when I buy the record through a local distributor. I can't afford it. So I get the records my way. They won't allow me to call myself a rack jobber, but what's the difference? It's still like being a rack jobber, at least price-wise.

# Victor Appoints Joseph Stefan To V.-P. Post

NEW YORK—Joseph Stefan has been appointed to the newly created slot of vice-president, magnetic tape and custom products, RCA Victor Records. Norman Racusin, RCA Victor division vice-president and operations manager, said that the new position emphasizes "the growing importance and constant expansion of our tape manufacturing and marketing."

Stefan will be in charge of the label's custom record activity and RCA magnetic tape business—the latter encompassing the entertainment, computer and instrumentation fields.

Directing their functions under Stefan are R. C. Williams, manager, custom records; E. O. Welker, manager, marketing, magnetic tape products, and E. D. O'Mahony, manager, Indianapolis magnetic tape plant.

Prior to his appointment, Stefan served with the executive management group of RCA, where he was associated with C. M. Odorizzi, group executive vice-president and member of the RCA board.

# 2 Musicals Seek Money

WASHINGTON—Two prospective musicals have filed for public sale of limited partnership interests with the SEC. Request to register for sale totaling \$450,000 at \$3,000 per interest has been made by "Ben Franklin in Paris" and "Song of Sixpence" would raise same amount at \$2,750 per interest.

The Ben Franklin musical will be produced by the George-Granat Corporation, with Robert Preston slated to star as Franklin. Sidney Michaels will do the book and Mark Sandrich the music. Preston would get 10 per cent of gross box-office weekly take, with minimum guarantee of \$3,000 per week, plus 10 per cent of net profits.

"Song of Sixpence," based on Charles Dickens' "Great Expectations," will be produced by David Kitchen and Henry Velez. Rights were acquired from Robert C. Reinhart and Edgar Russell Carver, SEC prospectus indicates.

# 20th Holiday Plan: 10% Off

NEW YORK—20th Century-Fox Records has set a 10 per cent discount with its "Holiday on Wax" sales program for distributors. The label has eight albums in the release which is slanted for Christmas selling.

On top of the LP plan is the firm's big Yuletide seller, "The Little Drummer Boy," by Harry Simeone. An album by Art Linkletter, an all-star comedy package, a Lionel Newman set, and albums by Shirley Temple, the Heightsmen, and Panama Francis round out the issue. "Holiday on Wax" is being pushed with special display material, special slick book and a demonstration record.

# MOTOWN OUT OF KING SUIT

DETROIT—Involvement of Motown Record Corporation in a multi-defendant infringement suit lodged last week by the Rev. Dr. Martin Luther King was an error, and the company's name has now been dropped from the suit, according to Motown spokesmen.

According to officials of Motown, King and the record company's president, Berry Gordy Jr., are close friends and that when King's attorney, Clarence Jones, filed the suit, he was not aware of this and of previous agreements made between the two men, and added the name of Motown to those of the other defendants, Mr. Maestro, Inc., and 20th Century-Fox Records. The action stems from the alleged unauthorized use on records of King's recitation, "I Have a Dream," used at various integration rallies, on which he says he obtained a copyright.

The Motown use of the recitation appeared on an LP of a mass meeting and rally earlier this year in Detroit. Motown says it will soon issue another LP, titled "The Great March on Washington."

# 15% Discount Feature of Atlantic Plan

NEW YORK—A release of 18 new albums on the Atlantic, Atco, Vault and Moonglow labels are being offered in a discount plan that features a 15 per cent discount during October. Vault and Moonglow albums are being distributed by Atco.

Atlantic jazz and pop albums included in the release are the new Herbie Mann LP, the four separate LP "Jazz at Preservation Hall" series and a new album by the Art Farmer quartet featuring Jim Hall in their first for the label.

Atco pop product is keyed to

# Nick Venet Quits Capitol Over 'Internal Differences'

HOLLYWOOD—Nick Venet has terminated his relationship with Capitol Records, Billboard learned. The 25-year-old a.&r. producer is currently negotiating with two major film record companies and will announce plans soon.

According to informed sources, Venet asked to be relieved of

# New Sales Plan For Merc-Wing

CHICAGO—Mercury-Wing's mid-October release features six pop and four classical albums under the theme of "Sales Power Program."

A new sales plan offers one free with four on all classical product—new and catalog. Pop material is not included. The plan runs from October 15 through December 15.

The new classical product includes albums by the Minneapolis Symphony, the Chicago

# Broadcasters Focus on Nat'l Gov't Pressure

HARTFORD, Conn.—More than 200 New England broadcasters will gather in Hartford Monday (14) for the opening of a two-day fall Conference of the National Association of Broadcasters.

The day-and-a-half session, scheduled for the Statler Hilton Hotel, is the first of a series of eight conferences being held for radio and television executives in Minneapolis (October 17-18), Pittsburgh (October 21-22), Miami (October 24-25), Nashville (November 14-15), Fort Worth (November 18-19), Denver (November 21-22) and San Francisco (November 25-26).

The conference, which will focus on the increasing threat of federal intrusion into broadcasting affairs, will feature intensified individual broadcaster participation in the planned programs and will seek comments from the floors, at the joint sessions on both days and at separate radio and TV sessions the first afternoon.

Major attention will be given to broadcasting's relationships with Congress, the FCC and the general public and to such industry activities as public service programming, handling of controversial issues, broadcast research, ratings and labor-management affairs.

the album built on the Nino Tempo and April Stevens hit "Deep Purple" which figures to be a strong set for the label. The labels distributed by Atco account for six albums in the new release.

Vault has two albums by the Challengers and another from the West Coast label is "Hot Rod City." The single hit on the Moonglow label, "Right Now," by the Righteous Brothers, is the title tune from the label's entry.

his contract which had several years to go, and Capitol agreed to this move. "Internal differences" between Venet and Capitol had developed during the past several months, sources said.

It was learned that Venet asked for his release before a story on pop music appeared in the October 5 issue of the Saturday Evening Post in which his salty comments about the Beach Boys drew the ire of the young group. Billboard also learned that Venet was withdrawn as the Beach Boys' a.&r. man by the group itself after having cut one single.

Venet has been with Capitol for three years, where he recorded the Lettermen, Ray Anthony and Bobby Darin. A number of the label's top-selling singles were to his credit.

Symphony and the Detroit Symphony.

New pop product is by Terry Gibbs, David Carroll, Pearl Bailey, Jon Thomas, Ralph Marterie and Clyde McCoy.

# NEW WORLDS TO CONQUER

# Allan Sherman Dips Into Disk, Movie Production

HOLLYWOOD—Allan Sherman, comedy writer turned king of the disk parody, is expanding into record and film production. The entertainer told Billboard last week, before leaving for three weeks in Las Vegas, that his initially produced LP in release for Warner Bros. is "Right." On it comic Bill Cosby makes his record bow. Sherman further revealed he's forming a film production company to work with Warner Bros. Pictures.

As to whether he would seek a deal with his diskery to retain ownership of his own tapes, Sherman admitted that his business manager, Alexander Tucker, had informed him there were no longer tax advantages for the artist retaining ownership of his tapes.

Sherman has been with Warners one year during which time his singles and albums have all been smash hits. He has several years to go on his current contract.

# RIAA Seal Added to Top LP Lists

NEW YORK—Billboard introduces another service in the top LP's chart with the insertion of the RIAA seal of certification. This seal denotes LP's that have registered through an independent audit as authentic million-dollar selling packages.

The Record Industry Association of America's seal of certification is shown after each LP on the chart that has been so certified. The certification procedure is available to all manufacturers, including those that do not belong to RIAA. There is a slight certification fee that must be paid, but any single or album may be certified at any time even though the sales period required for the million dollars at retail or half million dollar factory billing extends over a period of several years. Singles certification requires a sale of one million units.

Only albums that are pressed under one label and one title are eligible and only records actually pressed or fabricated within the continental limits of the United States, its territories or its possessions shall be included in the required minimum sales attainment.

This exclusive feature of Billboard's LP chart should prove of value to radio programming. A complete list of million-selling singles and million-dollar LP's that have been certified is available by writing directly to RIAA, 1 East 57th Street, New York City. It will also be published in the forthcoming Billboard Programming supplement.

# Carnegie Net: 150G

NEW YORK—The Frank Sinatra and Lena Horne benefit concerts Saturday and Sunday (5-6) at Carnegie Hall netted approximately \$150,000 totally for the Gandhi Society for Human Rights and the Foundation for International Child Health.

Reached at his Beverly Hills residence, Sherman said he hoped to do a comedy album with syndicated newspaper columnist Art Buchwald, while seeking out new ideas for disk exposure.

The artist also expressed a strong interest in doing a single of "Temptation" and "Cocktails for Two," two tunes he's been told most people feel have been ruined through parodies. "I'd like to sing the lyrics perfectly straight," he said, "to prove that the songs haven't really been hurt. It's been the music which has been fiddled around with," he said in defense of parodies.

"Frank Loesser told me once that you can't really hurt a good song by writing a parody of it."

# Billboard

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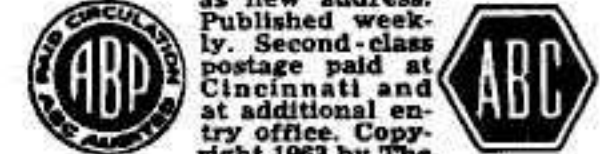
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CL 2088/CS 8888\*

CL 2063/CS 8863\*

CL 2033/CS 8833\*

CL 2065/CS 8865\*

CL 2038/CS 8838\*

CL 2079/CS 8879\*

# Out in October

12 Most popular recent releases

# Selling Out by November!

Columbia Records



# New Deal Spreads Out

• Continued from page 1

Korvette could get more specialized and concentrated service from New Deal than he could from a distributor with a multitude of accounts.

Another remarked that New Deal's expansion into the album field reflected the growing attitude of some manufacturers that it was increasingly necessary to diversify distribution in order to achieve sufficient volume. In connection with this view, it is pertinent to note that MGM has been an innovator in diversification policies during the past year—as evidenced not only by

the New Deal set-up but also by its preview entente with Handelman Drug—whereby the latter secured MGM distribution rights. This move, of course, initially resulted in bitter reaction on the part of distributors.

At press time, MGM executives could not be reached for comment on New Deal. Dave Rothfeld of Korvette stated: "It is more convenient for us to work through them (New Deal). . . . It is a service organization."

## Smash Bringing Out New Economy LP Line

CHICAGO—Smash Records is introducing a new economy-priced LP line called "Cumberland. Designed to sell at \$1.98, the line will nevertheless feature top production, packaging and recording artists.

According to Charles Fach, Smash head, Cumberland extras will include "true stereo, not electronic reproductions," and new recordings from Nashville, "with every session supervised by Shelby Singleton, Mercury's a.&r. vice-president."

Additional features include color covers with the album title prominently displayed, skintight wrappings on every LP, especially suited for sale to accounts where product is constantly handled, and premium grade vinyl in the manufacture of the disks.

Cumberland's initial release of eight albums is being introduced

by Smash's regional men around the country this week.

Included in the package are Cousin Cecil Brower's "Old Fashion Country Hoedown"; the Mountaineers' "Bluegrass Banjo Pickin'"; the Shady Oak Boys' "Great Country Guitar Instrumentals"; Pete Drake in "Country Steel Guitar"; Oklahoma Wranglers' "Song of the Old West."

Also Tennessee River Boys' "Good Old Mountain Music"; the Cumberland Gospel Quartet's "Country Camp Meeting"; the Texas Rangers' "The Best of Western Swing."

Distributors are being supplied with especially designed Cumberland floor merchandisers for in-store use, free with the first release. The unit is two-color, designed with eight pockets holding 10 LP's each, and featuring a full-size illustration of a guitar.

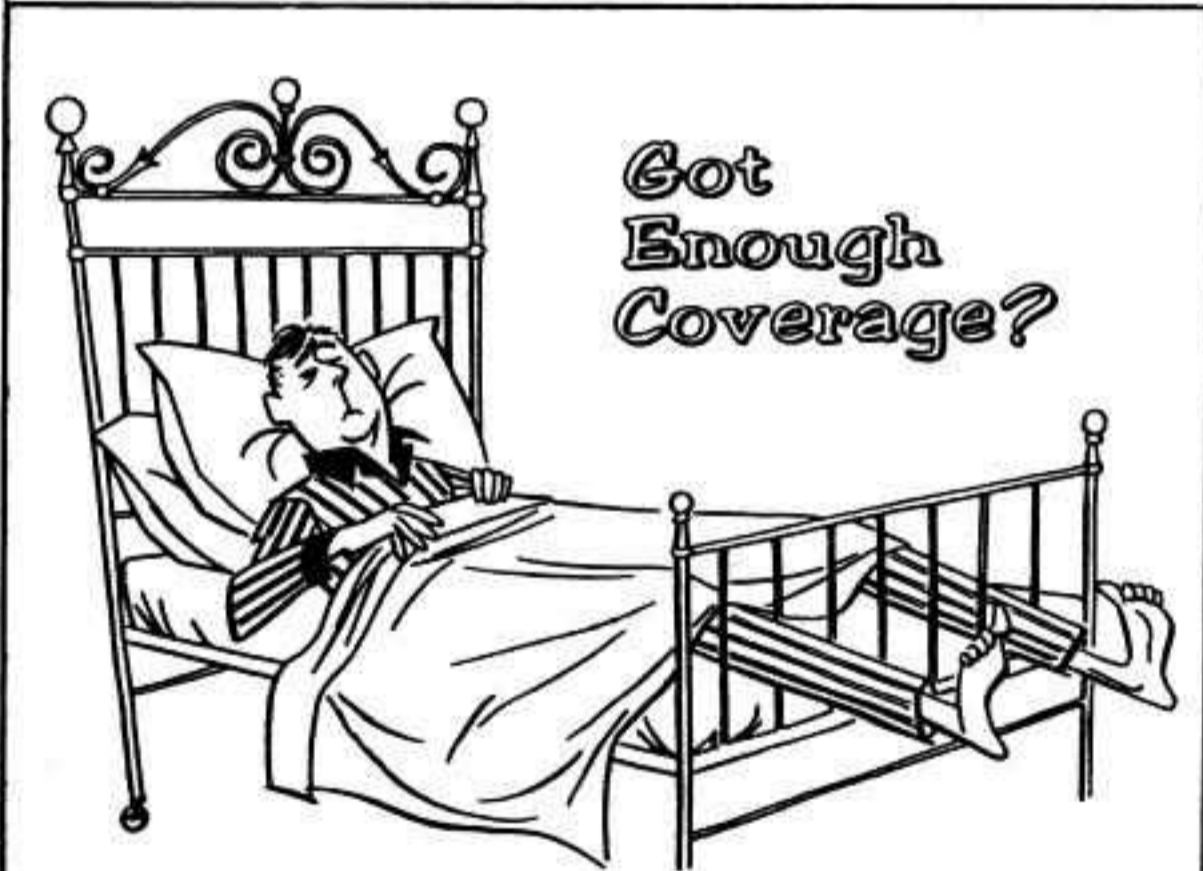
Fach said his firm's "million-dollar plus" sales opened the door for the label's entry into the low-price field.

## Moms Signs Mercury Pact

CHICAGO—Jackie (Moms) Mabley, top-selling comedy artist on Chess, has been signed to a long-term recording contract by Mercury Records.

Irving B. Green, Mercury president, said she'll be recorded live during an on-stage performance, and her first release is scheduled soon.

Miss Mabley previously won a gold record for sales of over a million on "Moms Mabley on Stage." She started her professional career at New York's Connie's Inn in 1923 and was one of the first of the Negro race to find comic irony in interracial relations and current politics.



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## Al Bennett

• Continued from page 1

its board chairman when Bennett and his associates bought back the company from Avnet. Bennett joined Liberty in 1958 as vice-president and general manager, and became its president in 1960 prior to the company going public that year.

He remained as its president during Avnet's ownership of the label, a post he continues to hold as principal stockholder in the new firm.

## ERROLL GARNER SHOWCASED IN TWO ROLES

LONDON — Erroll Garner is being showcased in a dual capacity here this week. The pianist is here to play a string of European dates starting in this city October 12, and he is also being feted as a composer. The Paramount film, "A New Kind of Love" opened Thursday (10) and it features the jazz pianist as composer of the theme and three other tunes of the score.

While here, Garner has been set to star on the British TV program "Sunday Night at the Paladium" October 20. He will continue to play dates in Britain through November 4.

The artist's latest album, in which he plays the music from the film, has been issued in the U. S. by Mercury Records. Philips, however, has overseas rights to Garner albums and has just issued his "One World Concert" album which is found in the States on the Reprise label.

## CAMPUS BEAT

### Josh White Packs 'Em

By RICHARD OLLMAN  
(Special Correspondent)  
University of Wisconsin

MADISON, Wis. — Josh White seemed to show that folk singers will be "in" for at least another couple of semesters at the University of Wisconsin. Two successful concerts attracted more than 2,450 folk enthusiasts October 1.

Accompanied by his own guitar and a string bass, veteran White presented a diversified collection of songs. Ranging from topical numbers such as "The Free and Equal Blues," to standards like "Frankie and Johnny," he displayed polish and taste throughout.

Campus area record marts Discount Records and Victor Music reported no action on White's records that could be attributed directly to the concert.

The university co-op, on the other hand, which featured a special display and prices at \$3.87 (list \$4.98), showed a substantial increase in sales.

## Philips to Take Over Mercury Release Jan. 1

LONDON — Philips has announced that it will take over release of Mercury disks here as of January 1. The American label's agreement with EMI expires at the end of the year so the statement just issued by Philips—whose Dutch company bought Mercury in 1961—comes as no great surprise.

Final details of the new set-up for Mercury distribution were discussed by Philips a.&r. man Johnny Franz during his visit to New York.

EMI group sales reached a new peak of \$255 million—in the last year. Biggest profit increases in the company's statement were shown by the records division. Reporting this, Chairman Sir Joseph Lockwood said that Capitol Records this year had registered an increase in sales and profits.

## Open Bidding for Sound Track?

• Continued from page 3

of the picture. Needing financial backing they go to Columbia, United Artists and MGM where the publishing rights are included in the total deal.

### Tiomkin Has Say-So

Dimitri Tiomkin is the only composer in Hollywood Townsend knows who has any significant say about what happens to his music. "The picture companies don't want any money in front for the sound tracks," Townsend added, "what they want is musical exploitation for the films."

"But," Townsend argues, "the small indie diskeries just don't have the machinery to provide this successful exploitation."

"What the majors can offer are strong singles by top name artists which would make the charts, strong ad campaigns, dealer promotional aids and the talents of field networks of promotion men working on the products."

Townsend also has one other gripe about film LP's. "Holly-

## Connie B. Gay Tells Air Plan

NASHVILLE — Connie B. Gay, longtime entrepreneur of country and western music and broadcasting executive, announced here last week plans for a network television show featuring the Nashville "Town and Country" sound to be aired in 1964.

Gay said he is presently negotiating with three networks who want the show, and already has a "handshake" agreement with one, but declined to name which network. He pointed out that the show would be a full network, full budget production with the possibility of color, and would be produced primarily with Nashville musicians and talent.

"The only foreseeable difficulty in producing the show in Nashville," Gay said, "would be the wide range of union technicians needed to air the show. These technicians will have to be imported from other areas."

Discussions are now under way with the communications satellite people concerning the possibility of using the Telstar or its counterpoint, for a tie-in with Europe, Asia, and possibly South America.

Gay pointed out that the "Town and Country" music included a wide range of music which would appeal to a vast majority of viewers and not just a small minority.

"Town and Country music," Gay said, "cannot exist on prime television time as a second-class citizen. To produce an hour-long weekly series of the necessary quality from Nashville could easily involve up to \$2 million annually."

Gay did not disclose the exact viewing date of the show, but said it would probably be the summer or the fall season of next year.

## Music Box Sets Up 6th One-Stop

SAN FRANCISCO — Gary Drexler and Ken Tvete have announced the opening of the Music Box One-Stop here. Tvete formerly owned and operated Western One-Stop in this city.

This marks the sixth one-stop in the Music Box chain. With headquarters in Chicago, Music Box has branches in Atlanta, Dallas, Denver and Los Angeles.



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AND

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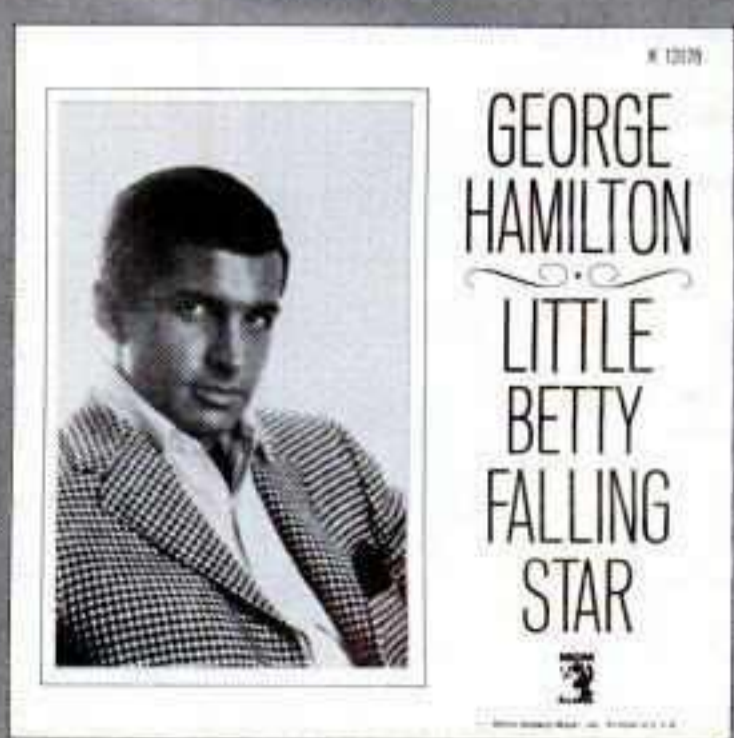
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December issue—1 page & 1 column

**seventeen**

December issue—2 page spread

**SHOW**

December issue—1 page & 1 column

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**PLAYBOY**

December issue—1 page & 1 column

**THE  
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December 7th—2 page spread

**down  
beat**

December 5th—1 page & 1 column

# ALBUM REVIEWS

Billboard



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 THE WIND**

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

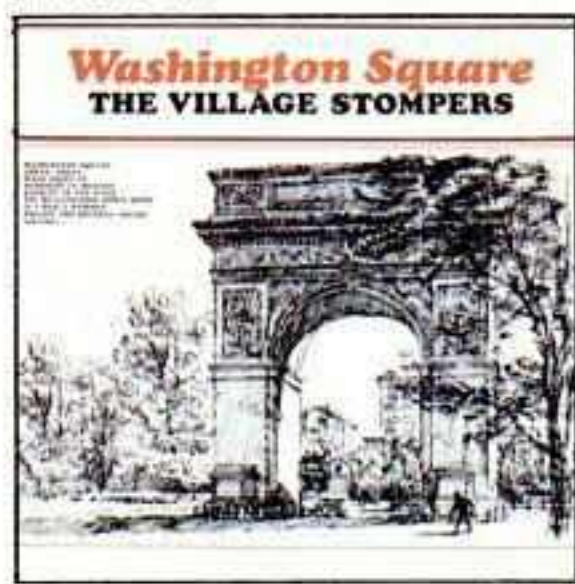
The title of this is borrowed from the group's recent hit, "Blowin' in the Wind," which is included, along with their newest smash, "Don't Think Twice, It's All Right." In addition there are such new tracks as "Quit Your Lowdown Ways," "All My Trials," "Freight Train" and "Tell It on the Mountain." Has all the earmarks of another solid hit.



**POP SPOTLIGHT  
WASHINGTON SQUARE**

Village Stompers. Epic LN 24078 (M); BN 26078 (S)

With a hit single going for the group, much attention will be paid to this package. Featured in folk-Dixieland style is their current hit "Washington Square," "Walk Right In," "Tie Me Kangaroo Down, Sport" and "Blowin' in the Wind," among others. The performances are bright and exuberant. LP should find great favor with the younger group as well as the more sophisticated set.



**POP SPOTLIGHT  
RETURN OF THE GUNFIGHTER**

Marty Robbins. Columbia CL 2072 (M); CS 8872 (S)

Marty Robbins' "Gunfighter Ballads" has been an album chart contender for a good spell and has also won various disk industry accolades in the "best of" categories. Here's another helping of the same kind of great, down-to-earth Western material, of which six are from the fertile Robbins' pen included are such catchy ditties as "San Angelo," "Old Red" and "The Fastest Gun Around."



**POP SPOTLIGHT  
ROBERT GOULET IN PERSON**

Columbia CL 2088 (M); CS 8888 (S)

With previous albums already racking up sustained chart action, this latest has to be a must with fans. It captures the excitement of a live performance—delivered at his solo concert at the Chicago Opera House—in some of the tunes Goulet's fans have liked the best. These include "What Kind of Fool Am I," "They Call the Wind Maria," "It Had to Be You," "Lazy River," etc.



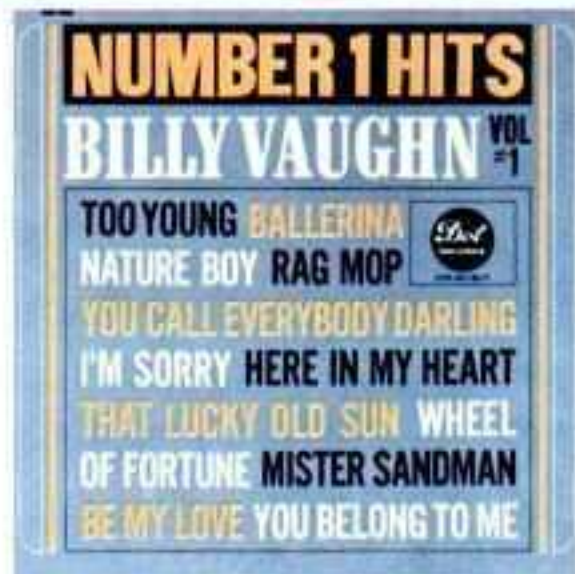
**POP SPOTLIGHT  
HEAT WAVE**  
Martha and the Vandellas  
Gordy 907

Here's another of the swinging groups attached to the Detroit-based label with an album based on a current single smash, "Heat Wave," which is included here. In addition the three gals put their own stamp on such current hits for other artists as "My Boyfriend's Back," "If I Had a Hammer," "Then He Kissed Me," "Mocking Bird," etc. Gals have a great sound throughout here.



**POP SPOTLIGHT  
CRY BABY AND 11 OTHER HITS**  
Garnet Mimms & the Enchanters. United Artists UAL 3305 (M); UAS 6305 (S)

With a single ploughing its way to the top of the charts, the name of Garnet Mimms means sales. The album contains 12 powerful sides and what may be his next single, "Baby Don't You Weep," a dramatic pop-gospel ballad, with Garnet doing a narration midway.



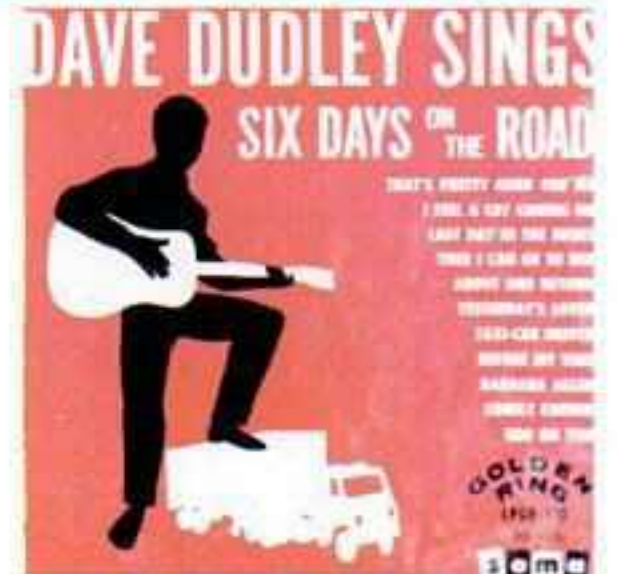
**POP SPOTLIGHT  
NUMBER 1 HITS, VOL. 1**  
Billy Vaughn. Dot DLP 3540 (M); DLP 25540 (S)

Here are 12 tunes that many thousands of today's young adults remember dancing and romancing too, back in the good old days. Billy Vaughn tailors such favorites as "Rag Mop" and "Mr. Sandman" to appeal more to the more mature tastes of yesterday's teen-agers. Most people enjoy sweet nostalgia; there's much of it in this package.



**POP SPOTLIGHT  
LITTLE JOHNNY TAYLOR**  
Galaxy 203 (M); 8203 (S)

The West Coast Galaxy label had a strong singles hit with "Part Time Love" this year and it looks like they have a solid album to follow up that single. The material is strong in the blues groove and backings are sharp and to the point. Besides the hit, there are a number of fine tracks including "Since I Found a New Love," "You're the One (For Me)," "Somewhere Down the Line" and "What You Need is a Ball."



**POP SPOTLIGHT  
DAVE DUDLEY SINGS SIX DAYS ON THE ROAD**  
Golden Ring LPGR 110

Dudley is a slick, country-oriented artist who has recently landed a pair of hits on the pop charts. Here he is in his first album for the label, a nicely paced set with both ballads and rhythm songs. Titles include the current hit, "Six Days on the Road" plus "Above and Beyond," "That's Pretty Good for Me," "Yesterday's Lover," "Before My Time" and "Barbara Allen." A lot of zip and sound in these tracks.

**POP SPOTLIGHT  
MANTOVANI MANHATTAN**  
London LL 3328 (M); PS 328 (S)

Mantovani's Manhattan is a musical delight. The arrangements are bright, fresh and imaginative. The musical drama moves from the rowdy Bowery to the romantic "Autumn in New York" to "Give My Regards to Broadway." Mantovani fans and fine music followers alike will find this LP tailor made to their taste.



**POP SPOTLIGHT  
THE WORLD OF MIRIAM MAKEBA**  
RCA Victor LPM 2750 (M); LSP 2750 (S)

Miriam Makeba continues to excite the listener with her recordings. In this album, her selections are finely varied to exploit her wide range of expression. The undulating "Dubala" is a masterpiece of understatement. Programming is superb, including selections in English, Spanish and South African dialect. A worthy successor to her finest efforts.



**POP SPOTLIGHT  
SURFING'S GREATEST HITS**  
Various Artists. Capitol T 1995 (M); ST 1995 (S)

Surfin' fans will find all they could hope for in this LP. Featured are Dick Dale and His Del-Tones, and the Beach Boys playing such surfin' standards as "Surfin' U.S.A." and "Surfin' Safari." There's comedy too with cuts entitled "The World's Richest Surfer," "The Monster Surfer" and "Murphy's Grey Wet Suit." A highly commercial package.



**POP SPOTLIGHT  
THE DREAM DUET**  
Anna Moffo/Sergio Franchi  
RCA Victor LM 2675 (M); LSC 2675 (S)

A sure-fire coupling here of two of Victor's top properties. The album is designed to reminisce the musical romances of Jeanette MacDonald and Nelson Eddy. "Sweethearts," "You Are Love" and "Indian Love Call" are typical of the selections, reorchestrated and conducted by Henri Rene. Beautifully performed.



**POP SPOTLIGHT  
ON STAGE**  
Marvin Gaye. Tamla 242 (M)

Here's an album of Marvin Gaye waxings made with clapping, live audience, big band and driving vocal group in support. It's an exciting set which contains some of the lad's biggest hits, "Stubborn Kind of Fellow," "Hitch Hike," "Pride and Joy" and some other first-class performances. Gaye urges audience participation and gets among the new ones is "Majo Hanna" and "Get My Hands on Some Lovin'" both of which would make great singles material.



**POP SPOTLIGHT  
THE WHAM OF THAT MEMPHIS MAN**  
Lonnie Mack  
Fraternity F 1014 (M)

Lonnie Mack has his second big chart single "Wham" as the title tune on this LP. The big blues sounding guitarist sings as well on the many tracks on this LP, and vocal group chimes in on some spots. The LP has "The Bounce," "Baby What's Wrong" and "Satisfied" among its better tracks.



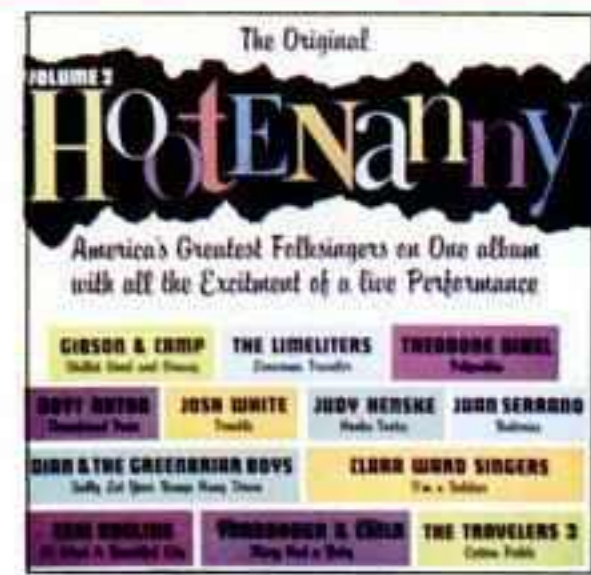
**POP SPOTLIGHT  
HITS FROM THE ORIGINAL SOUND TRACK OF SUMMER HOLIDAY**  
Cliff Richard. Epic LN 24063 (M); BN 26063 (S)

Richard, one of the top pop chanters in Britain, recently enjoyed success here with his single, "Lucky Lips." His latest film, "Summer Holiday," will be released here soon. Here's the sound-track package, including the title tune, plus "Lucky Lips," "Do You Want to Dance," "It'll Be Me."



**POP SPOTLIGHT  
MONGO AT THE VILLAGE GATE**  
Mongo Santamaria  
Battle BM 6129 (M)

The "Watermelon Man," Mongo Santamaria is back with a mighty strong set recorded live at the Village Gate in New York City. The LP has big funky swing with Latin beat. There's strong blowing from the leader on conga and bongo drums plus trumpet alto and tenor. Some of the leading tracks are "Fatback," "Mongo's Groove" and "Creole."



**POP SPOTLIGHT  
THE ORIGINAL HOOTENANNY, VOL. 2**  
Various Artists  
Crestview CRS 7807 (S)

The album buyer may certainly get what he's looking for in folk music with this LP which features 12 of America's top folksingers with the added excitement of a live performance. Included are the Limerickers, Theo Bikel, Hoyt Axton, Dian and the Greenbriar Boys, Erik Darling and others.



**POP SPOTLIGHT  
ON STAGE**  
Mary Wells. Tamla 611 (M)

Mary Wells gets plenty of assistance from the audience on this album. The sound is a bit thinner than in studio recordings, but the compelling phrasing of the artist makes up for it. Included are her big hits, "Two Lovers," "Laughing Boy" and "You Beat Me to the Punch." Unlike most albums, this one only has eight tracks, instead of 12.

# ALBUM REVIEWS (continued)



**CLASSICAL SPOTLIGHT**  
**BACH: THE SIX PARTITAS**  
 (2-12")  
 Glenn Gould. Columbia M2L 293 (M); M2S 693 (S)

Gould has recorded the Partitas in sets of two, and now Columbia has drawn the performances together in a single package as a complete set. Performances are extremely articulate and inventive, as is Gould's custom, and his convictions as to tempo and dynamics, as well as the irregularity of the repeated sections (for dramatic structure) are overwhelming. An excellent gift idea.



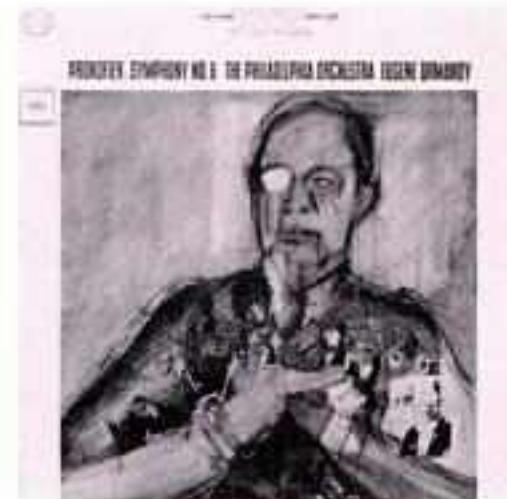
**CLASSICAL SPOTLIGHT**  
**BACH: PARTITAS NOS. 3 & 4/TOCCATA NO. 7**  
 Glenn Gould. Columbia ML 5898 (M); MS 6498 (S)

Another winning combination of Bach and Gould. As in the past, Gould's emphasis is on painstaking detail and nuance, all magically held together by the long phrase. There are times the listener can almost "hear" the artist's concentration. A welcome addition to the impressive catalog of this artist, which should have wide, long-range appeal for his following.



**CLASSICAL SPOTLIGHT**  
**BEETHOVEN: "PASTORAL" SYMPHONY**  
 Chicago Symphony (Reiner)  
 RCA Victor LM 2614 (M); LSC 2614 (S)

Victor offers here an exquisite gift item in a limited, numbered edition (also available in regular packaging). This de luxe package is hard-bound, with beautiful reproductions of unacknowledged prints by the masters (Corot, Pissarro, Degas) of "pastoral" scenes, plus selected poetry and prose to suitably tie in (Shelley, Thoreau). Reiner offers a luxurious performance of the popular symphony. A great holiday item.



**CLASSICAL SPOTLIGHT**  
**PROKOFIEV: SYMPHONY NO. 6**  
 Philadelphia Orchestra (Ormandy). Columbia ML 5889 (M); MS 6489 (S)

Although Symphony No. 6 in E-Flat Minor is not one of Prokofiev's most requested works, the added factor of performance by one of the world's most outstanding orchestras, the Philadelphia, under the baton of Eugene Ormandy, will do much to woo people to the album. The listener once engaged, will more than likely be enraptured with the sensitive and powerful performance.

## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

**ROBERT GOULET IN PERSON**  
 Columbia CL 2088 (M); CS 8888 (S)

**TODAY'S BEST-SOUNDS OF THE GREAT BANDS, VOL. 7**  
 Glen Gray & the Casa Loma Ork, Capitol 7 1938 (M); ST 1938 (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.

**IN THE WIND**  
 Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)

**GREAT MARCH TO FREEDOM**  
 Rev. Martin Luther King, Gordy 906 (M); (No Stereo)

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

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

**NUMBER 1 HITS, VOL. 1**  
 Billy Vaughn, Dot DLP 3540 (M); DLP 25540 (S)

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

**GOLDEN HITS**  
 Chubby Checker/Bobby Rydell, Cameo C 1063 (M); (No Stereo)

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

**MORE**  
 Vic Dana, Dolton BLP 2026 (M); BST 8026 (S)

**WE GATHER TOGETHER**  
 Tennessee Ernie Ford & the San Quentin Prison Choir, Capitol T 1937 (M); ST 1937 (S)

**PREVIN IN HOLLYWOOD**  
 Andre Previn, Columbia CL 2034 (M); CS 8834 (S)

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

**THE ROBERT DeCORMIER FOLK SINGERS**  
 Command RS 853 (M); RS 853 SD (S)

**THE BEST OF TIMI YURO**  
 Liberty LRP 3286 (M); LST 7286 (S)

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

**THE V. I. P.'S**  
 Sound Track, MGM E 4152 (M); SE 4152 (S)

**1963—THE YEAR'S MOST POPULAR THEMES**  
 Enoch Light & His Ork, Command RS 854 (M); RS 854 SD (S)

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

**ELECTRODYNAMICS**  
 Dick Hyman, Command RS 856 (M); RS 856 SD (S)

**SOUL OF THE BALLAD**  
 Hank Crawford, Atlantic 1405 (M); S 1405 (S)



**JAZZ SPOTLIGHT**  
**UGETSU—ART BLAKEY'S JAZZ MESSENGERS AT BIRDLAND**  
 Riverside RM 464 (M); RS 9464 (S)

Blakey and the Messengers are caught live in Birdland on this set. The group boils along in sharp, tight unison propelled by Art's explosive drumming. "Ugetsu," inspired by the band's recent Japanese tour, is one of the leading tracks, while others are "One by One" and "On the Ginza."



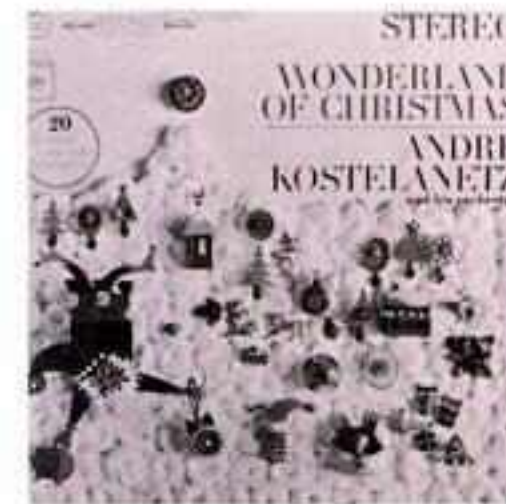
**CLASSICAL SPOTLIGHT**  
**THREE FAVORITE BALLETS**  
 Philadelphia Orchestra (Ormandy). Columbia ML 5908 (M); MS 6508 (S)

Numbered among classical favorites the world over is Chopin's graceful and romantic "Les Sylphides." Also high on the ballet popularity list is Delibes' "Sylvia (Ballet Suite)" and "Coppelia (Ballet Suite)." Of equal popularity is Eugene Ormandy and his Philadelphia Orchestra who soar through these ballets with irresistible color and imagery.



**CHRISTMAS SPOTLIGHT**  
**CHRISTMAS WONDERLAND**  
 Bert Kaempfert & His Ork  
 Decca DL 4441 (M); DL 74441 (S)

Here's a delightful album from Kaempfert that should be a seasonal powerhouse. The set is a light and bright as frost and as shimmering as tinsel. Happy sounds abound with chimes, bells, voices and trumpets joining in smart arrangements of such tunes as "Little Drummer Boy," "Winter Wonderland," "White Christmas," "Christmas Wonderland" and others a bit less familiar.



**CHRISTMAS SPOTLIGHT**  
**WONDERLAND OF CHRISTMAS**  
 Andre Kostelanetz & His Ork.  
 Columbia CL 2068 (M); CS 8868 (S)

Kostelanetz is a strong seller anytime, and he can make plenty of cash registers jingle with this fine new holiday package. It's packed with more than a score of the best-loved carols, some in medleys, some all by themselves. Titles include "Rudolph," "The First Noel," "White Christmas," "Deck the Halls" and "Let It Snow." Figures to get lots of programming and sales activity.



**CHRISTMAS SPOTLIGHT**  
**MUSIC FOR A MERRY CHRISTMAS**  
 E. Power Biggs and Columbia Chamber Orchestra (Rozsnyai).  
 Columbia ML 5911 (M); MS 6511 (S)

The most delightful Christmas repertoire is played here by organist E. Power Biggs and the chamber ensemble. The album contains a good many familiar melodies and a few that are not quite so familiar as well. "Silent Night," "Good King Wenceslas," "O Tannenbaum" and "Joy to the World" are all among the inspiring tracks.



**CLASSICAL SPOTLIGHT**  
**BACH: SAINT MATTHEW PASSION**  
 (3-12")  
 New York Philharmonic (Bernstein). Columbia M3L 292 (M); M3S 692 (S)

Bernstein conducts a finely integrated soaring performance of one of the masterworks in the choral literature. Sung in English, the assembled cast of soloists is first-rate, including Adele Addison, Betty Allen, Charles Bressler, Donald Bell, David Lloyd and William Wildermann. They are each totally familiar with their roles, since each has performed it live on numerous occasions. Added feature is a 7-inch disk on which Bernstein discusses the structure of the work. This abridged version will have particular appeal to the budget minded—it is on three, instead of the usual four or five LP's.



**CLASSICAL SPOTLIGHT**  
**BOHEMIAN CARNIVAL**  
 The Cleveland Orchestra (Szell)  
 Epic LC 3868 (M); BC 1268 (S)

George Szell's 50th year as a conductor is being celebrated this year. Szell, conductor of the internationally renowned Cleveland Orchestra since 1946, delves deeply into a musical area where he is an acknowledged master of Bohemian music. His brilliant interpretations of Smetana and Dvorak have brought him accolades both here and abroad. This LP successfully captures all that is great about Szell, the Cleveland Orchestra and a Bohemian carnival.



**CHRISTMAS SPOTLIGHT**  
**THE BELLS OF CHRISTMAS CHIME AGAIN**  
 Eddie Dunstetter. Capitol T 1968 (M); ST 1968 (S)

A fine intermingling of secular and sacred music performed with inspiration by Eddie Dunstetter, who wields the cathedral organ like the baton to a symphony orchestra. The chimes, bells and special effects should provide an exciting listening treat for all lovers of Christmas music. The effect of the 2,000-pipe organ is greatly enhanced in stereo.



**CHRISTMAS SPOTLIGHT**  
**THE MANY MOODS OF CHRISTMAS**  
 Robert Shaw Chorale  
 RCA Victor LM 2684 (M); LSC 2684 (S)

There isn't a chorus in the business better schooled for the caroling season than this one. For the many regular followers of the group and for lovers of Christmas music, well sung, this is virtually a must. Included are such familiar as "Away in a Manger," "Silent Night," "Joy to the World" and "Hark, the Herald Angels Sing," plus less well-known items as "I Saw Three Ships," "Patapan" and "O Sanctissima." Strong holiday wax.



**CHRISTMAS SPOTLIGHT**  
**TWELVE SONGS OF CHRISTMAS**  
 Jim Reeves. RCA Victor LPM 2758 (M); LSP 2758 (S)

Jim Reeves has a fine Yuletide LP here. The country-oriented singer adds his soft baritone to hymns and songs associated with the season. Chorus and ork with string section are in strong support of the artist. "Blue Christmas," "White Christmas" and "O Little Town of Bethlehem" are just a few of the top tracks.

(Continued)

# 11mas

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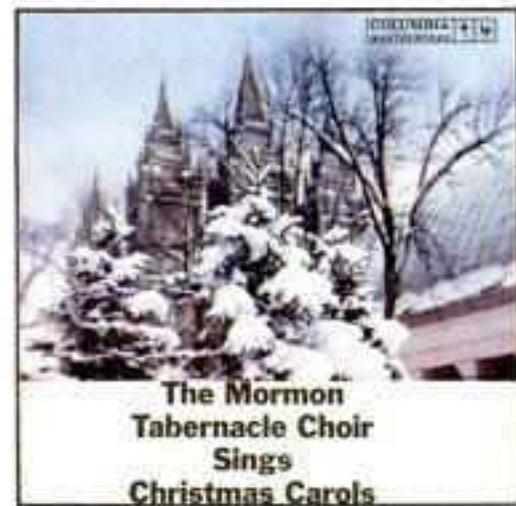
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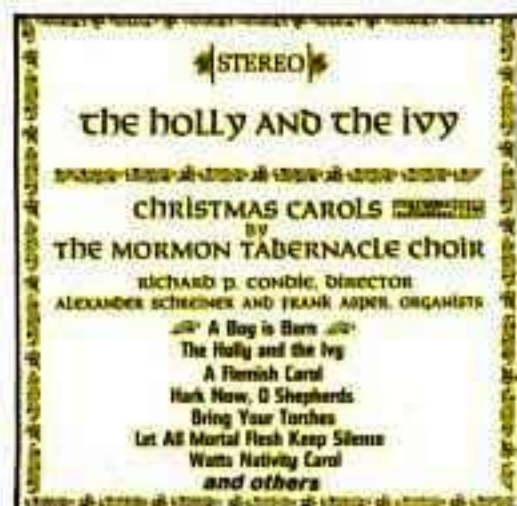
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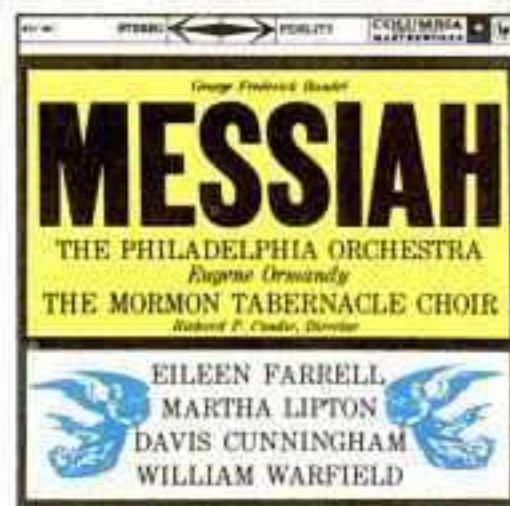
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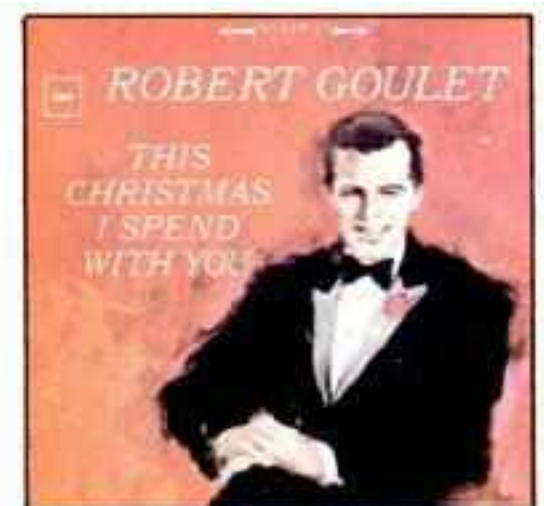
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CL 2068/CS 8868



CL 2075/CS 8875



CL 2076/CS 8876



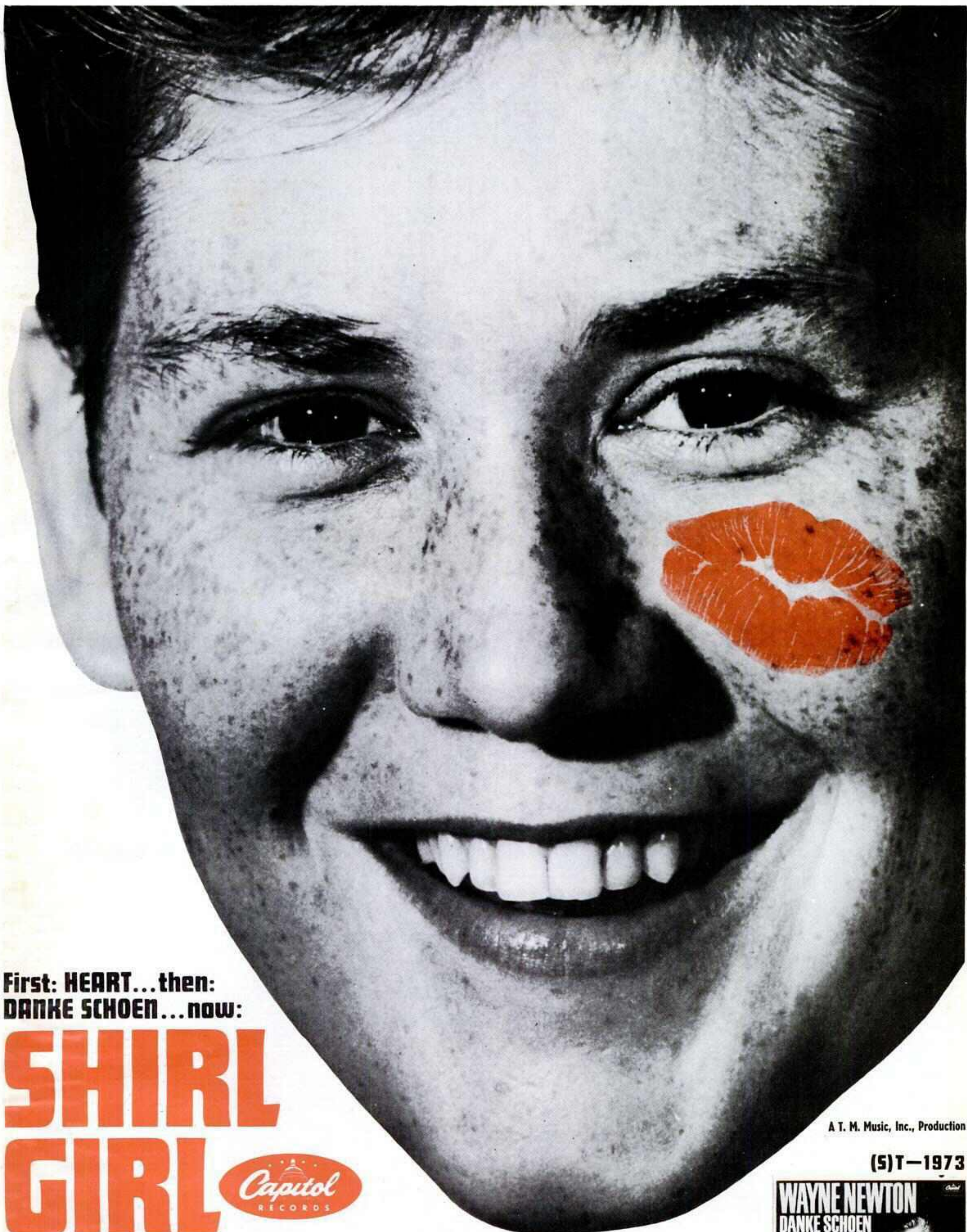
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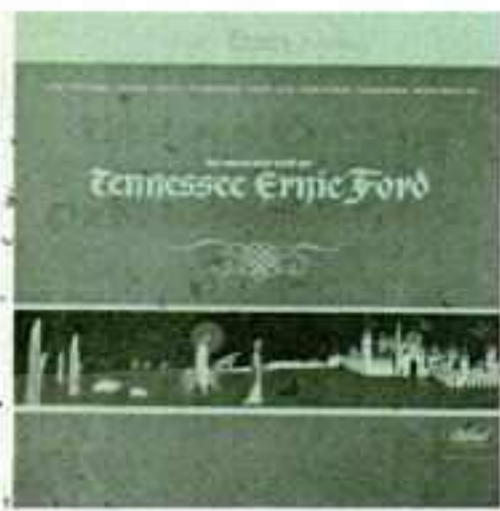
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# ALBUM REVIEWS (continued)



**CHRISTMAS SPOTLIGHT**  
**THE STORY OF CHRISTMAS**  
 Tennessee Ernie Ford & the Roger Wagner Choral  
 Capitol T 1964 (M); ST 1964 (S)

The sound track of Ernie Ford's Christmas spectacular makes a beautiful and most moving Christmas package. The LP features a "Christmas-around-the-world" segment and some most inspiring reading, and singing from Ford. He reads the story of the Christmas Tree and the story of the nativity from the gospel of St. Luke.



**CHRISTMAS SPOTLIGHT**  
**THE CHRISTMAS SONG**  
 Nat King Cole. Capitol W 1967 (M); SW 1967 (S)

The matching of Christmas music and the soft mellow voice of Nat King Cole has in the past proved to be highly successful. Nat offers a tasty sampling of carols which include "Silent Night," "O Holy Night" and "The Christmas Song." LP may very well rank among the most desirable of Christmas offerings this season.



**SPECIALTY SPOTLIGHT**  
**THE BADMEN (2-12")**  
 Columbia L2S 1012 (S)

A de luxe set of two LP's and a beautifully produced book make this package perfect for Yuletide gift-giving. The songs and stories recount the lives of the far Western outlaws and they are sung and told by a variety of artists. This handsome set should be a natural for students and the historically inclined.



**CHILDREN'S SPOTLIGHT**  
**BUGS BUNNY IN STORYLAND**  
 Mel Blanc  
 Capitol J3266 (M)

It's all here but the TV set. Bugs Bunny relates several of his all-time great fails like "I Taut I Taw a Puddy Tat," "Daffy Duck's Rhapsody," "Yosemite Sam" and "That's All Folks." That's enough to interest almost any kid.



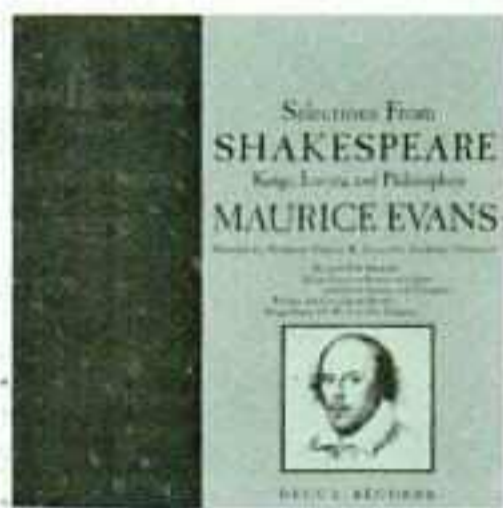
**POP LOW PRICE SPOTLIGHT**  
**HERE'S EYDIE GORME**  
 Vocalion VL 3708 (M); VL 73708 (S)

Some fine material from the Coral catalog is re-released on this Vocalion LP. New interest in Miss Gorme's work, the good material and the convenient low price should get it good rack action. "Frenesi," "I've Gotta Crow," "Don't Tell Lies," "Tea for Two" and "That Night of Heaven (Cielito Lindo)" are some of the better tracks.



**CHRISTMAS SPOTLIGHT**  
**MERRY CHRISTMAS FROM JACKIE WILSON**  
 Brunswick BL 54112 (M); BL 754112 (S)

Jackie sings the usual Christmas fare of hymns and tunes in sweet soft voice that is nicely backgrounded with strings and choir. The LP contains such Christmas stalwarts as "Silent Night," "White Christmas," "Joy to the World," "Deck the Halls" and "I'll Be Home for Christmas."



**SPOKEN WORD SPOTLIGHT**  
**SELECTIONS FROM SHAKESPEARE**  
 Maurice Evans. Decca DL 9110

These readings from Shakespeare by Maurice Evans should be something special for spoken word collectors and dramatic and literature students from high school to post-graduate levels. The album is also tied in with Good Housekeeping magazine and bears that publication's seal. Excerpts are from "Hamlet," "Richard II," "Othello" and many more Shakespearean plays.



**INTERNATIONAL SPOTLIGHT**  
**PIAF AND SARAPO AT THE BOBINO**  
 Edith Piaf/Theo Sarapo. Capitol T 10348 (M); ST 10348 (S)

A compelling performance by Edith Piaf and her husband, Theo Sarapo, here, recorded live. This album marks Piaf's triumphant return to Paris after her near-fatal illness in 1962. One side is all Piaf ("Monsieur Incognito," etc.) and Sarapo carries the second half (not too convincingly) and they join for one duet. A must for Piaf fans.



**RELIGIOUS SPOTLIGHT**  
**BURL IVES AND THE WORLD VISION KOREAN ORPHAN CHOIR SING OF FAITH AND JOY**  
 Word WLP 3259

Ives and the Korean children make beautiful music on this LP. The set is filled with familiar melodies that are perfect for children's church group sing-alongs. "At the Cross," "I Love to Tell the Story" and "Abide With Me" are just a few of the touching titles. A perfect item for Christmas gift-giving.

## 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.



## SPECIAL MERIT PICKS

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

**POP SPECIAL MERIT**

**THE EVERLY BROTHERS SING GREAT COUNTRY HITS**

Warner Bros. W 1513 (M); WS 1513 (S)

It's been some time since the Everly Brothers have made the singles charts, but here is an album that should incite some enthusiasm. They offer a program of some of the biggest country hits of late, such as "Oh Lonesome Me," "Born to Lose" and "Silver Threads and Golden Needles."

**POP SPECIAL MERIT**

**THE PAGE 7 . . . AN EXPLOSION IN POP MUSIC**

RCA Victor LPM 2734 (M); LSP 2734 (S)

Page Cavanaugh has come up with a new and exciting sound aided and abetted by six top sidemen. Although pop, the tunes have a decided jazz flavor, and the big trombones of Lew McCreary and Dave Wells are reminiscent of the old Kai and Kai. There's much in this one to please devotees of the cooler swinging sounds who like them played with verve and imagination. Best Tracks: "The Preacher" and "The Swingin' Saints."

**POP SPECIAL MERIT**

**THE SOUND OF STRINGS VOL. 2 GOLDEN STRINGS**

Johnny Douglas & His Ork  
 London LL 3303 (M); PS 303 (S)

Album buyers looking for a rich blend of strings and soft brass will no doubt find this album a must for their collection. Some of the tunes are "Cherokee," "Theme From a Summer Place," "The Green Leaves of Summer" and "Sunset Theme." In stereo the sensation is one of hearing the sound track of one of Hollywood's top spectaculars. Best Track: "Cherokee" and "Green Leaves of Summer."

**POP SPECIAL MERIT**

**THE SOUND OF STRINGS VOL. 3 MAGIC STRINGS**

Frank Chacksfield & His Ork  
 London LL 3304 (M); PS 304 (S)

Though the material here is of a classical orientation, it has strong pop mood music appeal, with the lush, beautifully recorded Chacksfield strings applied to such pieces as "Intermezzo," "Andalucia," "Estrellita," "By the Waters of Minnetonka" and two Tchaikovsky themes, "Serenade for Strings" and "Chant Sans Paroles." One of a series, this is a delightful packaging, fine for air play.

**POP SPECIAL MERIT**

**THE SOUND OF STRINGS VOL. 4 BLUE STRINGS**

Cambridge Strings  
 London LL 3305 (M); PS 305 (S)

The massed Cambridge Strings, although sweeping, maintain a relaxing intimacy with bluey greets like "The End of a Love Affair," "You Always Hurt the One You Love," "I'll Never Smile Again" and other such tear-jerkers. Songs, arrangements and strings are superb. Stereo makes the package virtually irresistible.

**POP SPECIAL MERIT**

**THIS LAND**

Staple Singers  
 Riverside 3524 (M); RS 93524 (S)

The Staple Singers, a group that has pretty much stayed close to the spiritual field until now, make their first effort into what might be called a folk-spiritual pop field. For the most part, their work has dignity and spirit, and, even in its pop trappings, rings of conviction. Familiar tunes like "Old Time Religion," "Didn't It Rain" and "Swing Down, Sweet Chariot" are teamed with "Blowin' in the Wind" and "Cottonfields." Best Track: "Old Time Religion" (2:29).

**POP SPECIAL MERIT**

**HEARTSTRINGS**

Dean Elliott  
 Capitol T 1864 (M); ST 1864 (S)

One of the richest, lushest sounds in the mood and dance fields to come along, this employs a studio reverb technique which gives the strings a sort of artificial vibrato echo, creating a spatial quality against the non-reverbed brass and woodwind sections. The effect is arresting and colorful. Tunes include "Ramblin' Rose," "The Very Thought of You," "I Cried for You," etc.

**CLASSICAL SPECIAL MERIT**

**HAYDN: SYMPHONIES NO. 89 and 90**

Vienna Symphony Orchestra (Somogyi).  
 Westminster XWN 19043 (M); WST 17043 (S)

This album will fill a present void for Haydn enthusiasts. There are currently no other recordings of these two symphonies in the catalog. They are given delightful, ringing performances here, with an emphasis on the light-hearted nature of Haydn's symphonies of this period. Highly recommended.

**CLASSICAL SPECIAL MERIT**

**GLINKA: SONG RECITAL**

Boris Christoff  
 Angel S 36133 (S)

Glinka's songs have been virtually neglected on records, and this album will be a revelation for the uninitiated. Many of these songs could hold their own against the best of Schumann, Schubert or Brahms. Christoff is authoritative in his interpretations here, sung in Russian. He is assisted at the piano by Alexandre Labinsky and Gaston Marchesini on cello on several of the selections.

**SPECIALTY SPECIAL MERIT**

**FREEDOM MARCH ON WASHINGTON**

—August 28, 1963  
 Various Artists  
 20th Century-Fox TFM 3110 (M)

This is a detailed LP of the proceedings at the March on Washington held August 28, 1963. The seven speeches are included, but, undoubtedly, the "I Have a Dream" speech of Martin Luther King will be the outstanding track. It is most moving. Other speakers captured from the original Movietone newsreel sound track are by Roy Wilkins, A. Philip Randolph, John Lewis and Whitney M. Young Jr.

**CLASSICAL SPECIAL MERIT**

**CORELLI: 4 CONCERTI GROSSI OP. 6**

Virtuosi di Roma (Fasano)  
 Angel S 36130 (S)

An exciting reading of these Corelli works by one of the finest chamber orchestras in the world. The clean attack and uniform shading of the instrumentalists is a treat to the ear. Dealers might note that they will be making concert appearances in this country this season.

**CLASSICAL SPECIAL MERIT**

**VILLA-LOBOS: CONCERTO NO. 2; GUARNIERI: CELLO CONCERTO**

Vienna State Opera Orchestra (Meier).  
 Westminster XWN 19037 (M); WST 17037 (S)

Aldo Parisot, the noted cellist on this album, had the distinguished pleasure of giving these two works (written by compatriots of his) their world premieres, in each case, supervised by the composer in preparing his interpretation. The works are exciting and intense, providing a tour de force for the artist and orchestra. Neither work has been previously recorded. Strong appeal for contemporary music collectors.

**CLASSICAL SPECIAL MERIT**

**TCHAIKOVSKY: SYMPHONY NO. 4 IN F MINOR**

Philharmonia Orchestra (Klemperer)  
 Angel S 36134 (S)

Klemperer leads the Philharmonia Orchestra through a meticulous reading of this, one of Tchaikovsky's more popular symphonies. His particular concern is with clarity and contrast rather than sentimentality and over-romanticizing of the score. A convincing performance. Packaging is particularly tasteful.

**CLASSICAL SPECIAL MERIT**

**BACH: ORGAN RECITAL**

Albert Schweitzer  
 Angel COLC 89 (M)

Angel offers a superb collection of Bach Preludes, Toccatas, Fantasias and Fugues recorded by Schweitzer on the organ of All Hallows Church, Barking-by-the-Tower, London, in 1935. Schweitzer considered this instrument "an ideal Bach organ," and his purist approach to the music is classic in its fidelity to the structure. A collector's item.



## 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

**THE SOUND OF STRINGS VOL. 1 WILD STRINGS**  
 Werner Muller & His Ork. London LL3302 (M); PS 302 (S)

**BARBER SHOP CHORUS WINNERS**  
 Various Artists. Decca DL 4403 (M); DL 74403 (S)

**THE TEN TOP BARBERSHOP QUARTETS OF 1963**  
 Various Artists. Decca DL 4402 (M); DL 74402 (S)

**LONELY STREET**  
 The Plainsmen. Sims 104 (M)

**MEMPHIS**  
 Johnny Maddox. Dot DLP 3539 (M); DLP 25539 (S)

## JAZZ

**SWINGIN' MINSTREL**  
 Clancy Hayes. Good Time Jazz M 12050 (M)

**LAST NIGHT WITH THE DON RANDI TRIO**  
 Verve V-8524 (M); V6-8524 (S)

**EARL "FATHA" HINES**  
 Capitol T. 1971 (M); ST 1971 (S)

## CLASSICAL

**FALLA: NIGHTS IN THE GARDENS OF SPAIN/CONCERTO IN D MAJOR**  
 Gonzalo Soriano. Angel S 36131 (S)

**MOUSSORGSKY-RAVEL: PICTURES AT AN ESCHBITION; DEBUSSY: PRELUDE A L'APRES-MIDI D'UN FAUNE**  
 Philharmonia Orchestra (Maazel).  
 Angel S 36132 (S)

## INTERNATIONAL

**MUSICAL MEMORIES OF ROUMANIA**  
 Various Artists. London Int'l TW 91307

(Continued on page 19)



Fraternity Records is very proud indeed to present the first Lonnie Mack album.

Lonnie is one of the truly great talents Fraternity has had the opportunity of recording.

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*Sincerely*  
*Harry Carson*

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NIGHT CLUB REVIEW

# Hey, Buddy Greco, Back Away From That Mike

Buddy Greco, latest in a growing list of record-oriented acts to play in New York at the Hotel Americana's Royal Box super swankery, has decibels, enthusiasm, good song material and more decibels as the hallmarks of his 45-minute show.

A self-admitted 17-year veteran "in this business," it would seem that Greco might have learned better the lessons of dynamics than he apparently has. As it is, virtually every song comes over with the all-stops-out approach, as though by sheer volume, the artist could level any possible audience opposition. Please, Mr. Greco, move back from that mike, man!

Aside from the turned-up volume, Greco is able on the floor, full of poise, touches of good humor (a remark or two about other Italians in the same profession) and mixes in some pleasant solo piano spots with his singing. On the piano front, he does a couple of neat turns with "Fly Me to the Moon," "Tea for Two," and with a matching vocal, a clever special material bit, "That's What I

Thought You Said," done in a style faintly reminiscent of Matt Dennis.

But then there is the singing, that too loud singing. Among the dozen or so numbers, high spots would include "At Long Last Love," a great tune delivered in a style to match; a zingy, "up" arrangement of Victor Young's movie classic tune, "Around the World," "Let Me Love You," and the great ballad standard from "Camelot," "If Ever I Would Leave You." The wind-up, "You're Nobody Till Somebody Loves You," is well-calculated for this spot, lends itself well to the now well-known "one more time" format, and comes off a smasher for Greco.

Greco is a crowd-pleaser particularly on effort. He works hard, and stays in a lather most of the way, taking spots here and there to just catch his breath. He also has himself well backed with a cast consisting of standout drummer Bobby Bennett and a fine pianist-maestro, Dick Palumbi.

REN GREVATT

## New Gal in Town



GALE GARNETT, beautiful young television actress turned folk singer, made her New York night club debut recently at the Blue Angel. She writes material as well as performs, and on opening night Miriam Makeba was prominent among the guests. Makeba is currently using four of Gale's tunes in her act. RCA Victor has signed Gale for recordings.

## TALENT TOPICS

### BOSTON

Despite a torn ligament, Kaye Ballard proved her irrepensible self by going on with the show this week at the Statler-Hilton's Terrace Room. . . . Ex-New York cop Saverio Saridis holds the spotlight at the Revere Beach Surf Club. . . . The big Frolic nitery in the same town is having a rush on reservations for the coming engagement of Belle Barth with her songs and stories. . . . Noel Coward's new musical at the Colonial, "The Girl Who Came to Dinner," is a sellout and has achieved "hit" status.

Nat King Cole comes into the  
(Continued on page 19)

## TALENT ON TOUR

(Top record talent in top record towns this week)

### EAST

Frank Sinatra is host-narrator at the Israel Histadrut anniversary show at Madison Square Garden (14) and will be joined by a host of guests, including Leslie Uggams. . . . Horace Silver opens October 17 at Birdland, where he'll be playing for two weeks. . . . Vaughn Meader returns to the Blue Angel (15) for his fifth engagement there. He'll unveil a new act, assisted by Donna Jean Young and Jim Connell. . . . Comedy team, Stiller and Meara, who recently debuted on Verve Records, open (14) in Washington at the Shadows for two weeks.

### SOUTH

Brown and Dana play six college dates this week in Williamsburg, Ky. (14); Athens, Tenn. (15); Cookeville, Tenn. (16); Boone, N. C. (17); Hickory, N. C. (18), and Jefferson City,

Tenn. (19). . . . Stan Getz will also be playing dates this week at Virginia State College (15) and then back to New York on Friday at Hunter College. . . . Adiss and Crofut will perform at Howard College (17), Birmingham.

### MIDWEST

Headlining at the Embers in Indianapolis (14-26) is Damita Jo. . . . Vaughn Monroe will be at the Sunset Lodge, Morehead, Minn., for one week, starting October 14. . . . The Chase Hotel in St. Louis will feature Monique Van Vooren for 10 days, starting October 17. . . . Toni Carrol opens for three weeks at the Blackstone Hotel, Chicago (14).

### WEST

On October 15 Victor Borge opens in the Congo Room of the Hotel Sahara in Las Vegas.

## TV GUEST APPEARANCES BY RECORD TALENT

OCTOBER 14-20

(All Times Eastern Daylight Saving)

- TUESDAY 15—CARMEN McRAE, RAMSEY LEWIS TRIO  
Jazz in song and instrumental treatment will be provided by top names on tonight's Steve Allen show.
- THURSDAY 17—PATRICE MUNSEL, DUKES OF DIXIELAND  
The above are included in tonight's guest list for the Jimmy Dean show (ABC-TV, 9-10 p.m.).
- THURSDAY 17—GENE PITNEY, TRINI LOPEZ  
Both will be hosted by Steve Allen, along with many other guests.
- FRIDAY 18—PEARL BAILEY  
Miss Bailey joins Joe Louis, Jackie Vernon and Criswell on the Jack Paar show (NBC-TV, 10-11 p.m.).
- FRIDAY 18—JAN PEERCE  
Met opera tenor will be one of the performing guests on the Tonight show, starring Johnny Carson (NBC-TV, 11-15-1 a.m.).
- SATURDAY 19—NEW CHRISTY MINSTRELS, ADISS & CROFUT, MIKE SETTLE, STU RAMSEY, JOE & EDDIE  
All will appear on the big Hootenanny show tonight (ABC-TV, 7:30-8:30 p.m.).
- SUNDAY 20—TONY BENNETT, CLIFF RICHARD  
Both artists will be seen on the Ed Sullivan show (CBS-TV, 8-9 p.m.).
- SUNDAY 20—GEORGE MAHARIS, JACK CARTER, THE DILLARDS  
Judy Garland plays hostess to the above acts, with special material supplied by Mel Torme (CBS-TV, 9-10 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.



APRIL STEVENS & NINO TEMPO  
(Atco)

**BIRTHDAYS:** April — April 29, Nino—January 6.  
**HOMETOWN:** Niagara Falls, N. Y. **BACKGROUND:** Sister and brother acts are rarely packed with such individual talents as is the case with April and Nino. Both have worked for many years as a single (and very successfully) before joining forces as a team. Nino has been performing since he was three. By the time he was seven, he was singing with Benny Goodman's orchestra and later with the Glenn Miller band. A skilled musician, Tempo is the arranger and composer of many songs written for such big entertainment names as Rosemary Clooney and Steve Lawrence. April has had many a hit single record on her own: "I'm in Love Again" was her first hit. This was followed by "Gimme a Little Kiss," "And So to Sleep Again" and "Aw, C'mon." Their latest single for Atco Records, "Deep Purple," is taking giant steps toward the top of the charts.

**LATEST SINGLE:** "Deep Purple" moves from position No. 33 to No. 20 on this week's Billboard Hot 100. It is in its fifth week on the chart.

### SUNNY AND THE SUNGLOWS (Tear Drop)

PM: Huey P. Meaux  
BO: Continental

**NAMES:** Sunny Ozuna, vocal; Jesse, Oscar and Ray Villanueva; Tony Tostado, Gilbert Fernandez and Alfred Luna. **HOMETOWN:** San Antonio. **BACKGROUND:** The group has been working together now for almost four years. They were organized while still attending Burbank Vocational High School, at which time they approached independent producer Huey P. Meaux at a night club he owned in Galveston, Tex. Under his guidance, the group became a hot item in numerous personal appearances in the local area. Their early recordings of "Golly Gee" and "Just a Moment" got good action and spread their name in the industry so that with "Talk to Me" they found a ready, receptive market. Now that they are riding up the charts with their hit single, they've decided on a slight alteration. They have recently changed their name to Sunny and the Sunliners.

**LATEST SINGLE:** "Talk to Me," which has been on the Billboard Hot 100 for seven weeks, is in the No. 15 slot this week.

**LATEST ALBUM:** "Talk to Me," which will soon be released.



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# HERE'S THE BIG ONE!

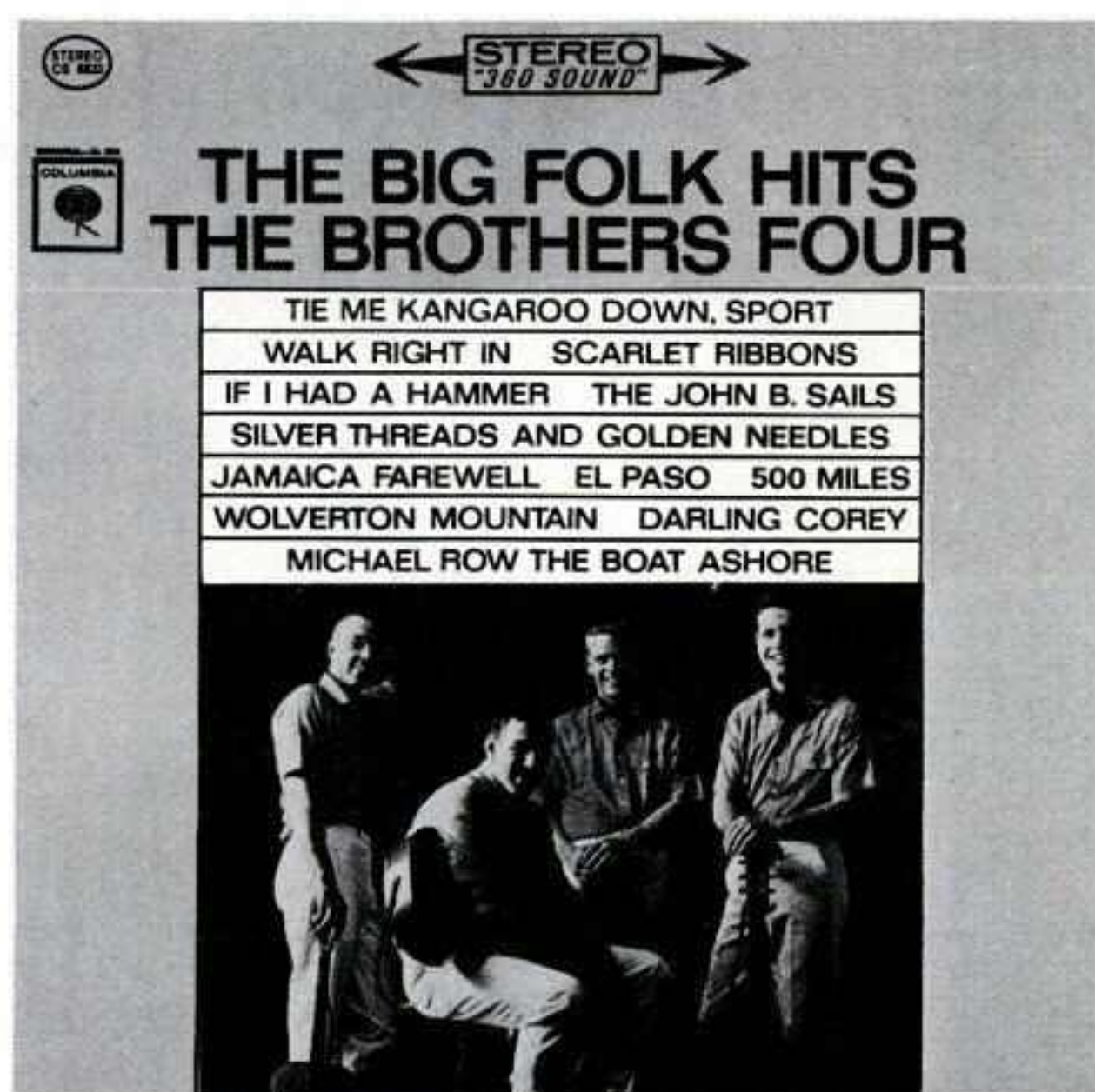
# "FOUR STRONG WINDS"

4-42888

# by THE BROTHERS 4

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On the charts... The Brothers 4 and their latest album  
FROM COLUMBIA RECORDS 



\*Stereo

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# Folk Trend Shows No Sign of Let-Up

NEW YORK—Just how big a force is the folk movement? From all indications it is very big and at the moment shows little signs of a let-up in the pace. This is true not only at the personal appearance and concert level, but particularly on the record front.

A few minutes of chart study leads to the clear conclusion that folk-styled albums are accounting for the best chart positions and highest sales rates for a number of firms fortunate enough to be in the folk derby. It is, of course, no secret that folk singles become big items from time to time. But in the album field, it's the folksters who are carrying the ball for some of the most important firms.

Warner Bros. is easily the best example of the moment. Two Warners' albums by Peter, Paul and Mary have been riding along in the top 10 of the album chart for months. The first of these, which carries as its title, the name of the group, is presently in its 78th week on the chart. The group's "Movin'," has been on for 40 weeks.

With Capitol, the phenomenon is not so pronounced, only because the Kingston Trio has been on the scene somewhat longer than Peter, Paul and Mary. The fact remains, how-

ever, that this group, even after a change of personnel some time back, continue to be a major factor on the album chart. Their most recent set, "Sunny Side," is one of three of the firm's top position albums in recent weeks, now in its 10th week on the list. It is also only one of three by the Kingston Trio now on the charts. The other two, "The Best of the Kingston Trio" and "Kingston Trio No. 16" have a combined total of over 100 chart weeks.

#### Lettermen Sound

The Lettermen, another Capitol group with the folk sound, are also pulling their share of the load, moving in their first eight weeks on the chart up to position No. 86 with their "In Concert LP."

One of the most stellar examples of the power of folk on the present scene is that of Vanguard, currently enjoying four spots on the album chart, all by folksters. The label made Joan Baez a star and she's returning the favor with three albums on the chart for Vanguard. Two of these, Volumes I and II, have each been on the list for upward of 100 weeks, while the third, "Joan Baez in Concert," now in the top 20, has had a full year of action.

Vanguard, more recently, has sprung a new trump card out

Coming on this page  
in future weeks:

November 2

Classical

November 9

Children's Records

November 16

Jazz

of its sleeve, in the persons of Ian and Sylvia. The pair's first album, "Four Strong Winds," hit the chart for the first time only four weeks ago.

The picture is very much the same at another label, Mercury. In fact, of Mercury's present four entries on the LP chart, three are by one folk act, the Smothers Brothers. (The other is by pop hitmaker Lesley Gore). Newest of the Smothers programs, "At the Purple Onion," is now in its 15th week, while its older brothers, "Think Ethnic" and "Two Sides" have been clicking along for 29 and 44 weeks respectively.

#### Hot Entries

Kapp Records' two hottest entries of the moment, both turn out to be folk-based, by the Chad Mitchell Trio. The group, though it recently moved to Mercury, is doing good business for Kapp with its newest, "The Best of the Chad Mitchell Trio," moving up fast to the 71 spot in its fourth week and "Blowin' in the Wind," an older album, on the charts for 23 weeks in the 126 spot.

United Artists has been moving well with four chart contenders in recent weeks, one of the hottest of which is the new "Hootenanny with the Highwaymen," on the charts for seven weeks and presently No. 82.

Though Columbia is and has been swinging recently with all

classifications of recorded product, the label is by no means without its representation with folk material. It is scoring particularly well with the New Christy Minstrels. The Randy Sparks-coached group currently has three on the album chart, with the newest entry, "Ramblin'," showing up at 17 after nine weeks. The Christy's "Tall Tales" set has been on for almost five months and has been in the top 50, while the original "The New Christy Minstrels" has been on for just short of a year.

Bob Dylan is also showing well for Columbia, with his "Freewheelin'" album in its seventh week at the 30 slot, while the Brothers Four have just returned to chartdom with their "Big Folk Hits," jumping from 146 to 114 this week.

RCA Victor's Limelights, in their fourth week on the chart with their new "Fourteen 14K Folk Songs," have moved from 125 to 77. Odetta is moving

## ABC LAUNCHES HOOTENANNY

NEW YORK — ABC-TV Hootenanny is the title of a new magazine on the folk scene, due to hit the stands Tuesday (29). The periodical was inspired by the ABC-TV Saturday night show known as "Hootenanny."

The magazine is expected to feature articles by and about folk singers and singing groups, many of whom have appeared on the "Hootenanny" TV show. In addition, each issue will have a full section devoted to music and lyrics.

along equally fast for the label. Her newest "Folk Songs" album, also a chart item for but four weeks, is now in the No. 81 spot, after a start at 145.

Meanwhile, Liberty has also placed a new folk-styled act, The Johnny Mann Singers, in the album chart race. The group's new "Golden Folk Song Hits" moved from 118 to 92 in two weeks.

## Focus on Folk

Singer-banjo man, Billy Faier, whose recent LP is titled "Travelin' Man," has a radio show with the same title. The show is WBIC, Bay Shore, N. Y., a Monday through Friday affair from 4 to 5 p.m. with a two-hour Sunday seg. He'll play folk records interspersed with his own banjoing and singing. Guest stars will be used as well. Initial guest was guitarist Dave Van Ronk. Fred Hertz, of Gotham Recording Studios, is co-packager with Faier, with syndication in the works for the near future.

Music Research of Arlington, Va., is promoting a new Piedmont label release by Mississippi John Hurt, old-time folksters who recently appeared at the Newport and Philadelphia Folk Festivals. Music Research, a new company operated by Richard Spottswood, hopes to build an extensive catalog of country folk material.

Ian and Sylvia, Finvola Reddin, the Halifax Three, the Raftsmen, Shirley Singer, the Travelers, Tom Hawken and the Clansmen and the Jubilation Singers, were among the artists helping CTV Television in Canada, celebrate completion of its coast-to-coast microwave relay system. Celebration took the form of an hour-long folk music special, "Something to Sing About."

Prestige Records is now actively promoting its new Prestige-Folklore label. Prestige President, Bob Wienstock, said the new label will be devoted to "American folk music, where it is bluegrass, white blues, Negro blues or laments, folk-jazz, or traditional folk songs." The label is an outgrowth of the Prestige International label, founded three years ago, which has helped develop such folk acts as Bonnie Dobson, Ron Eliran, Keith and Rooney Jean Ritchie, Dave Van Ronk, and the Charles River Boys.

Pasadena's Ice House has the Goldcoast Singers for a four-week stint, winding up October 31. Also on the bill are the

Willow Creek Ramblers, a bluegrass group and a pop-gospel sextet known as Sara James and the Sanctified Six. Meanwhile the club's Sunday night Kazootenanny Hootenanny shows, in which customers are given kazooes with which to join in with the acts, will be continued through the end of the month.

Booker Tim Gale has set his "Hootenanny U.S.A." show for the Columbus (Ohio) Veterans Memorial Auditorium for Tuesday, November 26. Featured in the package are the Journeymen, the Halifax Three, Joe Mapes, the Geezinslaw Brothers and Glenn Yarbrough. . . . Lance deGault and Rene Jarmen are demonstrating the "hootenanny hoot" on the West Coast. It's a new dance which the pair do in the Sam Katzman picture of the same name. Picture, which also features the Brothers Four, opened in numerous Southern California theaters last week.

The Dillard's, bluegrass quartet on Elektra Records, have been signed for four appearances on the Judy Garland CBS-TV show. Group, from Salem, Mo., started the series Sunday (6) and will also be seen November 17 and 24 and December 22. . . . Oscar Brand, who has an album in the Elektra catalog, titled "For Doctors Only," will perform some of the selections from the set at the upcoming convention of the World Medical Association Thursday (17) at New York's Commodore Hotel.

Judy Collins' Midwest tour will carry her to Kansas City, Minneapolis, Denver, St. Louis, Oklahoma City and Dallas between November 9 and 14. . . . The Dillard's, currently at the Shadows, Washington, will touch down at Oakland (Calif.) City College; Ventura College, California; St. Michaels College, Burlington, Vt., and St. Anselms College, Manchester, N. H., during the next three weeks. . . . Travelers Three are current at the Gaslight Room, San Diego, Calif.

## ELEKTRA ADDING NEW FOLK ACTS TO ROSTER

NEW YORK—Elektra Records has added a number of new folk acts to its talent roster. These include a group of 12 musicians and singers known as the Even Dozen Jug Band; a French-Canadian fiddler, Jean Carignan; and three Minnesota blues musicians.

The Jug Band group plays, collectively, such instruments as 12-string guitar, five and six-string banjo, kazoo, mouth trumpet, hand trumpet, piano,

washboard and harmonica.

Carignan has appeared before Queen Elizabeth with his fancy fiddling and has also worked at two Newport Folk Festivals. The three Minnesotans, John (Spider) Koerner, Dave (Snaker) Ray and Tony (Little Sun) Glover, appeared last summer at the Philadelphia Folk Festival and had an earlier album cut on the Audiophile label, masters for which have been purchased by Elektra.

## New RCA Victor Folk People

HOLLYWOOD — A proposed new tape TV show was put into pilot form during the month at the Ice House, a folk club in nearby Pasadena. In addition, a newly established diskery and a well-known major company both staged live recording sessions at the club.

The TV concept, now known under the tag "The Big Hoot," is being put together by Barnaby Productions. Pilot taping features Bud and Travis, the Goodtime Singers, Jackie DeShannon, Randy Boone and Stewart Clay.

Jack Linkletter, of ABC-TV's "Hootenanny" show, in an indie venture, has formed Legend

Record and as his first project, cut an album at the Ice House featuring such artists as Les Baxter's Balladeers, the Yachtsmen, Jim and Jean and others. It kicks off a series of West Coast hootenanny records.

RCA Victor also used the club to cut an album with two new folk acts, recently signed by the label, the Women Folk and the Villagers. The Women Folk is a five-girl group, all of whom sing and play instruments. They've been signed to a long-term contract. The Villagers is a new, two-man, two-girl group, recently formed on the West Coast.



ALBUM REVIEWS

Continued from page 14

**SELECTED SONGS OF ELIAKUM ZUNSER**  
Nathaniel A. Entin... Folkways WF 8738

**MUSICAL MEMORIES OF SWITZERLAND.**  
Various Artists. London Int'l TW 91305

**RUDOLF SCHOCK.**  
Capitol T 10340 (M)

**MUSICAL MEMORIES OF HUNGARY**  
Various Artists. London Int'l TW 91304

FOLK

**JEAN RITCHIE AND DOC WATSON AT FOLK CITY**  
Folkways FA 2426

**ELLIE MAO: AN ANTHOLOGY OF CHINESE FOLK SONGS**  
Folkways FW 8877

**THE NEW LOST CITY RAMBLERS, VOL. 5**  
Folkways FA 2395

RELIGIOUS

**SYMPHONY IN BRASS**  
Salvation Army New York Staff Band & Male Chorus. Word WLP 3252

CHRISTMAS

**CHRISTMAS IN THE PHILIPPINES**  
Nito Gonzalez & His Rondalla. Capitol 10305 (M); ST 10305 (S)

SACRED

**LAND OF GLORY**  
Revivaltime Choir. Word WLP 3263

**THE MAGNIFICENT VOICE OF NORMAN NELSON**  
Word W-3185-LP (M)

SPOKEN WORD

**RUDYARD KIPLING SELECTION FROM THE JUNGLE BOOKS**  
Basil Rathbone. Decca DL 9109



THREE-STAR ALBUMS

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

POPULAR

**THE RHYTHM PALS**  
Arc 528



High-balling down the line, headed for Hitsville, it's beginning to look as though Allen Curtis' "Fireball Mail" has the green light all the way. Hickory 1226 is the number of the non-stop express. This is Allen's first run on the hardwood label.

(Advertisement)

**THE FABULOUS ROY LANHAM**  
Sims 105 (M)

**MAURICE BOLYER'S TV FAVOURITES**  
Arc 517

**HONKY TONK PIANO MAN**  
Maurice Bolyer. Arc 505

COUNTRY AND WESTERN

**ONE MORE RIDE AND OTHER COUNTRY HITS**  
Hank MacDonald & the Roving Brake-man. Arc 509

**BIG SLIM THE LONE COWBOY**  
Arc 523

**COUNTRY AND WESTERN ALL TIME HITS**  
Golden Valley Boys. Arc 514

GOSPEL

**VOICES OF VICTORY**  
Choir of the Victory Baptist Church. Choir CH 1001 (M)

**FAMILY CIRCLE**  
Mighty Clouds of Joy. Peacock PLP 114

SACRED

**DAY BY DAY**  
Westmont Collegiate Quartet. Word W-3269-LP (M)

FOLK

**PETER LA FARGE SINGS OF THE COWBOYS**  
Folkways FA 2533

POPULAR

**MR. HAPPINESS**  
Teddy Tanaka. Mahalo M 3011 (M); MS 3011 (S)

SPOKEN WORD

**STRANGE TRUTHS**  
Tom O'Neill. Petal 1000 (M)

TALENT TOPICS

Continued from page 16

Donnelly Memorial Theater next week for a one-night stand with Pete Barbutti and a 19-piece band. . . . Hits are in season in the Hub. Brendan Behan's "The Hostage" at the Charles Playhouse is assured a long run after critics' unanimous raves. . . . Ballad singers are even more popular these days in the Hub with Josh White scheduled and Ed McCurdy at the Unicorn. A massive kootenanny also is set for the Boston Arena next week. . . . Mahalia Jackson in for a single date at the Donnelly October 2.

Stars of the Bolshio Ballet just ended a five-performance stand here and drew one of the biggest grosses in ballet history here. . . . The Moscow Circus comes into the Boston Garden with an enthusiastic advance for a 10-day stay next week. . . . Blinstrub's Village has a crowd-pleaser with Frank Sinatra Jr. and the Tommy Dorsey orchestra. Next booking will bring Anna Maria Alberghetti for one week. . . . Steve Allen has canceled his Boston appearance set for the Donnelly because of illness. This was to have been one of a 10-city tour.

CAMERON DEWAR

MEMPHIS

Charlie Rich's second single for RCA, "Big Boss Man" and "Let Me Go My Merry Way," was released this week. Charlie has already become a big favorite of the RCA recording staff at Nashville. . . . And Mercury rushed out Jerry Lee Lewis' first single, "Hit the Road, Jack" and "Pen and Paper" on the Smash label. Both Rich and Lewis are former Sun Record Company stars.

Ward Hodge, Memphis investor, sued John Osborne, 38, in Circuit Court for \$1 million, charging breach of contract. Osborne is managing up-and-coming singer Mary Miller. Hodge's bill said Osborne brought the singer to him, he took them to Hollywood, met producers, record officials, got her started and had by contract half interest in the agent's fee of 30 per cent.

Hi Records President Joe Cuoghi said Bill Black's Combo's western album and Ace Cannon's "Moanin' Sax" album will be out in a couple of weeks. . . . Jimmie Rodgers just closed a successful week at the Vapors Club at Hot Springs.

ELTON WHISENHUNT

FRANK RECORDS

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<b>JUAN SERRANO</b> Ballad	<b>DIAN &amp; THE GREENBRIAR BOYS</b> Softly, Set Your Sweet Heart Down	<b>CLARA WARD SINGERS</b> The 4 Ladies
<b>ERIC DARLING</b> The Wheel & Spoked Wheel	<b>WARBROUGH &amp; CHILD</b> Many had a Dinky	<b>THE TRAVELERS 3</b> Cotton Puffs

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## CMA Launches Promotion On Country Music Week

NASHVILLE—With the most widely observed National Country Music Week ever clearly in range, the five-year-old Country Music Association last week opened fire with a heavy promotion bombardment of hundreds of key radio and television stations in the United States and Canada. Publicity packets went out to U. S. and Canadian broadcasters, jammed with ideas, scripts and c.&w. facts and figures designed to arm them for an all out exploitation of NCMW set for October 27-November 2. Special 45 r.p.m. disks, featuring top Canadian country music stars, were mailed exclusively to stations north of the border.

On the network level, CMA has been assured that NCMW will be plugged on such key network videoutings as ABC-TV's "Tennessee Ernie Show" and "The Jimmy Dean Show"; NBC-TV's "Tonight Show," which will

be originating from Europe that week, and the widely syndicated "Steve Allen Show."

CMA's NCMW promo kits include an outline for a proposed country music spectacular-type show which could be tailored to a special week, day or block of programming. The NCMW packets are available free for the writing on station letterhead to CMA, 801 16th Avenue, South, Nashville, Tenn. 37203.

Special disks mailed to Canadian stations were prepared by Bob Pampe, Columbia Records of Canada, and Harold Moon, BMI Canada.

On another front, CMA has received support in the form of Country Music Week proclamations from governors of Tennessee, Colorado and Arizona, with additional proclamations expected in California, Louisiana, Kentucky, Virginia and New York.

## COUNTRY MUSIC CORNER

By BILL SACHS

The Collins Kids have just completed a series of network TV commercials for the Squirt Bottling Company. Larrie and Lorrie will play a string of one-nighters and club dates before returning to the Stardust Hotel, Las Vegas, for a 16-week stand about the first of the year. . . . Bob Neal hopped from Nashville to Morenci, Ariz., recently to set George Jones and his combo for the Third Annual Morenci Open-Pit Mine Festival December 9. . . . The Cates Sisters, teen-age pair from Independence, Mo., who for the last several years have appeared with road units headed by Ernest Tubb and Tex Ritter, are sporting their first release on Vandan Records, "Just a Little Fool" b.w. "Just a Tear Away From Crying." Also new on the Vandan label are Stanley Webb, Becky Burns and r.&b. artist Walter Vaughn.

Smokey Stover's "When the Sun Goes Down" b.w. "One Thing in Common" and Adrian Roland's "Big Brother" b.w. "Pickin' Pedro," both produced recently by Slick Norris at the Gulf Coast Studio, Beaumont, Tex., are slated for release on the Sims label this week. . . . Johnny and Jonie Mosby, after winding up on a string of personals in Texas last week, hit out for Nashville and another Columbia session. . . . Kathy Dee was in Chicago Saturday (12) to appear as guest on a color video-tape shooting of WGN's "Barn Dance" show. The program, to be shown later

this month, will spot Kathy singing her current United Artists release, "Unkind Words."

Bobby Lewis, 13-year-old country singer from Hodgenville, Ky., has been signed to a booking pact by Hal Smith's Artists Productions, Goodlettsville, Tenn. A newcomer to the recording field, Bobby has just had his second release, "Forty Dollars a Week" b.w. "I'm Nervous," on the Saber label, which is distributed by Vee Jay Records. Young Lewis is a regular on "Hayloft Hoedown" on WHAS-TV, Louisville. . . . Buck Owens and His Buckaroos return to their California headquarters Thursday (10) after completing an extended tour through New Mexico, Colorado, Missouri, Indiana, Iowa and Minnesota.

Sheriff (Tex) Davis has been named to head the new artist bureau formed by Radio Ranch Productions, of which George A. Crump is president. The new firm will headquarter in Norfolk, Va., and cover the area east of the Mississippi. . . . Some 15,000 patrons witnessed the country music spec at the Armory, Washington, September 21-22, featuring Johnny Cash, Roy Acuff, George Jones, June Carter, Wilma Lee and Stoney Cooper and Clyde Beavers. Show was promoted by Rudy Callicut and Bob Cobbins. Tom Reeder, of WDON Radio, Wheaton, Md., emceed the proceedings.

Leon McAuliffe and the Cimarron Boys will be joined by Tex Ritter, Sue Thompson and the Plainsmen for a tour arranged by Wichita, Kan., promoter, Hap Peebles. Trek opens at Salina, Kan., October 16 and follows with Lincoln, Neb., 17; Omaha, 18; Wichita, 19, and Kansas City, Mo., 20. During the tour the group will record an album for the Starday label. McAuliffe's new Capitol album has been titled "Leon McAuliffe and His Swinging Western Band" and is set for release in January. Following the tour for Peebles, McAuliffe and his lads show their wares at Sulphur, Okla., October 22; Tulsa, Okla., 23; Coffeyville and Independence, Kan., 25; Arkansas City and Independence, Kan., 26; Tulsa,

## HOT COUNTRY SINGLES

### Billboard SPECIAL SURVEY

FOR WEEK ENDING 10/19/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	LOVE'S GONNA LIVE HERE . . . . .	5
		Buck Owens, Capitol 5025	
2	4	MAKE THE WORLD GO AWAY . . . . .	11
		Ray Price, Columbia 42827	
3	3	ABILENE . . . . .	19
		George Hamilton IV, RCA Victor 8181	
4	5	8 X 10 . . . . .	9
		Bill Anderson, Decca 31521	
5	1	TALK BACK TREMBLIN' LIPS . . . . .	18
		Ernest Ashworth, Hickory 1214	
6	6	YOU COMB HER HAIR . . . . .	15
		George Jones, United Artists 578	
7	9	FADED LOVE . . . . .	6
		Patsy Cline, Decca 31522	
8	8	RING OF FIRE . . . . .	20
		Johnny Cash, Columbia 42788	
9	7	GUILTY . . . . .	15
		Jim Reeves, RCA Victor 8193	
10	10	DETROIT CITY . . . . .	16
		Bobby Bare, RCA Victor 8183	
11	15	LITTLE OLE' YOU . . . . .	14
		Jim Reeves, RCA Victor 8193	
12	13	WE MUST HAVE BEEN OUT OF OUR MINDS . . . . .	25
		George Jones & Melba Montgomery, United Artists 575	
13	18	NOT SO LONG AGO . . . . .	7
		Marty Robbins, Columbia 42831	
14	11	HAPPY TO BE UNHAPPY . . . . .	10
		Gary Buck, Petal 1011	
15	12	TELL HER SO . . . . .	5
		Wilburn Brothers, Decca 31520	
16	—	MOUNTAIN OF LOVE . . . . .	1
		David Houston, Epic 9625	
17	16	SIX DAYS ON THE ROAD . . . . .	21
		Dave Dudley, Golden Ring 3020	
18	21	THANKS A LOT . . . . .	4
		Ernest Tubb, Decca 31526	
19	19	THE MINUTE YOU'RE GONE . . . . .	14
		Sonny James, Capitol 4969	
20	29	COWBOY BOOTS . . . . .	3
		Dave Dudley, Golden Ring 3030	
21	26	LOVING ARMS . . . . .	14
		Carl Butler & Pearl, Columbia 42778	
22	24	ACT NATURALLY . . . . .	28
		Buck Owens, Capitol 4937	
23	23	I CAN'T STAY MAD AT YOU . . . . .	2
		Skeeter Davis, RCA Victor 8219	
24	22	TIPS OF MY FINGERS . . . . .	16
		Roy Clark, Capitol 4956	
25	—	TOO IN LOVE . . . . .	3
		Hank Thompson, Capitol 5008	
26	17	A MILLION YEARS OR SO . . . . .	11
		Eddy Arnold, RCA Victor 8207	
27	—	YOUR BEST FRIEND AND ME . . . . .	2
		Mac Wiseman, Capitol 5011	
28	—	NEW YORK TOWN . . . . .	2
		Lester Flatt & Earl Scruggs, Columbia 42840	
29	14	CALL ME MR. BROWN . . . . .	4
		Skeets McDonald, Columbia 42807	
30	—	TIE MY HUNTING DOG DOWN, JED . . . . .	1
		Arthur Smith, Starday 642	

Okla., 30; Longhorn Ranch, Dallas, November 1; Panther Club, Fort Worth, 2-3; Dancetown U.S.A., Houston, 6-10; the Corral, Albuquerque, N. M., 12; Riverside, Phoenix, Ariz., 14; George Air Force Base, California, 15, and the Elks Club, Yuma, Ariz., 16. Cornbread Rutledge, of Meridian, Miss., formerly with Johnnie Lee Wills, has joined McAuliffe as bass man and vocalist.

Key Talent, Nashville, has set Jimmy Newman for a whirlwind spin through the West and Northwest, with stops at Artesia, Colo.; Colorado Springs, Colo.; Rapid City, S. D.; Sturgis, S. D.; Winnipeg, Man.; Virden, Man.; Swift Current, Sask.; North Battleford, Sask.; Wynward, Sask.; Regina, Sask.; Minot, N. D.; Estevan, Sask.; Calgary, Alta.; Edmonton, Alta.; Grand Center, Alta., and Red Deer, Alta. . . . Kenny Roberts has been added to the talent line-up for the big country music spec which Oscar Davis will present at Cobo Hall,

Detroit, Sunday, October 20. The following weekend (25-27), Kenny will appear with Ernest Tubb, Roy Drusky and Porter Wagoner at Lansing, Grand Rapids and Saginaw, Mich., and November 10 teams with Carl Smith for a date at New Britain, Conn.

Minnie Pearl's new book, "Christmas at Grinders Switch," published by Abingdon Press, New York and Nashville, is reported ketching on a kinda nice like. With an introduction by Ernie Ford, the book, which bears the price tag of \$1.50, has Minnie reciting in her own humorous manner her many experiences at Christmas in her old Tennessee home town. Minnie's many fans should find it a gasser. . . . Sleeper Records, Meridian, Miss., has a new release by 19-year-old Cholly Haines. The lad penned both tunes, "Bouncing Baby" and "A Shoulder to Cry On," and Pamper Music is publishing the "Baby" side.

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**"SEASONS OF MY HEART"**  
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HE'D DIG FOR ME**

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**RHYTHM & BLUES**

**MGM Names Larry Finley**

NEW YORK — Larry Finley has been named head of the new Special Products Department of MGM-Verve Records, it was announced by Arnold Maxin, president of the record division. Finley, a show business veteran, will immediately step up the company's efforts in the premium sales market. He will also handle custom pressing accounts for the MGM manufacturing plant.

Finley, who will headquarter in New York, was most recently with Dot Records as director of Premium Sales.

**NARAS to Give Course**

HOLLYWOOD — The West Coast chapter of NARAS in conjunction with UCLA will present a 12-week course on the recording arts beginning October 10.

Scheduling to speak at this first meeting are Goddard Lieberman, president of Columbia Records; Mike Maitland, president of Warner Bros.-Reprise, and pianist-composer Andre Previn. They will discuss a history of the recording industry.

**Warner Ties Two Distributors**

BURBANK, Calif. — In an economic move, Warner Bros. has consolidated two distributorships. The Albany and New York areas are being handled by Alpha Distributing of New York and M. S. Distributing of Chicago is adding Indianapolis to its area.

The Chicago move is also tied in with the Warner-Reprise merger. According to Warner's sales manager Bob Summers, Milt Salstone's M. S. Distributing can now use the same field force on both labels. Salstone, Summers pointed out, has handled Reprise in the Indianapolis area all along.

**Decca Rushing Surfari's Disk**

NEW YORK — Decca Records has rushed out the first album by the newly signed Surfari's. In the set the boys play their current Decca hit, "Point Panic," as well as a string of their former hits "Wipe Out," "Surfer Joe," "Waikiki Run" and eight other selections. The entire LP was recorded on the West Coast, home ground of surfdom, under the direction of Bud Dant, the label's West Coast a.&r. staffer. The album, out this week, is titled "The Surfari's Play."

**Teiger Films Into Disk Field**

HOLLYWOOD — Teiger film productions is entering the disk field. Don Thorn, personal manager of Mercury recording artist, Clebanoff, has been named general manager of the new firm, with Luis Fields as a.&r. man.

First single will present Caesar Giovanni and the Wayne Robinson Singers performing material by Connee Boswell. Company hopes to have its first release ready this month.

**HOT R&B SINGLES**

**Billboard SPECIAL SURVEY**

FOR WEEK ENDING 10/19/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	4	<b>PART TIME LOVE</b> . . . . . Little Johnny Taylor, Galaxy 722	10
2	1	<b>CRY BABY</b> . . . . . Garnet Mimms & the Enchanters, United Artists 629	7
3	7	<b>BUSTED</b> . . . . . Ray Charles, ABC-Paramount 10481	4
4	5	<b>SALLY, GO 'ROUND THE ROSES</b> . . . . . Jaynetts, Tuff 369	6
5	2	<b>HEAT WAVE</b> . . . . . Martha & Vandellas, Gordy 7022	11
6	3	<b>MICKY'S MONKEY</b> . . . . . Miracles, Tamla 54083	8
7	9	<b>BE MY BABY</b> . . . . . Ronettes, Philles 116	5
8	6	<b>THE MONKEY TIME</b> . . . . . Major Lance, Okeh 7175	12
9	13	<b>SUGAR SHACK</b> . . . . . Jimmy Gilmer & the Fireballs, Dot 16487	5
10	10	<b>THEN HE KISSED ME</b> . . . . . Crystals, Philles 115	8
11	11	<b>MOCKINGBIRD</b> . . . . . Inez Foxx, Symbol 919	18
12	8	<b>MY BOYFRIEND'S BACK</b> . . . . . Angels, Smash 1834	9
13	15	<b>IF I HAD A HAMMER</b> . . . . . Trini Lopez, Reprise 20198	7
14	18	<b>CRY TO ME</b> . . . . . Betty Harris, Jubilee 4556	4
15	22	<b>IT'S ALL RIGHT</b> . . . . . Impressions, ABC-Paramount 10487	3
16	23	<b>DEEP PURPLE</b> . . . . . Nino Tempo & April Stevens, Atco 6273	3
17	26	<b>A WALKIN' MIRACLE</b> . . . . . Essex, Roulette 4515	5
18	28	<b>SURFER GIRL</b> . . . . . Beach Boys, Capitol 5009	6
19	29	<b>THAT SUNDAY, THAT SUMMER</b> . . . . . Nat King Cole, Capitol 5027	3
20	20	<b>I'M YOUR PART TIME LOVE</b> . . . . . Mitty Collier, Chess 1871	2
21	21	<b>TALK TO ME</b> . . . . . Sunny & the Sunflows, Tear Drop 3014	5
22	14	<b>DOWN THE AISLE</b> . . . . . Patty LaBelle & the Blue Belles, Newtown 5777	8
23	17	<b>TWO TICKETS TO PARADISE</b> . . . . . Brook Benton, Mercury 72177	3
24	-	<b>WONDERFUL! WONDERFUL!</b> . . . . . Tymes, Parkway 884	2
25	16	<b>FRANKIE AND JOHNNY</b> . . . . . Sam Cooke, RCA Victor 8215	11
26	-	<b>DONNA THE PRIMA DONNA</b> . . . . . Dion DiMucci, Columbia 42852	1
27	-	<b>SHE'S A FOOL</b> . . . . . Lesley Gore, Mercury 72180	1
28	12	<b>IT'S TOO LATE</b> . . . . . Wilson Pickett, Double L 717	11
29	-	<b>MISTY</b> . . . . . Lloyd Price, Double L 722	1
30	-	<b>MEAN WOMAN BLUES</b> . . . . . Roy Orbison, Monument 824	1

**BREAKING IN ALL MARKETS—**  
**JAMES DAVIS'**  
**BLUE MONDAY**  
 DUKE 368

**WATCH THIS ONE GO STRAIGHT TO THE TOP!**

**LITTLE FRANKIE LEE'S FULL TIME LOVER**  
 PEACOCK 1929

**STILL GOING STRONG—STRONG!!**  
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**MUSIC AS WRITTEN**

**CINCINNATI**

Bob Barron, of the Disneyland and Buena Vista labels, in from New York last week to

put the hustle on Annette's new album, "Beach Party," and her new single, "Promise Him Anything," both on Buena Vista. Making the rounds of the local music emporiums and deejays with Barron was Julie Godsey, Gal Friday to Jerry Weiner, of Ohio Appliances, local RCA Victor Records chief. . . . Also in town last week to plug his new RCA Victor album, "Honey in the Horn," was Al Hirt, who during his stay here did a repeat stint on Ruth Lyons' "50-50 Club," color TV-er over WLW-T and the Crosley four-station network. From Cincy, Al hopped to Dayton, Ohio, to help the Hauer Music Shop celebrate its 25th anniversary.

Clicking it off big in this sector are Chet Atkins' new one on RCA Victor, "Guitar Country," on which he has the backing of the Anita Kerr Singers, and the new album by Peter, Paul and Mary, "Blowin' In the Wind," on Warner Bros. Ike Klayman, of A.&I. Distributing, says his initial order on the last named was 15,000, his biggest ever, with sales already running over the 8,000 mark. Peter, Paul and Mary played to a healthy \$12,000 gross in a single performance at Xavier University Field House here last week.

BILL SACHS

**PITTSBURGH**

The Ames Brothers open a nine-day stand at the Twin Coaches night club, replacing Anna Maria Alberghetti who canceled because her new act isn't ready. . . . Link Wray and the Wray Men spent a week end here promoting their new Swan platter, "Week End." . . . Norman Charles has waxed "We Shall Overcome," for Gateway Records, the first record inspired by the recent march on Washington. . . . Harold Batters,

local musician, whose second LP "Harold Batters Takes Off" rates No. 10 in this area, won two big theater dates with Dick Gregory, the first at the Howard Theater in Washington, followed by the Apollo in New York.

Enzo Stuarti, whose latest album, "Enzo Stuarti at the Plaza," is just out on the Jubilee label, will guest on the John Reed King TV show the week of September 30. . . . Gate-

(Continued on page 73)

*Coast to Coast Smash*  
*Headed for #1*

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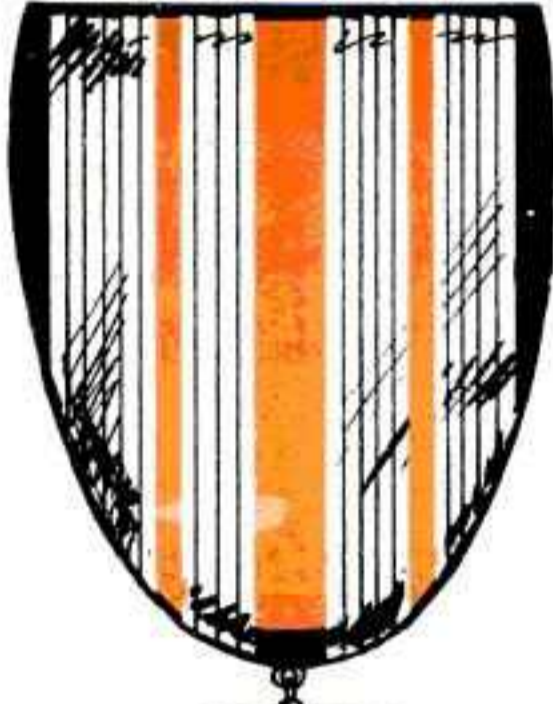


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LOS MARCELLOS FERIAL

# CUANDO CALIENTA EL SOL

**LONDON** INTERNATIONAL 10713

## BREAKOUT SINGLES

### ★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

### ★ REGIONAL BREAKOUTS

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

- MISERY . . .**  
Dynamics, Big Top 3161 (Noma & Da-Bar, BMI) (Detroit)
- SINCE I FELL FOR YOU . . .**  
Lenny Welch, Cadence 1439 (Advanced, ASCAP) (San Francisco)
- LOUIE LOUIE . . .**  
Kingsmen, Wand 143 (Limax, BMI) (Boston)
- WONDERFUL SUMMER . . .**  
Robin Ward, Dot 16530 (Rock, BMI) (Detroit)

## 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

SAM COOKE

### LITTLE RED ROOSTER

(Arc, BMI) (2:50)

### YOU GOTTA MOVE

(Kags, BMI) (2:35)—RCA Victor 8247

Two more Sam Cooke stunners. The first has a definite blues feel with a provocative lyric that swings in a middle tempo groove. The second has blues feel as well, with strong middle tempo beat and fine singing from the star.



#### POP SPOTLIGHT

GEORGE HAMILTON IV

### THERE'S MORE PRETTY GIRLS THAN ONE

(American, BMI) (2:32)—RCA Victor 8250

The "Ablene" man is back with another powerful side, a ballad, done with a tricky accented drum effect. Solid song material neatly scored with fine choral effects. The flip is "If You Don't Somebody Else Will" (Acuff-Rose, BMI) (1:46).



#### POP SPOTLIGHT

BEN E. KING

### I COULD HAVE DANCED ALL NIGHT

(Chappell, ASCAP) (2:35)—Atco 6275

The bossa-rock beat takes over on this one. It's a version of the Lerner-Loewe great from "My Fair Lady" that swings in easy middle tempo and is a provocative change of pace for the chanter. Flip is "Gypsy" (Trio-Cotillion-Mellin, BMI) (2:40).



#### POP SPOTLIGHT

MONGO SANTAMARIA

### FATBACK

(Mongo, BMI) (2:28)—Battle 45924

Here's the "Watermelon Man" back with a solid instrumental that has strong Latin, funky blues beat with unusual duo flute and trumpet sounds. The flip is "Creole" (Ru-Jack, BMI) (2:18).



#### POP SPOTLIGHT

LITTLE CHERYL

### MAMA, LET THE PHONE BELL RING

(Kalmann, ASCAP) (2:08)—Cameo 276

All the stops are out on this side. Driving beat, a wailing chorus, finger poppin', hand-clappin' and torrid sax back the lass' multi-tracked voice. Flip is "Can't We Just Be Friends" (Cameo-Parkway, BMI) (2:14).



#### POP SPOTLIGHT

THE SECRETS

### THE BOY NEXT DOOR

(Merjoda, BMI) (2:00)—Philips 40146

Another female singing group that has a strong chance at the big 50. Side is in a style similar to that of the Angels and tells the story of the attributes of a forceful lad next door. Flip is "Learnin' to Forget" (Morris, ASCAP) (2:14).



#### POP SPOTLIGHT

THE DuPREES

### HAVE YOU HEARD

(Brandon, ASCAP) (2:25)—Cood 585

The group has another dulcet ballad here. Lead sings in strong fashion backed by the voices and it has that Glenn Miller sax sound that helped boost the group to prominence. Flip is "Love Eyes" (Paxwin, BMI) (2:23).



#### POP SPOTLIGHT

THE BEACH BOYS

### BE TRUE TO YOUR SCHOOL

(Sea of Tunes, BMI) (2:07)

### IN MY ROOM

(Sea of Tunes, BMI) (2:09)—Capitol 5069

Two new big sides for the Beach Boys. The first is a swinger that ties in neatly with the teen lyric idea and the teen surf sound. The second is a bit of a departure for the boys, a soft folk-type ballad that could score well.



#### POP SPOTLIGHT

LOU CHRISTIE

### SHY BOY

(RTD, BMI) (2:56)—Roulette 4527

Lou Christie is back with his high-voiced style on this rockaballad which showcases solid band of voices in backing along with tripletting figures. Flip is "It Can Happen" (RTD, BMI) (2:10).



#### POP SPOTLIGHT

PAUL PETERSEN

### THE CHEER LEADER

(Northridge, ASCAP) (2:35)—Colpix 707

Strong teen item here that dovetails with the football season. Exciting side has swing, ya-ya chorus, and big sound that should propel it upward. Flip is "Polka Dots and Moonbeams" (ABC, ASCAP) (2:30).



#### POP SPOTLIGHT

MARTY ROBBINS

### BEGGING TO YOU

(Marty's, BMI) (2:26)—Columbia 42890

Another great Marty Robbins ballad side. The lyric has solid impact and Marty's yodel across the board. Flip is "Over the Mountain" (Marciana, BMI) (2:23).



#### POP SPOTLIGHT

AL MARTINO

### LIVING A LIE

(Damian, ASCAP) (2:28)—Capitol 5060

Lovely weeper ballad from Martino that has the proper touch to push it upward on the chart. The side has adroit use of voices and ork. Flip is "I Love You Truly" (2:39).



#### POP SPOTLIGHT

JOEL HILL

### MONKEY BUSINESS

(Guitar, BMI) (1:47)—Monogram 515

Here's a powerhouse instrumental that features big guitar and organ sound that's bound to set those teen feet dancing. Flip is "Hannibal's Hundred" (Guitar, BMI) (2:12).

**POP SPOTLIGHT**

**GENE McDANIELS**

**ANYONE ELSE**

(Screen Gems-Columbia) (2:25)—Liberty 55637

Gene McDaniels has a big swinging side here that has a pseudo-bossa beat and enormous potential. The side has swing, build—the works. Flip is "The Old Country" (Upam, BMI) (2:02).

**POP SPOTLIGHT**

**DEL SHANNON**

**SUE'S GOTTA BE MINE**

(Shidel, BMI) (1:53)—Berlee 501

Strong Shannon wax here. It's a high-flying swinger that features the lad singing in high-voiced style against repeating gals' chorus. Flip is "Now She's Gone" (Shidel, BMI) (2:05).

**POP SPOTLIGHT**

**DICKIE GOODMAN**

**SENATE HEARING**

(Gomac Music, BMI) (2:02)—20th Century-Fox 443

Dickie Goodman is back with another of his hilarious comedy routines which employ poignant snatches of current hits woven into the fabric of a plot line. This time it's based on the current gangster syndicate hearings. Flip is "Lock Up" (Gomac, BMI) (1:56).

**POP SPOTLIGHT**

**DIANE RAY**

**WHERE IS THE BOY**

(Gallico, BMI) (1:55)—Mercury 72195

This is the same thrush who had "Don't Go Near the Lifeguard." She's got another strong item here, a solid, bright tune that has swing, multi-track reverb, and powerful teen appeal. Flip is "My Summer Love (Is Heading for an Early Fall)" (GII, BMI) (2:06).

**POP SPOTLIGHT**

**CANDY AND THE KISSES**

**LET THE GOOD TIMES ROLL**

(Travis-Atlantic, BMI) (2:12)—R & L 500

Here's the old favorite with a wild swinging young girl sound. It's got the feel and the touch for a teen hit with driving beat and rocking backing. Flip is "A Good Cry" (American, BMI) (2:30).

**POP SPOTLIGHT**

**DEBBIE DOVALE**

**HEY LOVER**

(Roosevelt, BMI) (2:12)—Roulette 4521

Here's a solid sound by a new artist that should groove with the kids. It's got an easy swing and a lyric that talks about the "King of the Mountain" boy. Flip is "This World We Love In" (Leeds, ASCAP) (3:16).

**POP SPOTLIGHT**

**THE ELIGIBLES**

**WALKING WITH MY BABY JORIE**

(La Casa Del Zorro, BMI) (2:15)—Courtney 712

Here's a fine vocal group that was featured on one of Capitol's "surfing" albums. Group here turns in a bright strut beat rhythm ditty with 4 Seasons touches and a fine harmony sound. These lads have a good chance with this. Flip is "Big Day" (La Casa Del Zorro, BMI) (1:58).

**C.&W. SPOTLIGHT**

**LEROY VAN DYKE**

**HAPPY TO BE UNHAPPY**

(Central Songs, BMI) (2:26)—Mercury 72198

Here's a warm ballad, written by another current hit-maker, Bobby Bare, and sung with much conviction by Van Dyke. It's done against neat choral and strings back-up and it has the power to go. Watch it. Flip is "Now I Lay Me Down" (Vanjo, BMI) (2:00).

**C.&W. SPOTLIGHT**

**WILLIE NELSON**

**YOU TOOK MY HAPPY AWAY**

(Pamper, BMI) (2:27)

**HOW LONG IS FOREVER**

(Pamper, BMI) (2:50)—Liberty 55638

Willie has had his share of action of late as singer and songwriter and here are two fine weeper-type ballads, delivered with much impact. First up has a distinct Westernish tinge. Flip is done with choral and rippling guitar support. Could go either way.

**C.&W. SPOTLIGHT**

**HANK LOCKLIN**

**WOODEN SOLDIER**

(Western Hills-Coldwater, BMI) (2:27)—RCA Victor 8248

Hank has one of his strongest recent sides here. It's an effective ballad ditty packed with strong images and done meaningfully to a slick choral backup. Has the stuff to go both country and pop. Flip is "Kiss on the Door" (Western Hills-Coldwater, BMI) (2:21).

**C.&W. SPOTLIGHT**

**JEAN SHEPARD**

**WHEN YOUR HOUSE IS NOT A HOME**

(Free, BMI) (2:24)—Capitol 5062

Miss Shepard has the kind of theme here which cannot be denied. It's a telling lyric message done with simple delivery with a powerful effect. Great story, touchingly told and it can happen. Flip is "That's What Lonesome Is" (Moss Rose, BMI) (2:46).

**CHRISTMAS SPOTLIGHT**

**ANDY WILLIAMS**

**WHITE CHRISTMAS**

(Berlin, ASCAP) (2:27)—Columbia 42894

It's been a long time since anybody came through with a really commercial new reading of this great holiday standard by Irving Berlin, but this has the class and the sound to really break through big and give the older versions a battle. Powerful wax. Flip is "The Christmas Song" (Morris, ASCAP) (2:32).

**SPECIAL MERIT SPOTLIGHT**

**POP DISK JOCKEY PROGRAMMING**

**TOMMY LEONETTI**

**SOMEBODY LOVES YOU**

(Morris, ASCAP) (2:03)—RCA Victor 8251

Leonetti has long been absent from the disk scene, but here's a strong reading of a great old standard, cut by Chet Atkins in Nashville, that could gain the chanter much play. It's nice and easygoing and well-tailored for the middle of the roaders. Watch this. Flip is "Soul Dance" (Queen M, ASCAP) (2:30).

● *Continued from page 25*

*THE AMERICAN LONDON GROUP*

*This is the side...*

**JIMMY SOUL**

**GO 'WAY**

**CHRISTINA**

3312

**S.P.Q.R.**  
RECORDS

**BILL BLACK'S COMBO**

**MONKEY-SHINE**

Hi-2069

**MURRAY KELLUM**

**LONG TALL TEXAN**

MOC-653

**THE FLARES**

**MONKEY WALK**

PRESS 2810

# HOT 100

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

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
1	1	4	19	SUGAR SHACK	Jimmy Gilmer and the Fireballs, Dot 16487	5
2	2	3	3	BE MY BABY	Ronettes, Philips 116	8
3	3	1	1	BLUE VELVET	Bobby Vinton, Epic 9614	11
4	6	9	13	BUSTED	Ray Charles, ABC-Paramount 10481	7
5	4	5	9	CRY BABY	Garnet Mimms & the Enchanters, United Artists 629	10
6	5	2	2	SALLY, GO 'ROUND THE ROSES	Jaynetts, Tuff 369	8
7	8	16	32	MEAN WOMAN BLUES	Roy Orbison, Monument 824	7
8	10	17	33	DONNA THE PRIMA DONNA	Dion Di Mucci, Columbia 42852	6
9	20	33	58	DEEP PURPLE	Nino Tempo & April Stevens, Atco 6273	6
10	14	21	34	DON'T THINK TWICE IT'S ALL RIGHT	Peter, Paul & Mary, Warner Bros. 5385	6
11	11	13	20	HONOLULU LULU	Jan & Dean, Liberty 55613	7
12	18	23	29	I CAN'T STAY MAD AT YOU	Skateboarder Davis, RCA Victor 8219	7
13	13	28	35	THAT SUNDAY, THAT SUMMER	Nat King Cole, Capitol 5027	8
14	26	34	46	FOOLS RUSH IN	Rick Nelson, Decca 31533	6
15	7	6	5	MY BOYFRIEND'S BACK	Angels, Smash 1834	12
16	21	26	31	TALK TO ME	Sunny and the Sunlows, Tear Drop 2014	7
17	23	38	69	WASHINGTON SQUARE	Village Stompers, Epic 9617	5
18	9	8	4	HEAT WAVE	Martha & the Vandellas, Gordy 7022	12
19	16	10	6	THEN HE KISSED ME	Crystals, Philips 115	10
20	15	14	11	SURFER GIRL	Beach Boys, Capitol 5009	12
21	32	54	66	MARIA ELENA	Los Indios Tajaros, RCA Victor 8216	5
22	19	19	24	PART TIME LOVE	Little Johnny Taylor, Galaxy 722	10
23	17	11	8	MICKEY'S MONKEY	Miracles, Tamla 54083	10
24	35	58	86	IT'S ALL RIGHT	Impressions, ABC-Paramount 10487	4
25	29	32	41	I'LL TAKE YOU HOME	Drifters, Atlantic 2201	7
26	28	31	38	HELLO HEARTACHE, GOODBYE LOVE	Little Peggy March, RCA Victor 8221	7
27	12	7	7	WONDERFUL! WONDERFUL!	Tymes, Parkway 884	10
28	45	56	82	CROSSFIRE!	Orlons, Cameo 273	4
29	31	41	45	BLUE BAYOU	Roy Orbison, Monument 824	6
30	36	46	74	THE GRASS IS GREENER	Brenda Lee, Decca 31539	4
31	46	59	81	SHE'S A FOOL	Lesley Gore, Mercury 72180	4
32	34	36	47	TWO TICKETS TO PARADISE	Brook Benton, Mercury 72177	7

33	30	20	15	LITTLE DEUCE COUPE	Beach Boys, Capitol 5009	10
34	22	12	12	A WALKIN' MIRACLE	Essex, Roulette 4515	9
35	39	50	70	YOU LOST THE SWEETEST BOY	Mary Wells, Motown 1048	4
36	25	27	30	BUST OUT	Busters, Arlen 735	7
37	49	63	—	WORKOUT STEVIE, WORKOUT	Little Stevie Wonder, Tamla 54086	3
38	27	15	10	IF I HAD A HAMMER	Triol Lopez, Reprise 20198	13
39	24	18	16	MARTIAN HOP	Ran-Dells, Chairman 4403	12
40	42	48	59	A LOVE SO FINE	Chiffons, Laurie 3195	7
41	56	69	—	MISTY	Lloyd Price, Double L 722	3
42	37	25	25	ONLY IN AMERICA	Jay & the Americans, United Artists 625	10
43	53	65	73	RED SAILS IN THE SUNSET	Fats Domino, ABC-Paramount 10484	5
44	33	22	14	THE MONKEY TIME	Major Lance, Okeh 7175	15
45	57	61	80	CRY TO ME	Betty Harris, Jubilee 4556	5
46	73	82	90	(Down at) PAPA JOE'S	Dixielottes, Sound Stage 7 2507	4
47	65	89	—	I'M LEAVING IT UP TO YOU	Uala & Grace, Montel-Michelo 921	3
48	71	96	—	500 MILES AWAY FROM HOME	Bobby Bare, RCA Victor 8238	3
49	66	78	83	DOWN THE AISLE	Patty LaBelle & the Blue Belles, Newtown 3777	6
50	79	94	—	NEW MEXICAN ROSE	4 Seasons, Vee Jay 562	3
51	54	62	71	SEPTEMBER SONG	Jimmy Durante, Warner Bros. 5382	7
52	69	80	—	WALKING THE DOG	Rufus Thomas, Stax 140	3
53	68	—	—	EVERYBODY	Tommy Roe, ABC-Paramount 10478	2
54	38	29	17	THE KIND OF BOY YOU CAN'T FORGET	Raindrops, Jubilee 5455	11
55	51	39	28	MOCKINGBIRD	Inez Faux, Symbol 919	18
56	59	66	—	MONKEY-SHINE	Bill Black & His Combo, HI 2069	3
57	52	43	44	TREAT MY BABY GOOD	Bobby Darin, Capitol 5019	9
58	44	42	42	MORE	Vic Dana, Dolton 81	11
59	40	24	26	WHAM	Lennie Mack, Fraternity 912	9
60	83	90	—	WILD!	Dee Dee Sharp, Cameo 274	3
61	78	81	91	BLUE GUITAR	Richard Chamberlain, MGM 13170	4
62	70	79	—	FIRST DAY BACK TO SCHOOL	Paul & Paula, Philips 40142	3
63	58	60	67	I'M CONFESSIN'	Frank Ifield, Capitol 5032	7
64	81	—	—	SPEED BALL	Ray Stevens, Mercury 72189	2
65	63	74	—	TWO SIDES (To Every Story)	Etta James, Argo 5452	3
66	62	67	72	HE'S MINE	Alice Wonder Land, Bardell 774	6
67	67	70	76	ENAMORADO	Keith Colley, Unical 3006	6

68	72	85	93	NIGHT LIFE	Rusty Draper, Monument 823	4
69	64	68	75	ELEPHANT WALK	Donald Jenkins & the Daylighters, Cortland 109	6
70	74	87	99	POINT PANIC	Surfaris, Decca 31538	4
71	61	73	87	BABY GET IT (And Don't Quit It)	Jackie Wilson, Brunswick 55250	5
72	—	—	—	WITCHCRAFT	Elvis Presley, RCA Victor 8243	1
73	80	91	96	SWEET IMPOSSIBLE YOU	Brenda Lee, Decca 31539	4
74	—	—	—	HEY LITTLE GIRL	Major Lance, Okeh 7181	1
75	75	76	78	MY BABE	Righteous Brothers, Moon Glow 223	7
76	77	83	97	LITTLE EEFIN ANNIE	Joe Perkins, Sound Stage 7 2511	4
77	—	—	—	BOSSA NOVA BABY	Elvis Presley, RCA Victor 8243	1
78	82	84	89	STRANGE FEELING	Billy Stewart, Chess 1868	4
79	—	—	—	YOUR OTHER LOVE	Connie Francis, MGM 13176	1
80	76	72	84	CINDY'S GONNA CRY	Johnny Crawford, De-Fi 4221	7
81	—	—	—	WALKING PROUD	Steve Lawrence, Columbia 42845	1
82	86	—	—	YOUR TEEN-AGE DREAMS	Johnny Mathis, Mercury 72184	2
83	—	—	—	I WONDER WHAT SHE'S DOING TONIGHT	Berry & the Tamarlans, Valiant 6034	1
84	—	—	—	I'M CRAZY 'BOUT MY BABY	Marrin Gay, Tamla 54087	1
85	92	—	—	COME BACK	Johnny Mathis, Mercury 72184	2
86	88	88	98	EVERYBODY GO HOME	Eydie Gorme, Columbia 42854	4
87	—	—	—	WHAT'S EASY FOR TWO IS SO HARD FOR ONE	Mary Wells, Motown 1048	1
88	91	99	—	THAT'S THE ONLY WAY	4 Seasons, Vee Jay 562	3
89	94	—	—	GOTTA TRAVEL ON	Timi Yuro, Liberty 55634	2
90	—	—	—	A FINE FINE BOY	Berlene Love, Philips 117	1
91	—	—	—	FUNNY HOW TIME SLIPS AWAY	Johnny Tillotson, Cadence 1441	1
92	93	—	—	CUANDO CALIENTA EL SOL	Steve Allen, Dot 16507	2
93	98	—	—	TWO-TEN, SIX-EIGHTEEN	Jimmie Rodgers, Dot 16527	2
94	96	—	—	SIGNED, SEALED AND DELIVERED	James Brown & the Famous Flames, King 5083	2
95	99	—	—	DON'T WAIT TOO LONG	Tony Bennett, Columbia 42886	2
96	—	—	—	IT'S A MAD, MAD, MAD, MAD WORLD	Shirelles, Scepter 1260	1
97	—	—	—	CAN I GET A WITNESS	Marvin Gay, Tamla 54087	1
98	—	—	—	DEAR ABBY	Hearts, Tuff 5557	1
99	—	—	—	TWENTY-FOUR HOURS FROM TULSA	Gene Pittney, Musicor 1034	1
100	—	—	—	REACH OUT FOR ME	Lou Johnson, Big Top 3153	1

## HOT 100—A TO Z—(Publisher-Licensee)

Baby Get It (And Don't Quit It) Merrimac, BMI	71
Be My Baby (Mother Bertha-Trio, BMI)	2
Blue Bayou (Acuff-Rose, BMI)	29
Blue Guitar (U. S. Songs, ASCAP)	61
Blue Velvet (Vogue, BMI)	3
Bossa Nova Baby (Presley, BMI)	77
Bust Out (Lenny, BMI)	36
Busted (Pamper, BMI)	4
Can I Get a Witness (Jobete, BMI)	97
Cindy's Gonna Cry (Screen Gems-Columbia, BMI)	80
Come Back (Elm Drive, ASCAP)	85
Crossfire! (Kalmann, ASCAP)	28
Cry Baby (Kittenhouse-Mellin, BMI)	5
Cry to Me (Mellin-Progressive, BMI)	45
Cuando Calienta El Sol (Peer Int'l, BMI)	92
Dear Abby (Winlyn, BMI)	98
Deep Purple (Robbins, ASCAP)	9
Donna the Prima Donna (Disal, ASCAP)	8
Don't Think Twice It's All Right (Wiltmark, ASCAP)	10
Don't Wait Too Long (Panther, ASCAP)	95
Down at Papa Joe's (Tuneville, BMI)	46
Down the Aisle (Sixty-Six, BMI)	49
Elephant Walk (Comar-Kewwater, BMI)	69
Enamorado (Lemmer-Kewwater, BMI)	67
Everybody (Low-Twi, BMI)	53
Everybody Go Home (Screen Gems-Columbia, BMI)	86
500 Miles Away From Home (Central Songs, BMI)	48
Fine Fine Boy, A (Mother Bertha-Trio, BMI)	90
First Day Back at School (Lo-Bill, BMI)	62
Fools Rush In (Bregman, Vocco & Conn, ASCAP)	14
Funny How Time Slips Away (Pamper, BMI)	91
Gotta Travel On (Sanga, BMI)	89
Grass Is Greener, The (Screen Gems-Columbia, BMI)	30
Heat Wave (Jobete, BMI)	18

Hello Heartache, Goodbye Love (Atrium, ASCAP)	26
He's Mine (Scharber, BMI)	66
Hey Little Girl (Curton-Jalynne, BMI)	71
Honolulu Lulu (Screen Gems-Columbia, BMI)	14
I Can't Stay Mad at You (Screen Gems-Columbia, BMI)	12
I Wonder What She's Doing Tonight (Sherman-DeVorzon, BMI)	83
I'm Confessin' (Bourne, ASCAP)	63
I'm Crazy 'Bout My Baby (Jobete, BMI)	84
I'm Leaving It Up to You (Venice, BMI)	47
I'll Take You Home (Screen Gems-Columbia, BMI)	25
If I Had a Hammer (Ludlow, BMI)	38
It's a Mad, Mad, Mad, Mad World (United Artists, ASCAP)	96
It's All Right (Curton, BMI)	24
Kind of Boy You Can't Forget (The Trio, BMI)	54
Little Deuce Coupe (Sna of Tunes, BMI)	33
Little Eva-Fin Annie (Mimosa, BMI)	76
Love So Fine, A (Jobete, BMI)	40
Maria Elena (Peer Int'l, BMI)	21
Martian Hop (Screen Gems-Columbia, BMI)	39
Mean Woman Blues (Gladys, BMI)	27
Mickey's Monkey (Jobete, BMI)	7
Misty (Vernon, BMI)	41
Mockingbird (Saturn, BMI)	55
Monkey-Shine (Jec, BMI)	56
Monkey Time (Curtain-Palier, BMI)	44
More (Marks, BMI)	58
My Babe (Maxwell, BMI)	75
My Boyfriend's Back (Blackwood, BMI)	15
New Mexican Rose (Claridge, ASCAP)	50
Night Life (Pamper, BMI)	68
Only in America (Screen Gems-Columbia, BMI)	42
Part Time Love (Ciraco-Escort, BMI)	22
Paint Panic (Champion, BMI)	70

Reach Out for Me (Ross Junnickel, ASCAP)	100
Red Sails in the Sunset (Shapiro-Bernstein, ASCAP)	43
Sally, Go 'Round the Roses (Winlyn, BMI)	6
September Song (Henderson, ASCAP)	51
She's a Fool (Helios-MRC, BMI)	31
Signed, Sealed and Delivered (Lois, BMI)	94
Speed Ball (Lovers, BMI)	64
Strange Feeling (Arc, BMI)	78
Sugar Shack (Dundee, BMI)	1
Surfer Girl (Guild, BMI)	20
Sweet Impossible You (Champion, BMI)	73
Talk to Me (Jay & Cee, BMI)	16
That Sunday, That Summer (Comet, ASCAP)	13
That's the Only Way (Claridge, ASCAP)	88
Then He Kissed Me (Mother Bertha-Trio, BMI)	19
Treat My Baby Good (T. M., BMI)	57
Twenty-Four Hours From Tulsa (Arch, ASCAP)	99
Two Sides (To Every Story) (Chevis-Saleam, BMI)	65
Two-Ten, Six-Eighteen (Devon, BMI)	93
Two Tickets to Paradise (Benday, BMI)	22
Walkin' Miracle, A (Planetary, ASCAP)	34
Walking Proud (Screen Gems-Columbia, BMI)	81
Walking the Dog (East, BMI)	52
Washington Square (Rayven, BMI)	17
Wham (Carlson-Edwood, BMI)	59
What's Easy for Two Is So Hard for One (Jobete, BMI)	87
Wild! (Kalmann, ASCAP)	60
Witchcraft (Presley, BMI)	72
Wonderful Wonderful (Marks, BMI)	27
Workout Stevie, Workout (Jobete, BMI)	37
You Lost the Sweetest Boy (Jobete, BMI)	35
Your Other Love (Helios-Merna, BMI)	79
Your Teen-Age Dreams (Elm Drive, ASCAP)	82

## BUBBLING UNDER THE HOT 100

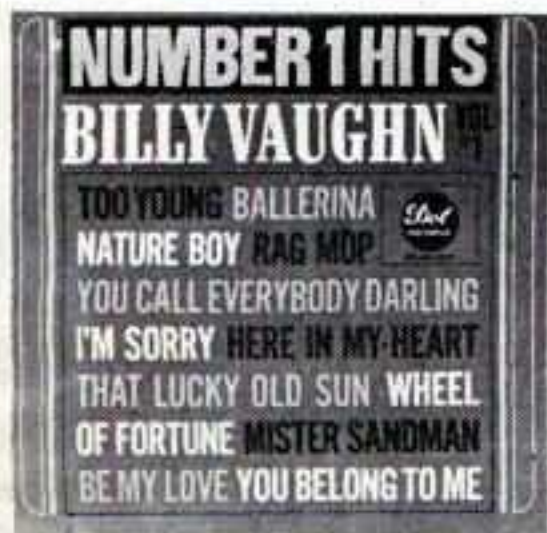
101. TALK BACK TREMBLING LIPS	Ernest Ashworth, Hickory 1214
102. WONDERFUL SUMMER	Robin Ward, Dot 16530
103. I ADORE HIM	Angels, Smash 1854
104. TOYS IN THE ATTIC	Jack Jones, Kapp 351
105. COWBOY BOOTS	Dave Dudley, Golden King 3030
106. ANY NUMBER CAN WIN	Jimmy Smith, Verve 10299
107. DETROIT CITY NO. 2	Sam Cooke, RCA Victor 8247
108. JIMMY BROWN	Smothers Brothers, Mercury 72182
109. LONELY DRIFTER	O'Jays, Imperial 5976
110. HEY LONELY ONE	Baby Washington, Sue 794
111. TOYS IN THE ATTIC	Joe Sherman, World Artists 1088
112. YOU'RE GOOD FOR ME	Solomon Burke, Atlantic 2205
113. LITTLE RED ROOSTER	Sam Cooke, RCA Victor 8247
114. WHERE DID THE GOOD TIMES GO	Dick & Deedes, Warner Bros. 5383
115. TOYS IN THE ATTIC	Dennis Regor, Contempo 904
116. BETTER TO GIVE THAN RECEIVE	Joe Hinton, Back Beat 539
117. ANY OTHER WAY	Chuck Jackson, Wand 141
118. THE MATADOR	Johnny Cash, Columbia 42880
119. LET'S MAKE LOVE TONIGHT	Bobby Byrdell, Cameo 272
120. KICK OUT	Surfaris, Valiant 6036
121. SATURDAY NIGHT	New Christy Minstrels, Columbia 42887
122. DOWN ON BENDING KNEES	Johnny Copland, Golden Eagle 101
123. PROMISE ME ANYTHING	Annette, Vista 427
124. SHY BOY	Lou Christie, Roulette 4522
125. HE'S THE ONE YOU LOVE	Inez Faux, Symbol 927
126. DOWN HOME	Rick Nelson, Decca 31533
127. YOUNG WINGS CAN FLY	Ruby & the Romantics, Kapp 557
128. A STORY UNTOLD	Emotions, 20th Century-Fox 430
129. BABY'S GONE	Gene Thomas, United Artists 640
130. HEY LOVER	Debbie Devalle, Roulette 4521
131. TOMORROW IS ANOTHER DAY	Doris Troy, Atlantic 2206
132. GUITARS, GUITARS, GUITARS	Al Casey, Stacy 964
133. NINETY MILES AN HOUR (Down a Dead-End Street)	Hank Snow, RCA Victor 8239
134. P.S.: I LOVE YOU	Classics, Music Note 118

# Dot Records "The Nation's Hottest Label"

## BEST SELLING SINGLES

#16487	<b>SUGAR SHACK</b>	Jimmy Gilmer & The Fireballs
#16507	<b>CUANDO CALIENTA EL SOL</b>	Steve Allen
#16530	<b>WONDERFUL SUMMER</b>	Robin Ward
#16527	<b>TWO-TEN, SIX-EIGHTEEN</b>	Jimmie Rodgers
#16526	<b>FIESTA / BLUE VELVET</b>	Lawrence Welk
#16525	<b>MR. MOON / LOVE ME</b>	Pat Boone
#16479	<b>SURFER JOE / WIPE OUT</b>	The Surfaris
#16522	<b>RAG MOP / I'M SORRY</b>	Billy Vaughn
#16531	<b>NEVERTHELESS (I'm In Love With You) / I HEARD THE BLUEBIRDS SING</b>	Wink Martindale

## BEST SELLING ALBUMS



NUMBER 1 HITS • Billy Vaughn  
DLP 3540



SUGAR SHACK • Jimmy Gilmer & The Fireballs  
DLP 3545



WIPE OUT • The Surfaris  
DLP 3535



SCARLETT O'HARA • Lawrence Welk  
DLP 3528



CUANDO CALIENTA EL SOL MORE • Steve Allen  
DLP 3538



1962's GREATEST HITS  
Billy Vaughn  
DLP 3497



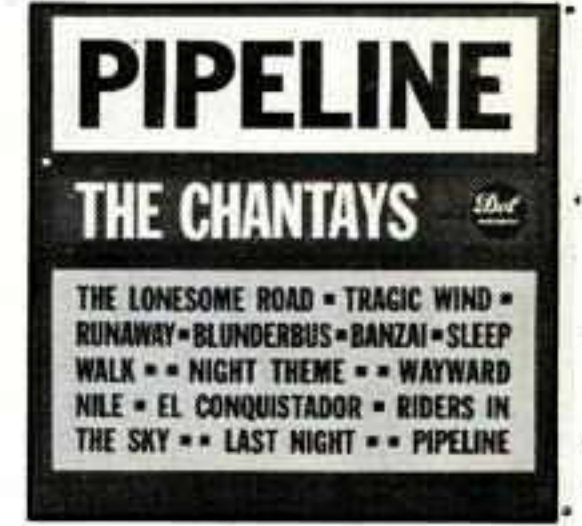
1963's EARLY HITS • Lawrence Welk  
DLP 3510



HONEYCOMB & KISSES SWEETER THAN WINE • Jimmie Rodgers  
DLP 3525



GRAVY WALTZ • Steve Allen  
DLP 3515



PIPELINE • The Chantays  
DLP 3516



MYRON FLOREN POLKAS  
DLP 3536



RAGTIME PIANO GAL • Jo Ann Castle  
DLP 3249



GREATEST ORGAN HITS • Jerry Burke  
DLP 3450



THE MILLS BROTHERS' GREAT HITS  
DLP 3157



PAT'S GREAT HITS • Pat Boone  
DLP 3071

## CHRISTMAS MERCHANDISE

### LONG-PLAY ALBUMS

DLP	#3222	<b>WHITE CHRISTMAS</b>	Pat Boone
	#3148	<b>CHRISTMAS CAROLS</b>	Billy Vaughn
	#3397	<b>SILENT NIGHT</b>	Lawrence Welk
	#3232	<b>MERRY CHRISTMAS</b>	The Mills Brothers
	#3343	<b>CHRISTMAS WITH THE LENNON SISTERS</b>	
	#3233	<b>THE LITTLE DRUMMER BOY</b>	The Jack Halloran Singers
	#3479	<b>CHRISTMAS TIME</b>	George Wright
	#3345	<b>A KEELY CHRISTMAS</b>	Keely Smith
	#3225	<b>ORGAN AND CHIMES</b>	Dr. Norman S. Wright Dr. Charles S. Kendall
	#3083	<b>CHRISTMAS CHIMES</b>	Dr. Charles S. Kendall

### EXTENDED PLAY

DEP	#1062	<b>MERRY CHRISTMAS</b>	Pat Boone
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### CHRISTMAS SINGLES

#15120	<b>Rudolph The Red Nosed Reindeer / I Saw Mommy Kissing Santa Claus</b>	Johnny Maddox
#15434	<b>Silver Bells / Nuttin For Christmas</b>	The Fontane Sisters
#16017	<b>Christmas Moon / Peppy The Peppermint Bear</b>	The Lennon Sisters
#16147	<b>Silent Night / Christmas Island</b>	Keely Smith
#16166	<b>Merry Christmas Baby / Jingle Bells</b>	Dodie Stevens
#16410	<b>The Little Drummer Boy / Mary's Little Boy Child</b>	Jack Halloran Singers
#16281	<b>Santa's Coffee / Hey Daddy (I'm Gonna Tell Santa On You)</b>	Billy Beau

# TOP LP's

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

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	<b>MY SON, THE NUT</b> Allan Sherman, Warner Bros. W 1501 (M); WS 1501 (S)	10
2	2	<b>INGREDIENTS IN A RECIPE FOR SOUL</b> Ray Charles, ABC-Paramount ABC 465 (M); ABCS 465 (S)	8
3	3	<b>TRINI LOPEZ AT PJ's</b> Reprise R 6093 (M); RP-6093 (S)	14
4	5	<b>PETER, PAUL &amp; MARY</b> Warner Bros. W 1449 (M); WS 1449 (S)	78
5	4	<b>BYE BYE BIRDIE</b> Sound Track, RCA Victor LDC 1081 (M); LSD 1081 (S)	26
6	7	<b>MOVING</b> Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	40
7	9	<b>ELVIS GOLDEN RECORDS, VOL. 3</b> Elvis Presley, RCA Victor LPM 2765 (M); LSP 2765 (S)	6
8	11	<b>THE SECOND BARBRA STREISAND ALBUM</b> Columbia CL 2054 (M); CS 8854 (S)	6
9	10	<b>WEST SIDE STORY</b> Sound Track, Columbia OL 5670 (M); OS 2070 (S)	104
10	8	<b>SHUT DOWN</b> Various Artists, Capitol T 1910 (M); ST 1910 (S)	15
11	6	<b>THE JAMES BROWN SHOW</b> King 826 (M); S 826 (S)	17
12	12	<b>DAYS OF WINE AND ROSES</b> Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	27
13	13	<b>BLUE VELVET</b> Bobby Vinton, Epic LN 24068 (M); BN 24068 (S)	11
14	14	<b>HOLLYWOOD—MY WAY</b> Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	11
15	17	<b>GOLDEN HITS OF THE 4 SEASONS</b> Vee Jay LP 1065 (M); SR 1065 (S)	7
16	19	<b>JOAN BAEZ IN CONCERT</b> Vanguard VRS 9112 (M); VSD 2122 (S)	52
17	15	<b>RAMBLIN'</b> New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	9
18	18	<b>THE BARBRA STREISAND ALBUM</b> Columbia CL 2007 (M); CS 8807 (S)	28
19	16	<b>SUNNY SIDE!</b> Kingston Trio, Capitol T 1925 (M); ST 1925 (S)	10
20	20	<b>JOHNNY</b> Johnny Mathis, Columbia CL 2044 (M); CS 8844 (S)	9
21	23	<b>WIPE OUT</b> Surfaris, Dot DLP 3535 (M); DLP 2535 (S)	11
22	21	<b>I LEFT MY HEART IN SAN FRANCISCO</b> Tony Bennett, Columbia CL 1849 (M); CS 8649 (S)	68
23	27	<b>JOAN BAEZ, VOL. I</b> Vanguard VRS 9078 (M); VSD 2007 (S)	86
24	25	<b>LAWRENCE OF ARABIA</b> Sound Track, Colpix CP 514 (M); SCP 514 (S)	34
25	24	<b>SURFIN' U.S.A.</b> Beach Boys, Capitol T 1890 (M); ST 1890 (S)	25
26	22	<b>SO MUCH IN LOVE</b> Tymes, Parkway P 7022 (M); (no Stereo)	12
27	34	<b>HOW THE WEST WAS WON</b> Sound Track, MGM 1E5 (M); 1E5 (S)	27
28	67	<b>SINATRA'S SINATRA</b> Frank Sinatra, Reprise R 1010 (M); RP-1010 (S)	3
29	37	<b>BROADWAY—MY WAY</b> Nancy Wilson, Capitol T 1828 (M); ST 1828 (S)	29
30	28	<b>THE FREEWHEELIN' BOB DYLAN</b> Columbia CL 1986 (M); CS 8786 (S)	7
31	40	<b>JOAN BAEZ, VOL. II</b> Vanguard VRS 9094 (M); VSD 2097 (S)	99
32	30	<b>LET'S GO</b> Ventures, Dolton BLP 2024 (M); BST 8024 (S)	8
33	26	<b>RING OF FIRE—THE BEST OF JOHNNY CASH</b> Columbia CL 2053 (M); CS 8853 (S)	13
34	31	<b>MONDO CANE</b> Sound Track, United Artists UAL 4105 (M); UAS 5105 (S)	14
35	43	<b>RAMBLIN' ROSE</b> Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	57
36	32	<b>THINK ETHNIC</b> Smothers Brothers, Mercury MG 20777 (M); SR 60777 (S)	29
37	35	<b>LITTLE STEVIE WONDER THE 12 YEAR OLD GENIUS</b> Tamla 240 (M); (no Stereo)	15
38	63	<b>ROY ORBISON'S GREATEST HITS</b> Monument MLP 8000 (M); (no Stereo)	60
39	46	<b>CLEOPATRA</b> Sound Track, 20th Century-Fox FXG 5008 (M); SXG 5008 (S)	18
40	54	<b>THEMES FOR YOUNG LOVERS</b> Percy Faith & Ork, Columbia CL 2023 (M); CS 8823 (S)	18
41	39	<b>THE BEST OF THE KINGSTON TRIO</b> Capitol T 1705 (M); ST 1705 (S)	72
42	36	<b>JOHNNY'S GREATEST HITS</b> Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	285
43	47	<b>THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER</b> Nat King Cole, Capitol T 1932 (M); ST 1932 (S)	16
44	33	<b>SCARLETT O'HARA</b> Lawrence Welk, Dot DLP 3528 (M); DLP 2528 (S)	11
45	42	<b>MOON RIVER &amp; OTHER GREAT MOVIE THEMES</b> Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	76
46	29	<b>CHUCK BERRY ON STAGE</b> Chess LP 1408 (M); (no Stereo)	9
47	41	<b>CALL ON ME</b> Bobby Bland, Duke DLP 77 (M); (no Stereo)	15
48	44	<b>FRANK FONTAINE SINGS LIKE CRAZY</b> ABC-Paramount ABC 460 (M); ABCS 460 (S)	9
49	49	<b>IN DREAMS</b> Ray Orbison, Monument MLP 8003 (M); SLP 10003 (S)	10
50	51	<b>TWO SIDES OF THE SMOTHERS BROTHERS</b> Mercury MG 20675 (M); SR 60675 (S)	44

This Week	Last Week	Title, Artist, Label	Wks. on Chart
51	52	<b>SEPTEMBER SONG</b> Jimmy Durante, Warner Bros. W 1506 (M); WS 1506 (S)	5
52	38	<b>SURF CITY &amp; OTHER SWINGIN' CITIES</b> Jan & Dean, Liberty LRP 3314 (M); LST 7314 (S)	11
53	48	<b>UNIQUELY MANCINI</b> Henry Mancini, RCA Victor LPM 2692 (M); LSP 2692 (S)	17
54	45	<b>I LOVE YOU BECAUSE</b> Al Martino, Capitol T 1914 (M); ST 1914 (S)	19
55	55	<b>THE LANGUAGE OF LOVE</b> Jerry Vale, Columbia CL 2043 (M); CS 8843 (S)	7
56	64	<b>PETER NERO IN PERSON</b> RCA Victor LPM 2710 (M); LSP 2710 (S)	7
57	53	<b>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</b> Ray Charles, ABC-Paramount ABC 410 (M); ABCS 410 (S)	79
58	70	<b>THIS IS ALL I ASK</b> Tony Bennett, Columbia CL 2056 (M); CS 8856 (S)	9
59	140	<b>PAINTED, TAINTED ROSE</b> Al Martino, Capitol T 1975 (M); ST 1975 (S)	2
60	73	<b>THE SOUND OF MUSIC</b> Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	200
61	71	<b>OLIVER</b> Original Cast, RCA Victor LDCD 2004 (M); LSD 2004 (S)	51
62	61	<b>I WANNA BE AROUND</b> Tony Bennett, Columbia CL 2000 (M); CS 8800 (S)	29
63	125	<b>SURFER GIRL</b> Beach Boys, Capitol T 1981 (M); ST 1981 (S)	2
64	69	<b>JOHNNY'S NEWEST HITS</b> Johnny Mathis, Columbia CL 2016 (M); CS 8816 (S)	27
65	68	<b>MY BOYFRIEND'S BACK</b> Angels, Smash MGS 27039 (M); MS 67039 (S)	4
66	90	<b>KNOCKERS UP</b> Rusty Warren, Jubilee JLP 2029 (M); (no Stereo)	154
67	59	<b>THE SMOTHERS BROTHERS AT THE PURPLE ONION</b> Mercury MG 20611 (M); SR 60611 (S)	15
68	72	<b>THE IMPRESSIONS</b> ABC-Paramount ABC 450 (M); ABCS 450 (S)	8
69	56	<b>OLDIES BUT GOODIES, VOL. 5</b> Various Artists, Original Sound 5007 (M); 8855 (S)	21
70	60	<b>CAMELO</b> Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	143
71	77	<b>THE BEST OF THE CHAD MITCHELL TRIO</b> Kapp KL 1334 (M); KS 3334 (S)	4
72	62	<b>NIGHT BEAT</b> Sam Cooke, RCA Victor LPM 2709 (M); LSP 2709 (S)	6
73	85	<b>TIME OUT</b> Dave Brubeck, Columbia CL 1977 (M); CS 8192 (S)	144
74	82	<b>SONGS I SING ON THE JACKIE GLEASON SHOW</b> Frank Fontaine, ABC-Paramount ABC 442 (M); ABCS 442 (S)	37
75	79	<b>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC, VOL. II</b> Ray Charles, ABC-Paramount ABC 435 (M); ABCS 435 (S)	51
76	58	<b>SINATRA—BASIE</b> Frank Sinatra & Count Basie, Reprise R 1008 (M); RP-1008 (S)	38
77	87	<b>FOURTEEN 14K FOLK SONGS</b> Limeliters, RCA Victor LPM 2671 (M); LSP 2671 (S)	4
78	88	<b>IRMA LA DOUCE</b> Sound Track, United Artists UAL 4109 (M); UAS 5109 (S)	6
79	65	<b>PAUL ANKA'S 21 GOLDEN HITS</b> RCA Victor LPM 2691 (M); LSP 2691 (S)	16
80	89	<b>ABILENE</b> George Hamilton IV, RCA Victor LPM 2778 (M); LSP 2778 (S)	3
81	92	<b>ODETTA SINGS FOLK SONGS</b> RCA Victor LPM 2643 (M); LSP 2643 (S)	4
82	83	<b>HOOTENANNY WITH THE HIGHWAYMEN</b> United Artists UAL 4294 (M); UAS 5294 (S)	7
83	50	<b>WEST SIDE STORY</b> Original Cast, Columbia OL 5230 (M); OS 2001 (S)	158
84	91	<b>BUDDY HOLLY STORY</b> Coral CRL 57279 (M); (no Stereo)	145
85	84	<b>WONDERFUL WORLD OF LOVE</b> Robert Goulet, Columbia CL 1993 (M); CS 8793 (S)	26
86	98	<b>THE LETTERMEN IN CONCERT</b> Capitol T 1936 (M); ST 1936 (S)	8
87	81	<b>LITTLE TOWN FLIRT</b> Del Shannon, Big Top 1308 (M); LPS 1308 (S)	18
88	75	<b>THE CONCERT SINATRA</b> Frank Sinatra, Reprise R 1009 (M); RP-1009 (S)	18
89	101	<b>THE SONGS I LOVE</b> Percy Faith, RCA Victor LPM 2708 (M); LSP 2708 (S)	5
90	121	<b>FOR YOU</b> Roger Williams, Kapp KL 1336 (M); KS 3336 (S)	2
91	105	<b>SURFIN' SAFARI</b> Beach Boys, Capitol T 1808 (M); ST 1808 (S)	35
92	118	<b>GOLDEN FOLK SONG HITS, VOL. 2</b> Johnny Mann Singers, Liberty LRP 3296 (M); LST 7296 (S)	2
93	123	<b>THE GREAT ESCAPE</b> Sound Track, United Artists UAL 4107 (M); UAS 5107 (S)	5
94	96	<b>PRISONER OF LOVE</b> James Brown, King 851 (M); (no Stereo)	4
95	107	<b>JUST KIDDIN' AROUND</b> Ray Conniff & Billy Butterfield, Columbia CL 2022 (M); CS 8822 (S)	6
96	109	<b>TWANGIN' UP A STORM</b> Duane Eddy, RCA Victor LPM 2700 (M); LSP 2700 (S)	3
97	103	<b>GENE PITNEY SINGS WORLD-WIDE WINNERS</b> Musicor MM 2005 (M); MS 3005 (S)	12
98	97	<b>THIS TIME BY BASIE: HITS OF THE 50'S AND 60'S</b> Count Basie, Reprise R 6070 (M); RP-6070 (S)	14
99	66	<b>STREETS I HAVE WALKED</b> Harry Belafonte, RCA Victor LPM 2695 (M); LSP 2695 (S)	18
100	93	<b>TEEN SCENE</b> Chet Atkins, RCA Victor LPM 2719 (M); LSP 2719 (S)	5

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	124	<b>I AM THE GREATEST</b> Cassius Clay, Columbia CL 2093 (M); CS 8893 (S)	2
102	—	<b>ROBERT GOULET IN PERSON</b> Columbia CL 2008 (M); CS 8808 (S)	1
103	108	<b>THE PATSY CLINE STORY</b> Decca DKB 176 (M); DKSB 7176 (S)	8
104	104	<b>HEAVENLY</b> Johnny Mathis, Columbia CL 1361 (M); CS 8132 (S)	113
105	122	<b>IN PERSON</b> Chubby Checker, Parkway P 7026 (M); (no Stereo)	2
106	74	<b>MY SON, THE CELEBRITY</b> Allan Sherman, Warner Bros. W 1487 (M); WS 1487 (S)	40
107	57	<b>THE NEW CHRISTY MINSTRELS TELL TALL TALES!</b> Columbia CL 2017 (M); CS 8817 (S)	22
108	115	<b>THE FIRST FAMILY</b> Vaughn Meader, Cadence CLP 3060 (M); CLP 25060 (S)	45
109	76	<b>SHIRELLES GREATEST HITS</b> Scepter 507 (M); (no Stereo)	39
110	134	<b>DANKE SCHOEN</b> Wayne Newton, Capitol T 1973 (M); ST 1973 (S)	2
111	80	<b>STILL</b> Bill Anderson, Decca DL 4427 (M); DL 74427 (S)	16
112	128	<b>JAZZ SAMBA</b> Stan Getz & Charlie Byrd, Verve V 8432 (M); V6-8432 (S)	58
113	114	<b>SURFIN' WITH THE ASTRONAUTS</b> RCA Victor LPM 2760 (M); LSP 2760 (S)	12
114	146	<b>BIG FOLK HITS</b> Brothers Four, Columbia CL 2033 (M); CS 8833 (S)	2
115	130	<b>OUR MAN IN HOLLYWOOD</b> Henry Mancini, RCA Victor LPM 2604 (M); LSP 2604 (S)	36
116	117	<b>STOP THE WORLD—I WANT TO GET OFF</b> Original Cast, London AM 55001 (M); AMS 88001 (S)	48
117	106	<b>SURFING</b> Ventures, Dolton BLP 2022 (M); BST 8022 (S)	25
118	—	<b>TODAY'S BEST—SOUNDS OF THE GREAT BANDS, VOL. 7</b> Glen Gray & the Casa Loma Ork, Capitol T 1938 (M); ST 1938 (S)	1
119	112	<b>BYE BYE BIRDIE</b> Original Cast, Columbia OL 5510 (M); OS 2025 (S)	54
120	100	<b>MORE (Soul Surfin')</b> Kai Winding, Verve V 8551 (M); V6-8551 (S)	11
121	137	<b>HATARI!</b> Henry Mancini, RCA Victor LPM 2539 (M); LSP 2539 (S)	48
122	129	<b>GREAT SCENES FROM GERSHWIN'S PORGY &amp; BESS</b> Leontyne Price & William Warfield, RCA Victor LM 2679 (M); LSC 2679 (S)	3
123	113	<b>THE MONKEY TIME</b> Major Lance, Okeh OKM 12105 (M); OKS 14105 (S)	3
124	126	<b>SINCERELY YOURS</b> Robert Goulet, Columbia CL 1931 (M); CS 8731 (S)	42
125	95	<b>SEVEN STEPS TO HEAVEN</b> Miles Davis, Columbia CL 2051 (M); CS 8851 (S)	6
126	148	<b>BLOWIN' IN THE WIND</b> Chad Mitchell Trio, Kapp KL 1313 (M); KS 3313 (S)	23
127	135	<b>GREATEST AMERICAN WALTZES</b> Connie Francis, MGM E 4145 (M); SE 4145 (S)	3
128	94	<b>SAY WONDERFUL THINGS</b> Patti Page, Columbia CL 2049 (M); CS 8849 (S)	5
129	138	<b>TELL HER YOU LOVE HER</b> Frank Sinatra, Capitol T 1919 (M); ST 1919 (S)	4
130	131	<b>HERE COMES FATS DOMINO</b> ABC-Paramount ABC 455 (M); ABCS 455 (S)	3
131	102	<b>ANDY WILLIAMS MILLION SELLER SONGS</b> Cadence CLP 3061 (M); CLP 25061 (S)	41
132	110	<b>HONEY IN THE HORN</b> Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	5
133	—	<b>SHANGRI-LA</b> Percy Faith & His Ork, Columbia CL 2024 (M); CS 8824 (S)	1
134	136	<b>FLATT &amp; SCRUGGS AT CARNEGIE HALL</b> Lester Flatt & Earl Scruggs, Columbia CL 2045 (M); CS 8845 (S)	4
135	86	<b>WHERE CAN YOU GO FOR A BROKEN HEART</b> George Maharis, Epic LN 24064 (M); BN 24064 (S)	6
136	—	<b>BANNED IN BOSTON</b> Rusty Warren, Jubilee JGM 2049 (M); (no Stereo)	1
137	111	<b>THE NEW CHRISTY MINSTRELS</b> Columbia CL 1872 (M); CS 8672 (S)	47
138	116	<b>MY SON, THE FOLK SINGER</b> Allan Sherman, Warner Bros. W 1475 (M); WS 1475 (S)	51
139	142	<b>SOUTH RAMPART STREET PARADE</b> Pete Fountain & His Mardel Gras Strutters, Coral CRL 57440 (M); CRL 757440 (S)	7
140	—	<b>ELLA &amp; BASIE</b> Ella Fitzgerald & Count Basie, Verve V 4061 (M); V6-4061 (S)	1
141	99	<b>BRITTEN: WAR REQUIEM</b> Various Artists, London A 4255 (M); OSA 1255 (S)	7
142	144	<b>SEVERAL SHADES OF JADE</b> Cal Tjader, Verve V 8507 (M); V6-8507 (S)	4
143	—	<b>FOOL BRITANNIA</b> Various Artists, Acappella AC 1 (M); (no Stereo)	1
144	132	<b>12-STRING GUITAR</b> Folkways, World Pacific WP 1812 (M); ST 1812 (S)	4
145	—	<b>ANNETTE'S BEACH PARTY</b> Vista BV 3316 (M); STER 3316 (S)	1
146	78	<b>I'LL CRY IF I WANT TO</b> Lesley Gore, Mercury MG 20005 (M); SR 60005 (S)	15
147	119	<b>HOB0 FLATS</b> Jimmy Smith, Verve V 8554 (M); V6-8554 (S)	23
148	—	<b>MALA FEMMINA &amp; CONNIE'S BIG HITS FROM ITALY</b> Connie Francis, MGM E 4141 (M); SE 4141 (S)	1
149	139	<b>THE MIRACLES ON STAGE</b> Tamla 241 (M); (no Stereo)	3
150	—	<b>CONCERT IN THE PARK</b> Boston Pops/Arthur Fiedler, RCA Victor LM 2677 (M); LSC 2677 (S)	1






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**SINGLES REVIEWS**

(Continued on page 30)



**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**

- RAY CONNIFF AND THE RAY CONNIFF SEXTET**  
 ★★★★★ How Am I to Know? (Robbins, ASCAP) (2:38)
- RAY BUTTERFIELD AND BILLY BUTTERFIELD AND THE RAY CONNIFF SEXTET**  
 ★★★★★ Sweet Sue, Just You (Shapiro-Bernstein, ASCAP) (1:35). COLUMBIA 42893
- PATTI PAGE**  
 ★★★★★ If and When (Miller, ASCAP) (2:22)—★★★★★ Love Letters (Famous, ASCAP) (2:42). COLUMBIA 42902
- DAVE (BABY) CORTEZ**  
 ★★★★★ Gettin' to the Point (Chevis-Cortez, BMI) (2:42)—★★★★★ Happy Feet (Chevis-Cortez, BMI) (2:50). CHESS 1874
- FRANCOIS AND THE ANGLOS**  
 ★★★★★ Miami (Famous, ASCAP) (2:36)—★★★★★ City Farm (City Jail) (Rockmasters, BMI) (2:20). ROMULUS 3004
- SANDY SELSIE**  
 ★★★★★ When Jimmy Comes Home (Famous, ASCAP) (2:18) — ★★★★★ Little Miss With It (Duchess, BMI) (2:29). COLUMBIA 42883
- KING CURTIS**  
 ★★★★★ Theme From Lilies of the Field (Parts I & II) (Unart, BMI) (1:57, 2:30). CAPITOL 5061
- TOMMY EDWARDS**  
 ★★★★★ Country Boy (Prentice, ASCAP) (2:10)—★★★★★ Love Is Best of All (Prentice, ASCAP) (2:35). MGM 13172

- THE GOLDCOAST SINGERS**  
 ★★★★★ Gunga Din (Har-Bock, BMI) (2:15) — ★★★★★ Baltimore Fire (Har-Bock, BMI) (2:10). WORLD PACIFIC 392
- THE KIRBY STONE FOUR**  
 ★★★★★ Washington Square (Rayven, BMI) (2:36)—★★★★★ High Is Better Than Low (Harms, ASCAP) (1:53). WARNER BROS. 5392
- JOHNNIE TAYLOR**  
 ★★★★★ (I'll Always Be) In Love With You (Kags, BMI) (2:13)—★★★★★ Baby, We've Got Love (Kags, BMI) (2:07)
- THE RELATIVES**  
 ★★★★★ (My Heart Goes) Zigga Zigga Zoom (Premier, BMI) (1:57)—★★★★★ Never Will I Love Again (Footlight-Edlock, BMI) (2:26). ALMONT 303
- GLENN DARRELL**  
 ★★★★★ Fountaine (Maurice, ASCAP) (2:10)—★★★★★ Gaucho Guita (Gallico, BMI) (2:06). JAMIE 1264
- SHEP AND THE LIMELITES**  
 ★★★★★ For You My Love (Shane, BMI) (2:38)—★★★★★ Steal Away (With Your Baby) (Keel, BMI) (2:34). HULL 759
- JOHNNIE MORISSETTE**  
 ★★★★★ I Don't Need Nobody But You (Kags, BMI) (2:20)—★★★★★ Black Night (Travis, BMI) (2:34). SAR 147
- THE PENNIES**  
 ★★★★★ They Say We're Just Kids (Norfred, BMI) (2:12) — ★★★★★ Be Careful, Baby (Norfred, BMI) (2:05). INTERNATIONAL WORLD 501
- SUGAR AND THE SPICES**  
 ★★★★★ Bye Bye Baby (Guitar, BMI) (1:58)—★★★★★ Do the Dog (Renda-Guitar, BMI) (2:05). STACY 968
- THE TRIPJACKS**  
 ★★★★★ We Shall Overcome (Ludlow, BMI) (3:05) — ★★★★★ Shovelled Ten Miles (Focus - Country Gentlemen, BMI) (3:32). SQUIRE 8101
- ANDRE POPP**  
 ★★★★★ Shopping in Paris (Compton, ASCAP) (2:13)—★★★★★ Hey Gaucho (Compton, ASCAP) (2:33). PALETTE 5111

- CHRISTOPHER MONTE**  
 ★★★★★ My Paradise (Metric, BMI) (2:20) — ★★★★★ Glanis of Bombora (Metric, BMI) (1:58). DOLTON 84
- CHUCK CARBO**  
 ★★★★★ Out on a Limb (Ace, BMI) —★★★★★ Cutting Out (Ace, BMI). ACE 666
- THE J'S WITH JAMIE**  
 ★★★★★ Here's Love (Frank-Rinimer, ASCAP) (2:14) — ★★★★★ Au Revoir (Duchess, BMI) (2:50). COLUMBIA 42903
- JIM, JEFF AND JAN**  
 ★★★★★ I Know Where I'm Going (Beechwood-Lar-Bell, BMI) (2:30) — ★★★★★ Star Bright (Beechwood-Lar-Bell, BMI) (2:33). CAPITOL 5059
- TOMMY HUNT**  
 ★★★★★ I Am a Witness (Damic, BMI) (2:52)—★★★★★ I'm With You (Damic, BMI) (2:14). SCEPTER 1261
- STEVE TYRELL**  
 ★★★★★ Young Boy Blues (Rumbalero-Progressive-Trio, BMI) (2:10) —★★★★★ A Boy Without a Girl (Three "A", BMI) (2:01). PHILIPS 40150
- THE LARKS**  
 ★★★★★ Pogo-Stick (Briarcliff-Wilder, BMI) (1:51)—★★★★★ Scavenger (Briarcliff-Wilder, BMI) (1:45). STACY 969
- ROSEMARY CLOONEY**  
 ★★★★★ Hello Faithless (Acuff-Rose, BMI) (2:18)—★★★★★ A Hundred Years From Today (Robbins, ASCAP) (2:28). REPRISE 20222
- MITCH TOROK & THE MATCHES**  
 ★★★★★ Are You Trying to Tell Me Somethin' (Tobi-Ann & Big D & Inette, BMI) (2:15)—★★★★★ The Land of Bobby Beeble (Tobi-Ann & Big D & Inette, BMI) (2:28). INETTE 105
- GRAND PRIX**  
 ★★★★★ '41 Ford (Miraleste-Vault, BMI) (1:50) — ★★★★★ Candy Apple Buggy (Miraleste-Vault, BMI) (2:02). VAULT 906
- DAVID CARROLL**  
 ★★★★★ The Best is Yet to Come (Morris, ASCAP) (2:50)—★★★★★ Hallelujah Gathering (Seeley, BMI) (2:07). MERCURY 72191
- TONY RUSSEL**  
 ★★★★★ Nice Guys Come in Last (Roosevelt, BMI) (2:34)—★★★★★ Long Time Between Kisses (White Castle, BMI) (2:38). GREEN IVY 1007
- THE LOCKETS**  
 ★★★★★ Don't Cha Know (Ben-Lee, BMI) (2:21)—★★★★★ Little Boy (Ben-Lee, BMI) (2:30). ARGO 5455

- THE DELLS**  
 ★★★★★ Good-Bye Mary Ann (Cedarwood, BMI) (2:18)—★★★★★ After You (Le-More, ASCAP) (2:25). ARGO 5456
- COUNTRY**
- TOMPALL AND THE GLASER BROTHERS**  
 ★★★★★ Mr. Lonesome (Ge-Are, BMI) (2:40)—★★★★★ Blow Out the Candles (Glaser, BMI). DECCA 31551
- EARL SCOTT**  
 ★★★★★ Restless River (Screen Gems-Columbia, BMI) (2:07)—★★★★★ The Best I Can Give Her (Tree, BMI) (2:00). MERCURY 72190
- JOE POOVEY**  
 ★★★★★ I'm Barely Hangin' on to Me (English, BMI) (2:21)—★★★★★ Her Mother's Wedding Dress (English, BMI) (2:10). SIMS 147
- SPIRITUAL**
- GOSPEL CLEFS**  
 ★★★★★ Let The Lord Come In (Crossroads, BMI)—★★★★★ You Can Talk to God (Savoy, BMI). SAVOY 4197
- LITTLE AXE AND THE GOLDEN ECHOES**  
 ★★★★★ My Mind on Jesus (Lion, BMI) (2:15) — ★★★★★ Jesus Loves Me (Lion, BMI) (2:40). PEACOCK 1897
- SPIRITUAL FIVE**  
 ★★★★★ Christ's Blood (Lion, BMI) (2:45)—★★★★★ Call Him Up (Lion, BMI) (2:25). PEACOCK 3001
- ROBERTA MARTIN SINGERS**  
 ★★★★★ I'm Grateful (Parts 1 & 2) (Martin School of Music, BMI). SAVOY 4195
- GOSPEL HARMONETTES**  
 ★★★★★ It's Going to Rain (Parts 1 & 2) (Crossroads, BMI). SAVOY 4198
- THE DUNCANAIRE**  
 ★★★★★ One Step Closer (Roebuck, BMI) (2:26)—★★★★★ Breathe On Me (Roebuck, BMI) (3:34). BATTLE 45922
- ANGELIC CHOIR**  
 ★★★★★ He's Got Everything (Savoy, BMI)—★★★★★ Without a God (Savoy, BMI). SAVOY 4200
- PILGRIM JUBILEE SINGERS**  
 ★★★★★ True Story (Lion, BMI) (2:45) — ★★★★★ Wonderful (Lion, BMI) (2:15). PEACOCK 1899

- WARD SINGERS**  
 ★★★★★ Move Along (Medallion, ASCAP)—★★★★★ Who Is It (Medallion, ASCAP). SAVOY 4196
- REV. CLEOPHUS ROBINSON**  
 ★★★★★ Consecrated (Cleophus, BMI) (2:01)—★★★★★ Grace Made a Change (Cleophus, BMI) (3:43). BATTLE 45923
- THE CARAVANS**  
 ★★★★★ No Coward Soldier (Conrad, BMI) (3:00)—★★★★★ What Will Tomorrow Bring (Conrad, BMI) (3:57). VEE JAY 931
- SACRED**
- JIMMIE DAVIS**  
 ★★★★★ Touch the Hand of Lord (Davis, BMI) (2:06) — ★★★★★ How Great Thou Art (Manna, BMI) (2:21). DECCA 46408

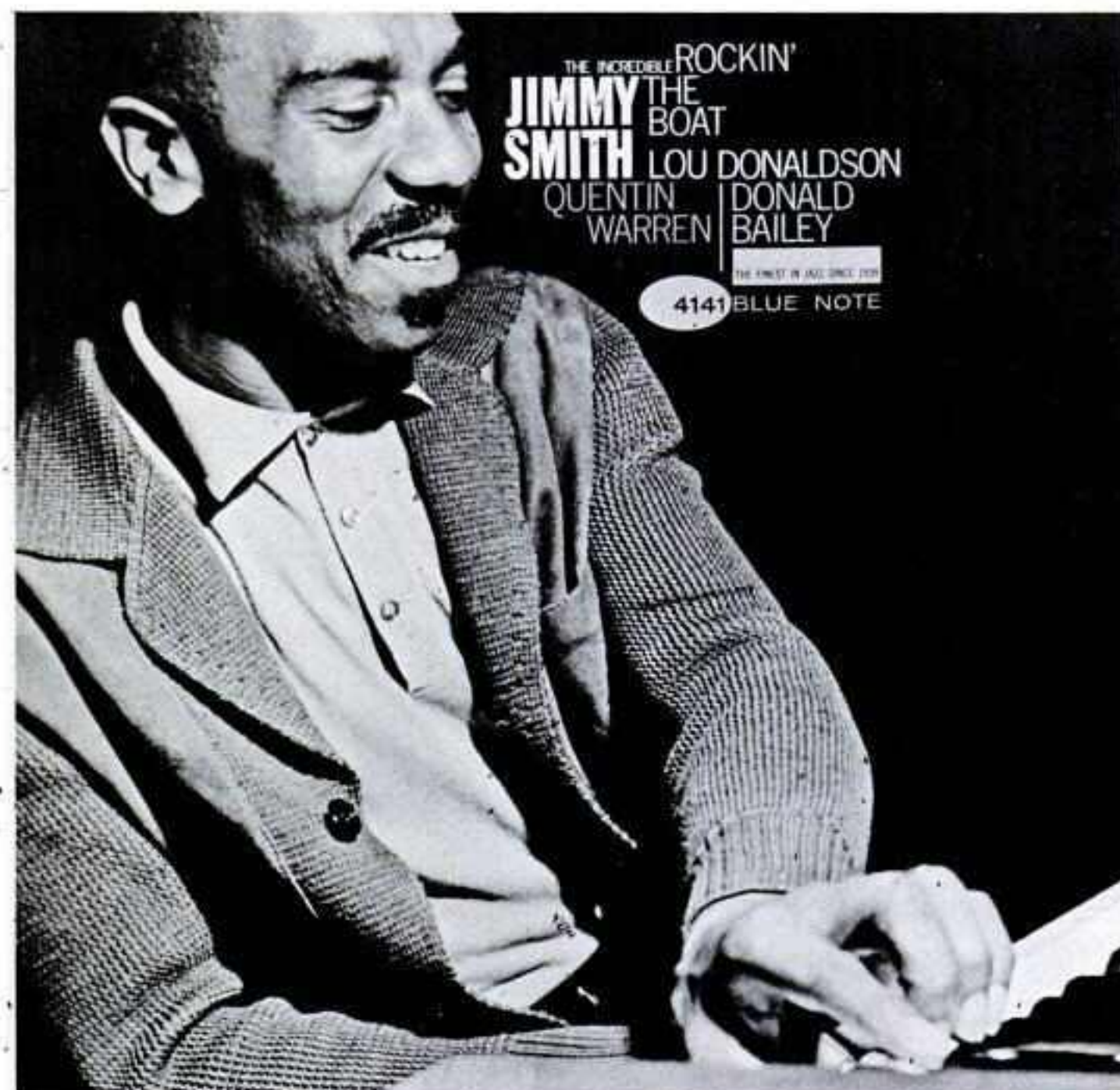
**BIG NEW SMASH**  
**"THE BRIDE"**  
 b/w  
**"MONKEY BEAT"**  
 Bob Gallo & The Tuxedos  
 ABC 10495

**ABC-PARAMOUNT**  
 FULL COLOR FIDELITY

**SOLOMON BURKE**  
**You're Good For Me**  
 2205

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# SPIKE JONES

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PUFF (THE MAGIC DRAGON) MARIA ELENA  
THE BALLAD OF JED CLAMPETT ALLEY CAT  
GREEN GREEN RED SAILS IN THE SUNSET  
FRANKIE & JOHNNIE WHISTLER'S MUDDAH  
SEPTEMBER SONG


## WASHINGTON SQUARE

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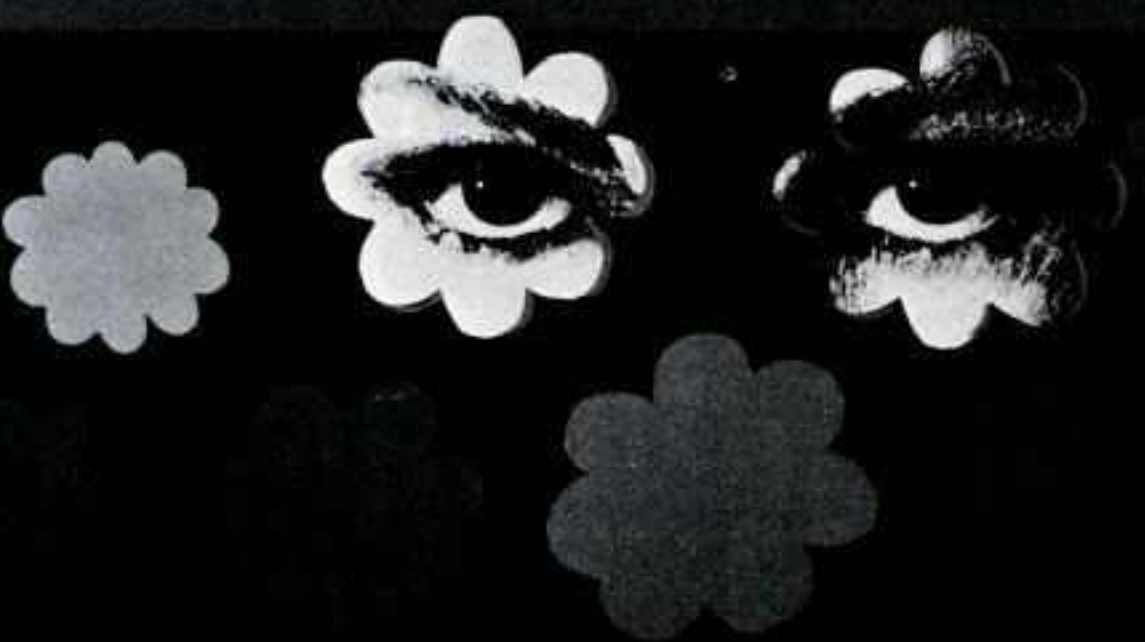
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## TODAY'S TOP TUNES

### HONOR ROLL OF HITS

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

FOR WEEK ENDING OCTOBER 19				
This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	3	<b>SUGAR SHACK</b>	By McCormick-Voss—Published by Dundee (BMI)	4
2	2	<b>BE MY BABY</b>	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	6
3	1	<b>BLUE VELVET</b>	By Wayne-Morris—Published by Vogue (BMI)	8
4	4	<b>CRY BABY</b>	By Russell-Meade—Published by Rittenhouse-Mellin (BMI)	6
5	5	<b>SALLY, GO 'ROUND THE ROSES</b>	By Sanders-Stevens—Published by Winlyn (BMI)	6
6	7	<b>BUSTED</b>	By Howard—Published by Pamper (BMI)	5
7	10	<b>MEAN WOMAN BLUES</b>	By DeMetrius—Published by Gladys (ASCAP)	3
8	11	<b>DONNA THE PRIMA DONNA</b>	By DiMucci-Maresca—Published by Disal (ASCAP)	3
9	6	<b>MY BOYFRIEND'S BACK</b>	By Feldman-Goldstein-Gottrehrer—Published by Blackwood (BMI)	11
10	21	<b>DEEP PURPLE</b>	By Parrish-Rose—Published by Robbins (ASCAP)	2
11	19	<b>I CAN'T STAY MAD AT YOU</b>	By King-Goffin—Published by Screen Gems-Columbia (BMI)	4
12	17	<b>DON'T THINK TWICE IT'S ALL RIGHT</b>	By Dylan—Published by Witmark (ASCAP)	3
13	13	<b>HONOLULU LULU</b>	By Berry-Christian-Spunky—Published by Screen Gems-Columbia (BMI)	5
14	16	<b>THAT SUNDAY, THAT SUMMER</b>	By Weiss-Sherman—Published by Comet (ASCAP)	3
15	28	<b>FOOLS RUSH IN</b>	By Bloom-Mercer—Published by Bregman, Vocco & Conn (ASCAP)	2
16	9	<b>THEN HE KISSED ME</b>	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	8
17	22	<b>TALK TO ME</b>	By Seneca—Published by Jay & Cee (BMI)	3
18	8	<b>HEAT WAVE</b>	By Holland-Dozier-Holland—Published by Jobete (BMI)	9
19	25	<b>WASHINGTON SQUARE</b>	By Goldstein—Published by Rayven (BMI)	2
20	14	<b>SURFER GIRL</b>	By Wilson—Published by Guild (BMI)	10
21	15	<b>MICKEY'S MONKEY</b>	By Holland-Dozier—Published by Jobete (BMI)	7
22	12	<b>WONDERFUL! WONDERFUL!</b>	By Raleigh-Edwards—Published by Marks (BMI)	7
23	—	<b>MARIA ELENA</b>	By Barcelaca—Published by Peer Int'l (BMI)	1
24	20	<b>PART TIME LOVE</b>	By Hammond—Published by Cireco-Escort (BMI)	5
25	—	<b>IT'S ALL RIGHT</b>	By Mayfield—Published by Curtom (BMI)	1
26	29	<b>I'LL TAKE YOU HOME</b>	By Weil-Mann—Published by Screen Gems-Columbia (BMI)	2
27	30	<b>HELLO HEARTACHE, GOODBYE LOVE</b>	By Hugo-Luigi-Weiss—Published by Atrium (ASCAP)	2
28	—	<b>BLUE BAYOU</b>	By Orbison-Melson—Published by Acuff-Rose (BMI)	1
29	26	<b>LITTLE DEUCE COUPE</b>	By Wilson-Christian—Published by Sea of Tunes (BMI)	6
30	—	<b>CROSSFIRE!</b>	By Mann-Appell—Published by Kalmann (ASCAP)	1

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.

#### RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- SUGAR SHACK**—Jimmy Gilmer & the Fireballs, Dot 16487.
- BE MY BABY**—Ronettes, Phillies 116.
- BLUE VELVET**—Bobby Vinton, Epic 9614; Lawrence Welk, Dot 16526.
- CRY BABY**—Garnet Mimms & the Enchanters, United Artists 629.
- SALLY, GO 'ROUND THE ROSES**—Jaynetts, Tuff 369.
- BUSTED**—Ray Charles, ABC-Paramount 10481.
- MEAN WOMAN BLUES**—Roy Orbison, Monument 824.
- DONNA THE PRIMA DONNA**—Dion DiMucci, Columbia 42852.
- MY BOYFRIEND'S BACK**—Angels, Smash 1834.
- DEEP PURPLE**—Nino Tempo & April Stevens, Atco 6273.
- I CAN'T STAY MAD AT YOU**—Skeeter Davis, RCA Victor 8219.
- DON'T THINK TWICE IT'S ALL RIGHT**—Bob Dylan, Columbia 42856; New World Singers, Atlantic 2190; Peter, Paul & Mary, Warner Bros. 5385.
- HONOLULU LULU**—Jan & Dean, Liberty 55613.
- THAT SUNDAY, THAT SUMMER**—Nat King Cole, Capitol 5027.
- FOOLS RUSH IN**—Rick Nelson, Decca 31533.
- THEN HE KISSED ME**—Crytals, Phillies 115.
- TALK TO ME**—Sunny and the Sunglows, Tear Drop 3014.
- HEAT WAVE**—Martha & Vandellas, Gordy 7022; Rene Paulo Group, Hi-Fi 5075.
- WASHINGTON SQUARE**—Village Stompers, Epic 9617.
- SURFER GIRL**—Beach Boys, Capitol 5009.
- MICKEY'S MONKEY**—Miracles, Tamla 54083.
- WONDERFUL! WONDERFUL!**—Johnny Mathis, Columbia 33048; Tymes, Parkway 884.
- MARIA ELENA**—Harold Bradley, Columbia 42830; Los Indios Tabajaras, RCA Victor 8216; Billy Mure, MGM 13161; Tony Reno & the Sherwoods, Johnson 123; Jerry Vale, Columbia 42872; Slim Whitman, Imperial 66002.
- PART TIME LOVE**—Little Johnny Taylor, Galaxy 722.
- IT'S ALL RIGHT**—Impressions, ABC-Paramount 10487.
- I'LL TAKE YOU HOME**—Drifters, Atlantic 2201.
- HELLO HEARTACHE, GOODBYE LOVE**—Little Peggy March, RCA Victor 8221.
- BLUE BAYOU**—Roy Orbison, Monument 824.
- LITTLE DEUCE COUPE**—Beach Boys, Capitol 5009; Defenders, Del-Fi 4226.
- CROSSFIRE!**—Orions, Cameo 273.

## Spain Digs That Beat

By RAUL MATAS

MADRID—Jazz is becoming more and more important in Spain, especially in Cataluna (Barcelona) where the record companies said fans are increasing notoriously.

The leading Jazz LP's are "Side by Side" (Duke Ellington and Johnny Hodges), "Ella in Berlin" (Ella Fitzgerald and Paul Smth Quartet. Both Verve releases were awarded with the "gran Premio del disco de jazz" in 1962. Belter says that the Modern Jazz Quartet and "Ray Charles Sings" are the best sellers while RCA's "Benny Goodman in Moscow" tops that company's list, followed by Paul Desmond and Jerry Mulligan LP's.

Fontana reached an agreement with Riverside and Interdisc to be distributed here by Fonogram after a big advertising campaign to introduce the Riverside, Pacific Jazz and other labels.

The best selling artists those companies report are Ella Fitzgerald, Oscar Peterson, Benny Goodman, Ray Charles, the Modern Jazz Quartet, and Duke Ellington. Biggest name in the Spanish jazz is the blind pianist Tete Montoliu.

Sales are going up all over Spain. This has probably been the most important year ever for jazz business.

The Hot Club of Barcelona, the Club 49, also in that city, and the Whisky and Jazz Club in Madrid have had international jam sessions with the best talent in the world. English pianist Phil Philips cut an LP titled "Swing in Spain" accompanied by only Spanish artists. Stan Getz, Gerry Mulligan, Louis Armstrong, Milt Jackson, Art Blakey and the Jazz Messengers and Theolonius Monk are also among the well-known jazz names. Pedro Iturralde and Mantequilla became international local jazz stars when they participated last year in several jam sessions with Bill Coleman, Donna Hightower, Gerry Mulligan and Quincy Jones. Dave Brubeck also means a lot.

Jazz is also getting an unexpected boost from a number of locally produced radio and TV series.

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on Merry-Go-Round

MILLS MUSIC, INC.  
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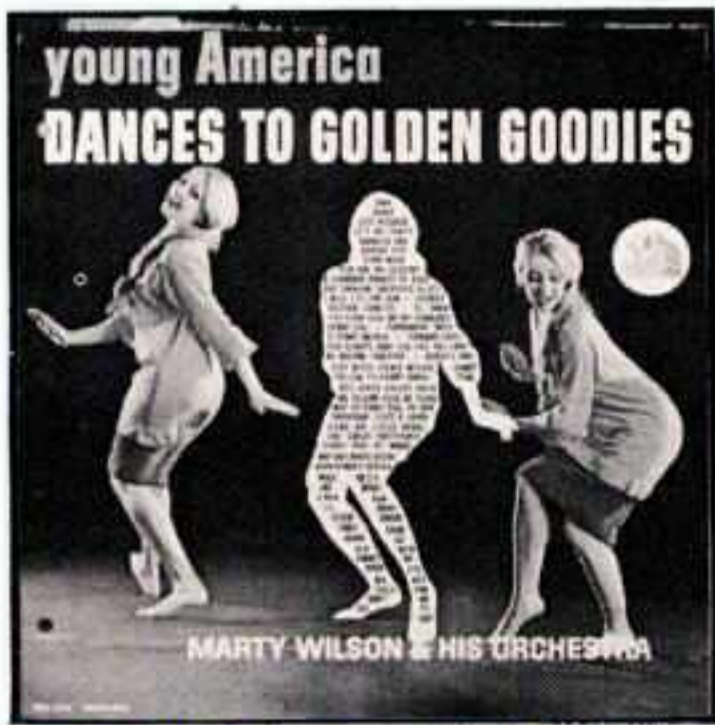
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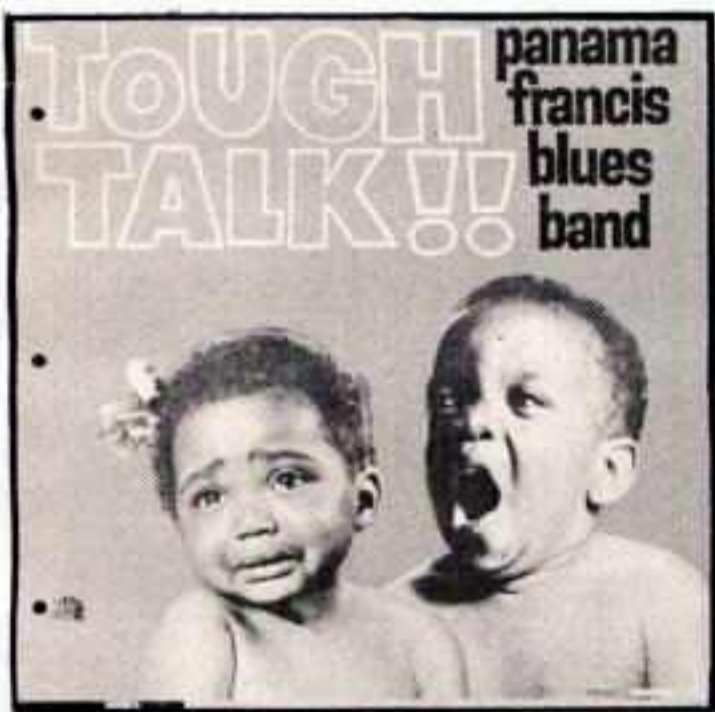
**YOUNG AMERICA DANCES TO THE GOLDEN GOODIES**—Marty Wilson & His Orchestra—TFM 3101/TFS 4101



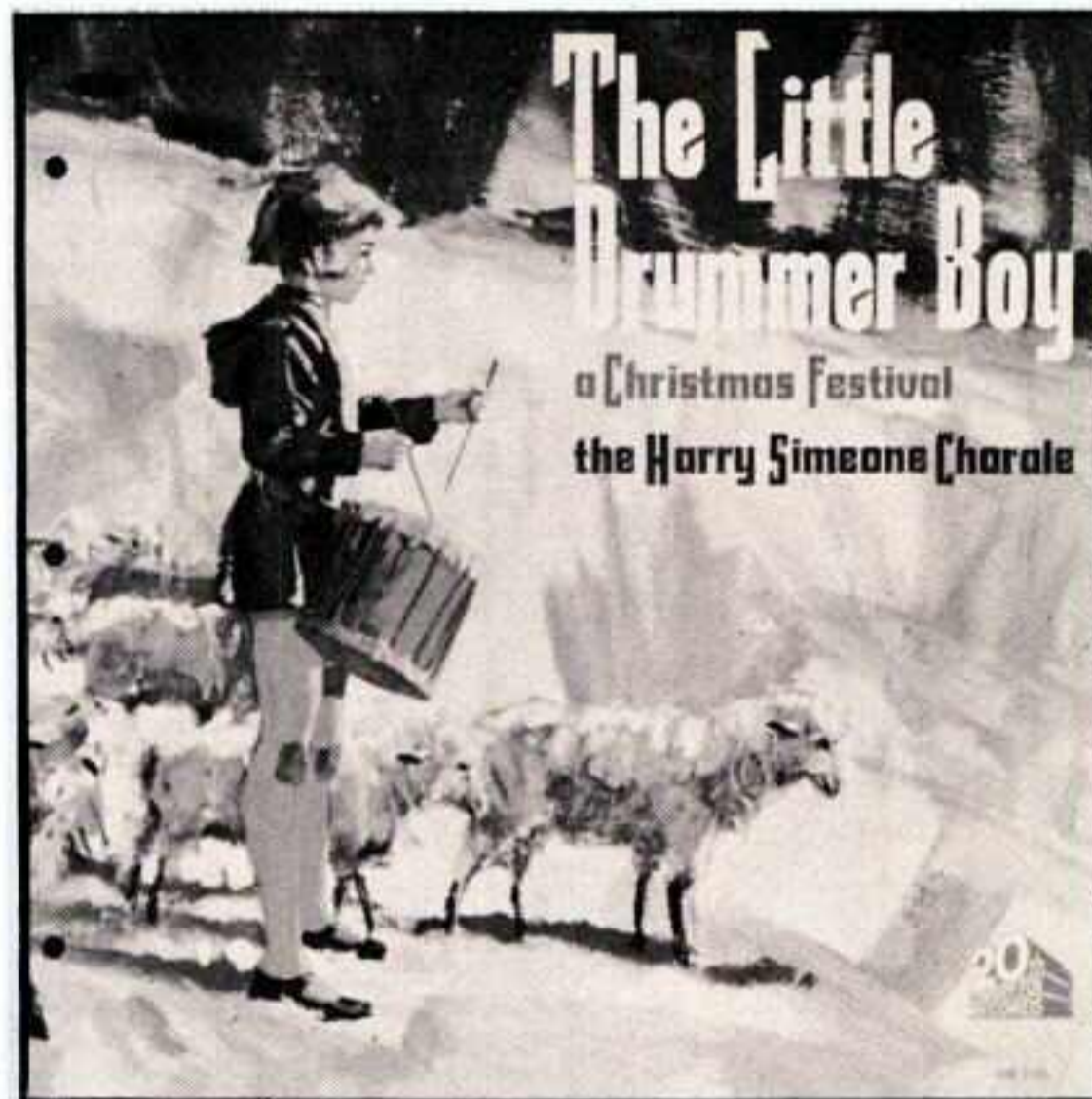
**BEST OF SHIRLEY TEMPLE**—Shirley Temple (Sound Tracks)—TFM 3102



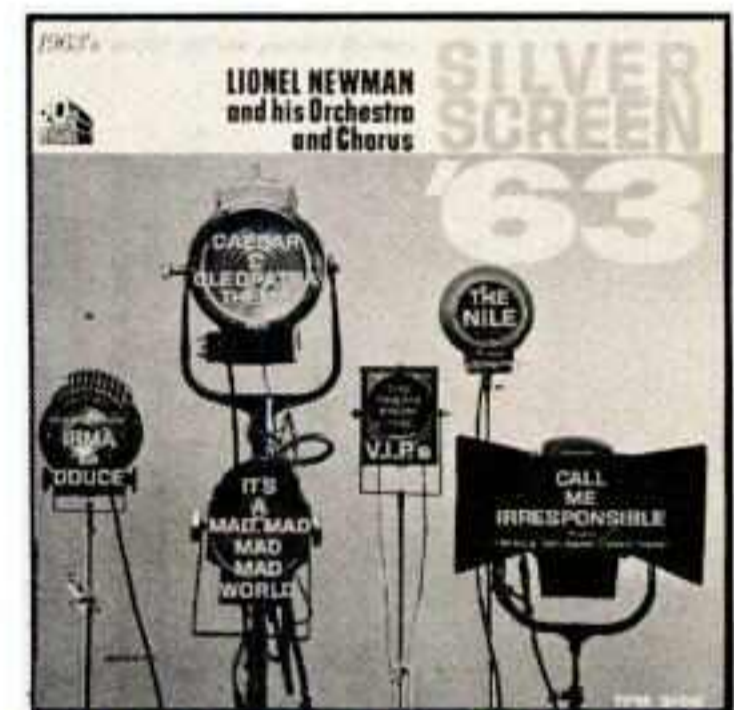
**YOUNG AMERICA DANCES TO REEL FAVORITES**—Bill Ramal & His Orchestra—TFM 3101/TFS 4103



**TOUGH TALK**—Panama Francis & His Orchestra—TFM 3101/TFS 6101 (Pop-Jazz)



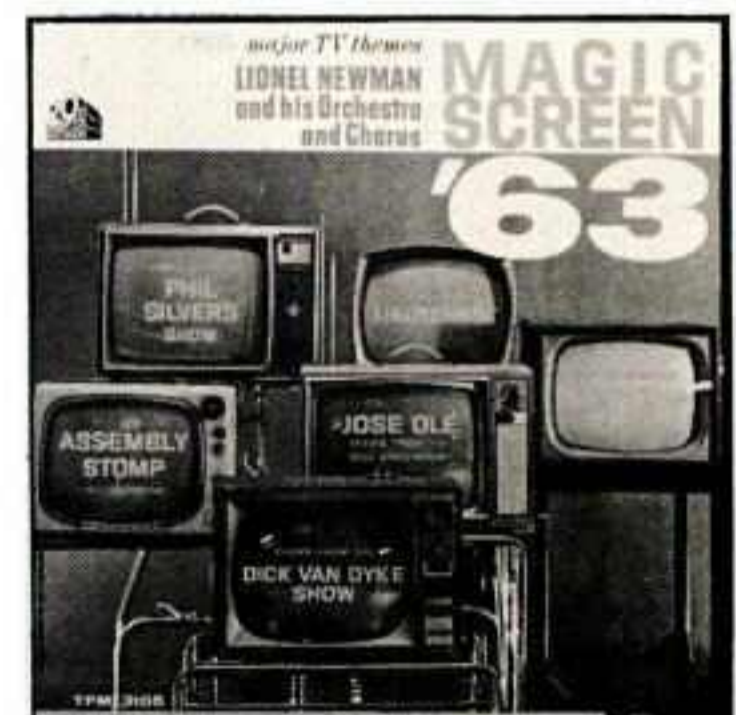
**LITTLE DRUMMER BOY**—Harry Simeone Chorale  
TFM 3100/TFS 4100



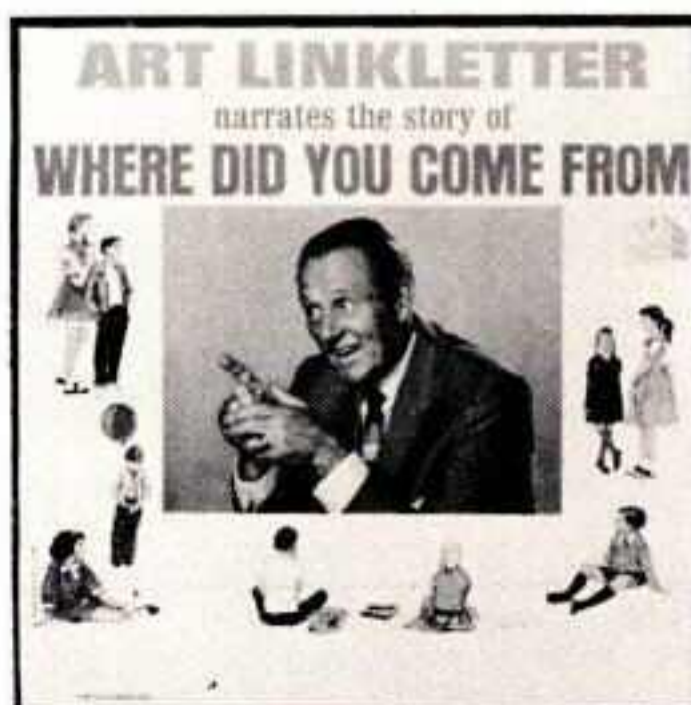
**1963's MAJOR MOTION PICTURE AND TV THEMES**—Lionel Newman, His Orchestra & Chorus—TFM 3105/TFS 4105



**A WHISPER AND A HOLLER**—The Heightsmen—TFM 3108/TFS 4108



**1963's MAJOR MOTION PICTURE AND TV THEMES**—Lionel Newman, His Orchestra & Chorus—TFM 3105/TFS 4105



**WHERE DID YOU COME FROM?**—Art Linkletter—TFM 3107



**MY FAVORITE STORY**—Bing Crosby, Bob Hope, Jack Benny, Red Skelton, Danny Thomas & Others—TFM 3106



# Billboard HITS OF THE WORLD

## ARGENTINA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	7	IL BALLO DIL MATTONE	Rita Pavone (Victor)—Curci-Fermata
2	3	DESPEINADA	*Pick Ups (Music Hall); Tony Vilar (CBS)—Korn
3	2	RIO MANSO	*Ramona Galarza (Odeon)—Lagos
4	1	LA TERZA LUNA	Neil Sedaka (Victor)—Rondak-Fermata
5	4	EL CAMALEON	Chico Navarro (Victor)—Korn
6	6	LA TIERRA (Chariot)	Joe Sentieri (CBS)—Plate-Tempo
7	5	MIRA COMO ME BALANCEO	Eduardo Vianello (Victor)—Alfa-Fermata
8	8	CELIA	*Leo Dan (CBS)—Canciones del Mundo
9	—	TUS CAPRICHITOS	Neil Sedaka (Victor)—Fermata
10	10	CLAUDETTE	Everly Brothers (Cadence-Microfon)—Korn

## AUSTRALIA

(Courtesy Music Maker, Sydney)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MARIA ELENA	Los Indios Tabajaras (RCA)—Allans
2	—	OLD FASHIONED GIRL	Eartha Kitt (RCA)—Southern
3	—	BLUE BAYOU	Roy Orbison (London)—Allans
4	5	NO TRESPASSING	Helen Shapiro (Columbia)—Alberts
5	4	WIPE OUT	The Surfaris (London)—Pincus Gil
6	—	SURFER JOE	The Surfaris (London)—No Publisher
7	—	LITTLE YELLOW ROSES	Jackie DeShannon (Liberty)—No Publisher
8	—	FINGERTIPS	Little Stevie Wonder (RCA)—Belinda
9	3	BOMBORA	*The Atlantics (CBS)—Southern
10	—	SKI RUN	*The Echomen (HMV)—No Publisher
11	—	BAJA	The Astronauts (RCA)—No Publisher
12	—	HONOLULU LULU	Jan and Dean (Liberty)—TuCon
13	2	HELLO MUDDUH, HELLO FUDDUH	Allan Sherman (Warner Bros.)—No Publisher
14	6	LONELY SURFER	Jack Nietzsche (Roulette)—Alberts
15	7	SWEETS FOR MY SWEET	The Searchers (Astor)—Belinda

## AUSTRIA

This Week Last Week

1	1	SCHULD DARAN WAR DER BOSSA NOVA	Manuela (Telefunken); BLAME IT ON THE BOSSA NOVA—Eydie Gorme (CBS/Amadeo)
2	3	MEIN SCHIMMEL WARTET IN HIMMEL	Gus Backus (Polydor)
3	4	BARCAROLE IN DER NACHT/COLOMBINO	Connie Francis (MGM)
4	—	NUMMER EINS IN MEINEM HERZEN	Peter Bell (Philips)
5	2	RUBY BABY	Dion (Columbia)
6	5	ZWEI BLAUE VERGISS-MEINNICHT	Rex Gildo (Electrola)
7	—	MEIN SCHIFF FAEHRT ZU DIR	(Follow the Boys) Connie Francis (MGM)
8	7	GEH NICHT ZU DEN INDIOS	Gunnar Wicklund (Ariola)
9	—	LASS MICH NOCH EINMAL IN DIE FERNE	Freddy Quinn (Polydor)
10	—	TRA-LA-LA-LA	Catarina Valente (Decca)

## BRITAIN

(A special list compiled prior to publication by The New Musical Express)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	2	DO YOU LOVE ME	*Brian Poole and the Tremeloes (Decca)—Dominion Music
2	1	SHE LOVES YOU	*Beatles (Parlophone)—Northern Songs, Ltd.
3	4	THEN HE KISSED ME	Crystals (London)—17 Savile Row Music
4	9	IF I HAD A HAMMER	Trini Lopez (Reprise)—Essex Music

5	5	I WANT TO STAY HERE	Steve Lawrence-Eydie Gorme (CBS)—Aldon Music
6	10	SHINDIG	*Shadows (Columbia)—Shadows-Belinda Music
7	13	BLUE BAYOU	Roy Orbison (London)—Acuff-Rose Music
8	6	APPLEJACK	*Jet Harris-Tony Meehan (Decca)—Essex Music
9	8	JUST LIKE EDDIE	*Heinz (Decca)—Meridian Music
10	3	IT'S ALL IN THE GAME	*Cliff Richard (Columbia)—Blossom Music
11	18	THE FIRST TIME	*Adam Faith (Parlophone)—Freddie Poser
12	7	BAD TO ME	*Billy J. Kramer (Parlophone)—Northern Songs, Ltd.
13	17	AIN'T GONNA KISS YOU (EP)	*Searchers (Pve)—Campbell-Connelly/Belinda/Ardmore & Beechwood
14	16	MEAN WOMAN BLUES	Roy Orbison (London)—Belinda Music
15	11	I'LL NEVER GET OVER YOU	*Johnny Kidd (HMV)—Leeds Music
16	12	WISHING	Buddy Holly (Coral)—Nor-Va-Jak Music
17	—	I	*Shirley Bassey (Columbia)—Shapiro-Bernstein/Beim
18	25	HELLO MUDDUH, HELLO FUDDUH	Allan Sherman (Warner Bros.)
19	26	SEARCHIN'	*Hollies (Parlophone)—Progressive Music
20	22	HELLO LITTLE GIRL	*Fourmost (Parlophone)—Northern Songs, Ltd.
21	14	YOU DON'T HAVE TO BE A BABY TO CRY	*Caravellas (Decca-Ritz)—Frank Music
22	27	EVERYBODY	Tommy Roe (HMV)—Chappell Music
23	20	WHISPERING	*Bachelors (Decca)—Herman Darewski Music
24	24	STILL	*Ken Dodd (Columbia)—Peter Maurice
25	—	SOMEBODY ELSE'S GIRL	*Billy Fury (Decca)—Lorna Music
26	—	DO YOU LOVE ME	*Dave Clark Five (Columbia)—Dominion Music
27	18	STILL	*Karl Denver (Decca)—Peter Maurice
28	15	I'M TELLIN' YOU NOW	*Freddie and the Dreamers (Columbia)—Feldman Music
29	23	DANCE ON	*Kathy Kirby (Decca)—Synney Bron
30	—	MY BOYFRIEND'S BACK	Angels (Mercury)—Peter Maurice
30	—	MEMPHIS TENNESSEE	*Dave Berry (Decca)—Jewel Music

## DENMARK

(Courtesy Qvan, Copenhagen)

This Week	Last Week	Title	Artist
1	1	DEN LILLE GYLDNE RING	Gustav Winckler (Sonet)—Winckler Music
2	2	SUKIYAKI	Kyo Sakamoto (HMV)—Imulico
3	3	OPAD ELLER NEDAD	Osvald Helmut (Philips)—Multitone
4	4	DEVIL IN DISGUISE	Elvis Presley (RCA)—Belinda
5	5	HVEM BLIR DIT NAESTE OFFER MR. SWEETHEART	Sys Gregers (Tono)—Multitone
6	6	HEY MAMA	Frankie Vaughan (Philips)—Imulico
7	7	KOM NED PA JORD 'EN IGEN	—Gitte (HMV)—Imulico
8	8	IT'S ALL IN THE GAME	Cliff Richard (Columbia)—Belinda
9	9	TWIST AND SHOUT	Brian Poole (Decca)
10	10	FORGET HIM	Bobby Rydell (Cameo-Parkway)—Wilhelm Hansen

## EIRE

(Courtesy Irish Times, Ltd., Dublin)

This Week	Last Week	Title	Artist
1	1	KISS ME QUICK	Brendan Bowyer (HMV)—West One
2	3	I WANT TO STAY HERE	Steve and Eydie (CBS)—Aldon
3	4	IT'S ALL IN THE GAME	Cliff Richard (Columbia)—Blossom
4	2	SHE LOVES YOU	The Beatles (Parlophone)—Northern Songs, Ltd.
5	5	THE LEGION'S LAST PATROL	Ken Thorne (HMV)—Filmusic
6	7	STILL	Karl Denver (Decca)—Peter Maurice
7	—	APPLEJACK	Jet Harris & Tony Meehan (Decca)—Essex
8	—	ONLY THE HEARTACHES	Houston Wells (Parlophone)—Southern Music
9	6	KISS ME QUICK	Elvis Presley (RCA Victor)—West One
10	—	GUILTY	Jim Reeves (RCA Victor)—142 Music

## FLEMISH BELGIUM

(Courtesy Juke Box Magazine)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	2	N'EST-CE PAS MERVEILLEUX	*Adamo (Pathe)—Ardmore & Beechwood
2	—	IF I HAD A HAMMER	Trini Lopez (Reprise)
3	4	WAAR EN WANNEER	*Bob Benny (Polydor)—Ideal
4	1	DEVIL IN DISGUISE	Elvis Presley (RCA)—Belinda Music
5	5	HELLO JIM	Paul Anka (RCA)—Spanka
6	3	JE LIEGT	*Will Tura (Palette)—World
7	9	OH DONNA CLARA	Regento Stars (Tivoli)
8	8	I'M MOVIN' ON	Matt Lucas (Philips)—Belinda Music
9	10	IT'S ALL IN THE GAME	Cliff Richard (Columbia)—Brauer
10	—	ONLY YOU	Brenda Lee (Brunswick)—Globe

## FRANCE

This Week Last Week

1	1	PENDANT LES VACANCES	—Sheila (Philips)
2	2	WATCHING YOU	Sylvie Vartan (RCA)
3	6	ELLE ETAIT SI JOLIE	Alain Barriere (RCA)
4	4	DA DOU RON RON	Johnny Hallyday (Philips)
5	5	SI TU VEUX ETRE HEUREUX	Claude Francois (Fontana)
6	3	C'EST MA FETE	Richard Anthony (Columbia)
7	7	WW QUI AIME-T-IL VRAIMENT	Francoise Hardy (Vogue)
8	9	FILE FILE FILE	Frank Alamo (Barclay)
9	8	SI TU PENSES	Eddy Mitchell (Barclay)
10	—	TES PAS SEUL AU MONDE	—Sophie (Decca)

## HOLLAND

(Courtesy Platennleuws, Amersfoort)

This Week	Last Week	Title	Artist
1	1	DEVIL IN DISGUISE	Elvis Presley (RCA)—Belinda-Amsterdam
2	2	IK HEB EERBIED VOOR JOUW GRUIZE HAREN	Gert Timmerman (Telefunken)—World Music
3	3	TES TENDRES ANNEES	Johnny Hallyday (Philips)—Altona
4	4	CIMERONI	Anneke Gronloh (Philips)—Altona
5	5	LUCKY LIPS	Cliff Richard (Columbia)—Belinda
6	6	IT'S ALL IN THE GAME	Cliff Richard (Columbia)—Basart L.C.
7	7	THERE GOES MY HEART	—Fats Domino (ABC-Paramount)
8	8	BARCAROLE IN DER NACHT	Connie Francis (MGM)—Altona
9	9	ATLANTIS	The Shadows (Columbia)
10	10	AMOUR PERDU	Adamo (Pathe)—Anagon Music

## HONG KONG

This Week Last Week

1	1	SUNSHINE	The Fabulous Echoes (Diamond)
2	2	HELLO HEARTACHES, GOODBYE LOVE	—Little Peggy March (RCA Victor)
3	4	IT'S ALL IN THE GAME	Cliff Richard (Columbia)
4	3	JAMAICAN MASH	The Satellites (Diamond)
5	6	SUKIYAKI	Kyo Sakamoto (Capitol)
6	—	I CAN'T STAY MAD AT YOU	Skeeter Davis (RCA Victor)
7	5	YOU CAN NEVER STOP ME LOVING YOU	Johnny Tillotson (Cadence)
8	8	I WANT TO STAY HERE	Steve and Eydie (CBS)
9	10	BLUE ON BLUE	Bobby Vinton (Columbia)
10	7	PAINTED, TAINTED ROSE	—Al Martino (Capitol)

## HUNGARY

(All songs on the Qualitone label)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	—	TOTAGAS	*Kormendi and His Band
2	—	MAGDALENI	Kanoy Brothers—Editio Musica

3	—	KEZDETNEK JO	*Kiry Ambrus—Editio Musica
4	—	SZIVTOLVAJ	*Maria Toldi—Editio Musica
5	—	KEK A TE SZEMED	*Janos Koos—Editio Musica
6	—	ROMANTIKA PEDIG NINCS	*Lehel Nemeth—Editio Musica
7	5	POCATEPETL TWIST	Marta Zarai and Janos Vamosi—Caravelle, Paris
8	—	KUBAI LANY	Janos Koos—Editio Musica
9	2	NEM VAGYOK IDEGES	Gyorgy Korda—Editio Musica
10	4	MIKOR JOSSZ MAR ENFELEM	Quando, Quando, Quando—Katalin Sarosi—Ritmic Canzoni, Milano

## ITALY

(Courtesy Musica e Dischi, Milan)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SE MI VUOI LASCAIRE	*Michele (RCA)
2	2	HEY PAULA	Paul & Paula (Philips)
3	3	QUELLI DELLA MIA ETA'	Francoise Hardy (Vogue); *Catherine Spaak (Ricordi)
4	8	SE MI PERDERAI	*Nico Fidenco (RCA)
5	9	I WATUSSI	*Eduardo Vianello & i Filippers (RCA)
6	4	NON ANDARE COL TAMBURO	*Remo Germani (Jolly)
7	6	CUORE	*Rita Pavone (RCA)
8	5	SAPORE DI SALE	*Gino Paoli (CGD)
9	11	WINI WINI	*Betty Curtis (CGD)
10	7	T'HANNO VISTA DOMENICA SERA	*Peppino Di Capri (Carisch); *Isabella Iannetti (Royal)
11	13	PRIMA DI TE DOPO DI TE	*Catherine Spaak (Ricordi)
12	10	STESSA SPIAGGIA STESSO MARE	*Mina (Italdisc); *Piero Focaccia (CGD)
13	15	ERI UN'ABITUDINE	Andy Williams (CBS)
14	—	PLEASE PLEASE ME	*Fausto Leali (Jolly)
15	14	BIKINI E TAMURE	*Tony Renis (VdP)

## JAPAN

(Courtesy Utamatic, Tokyo)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	KOHKOU 3-NEN SEI	*Funaki Kazuo (Columbia)—JASRAC
2	3	TWIST NO. 9	—Jimmy Fontana (Victor)—BIEM
3	5	HEY PAULA	Paul & Paula (Philips)—Shinko
4	4	AKAI HANDKERCHIEF	*Ishihara Yujiro (Teichiku)—JASRAC
5	2	SHIMA NO BLUES	Misawa Akemi & Mahina Stars (Victor)—JASRAC
6	6	MR. BASS MAN	Johnny Cymbal (Kapp)—No sub-publisher
7	9	CUTIE PIE	Johnny Tillotson (Seven Seas)—Shrinko
8	—	I WILL FOLLOW HIM	Little Peggy March (Victor)—Suiseisha
9	7	YOGIRI NO BLUES	*Ishihara Yujiro (Teichiku)—JASRAC
10	10	SHUSSE KAI DO	*Hatakeyama Midori (Columbia)—JASRAC

## MEXICO

(Courtesy Audiomusica)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	DESPEINADA	*Los Hooligans (Orfeon)—Reimsa
2	2	LET'S GET TOGETHER	Hayley Mills (Gamma)—Brambila
3	3	THE GUNS FROM NAVARRONE	—Al Caiola (Gamma)—Grever
4	8	POPEYE	*Los Apson Boys (Peerless)—Pending
5	—	ENTREGA TOTAL	*Javier Solis (CBS)—Pending
6	7	PERA MADURA	*Manolo Munoz (Musart)—Brambila
7	6	MEDIA VUELTA	*J. A. Jimenez (RCA)—Pending
8	4	ENEMIGOS	*Sonia Lopez (CBS)—Pham
9	5	EL LECHERO	*Los Guerrilleros (Peerless)—Pending
10	10	LLEGO BORRACHO	*J. A. Jimenez (RCA)—Emmi

## NORWAY

(Courtesy Verdens Gang)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SUKIYAKI	Kyo Sakamoto (HMV)—Carl M. Iversen
2	2	IT'S ALL IN THE GAME	Cliff Richard (Columbia)—Musikk-Huset
3	7	GI MEG EN COWBOY TIL MANN	*Wenche Myhre (Triola)—Stockholms Musikproduktion
4	3	DEVIL IN DISGUISE	Elvis Presley (RCA)—Belinda
5	4	SINGEL OG SAND	*Olkabilamo (Philips)—Edition Lyche
6	—	YOU DON'T HAVE TO BE A BABY TO CRY	Caravellas (Sonet)—No publisher
7	5	WELCOME TO MY WORLD	—Jim Reeves (RCA)—No publisher
8	—	SHE LOVES YOU	Beatles (Parlophone)—Edition Lyche
9	10	SER DU JAN SA HILS FRA MEG	*Ase Thoresen (Triola)—Sweden Music
10	6	EI SNERTEN SNELLE	*Wenche Myhre (Triola)—Egil Monn Iversen

## PERU

This Week Last Week

1	1	MAGIA BLANCA	—Chucho Avellanet (Odeon)
2	2	LA TERZA LUNA	Neil Sedaka (RCA)
3	3	LO SEGUIRE (I Will Follow Him)	—Little Peggy March (RCA)
4	7	EL LADRON	—Sonia Lopez (Columbia)
5	4	EL TWIST DE LA GORDA	—Los Caporales (Virrey)
6	6	LA PERA MADURA	—Pepe Miranda (Virrey); F. Balu (Odeon)
7	8	SUKIYAKI	Kyo Sakamoto (Capitol)

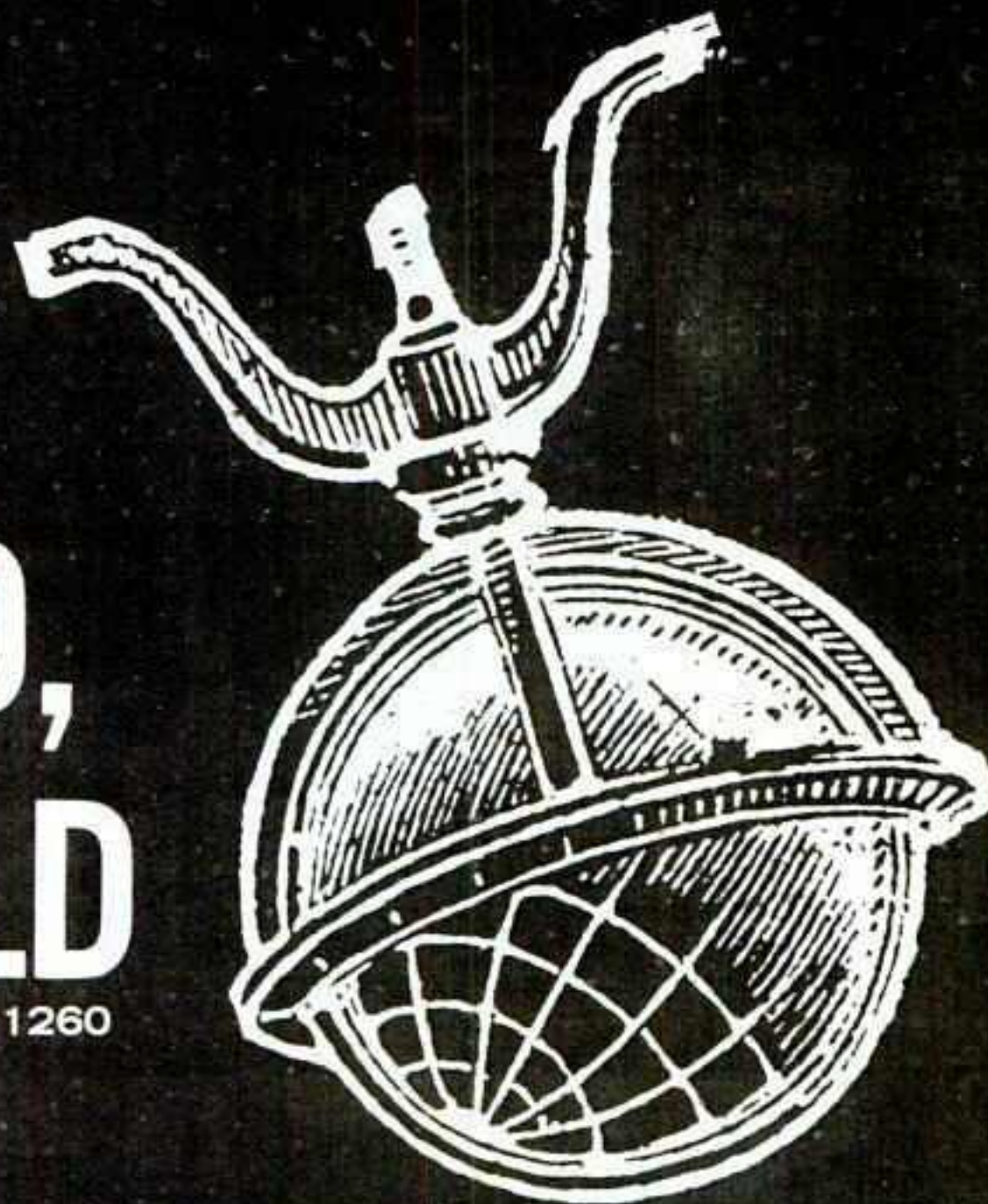
**OUT OF THIS WORLD RELEASES FROM SCEPTER**

**THE SHIRELLES  
31 FLAVORS**

and

**IT'S A MAD, MAD,  
MAD, MAD WORLD**

Scepter 1260



**The Kingsmen**

Wand 143

**LOUIE, LOUIE**

ALL WE CAN SAY ABOUT THIS RECORD IS IT'S A HIT—ASK THEM IN BOSTON.

**Ed Bruce**

**SEE THE BIG MAN CRY**

Wand 140

**Chuck Jackson**

**ANY OTHER WAY**

Wand 141

**Tommy Hunt**

**I'M A WITNESS**

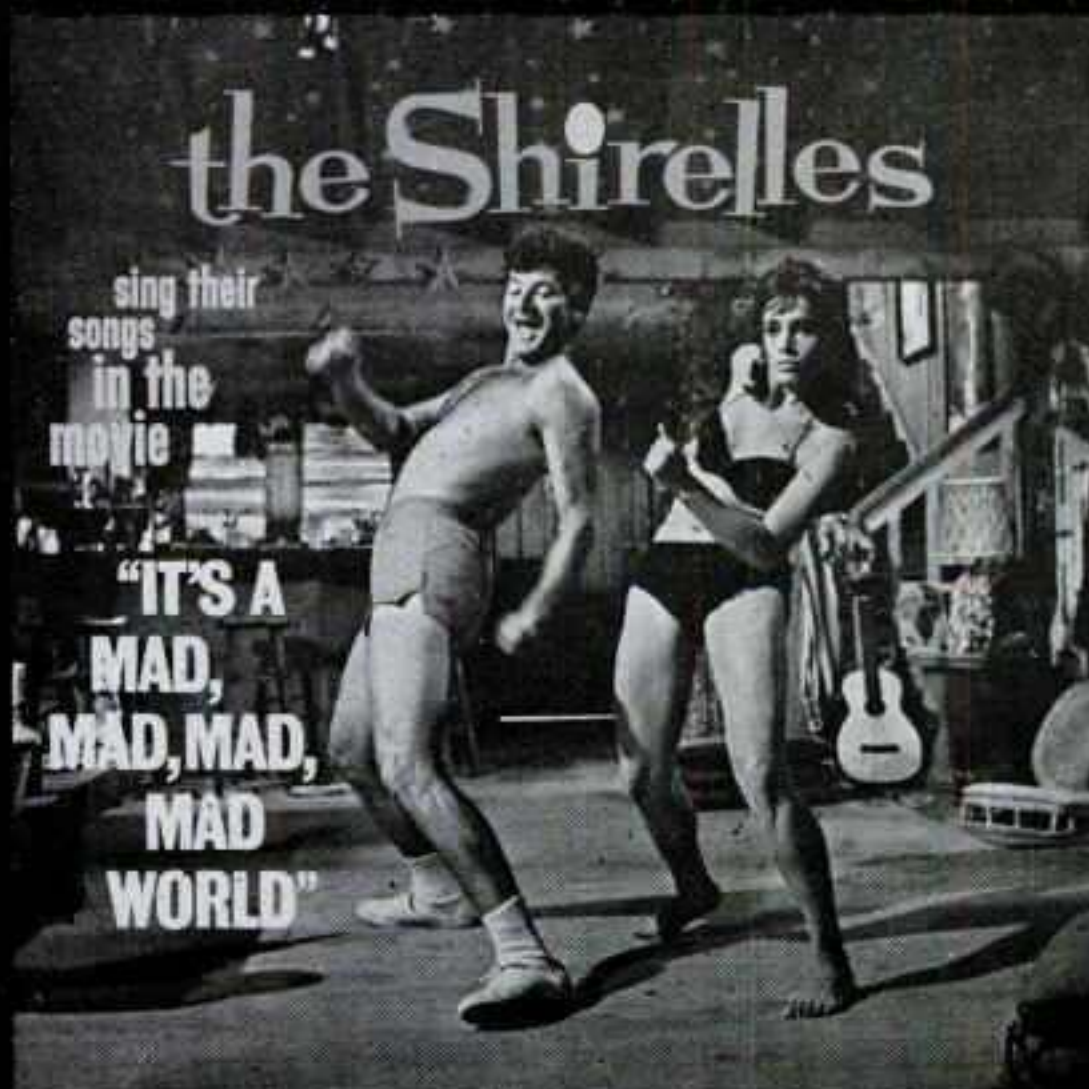
Scepter 1261

**Maxine Brown**

**COMING BACK TO YOU**

Wand 142

**JUST RELEASED  
The SHIRELLES'  
NEWEST ALBUM**



**SCEPTER RECORDS.  
1650 BROADWAY. N.Y.C.. N.Y.**

# International NEWS REPORTS

## RCA ESPANOLA REP IN SPAIN

MADRID — Billboard's Buyer's Guide carried Philips as the RCA Victor distributor in Spain. This is in error, for RCA has set up its own firm, RCA Espanola, to handle the company's product in the country. The general manager is Guillermo Caram and the firm is located in this city.

## Columbia Makes It in Israel

TEL AVIV—Columbia Records is coming to Israel. An agreement has been reached between CBS and Israel's Musical Club to build a new plant for the production of records and tapes called CBS-Israel Records.

The company will invest a sum of 1,200,000 Israeli pounds. The company is building a recording studio and will import equipment. Tapes would undergo the final production stages here with raw material imported from abroad.

The company plans to export approximately 50 per cent of its records and 80 per cent of the locally produced tapes by the end of three years.

## BRITAIN

## First Mathis On HMV Hits

By CHRIS HUTCHINS  
News Editor,  
New Musical Express

Johnny Mathis' first disk on his new British label, HMV, was issued here yesterday. It couples the same tracks as his U. S. debut platter on Mercury, "Your Teenage Dreams" and "Come Back." The tapes are leased from his own company, Global Records, to EMI which issues them throughout the world except in America and Canada. His first album by the deal, "Sound of Christmas," will be put out by EMI in November. Mathis is expected here at any

in New Zealand is Peak Records in Christchurch, a very strong area for jazz. Peak released hundreds of Candid and Blue Note LP's this year but unfortunately many of the artists on these labels are unknown as yet.

There are no jazz night clubs in Chile. Concerts take place in small theaters. One of these recitals was recorded by Ortiz in an LP called "Jazz in Chile." A Chilean stage production of "A Taste of Honey" had the Nahuel Jazz Quartet performing jazz specially composed by Omar Nahuel.

With the exception of two or three radio stations, Chilean broadcasts have no place for jazz, due to its small and sophisticated audience. Nevertheless, theater concerts have had a growing success in the last two years, widening the range of followers. This growing mood reflects itself in the jazz record market. The following labels have a permanent stock of jazz records in Chile: Verve, Capitol, Philips and Ortiz.

# Firms Take a Slice Of the Italian Pie

By SAM'L STEINMAN

ROME — Despite the RCA Italiana domination of the record market, four companies came up with considerable summer competition on the Italian juke boxes, which today number 16,500 as compared with less than 1,000 five years ago.

"Operation 24" engineered by Sandro Delor for CGD brought Piero Focaccia to the foreground and the "Johnny 7" TV show emceed by Johnny Dorelli was of no little help. Ri-Fi tied up enough jukes to give both Fred Bongusto and Cocki Mazzetti more than their share of prominence while Durium profited from having the runners-up in both the professional and amateur ends of the Cantagiro,

time to record under the direction of Norman Newell.

Derek Lewis has resigned his post as British label manager of Warner Bros. to take up the major job as head of the BBC's record library in succession to Valentine Britten. At Decca his replacement as Warner Bros. manager is Selwyn Turnbull. . . . Steve Gottlieb, who recently returned to London from Singapore where he was import manager with EMI's Borneo company, left last week for Copenhagen where he takes control of EMI's Danish company, Skandinavisk Grammophon. . . . EMI Managing Director L. G. Wood is planning to visit the U. S. later this month.

Sammy Davis Jr. was in for a brief visit to discuss with Bernard Delfont his London opening next year in "Golden Boy"—for six months prior to its Broadway run. The musical is not expected to open now until next June.

RCA Victor's next Elvis Presley single — coupling "Bossanova Baby" from "Fun in Acapulco" and "Witchcraft"—is expected to be issued here before the last of the month. . . . Frank Ifield's new single—due out next week — features a revival of "Mule Train," a gold disk winner for Frankie Laine in 1949.

The business lost another stalwart in the death of Vic Lewis' partner in William-Victor Productions, Manchester promoter Bill Benny. He was 44. Together with Lewis, he was responsible for bringing such artists as Nat Cole, Johnny Mathis and the Four Freshmen to Britain.

### Visitors

After only four days' notice of his visit, Little Richard flew to Britain and joined Don Arden's Everly Brothers-Bo Diddley package to send bookings soaring sky high! Richard, who will telerecord a spectacular under Arden's TV arrangement with Granada on November 5 and also hopes to wax material during his stay, may remain through November to head the promoter's next tour which may also star Chuck Berry. . . . Liberty Records prexy Alvin S. Bennett paid a brief visit to London and last Thursday was hosting a reception in his suite at the Savoy Hotel. . . . Celebrated pianist Artur Schnabel flew in from Paris to be guest artist at the opening of Sir John Barbirolli's 21st season with the Halle Ork in Manchester. . . . More than a hundred members of the Hill Billy Folk Record Collectors Club fly from Lon-

don next week to attend Nashville's County Music Festival. . . .

Little Tony and Isabella Jannetti both of whom have remained well up in the lists. The SAAR operations with Petula Clark, Françoise Hardy, Ben E. King and Adriano Celentano, were masterminded by Walter Gurtler in top spots throughout the summer. In all, the summer indicated that smaller companies, by using imagination, can win their share of the market.



OLD WAVE: Walter Haas (left) and Ulrich Klever (right) each received half of a golden LP for 250,000 LP's that have been sold in the Electrola series, Extra Production. Theme of the picture, like the theme of the series, is reliving the old days. The disks featured the revival of German hits of the 1930's and 1940's. In the center of the picture is Wilfried Jung, distribution director of Electrola (EMI).

Record Business

There's been a stall in the rush to issue material by Liverpool group the Searchers. After releasing a single, "Sweet Nuthin's," recorded by the group in Germany, Philips has held up release of its album "Sweet for My Sweet" (the same title as the Searchers' chart-topping single issued by Pye) waxed at the same time. The group is considering legal action against Philips' German associate for alleged release of the tapes without the right to do so. . . . Oriole Records has acquired release rights of the Italian Cetra catalog which contains such international artists as Maria Callas, Ferruccio Tagliavini, Franco Corelli, Giuseppe Taddei and Lina Pagliughi. The first of regular monthly releases from the catalog will be in January. Cetra, primarily concerned with opera but also responsible for some Italian pops, was previously handled here by Rare Records. This week Oriole issues an album by the London Soloists Ensemble—the first classical record the company has ever made in its own studios. . . . The John Barry Orchestra's recording of his themes for the television film "Elizabeth Taylor in London"—"Elizabeth" and "The London Theme"—will shortly be issued here on Ember following their American release on United Artists.

### Publishers Business

In London Felix Stahl of Stockholm Musikproduktion concluded an important deal with Noel Rogers of United Artists Music for the rights of a Yugoslavian tune that's the cur-

(Continued on page 61)



MEETING OF MINDS: B. T. Ness, president of RCA Victor Mexicana (left), and Salvador Suarez, owner of Mexico's biggest chain of record shops, the Record Markets, are shown at the first national sales convention staged by RCA in Guadalajara. Ness was presented to salesmen and distributors from all over the country. He detailed the "new aggressive policy" of his administration. Two new lines, Dynagroove and Victrola, were demonstrated. Price of the Camden label was cut 33%.

## ANZACS

# See Sales Speed Spin Off Turntable

By FRED GEBBIE

AUCKLAND, N. Z.—"Any rag, any jazz, any boppers today" is the call of a disk jockey named Turntable; or, to give his real name, Arthur Pierce. He has been using this phrase every Friday at 10 p.m. from Radio 2Ya Wellington for more years than he can remember.

Arthur has been the man most responsible for the popularity of jazz in New Zealand. Dave Brubeck, Ella Fitzgerald, Pete Jolly, the MJQ, Dizzy Gillespie, Sarah Vaughan and even the great Louis Armstrong can thank him for their receptive tours in New Zealand.

His following is huge and his knowledge of the jazz scene would rate with the greatest but most of all his devotion to jazz has kept the music popular in this country. Record dealers use Turntable as a guide for releases, if its on his program and he gives it a favorable comment, then the demand will be there.

When the Government allowed record distributors to import records as long as they were classed as classical, educational or religious, many distributors brought in jazz records from America and were surprised to find the demand would have warranted pressing some titles in New Zealand. This sudden influx of jazz records set the seal for future releases and artists such as Miles Davis, Dave Brubeck, Ella Fitzgerald and Oscar Peterson, soon had many LPs locally pressed and selling at the counters.

Top selling for many years in the jazz field was Louis Armstrong and Glenn Miller, closely followed by Goodman and Gene Krupa, now the demand has been for Miles, Coltrane, Thelonius Monk and other modernists. Still heading the lists is Brubeck who has twice visited

these shores. Ella has at least five LP's on the market and dealers are featuring complete ranges of Horace Silver platters for the first time.

Jazz is popular with the public, if it is good jazz. Some American artists have been to New Zealand and played down to local audiences, underestimating the knowledge New Zealand jazz fans have of the subject. Local jazz enthusiasts know more about the artists capabilities as a performer than visiting artists give them credit. Dizzy Gillespie came here with Sarah Vaughan and blew a few notes on the trumpet and you couldn't give a Gillespie record away today. Verve's agents here say this is a pity because they have some fine material which could have been released if Gillespie had played Gillespie.

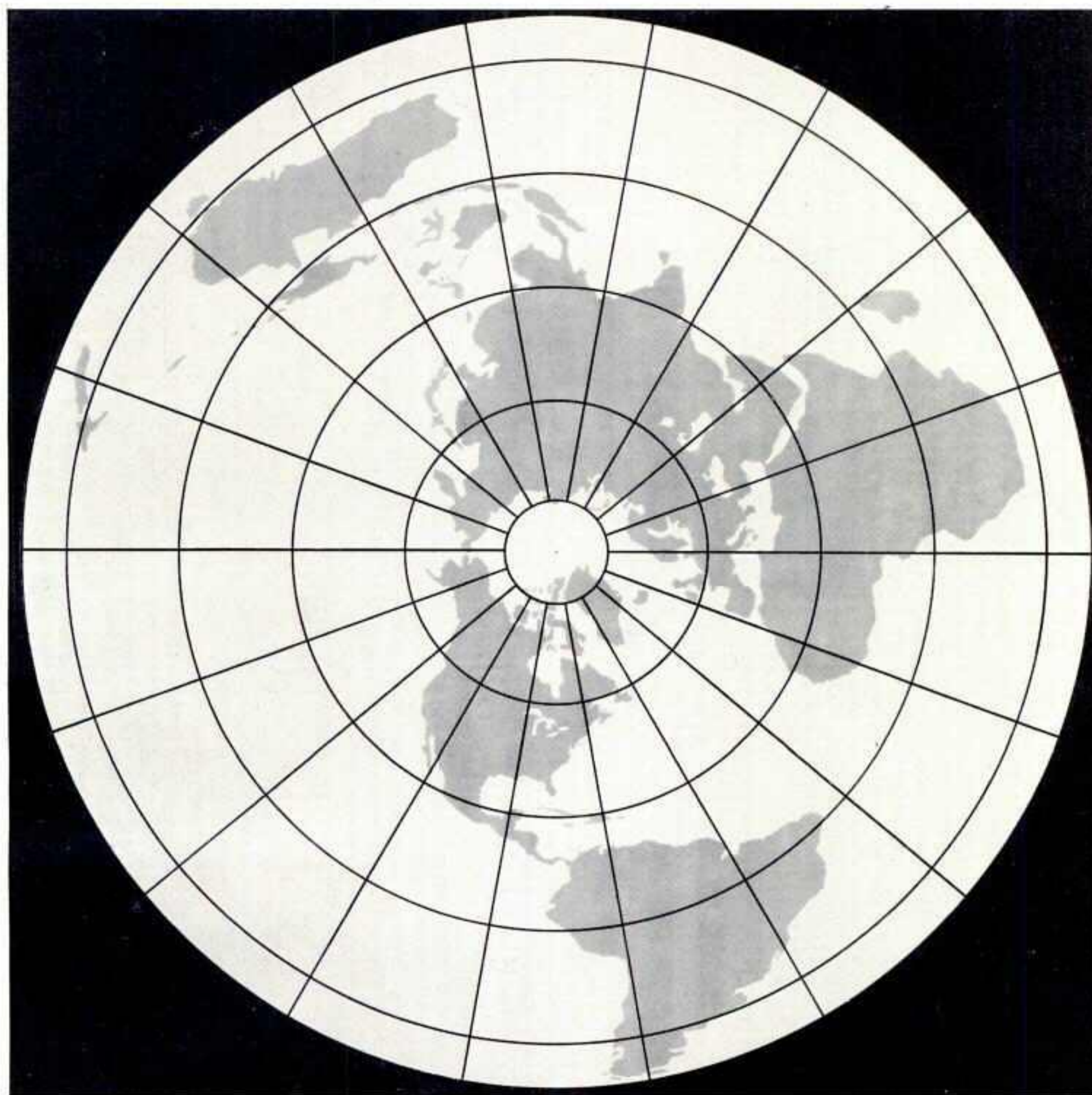
Artists that could score with the local public here are Gerry Mulligan and His Quartet (quite a few of his LP's are on the market), Shearing, Erroll Garner, Miles Davis, Benny Goodman, Jonah Jones (his cocktail trumpet style can be heard at just about every party in New Zealand), Count Basie (still the most popular big band in New Zealand), Andre Previn with Shelley Mann, and, of course, Stan Getz.

These are all popular with the jazz public along with vocalists headed by oft-aped Frank Sinatra, Ray Charles, Buddy Greco, Mel Torme, Peggy Lee, and a return of Ella Fitzgerald.

Locally there are many fine groups too numerous to mention and in at least 30 per cent of all coffee houses you will hear jazz strains coming from a bunch of local lads. Top local female vocalist in the jazz field is Marlene Tong who performs every Saturday night at Auckland's Colony Club.

Biggest jazz record distributor





**NOW RCA VICTOR**  
**DYNAGROOVE**  
**GOES WORLD-WIDE!**

# DYNAGROOVE

## COMPLETE CATALOG

EDDY ARNOLD/"Cattle Call,"  
LPM/LSP-2578.

CHET ATKINS/"Teen Scene,"  
LPM/LSP-2719.

BOSTON POPS/FIEDLER: "Concert in the  
Park," LM/LSC-2677. "Jalousie,"  
LM/LSC-2661. "Star Dust," LM/LSC-2670.

BOSTON SYMPHONY/ERICH  
LEINSDORF: Beethoven/"Eroica" Symphony,  
LM/LSC-2644. Mahler/"Symphony No. 1,"  
LM/LSC-2642. Mendelssohn/"Midsummer  
Night's Dream," LM/LSC-2673.  
Strauss/"Ein Heldenleben," LM/LSC-2641.

BOSTON SYMPHONY/CHARLES MUNCH:  
Ravel/"Bolero," "La Valse," "Pavan for a  
Dead Princess," LM/LSC-2664.  
Debussy/"Afternoon of a Faun," "Two  
Nocturnes," "Printemps," LM/LSC-2668.  
Tchaikovsky/"Pathetique" Symphony,  
LM/LSC-2683.

VAN CLIBURN/CHICAGO  
SYMPHONY/REINER: Beethoven/"Concerto  
No. 4," LM/LSC-2680.

PERRY COMO/"The Songs I Love,"  
LPM/LSP-2708.

SAM COOKE/"Night Beat," LPM/LSP-2709.

FLOYD CRAMER/"Comin' On,"  
LPM/LSP-2701.

DUANE EDDY/"Twangin' Up a Storm,"  
LPM/LSP-2700.

SERGIO FRANCHI/"Broadway I Love You,"  
LM/LSC-2674.

ERICK FRIEDMAN/"Virtuoso Favorites,"  
LM/LSC-2671.

DON GIBSON/"I Wrote a Song,"  
LPM/LSP-2702.

MARTY GOLD/"Sounds Unlimited,"  
LPM/LSP-2714. "Soundpower!"  
LPM/LSP-2620.

MORTON GOULD/"Good Night, Sweetheart,"  
LM/LSC-2682. "Finlandia - Music of  
Sibelius," LM/LSC-2666.

AL HIRT/"Honey in the Horn,"  
LPM/LSP-2733.

LORIN HOLLANDER/BOSTON  
SYMPHONY/LEINSDORF: Dello  
Joio/"Fantasy and Variations"  
Ravel/"Concerto in G," LM/LSC-2667.

HUGO & LUIGI CHORUS/"The Cascading  
Voices of the Hugo & Luigo Chorus,"  
LPM/LSP-2641. "Let's Fall in Love,"  
LPM/LSP-2717.

THE LIMELITERS/"Fourteen 14K Folk  
Songs," LPM/LSP-2671.

HANK LOCKLIN/"The Ways of Life,"  
LPM/LSP-2680.

HENRY MANCINI/"Uniquely Mancini,"  
LPM/LSP-2692.

PETER NERO/"In Person," LPM/LSP-2710.

ODETTA/"Odetta Sings Folk Songs,"  
LPM/LSP-2643.

LEONARD PENNARIO/BOSTON  
POPS/FIEDLER: Rachmaninoff/"Rhapsody on  
a Theme of Paganini; Franck/Symphonic  
Variations; Litolf/Scherzo, LM/LSC-2678.

LEONTYNE PRICE/Gershwin/"Great Scenes  
from 'Porgy & Bess,'" LM/LSC-2679. Puccini:  
"Madama Butterfly," LM/LSC-6160.

VALENTINE PRINGLE/"I Hear America  
Singing," LPM/LSP-2689.

SID RAMIN/"New Thresholds in Sound,"  
LPM/LSP-2658. "The Big Band Sound of  
Sid Ramin," LPM/LSP-2716.

DELLA REESE/"Waltz with Me, Della,"  
LPM/LSP-2711.

JIM REEVES/"The International  
Jim Reeves," LPM/LSP-2704.

FRITZ REINER/CHICAGO SYMPHONY:  
Beethoven, "Pastoral" Symphony,  
LM/LSC-2614.

ARTUR RUBINSTEIN/Schumann:  
"Carnaval" and "Fantasiestuecke,"  
LM/LSC-2669.

DICK SCHORY/"Supercussion,"  
LPM/LSP-2613.

ROBERT SHAW CHORALE/"This Is My  
Country," LM/LSC-2662. "On Tour,"  
LM/LSC-2676. "The Many Moods of  
Christmas," LM/LSC-2684.

HANK SNOW/"Railroad Man,"  
LPM/LSP-2705.

THE THREE SUNS/"Everything Under  
the Sun," LPM/LSP-2715.

UNITED STATES AIR FORCE BAND,  
LPM/LSP-2686.

UNITED STATES ARMY BAND,  
LPM/LSP-2685.

UNITED STATES MARINE BAND,  
LPM/LSP-2687.

UNITED STATES NAVY BAND,  
LPM/LSP-2688.

JOE WILLIAMS/"Jump for Joy,"  
LPM/LSP-2713.

3 GREAT BANDS/Mancini, Hirt, Prado,  
LPM/LSP-2722.

3 COUNTRY GENTLEMEN/Locklin, Snow,  
Wagoner, LPM/LSP-2723.

3 GREAT GIRLS/Ann-Margret, Kallen,  
Reese, LPM/LSP-2724.

3 GREAT PIANOS/Carle, Cramer, Nero,  
LPM/LSP-2721.

STARTING AUTUMN 1963, THESE RCA VICTOR DYNAGROOVE  
RECORDS WILL BE AVAILABLE WORLD-WIDE THROUGH RCA'S  
INTERNATIONAL AFFILIATES, LICENSEES AND DISTRIBUTORS  
LOCATED IN THE FOLLOWING COUNTRIES:

ARGENTINA	CHILE	GERMANY	JAPAN	PERU	SWEDEN
AUSTRALIA	COLOMBIA	GREECE	LUXEMBOURG	PHILIPPINES	SWITZERLAND
AUSTRIA	DENMARK	HOLLAND	MALAYSIA	PORTUGAL	TRINIDAD
BELGIUM	ENGLAND	HONG KONG	MEXICO	PUERTO RICO	TURKEY
BRAZIL	FINLAND	ISRAEL	NEW ZEALAND	SOUTH AFRICA	URUGUAY
CANADA	FRANCE	ITALY	NORWAY	SPAIN	VENEZUELA

# The True Common Market



By **GEORGE R. MAREK**  
Vice-President and General Manager  
RCA Victor Record Division

From where I sit, a remarkably non-political arm chair, The Arts are the world's true Common Market.

While there is no denying the geographical and political validity of the European commercial entente, it is, to all intents and purposes, strictly a business proposition.

The Arts are an affair of the heart.

Great paintings, literature, music, theater—these are the things that nurture the spirit of our souls. In a troubled world, we—and, by we, I mean all peoples—need them almost as we need bread.

And music, I feel, is closer to us all than any other art. Of all the arts, it is the most accessible. Transcending barriers and boundaries, politics and protocol, music is a welcome ambassador amid nations, a truly international entity that engenders Good Will in every hemisphere of the world.

Music is a global pleasure. In this age of jet propulsion and Telstar, of Twentieth century communication, its possibilities are unlimited. In a world made smaller every day by great technological strides, it can more be shared universally.

And that's where we—in the record business—come in. That is where our endeavors come in. That is where our responsibility lies. For, our product, the phonograph record, is the sine qua

non of this global pleasure. It is the phonograph record that carries the arias of Puccini, waltzes of Strauss or symphonies of Tchaikowsky to Podunk, Iowa or Puerto Rico; thousands of miles from their composers' native lands. It is our pet piece of plastic that brings France's Can Can, or Mexico's Jarabe, or Italy's Tarantella to Jersey City or, of all places, Japan. These examples, however, are history. What we are most concerned about, and most interested in, is the future; music budding today to be born tomorrow. To be shared, tomorrow, all over the world.

And, the sound of that music is of great concern to us, for the public ear has been educated to demand a higher standard not only of music making, but of music reproduction.

To improve our sound, we, at RCA Victor, have bent our backs and spent fortunes with an enthusiastic, if calculated, fanaticism. It has been, and will continue to be, a never-ending goal with us. With our newly developed Dynagroove system, we feel that we have climbed a mountain. But, already, we seek other Matterhorns. Our efforts continue an endeavor which began with Thomas Alva Edison, one which traverses such achievements as the invention of electrical recording, the invention of magnetic tape, and, five years ago, Stereo sound.

Dynagroove has been called "the most significant of several major advances" made in the history of sound reproduction. What does the system do to the reproduction of music? We feel that it has these advantages:

1. It makes musical texture clearer.
2. It increases the fidelity of musical tone.
3. It increases the presence of the music.
4. It virtually eliminates distortion even on inner grooves.

These, and many other advantages—such as the fact that Dynagroove will sound better on your old phonograph (provided that phonograph is not too decrepit), and another that for the first time modern records can be played and enjoyed at low volume as well as loud volume—have been appraised and applauded by critics, component manufacturers, dealers and consumers with a unanimity that exceeded even our hopes.

It is with intense pride and the utmost confidence, therefore, that we now bring Dynagroove to the world.



**NORMAN RACUSIN**, RCA Victor's division vice-president and operations manager, addresses top-level executives of Belgium, Denmark, Finland, Germany, Holland, Norway, Sweden and Switzerland during annual RCA meetings held recently in Copenhagen. At these meetings, RCA Victor's Dynagroove sound was introduced to the company's licensees. Racusin, making the trip to Europe especially for this purpose, was the lead speaker in the Dynagroove sound presentation. Another speaker from New York was Dario Soria, division vice-president, International Liaison Department.

## Foreign Firms Send Ample Product Here

Though the great majority of RCA Victor's "International" business is of an export nature, there is, nonetheless, a product flow of substantial proportions coming into this country from Victor's overseas licensees. In charge of this facet of the business is Lee Schapiro, director of pop album merchandising and planning. Schapiro keeps very busy, because, as he says, "The international part of the business continues to grow."

Overseas firms working with Victor here send Schapiro all

their releases. From this mass of product the job is to pick and choose for United States release that which seems to have the most potential for this market.

"Then we either import the records directly from the country of origin, or we obtain tapes from which records are manufactured here in the States. If the requirements at the outset are fairly small, we actually import the records. It's more economical for us and it helps keep

(Continued on page R-5)

# 'The Arts Are World's True Common Market'

## English

"The Arts are the world's true Common Market. Great paintings, literature, music, theater—these are the things that nurture the spirit of our souls. And music, I feel, is closer to us all than any other art. Transcending barriers and boundaries, politics and protocol, music is a welcome ambassador amid nations. Music is a global pleasure. And that's where we—in the record business—come in. That is where our responsibility lies. For, our product, the phonograph record, is the sine qua non of this global pleasure.

"And, the sound of that music is of great concern to us. To improve our sound, we, at RCA Victor, have bent our backs and spent fortunes with an enthusiastic, if calculated, fanaticism. With our newly developed Dynagroove system, which has been called 'the most significant of several major advances' made in the history of sound reproduction, we feel that we have climbed a mountain."

## Italian

"In virtù del loro linguaggio universale, le Belle Arti possono essere considerate un vero e proprio Mercato Comune del mondo. I grandi quadri, i capolavori letterari, musicali, teatrali, sono di nutrimento allo spirito, alla nostra anima. Ed io sento che la musica sia quella che s'avvicina a noi più di qualsiasi altra espressione artistica. Trascendendo barriere e confini, tendenze politiche e questioni di protocollo, la musica è come un gradito ambasciatore in seno ad ogni nazione. La musica è un diletto mondiale. Ed è in questo campo che noi, dedicati all'arte d'incidere dischi, abbiamo una parte importante. Poiché il nostro prodotto, il disco fonografico, è, si può dire, il sine qua non del godimento mondiale.

"Ed è il suono della musica che scaturisce dai dischi ciò che costituisce il nostro grande impegno. Per migliorar sempre più il suono, noi della RCA Victor ci siamo affaticati ed abbiamo speso somme enormi con entusiasmo, sia pure ponderato, fanatismo. Il raggiungimento del nostro nuovo sistema d'incisione dei dischi, chiamato 'Dynagroove', che è stato proclamato 'il più significativo di molti importanti avanzamenti' raggiunti nell'arte della riproduzione del suono, ci dà la felice sensazione d'avere scalato una montagna."

## Spanish

"Las Artes representan el verdadero Mercado Común del mundo. Las grandes obras de la pintura, la literatura, la música, el teatro . . . estas son las cosas que brindan solaz y razón de ser al espíritu. Y, en mi opinión, la música es la expresión artística que más llega a todos. Salvando barreras y fronteras, las diferencias políticas y el protocolo, la música actúa como embajador ante todas las naciones. La música es un medio de esparcimiento de carácter universal. Y en esto, radica el interés de la RCA Victor, con su responsabilidad concomitante. Ello se debe al hecho de que lo que producimos—discos fonográficos—son requisitos indispensables para el solaz y esparcimiento mundial.

"En este campo, la calidad del sonido musical es de trascendental importancia para todos nosotros. Con miras a mejorar la calidad sonora, la RCA Victor ha hecho lo indecible y ha hecho grandes inversiones con un fervoroso a la vez que premeditado entusiasmo. Con el nuevo sistema de grabación fonográfica "DYNAGROOVE", de reciente realización, llamado con merecido entusiasmo "el avance de mayor trascendencia entre

## German

"Die Kuenste sind die wahr Wirtschaftsgemeinde der Welt. Grosse Gemaelde, Literatur, Musik, Theater—das sind die Dinge die den Geist unserer Seelen naehren. Und die Musik, denke ich, ist uns naeher als jede andere Kunst. Sie ueberschreitet Schranken und Grenzen, Politik und Protokol; Musik ist der willkommenste Gesandte der Nationen. Musik ist auch eine weltumfassende Freude. Und das ist—was uns im Schallplatten Geschaefte—angeht. Hier liegt unsere Verantwortung. Denn unsere Ware, die Schallplatte, ist das sine qua non dieser Freude.

"Und die Klang dieser Musik ist unsere wichtige Angelegenheit. Um diesen Klang zu verbessern, haben wir, bei RCA Victor, uns hineingekneit und ein Vermoegen, mit enthusiastischem, wenn auch berechnetem Fanatismus ausgegeben. Mit unserem neuerdings entwickelten DYNAGROOVE System, welches 'das bedeutsamste, unter etlichen grossen Fortschritten in der Geschichte der Ton Wiedergabe' genannt wurde, glauben wir einen Gipfel erstiegen zu haben."

muchos" de los que han hecho historia en el campo de la reproducción sonora, tenemos la sensación de haber conquistado otra cima de éxito."

## French

"Les Arts sont en effet le véritable Marché Commun du monde. Les grands tableaux, la grande littérature, la grande musique, le grand théâtre, telles sont les nourritures de l'esprit et de l'âme.

"Et la musique, à ce qu'il me semble, nous touche tous de plus près que n'importe quel autre art. La musique va au-delà des valeurs et des frontières, de la politique et du protocole, c'est un ambassadeur qui reçoit bon accueil dans tous les pays. La musique est un plaisir mondial. Et c'est là que nous autres, membres de l'industrie du disque, avons un rôle à jouer. C'est là que réside notre responsabilité. Car notre produit, le disque de phonographe, est le sine qua non de ce plaisir mondial.

"Et la qualité sonore de cette musique représente pour nous un souci particulier. Pour améliorer notre sonorisation, nous avons, chez RCA Victor, fait tous les efforts et dépensé des fortunes avec un fanatisme sans borne, bien que voulu. Avec la mise au point récente de notre système Dyna-Groove, que l'on a appelé 'le progrès le plus important parmi plusieurs perfectionnements d'ordre majeur' réalisés au cours de l'histoire de la reproduction sonore, nous avons comme l'impression d'avoir réussi la conquête d'une montagne."

# World-Wide Presley Release Calls For Careful Planning

When RCA Victor releases an album in the United States, the firm's licensees and overseas companies get into production on the same product, sometimes almost simultaneously and sometimes several months later.

If the album features an international favorite, chances are that all licensees and overseas companies will get into the act. If the artist's international appeal is limited, some licensees will go into production while others will ignore it, depending on the national tastes.

A case in point is Elvis Presley's "It Happened at the World's Fair," taken from the MGM motion picture. The album, released in the U. S. in April, appeared almost simultaneously in Western Europe and is just being released in most of South America.

Overseas licensees and companies first got wind of the album in December 1962 when the tentative album merchandising schedule was released.

The schedule also listed April releases by the Limeliters, Melachrino, Harry Belafonte and Norma Jean, Curley Harris and Wagonmasters.

The overseas licensee who wanted more information about the Presley album then got a listing notice in early January, about the same time the actual record was cut. The listing notice gives the five bands on each side, listing the running times, composer, publisher and performance rights societies involved on each band.

Other information contained on the listing notice shows the tape and matrix numbers which the licensee must use when ordering parts for local production.

By this time, the licensee knows whether or not he wants to release the record in this country. If he does—and in this case they all did—he checks with R. Y. Crum at RCA's New York office and finds out what he needs—tapes, stampers molds and other parts. Whether he wants to release the album

in stereo or monaural is another consideration.

Requirements vary from licensee to licensee. A fully equipped licensee (and this includes most of the West Europe companies) needs only tapes. Tapes are shipped overseas as soon as they are lacquer-approved. Licensees who can work solely from tapes generally get the product in the hands of local consumers shortly after the U. S. public is serviced. Licensees who have only presses require stampers, and the process takes a bit longer.

Album covers are printed in offset, so that licensees can print directly from negatives. However, duties on negatives are extremely high in some countries—Japan, Australian and most South American Republics in particular—so that the photographs are sent, and the process is slowed down.

By March 15, all licensees who wanted to go ahead on the Presley album were sent the necessary materials—both for the production of the album and cover.

Meanwhile, the licensees had been receiving descriptive material, promotional aids and publicity releases on the album through the monthly International Post (see separate story).

The RCA promotion department, working in co-operation with the various licensees, was busy at this time sending photographs of Presley and co-ordinating record promotion with the exhibition of the Presley motion picture, working closely with the MGM Pictures promotion department in this case.

With RCA Victor, the motion picture company and the individual licensees working together, window displays were arranged and publicity began flowing.

In a few weeks after the U. S. release, "It Happened at the World's Fair" was released in Canada, Denmark, Great Britain, France, Germany, Italy and Norway. All licensees in these countries worked directly from tapes, and

album covers were printed from the negatives.

With Western European tastes influenced strongly by American music, their timetable is almost the same as that of the U. S.

A month later, the album was released in Australia, New Zealand, Mexico and Sweden, and the Philippines and South Africa followed suit in June. In all of the above-named countries, the licensees have fairly complete shops, and all of them are strongly oriented to the U. S. in musical tastes.

Right now, the first of the South American countries are breaking with the Presley album. Latin Americans are generally more immersed in their own music than are most other peoples, and the time element on a U. S. release isn't as important as it is elsewhere.

The Presley release was not accompanied by an overseas trip on the part of the artist. As the artist's picture is being exhibited, and as Presley's international reputation is firmly established, an overseas promotion trip wasn't needed, though it would have helped.

In the case of other artists, an overseas trip ties in directly with the sale of product. Jim Reeves, for example, doesn't have Presley's international reputation, but he's the top-selling U. S. artist in South Africa. Reeves has made several trips to that country, and the Africans dig his ballads. He also got a South African motion picture starring role as a result of his first visit.

Neil Sedaka is another RCA artist who has built up a strong following in the sections of the world on the basis of personal appearances—in this case, South America and Italy.

Victor has even set up a teenage exchange program, with Peggy March going to Italy and Rita Pavone coming here. The first part of the exchange has been completed with a recent successful European tour of Peggy March.

# Soria Sparks RCA Drive For Exchange of Material

NEW YORK—In the short space of about two years, the International wing of RCA Victor has undergone a dramatic change, and a new and vital operation has been set up under the leadership of Dario Soria.

The most urgent task facing Soria was the establishment of two-way exchanges of material between the American company and the overseas licensees. In a symbolic gesture, Soria delivered to each licensee a silver dollar, which bears on its face the motto "E Pluribus Unum," as a means of putting across the basic idea that the company will not seek to impose its product on others in a one-way commerce.

Soria notes wryly that the other side of the silver dollar carries the inscription, "In God We Trust," and, as he puts it, "we need that, too."

A major move in developing a universal global image for RCA Victor's product has been the development of an international trade-mark, RCA Victor.

The International department also was responsible for the establishment of a second label, RCA "Victrola," which will be universal in all countries, including the U. S. A. The label was tested abroad first in England last fall, then in Italy, Australia, Spain and Germany. The warm reception encouraged the domestic company to launch the label in this country this fall.

The structure of the department has Soria himself in charge of negotiating all contracts with licensees; co-ordinating international clearance of activities within the domestic RCA Victor Record division, clearing through Norman Racusin and George Marek; and handling clearances between RCA Victor and its licensees around the world. He also takes active parts in certain projects to facilitate their development, as in working out international personal appearances of certain top talent.

Functioning under Soria is Dick Broderick, with the title of manager of special projects.

Broderick's functions include analysis of all international markets, liaison with all foreign club and package activities, and certain special projects such as premium records.

Gustl Breuer, co-ordinator of artist promotion, puts together a great deal of information which is provided to the international licensees, especially in the way of artist news and pictures, and a monthly bulletin titled "The International Post."

George Prutting heads the specific merchandising of the RCA Victor catalog to licensees, and the servicing of the licensees with tapes, matrices, covers, negatives, etc. Prutting also assists in facilitating artist tours, both in the United States and abroad.

In Geneva, RCA maintains an office headed by Peter Baumberger which is charged with merchandising the label's product in Europe. With his assistant, Alexander Grob, he is on the greeting end of all European tours by American artists. On behalf of such artists, arrange-

## Brief Biographies

Richard L. Broderick

Lee Schapiro



In 1960 Dick Broderick was appointed manager, Special Record Merchandising for RCA International Division and, later, moved to RCA Victor Division as manager of Special Projects. In this capacity he is responsible for the development of international markets, of RCA Record Clubs and also marketing areas, such as specialty sales, premium records, etc. He is also in charge of international market development statistics for RCA Victor and, as such, keeps a finger on the pulse of the record business of Europe, South America and the Far East.

He came to RCA International Division as advertising manager of records, radio and television; he then assumed the post of manager, export marketing for RCA Victor records, responsible for the sale of finished product to overseas markets around the world.

Broderick has traveled extensively for RCA Victor to the various world-markets, although he is that rare specimen, a native New Yorker, born in Manhattan, and schooled in the Bronx. He graduated from Fordham University in 1947 at the age of 19.

His pre-RCA career included hitches as TV sports announcer, copywriter for an advertising agency, newspaper publisher and publicity man.



Lee Schapiro began his extensive career in the record industry as retail clerk in 1934. After five years as Field Representative for Decca Records, three of them spent in military service during World War II, Schapiro became record salesman of the D. & H. Distributors Company, in his native Baltimore. He soon became that company's branch record manager and joined RCA Victor as field representative of the East Coast from 1955-'57. For the next three years, Lee was a&r director for RCA Victor, and in this capacity served both in the company's New York and Hollywood offices.

In 1961 he returned from the West Coast to New York as Co-ordinator of Domestic Sales of Foreign Records and, in 1962, he assumed the duties of director of Popular Albums Merchandising and Planning.

In this Schapiro is also responsible for all foreign record product, sold in the U. S. and for releasing, on RCA Victor's international label, singles and albums selected from affiliated companies and licensees product in an a&r capacity, plus the scheduling and planning of pop albums.

Gustl Breuer



Co-ordinator of Artists Promotion of RCA Victor's International Liaison Dept., foreign markets. Vienna-born Gustl Breuer is that department's most recent addition. In his present capacity, Breuer is responsible for furnishing the press departments of affiliated companies and licensees, with photo-material, press stories and news items of all RCA Victor classical and pop artists.

He also co-ordinates advance publicity for the many world-wide tours of RCA Victor's artists and is responsible for the "Artists News" page of the International Liaison Department's monthly news-bulletin "The International Post."

Prior to joining RCA Victor last December, Breuer worked as account executive for various New York public relations firms, specializing in publicity for concert and operatic artists. He also was, from 1956 to 1958, assistant to the director of advertising and artist promotion of Angel Records.

Breuer who is the author of two novels and many articles for music periodicals in the U. S. was originally trained in his native Vienna for a stage career in the Max Reinhardt Workshop. He came to the U. S. in 1940 and in 1941 began a five year hitch in the U. S. Army—a span of times he utilized not only in getting involved in the Battle of the Bulge but also in writing his first book.

(Continued on page R-6)

## Concert Stage Approach Works in Pop Publicity

Gustl Breuer's background as a public relations man for classical artists and his insight as a novelist (two published novels) helped form his philosophy in overseas artist promotions.

Breuer, co-ordinator of artist promotion, feels strongly that the techniques for promoting opera and concert stage artists as equally valid in promoting pop artists—at least in the European market.

He feels that most Europeans regard pop artists much in the same manner Americans regarded motion picture performers in the heyday of the silent screen—as minor gods.

The European press, reflecting the attitudes of its readers, is much more receptive to stories on the private and public lives of pop artists than is the blase American newspaper fraternity.

Capitalizing on this "movie-star philosophy," Breuer makes sure that every time an RCA artist makes an overseas trip,

local papers through licensee press offices are well supplied with human interest stories and exclusive photographs.

Overseas licensees too realize the value of this promotion. So Breuer arranges and distributes tape interviews with the artists and sends them to overseas licensees. These licensees generally make sure that local radio receives them—and their frequency of use is high.

The "International Post," a monthly compendium of RCA Victor international news, press releases, photographs of artists is a joint effort of Breuer and George Prutting, manager of merchandising and licensee services. Prutting provides the marketing and product information for overseas companies and licensees, while Breuer keeps the international personnel informed of publicity possibilities, provides photographs and biographies of artists who will make overseas trips, and supplies them with human interest material.

## Crum Is Quartermaster, Traffic Cop for Overseas

R. Y. Crum, administrator of licensee supplies for RCA Victor's International Liaison Department, is a combination quartermaster and traffic cop.

His primary function is to provide the licensees with what they need and to make sure the outgoing and incoming shipments move according to schedule.

Crum also operates a one-man information bureau. He informs the licensees as to what product is available or coming up, what parts, matrices, cover and text material will be needed, and what the shipping schedules are.

While licensees make the decision as to what they will press and how they will merchandise the product, suggestions from the New York office are always listened to and evaluated.

Often U. S. pressings are sent to licensees so that the overseas

pressers can simulate as closely as possible the sound and quality of the original product. Samples of art work for covers are also sent.

Quality control is an important facet of Crum's department. Sample pressings of all licensees product are received and inspected, and if the product does not meet the standard, Crum will generally tell the licensee where to look for the failure.

Release notices on upcoming album material usually goes out from six to eight months in advance of actual marketing. This policy, of course, is not followed on singles, which are far less predictable in terms of sales.

Other services provided by Crum's department include the sending to licensees of parts for custom pressings and tapes for matrices.



AL HIRT takes time out for sightseeing in Rome, but he doesn't forget his trumpet, just in case.



LEONTYNE PRICE visits Castel Sant' Angelo, scene of the third act of Puccini's Tosca, her most recent RCA release.



VAN CLIBURN plays before an admiring audience in Moscow.

## RCA Artists Tour World

LORNE GREENE greets his Belgian fans from his Antwerp hotel room (right).

SOUTH AFRICANS turn out at Johannesburg's Jan Smuts Airport to greet Jim Reeves, Floyd Cramer and Chet Atkins (bottom left).

TOKYO FANS of Neil Sedaka were on hand at the airport for the artist's early-morning arrival (bottom right).



## Foreign Firms Send Ample Product

• Continued from page R-3

a foreign plant operating full steam."

Mexico is the source of some of the very best selling foreign material, according to Schapiro. "We get the most product from them and we sell the most. California is the best market—the entire State, but Mexican things sell well wherever there is a Spanish-speaking population, such as New York, Chicago, the Texas area and Miami and Puerto Rico. We have over 100 albums in our Mexican catalog.

"Italy is easily the second best source for salable foreign material. A great deal of the Italian things, we feel, have strong pop possibilities too, and ever so often we'll release one of their singles just to see what happens. But even if a product never really goes pop in the full sense, it can still sell and sell over a great period in its own specific market. These artists, unlike the general pop artist, have fantastic longevity, which is one of their most valuable aspects. Pedro Vargas, the great Mexican singer, has been around longer than Crosby and he still sells big."

Schapiro, though he exercises what, in effect, is an a.&r. screening function, never tries to tell the overseas licensees how to make their records. "We feel we don't want them to try to tailor anything for our market. If they imitate what they think is an American sound, we don't need that. We've got too many American records around that would be better."

## Nauta in Charge Of Int. Shipping

Not all of RCA International Liaison Department's work comes out of New York. Frank H. Nauta, manager of the company's International Orders Administration, is based in the firm's Indianapolis plant.

Nauta is shipping and billing co-ordinator, making sure that the factory fills shipment orders for metal parts, sample records, libretti and finished product. He couples his work for the International Division with the same chores for domestic users.

## RCA Specialists Run Own Shop

"We are a very enthusiastic group operating as a small team with excellent results and not bogged down by bigness."

George Prutting, manager of merchandising and licensee services for RCA Victor's International Liaison Dept., who made the preceding observation, is probably guilty of understatement.

RCA's International Liaison Dept. is composed of a small hard core of specialists who pretty much run their own shop.

Until the early 1950's, all RCA product outside the Western Hemisphere carried the HMV (His Master's Voice) label rather than the RCA Victor signature. During that period, the RCA label was distributed in Latin America and the balance of the foreign effort was confined to a subsidiary in Italy and a pressing plant in Australia, set up by Mannie Sachs and

The current international operation, of overseas licensees and company-owned operations, was set up by Mannie Sachs and others in 1956, when the HMV label was scrapped and the RCA Victor label went international.

Prutting makes sure that the overseas companies and licensees get what they need to go into production—including tapes, parts and color negatives for album covers.

Not all product is pressed and distributed in foreign countries, but Canada takes all Victor product released, and the United Kingdom takes nearly everything.

In terms of sales, leading foreign nations are the United Kingdom, Canada, Italy, Japan, France, Germany, Australia and South Africa.

While American artists are still the big sellers overseas, local performers are playing an increasingly important role in the RCA operation.

Prutting points out that in 1957, about 80 per cent of the RCA product pressed in the United Kingdom featured U. S. artists and most of the balance local talent. Today, only 35 per cent of the U.K. recordings feature Americans, with the rest largely British artists recording at home.

Personal appearances are vital

to the growth of the international record business, according to Prutting. He feels that foreign artists must visit the U. S., and more important, American artists spend time in other countries. Arranging artists' tours is one of Prutting's chores.

In the case of some artists, like Presley, international distribution of motion pictures provide the foreign exposure necessary. But with most other artists, the rounds of radio and television appearances, club work and press interviews are a must.

When U. S. name artists can visit foreign nations and cut records in the language of the country, a heavy sale is assured. This happened recently when Paul Anka and Neil Sedaka went to Italy and recorded in the Italian language.

Singles account for the bulk of the product being produced by Victor's overseas companies. Prutting feels that the small share of market accounted for by LP's is primarily a matter of cost, with the price of the album beyond the reach of many overseas buyers.

## Singles Comprise Bulk of RCA Overseas Sales by Licensees

Dick Broderick, manager of the RCA Victor International Liaison Department's Special Projects Section, is in charge of the record packages and record clubs for all of Victor's overseas operations.

In retail dollar volume, overseas sales account for 45 per cent of Victor's singles gross, with three of the company or its licensees singles being sold for every two being sold in the U. S. Overseas album sales account for a third of all Victor product in this category.

Broderick feels that considering population and per capita income, residents of most foreign nations are better record buyers than Americans.

In Brazil, he pointed out, people spend many more times the percentage of their spendable income on records than do Americans. A recent survey disclosed that next to refrigerators, the item wanted most by Nigerians is phonograph records.

If Americans had the same feeling toward records as do most other people, Broderick feels that the music industry would have it made.

Overseas record clubs play an important role in Victor's international operations. The first one was started in 1960 in South Africa,

and other clubs are now operating in Spain, Italy, France, Germany, Canada and Mexico. Japanese and Australian clubs are due to open soon.

Operational costs for overseas licensees are less than in the U. S., but heavy taxation of LP's has retarded their sale, according to Broderick. He points out that in the United Kingdom, an LP sells for more than in the U. S., but subtract taxes, and the U. K. diskery can produce and market at a lesser cost.

English speaking countries and Japan—which is U. S. oriented—account for the bulk of Victor's overseas sales of U. S. product.

Among Broderick's other assignments are the development of new markets and merchandising methods and the gathering of statistical information on overseas record sales.

Broderick isn't too chart minded. He is more impressed with Victor's share of various overseas markets than with how much of the firm's product hits the charts. He refers constantly to statistical material showing over-all market potential and making sure that Victor comes in for what it considers should be an attainable share of the pie.

international Division in 1946 as system analyst, in which capacity he developed and installed new systems of purchasing, order services, inventory controls and traffic and billing procedures. He also spent some time in establishing a new system of advertising distribution.

Crum also worked closely with RCA Victor Record Division in the development of a system of mechanical data processing—to coordinate the order service of both, domestic and international divisions.

He then spent two years as manager, Customer Service Department, which included order service of all products sold by the International Division.

In 1962, when Record Licensing Operations changed from the International Division to the Domestic Division, Crum joined the RCA Victor Record Division.

### George H. Prutting



Prutting brings to his present assignment, a lifetime's experience in almost every facet of the record business.

He joined the RCA Victor Record Division in 1950, after eight years in the record sales field in his native Hartford, Conn., as well as 10 years spent as Eastern Divisional Manager of Columbia Records.

Six years after joining RCA in 1956, Prutting became Eastern manager of RCA Victor Record sales and, at that time, also served as liaison on overseas activities. He was transferred to RCA International Division in January, 1958, and in March of that same year was appointed as manager, Record Department, RCA International. In this capacity he was entrusted with the supervision of record sales, record promotion and product co-ordination of RCA associated companies and licensees.

Before joining the record field, Prutting was a well-known clarinetist who had studied with the eminent Gaston Hamlin, first clarinetist of the Boston Symphony, at the New England Conservatory.

### Jose M. Vias, Jr.



Cuban-born Jose Vias, Administrator of RCA International Division Record Advertising, is responsible for trade and consumer space advertising as well as for sales promotion for overseas' export distributors and military markets abroad.

He joined RCA in 1957 as advertising-translator and was picked for his present assignment in 1958 by George H. Prutting. Prior to joining RCA, Vias worked also as an advertising-translator for the consumer product lines of the In-

ternational General Electric Company.

Vias arrived in the United States in 1947. Shortly thereafter he spent three years with the U. S. Air Force. Half of this time was spent in Europe, during the Berlin Blockade. He and Mrs. Vias live in New Jersey with their four children.

Vias' first job in his native Cuba was as disk jockey with station CMKD.

### Frank N. Swenson



Swenson is in charge of export of all finished RCA Victor product (records and pre-recorded tape). He supervises sales, made to authorized distributors, and to the vast U. S. Military Exchange overseas operation and in this capacity makes periodic trips to all overseas distributors.

He joined RCA in 1956 and has been a record-man since then. Beginning his activities in the Order Service Administration Dept., Swenson transferred to the RCA Victor Indianapolis plant, to establish the present system of shipping and billing direct from the factory. In 1959 he returned to the East and, in January, 1961, was appointed to his present position.

Previous to his RCA activities, Swenson spent eight years in the Army and Air Force Exchange Service as General Manager of Fort Monmouth Exchange operations. He and Mrs. Swenson and their three children reside in Fair Haven, N. J.

### Peter F. Baumberger



Aiding RCA Victor's International Liaison Department, under the guidance of Peter F. Baumberger, vice-president RCA Overseas Ltd., is a small force of air-hopping gents who cover the European scene by weekly visits to Associated Companies and Licensees throughout Europe.

Baumberger is the direct liaison between the New York office and Europe and, with headquarters at Geneva, covers the field by phone, by cable and, mostly by personal appearances via plane or racecar.

His assistant for continental Europe is Alexander Grob, who holds down the Geneva fort when Baumberger is en route, or makes his licensee rounds when Peter is at home base.

Baumberger's assistants for Great Britain are P. Roddis and Trevor W. Whitcho based in Northampton and Southport respectively.

In Asia, Africa and South America it is RCA Victor's policy to fall back on the aid of RCA International's force of highly skilled field men, to form the direct line between New York and RCA's Associated companies and licensees.

## Brief Bios of Intn'l Brass

• Continued from page R-4

### Dario Soria



In 1961, Dario Soria was appointed head of the International Liaison Department of RCA Victor, after extensive experience in the record business. As president of Cetra-Soria Records from 1948 to 1953, Soria created a catalogue covering four centuries of opera and representing 21 composers; it was the largest catalogue of recorded opera in the world with 46 complete operas, among them the

first opera ever recorded by Maria Callas.

From 1953 until 1958 Soria was president of E.M.I. (U. S.) an organization formed in North America as an outlet for European Columbia and other labels of the Electric and Musical Industries Limited of England. For the new company Soria revived "the recording angel," the oldest recording trademark in Europe. The American label as Angel Records was, under his leadership, singled out in 1955 by Time Magazine as "one of the brightest, most enterprising record companies in the U. S. today." When E.M.I. sold Angel in December of 1957 to its other American subsidiary, Capitol Records, Soria resigned. During his tenure the label had released 500 albums in four years.

After half a year abroad, during which time he aided Menotti to put the First Festival of Two Worlds in Spoleto on the international map, Soria returned to the U. S. and re-entered the record field on the invitation of George Marek to develop a Soria Series for RCA Victor. The Soria Series was auspiciously launched in October of 1959. A year and a half

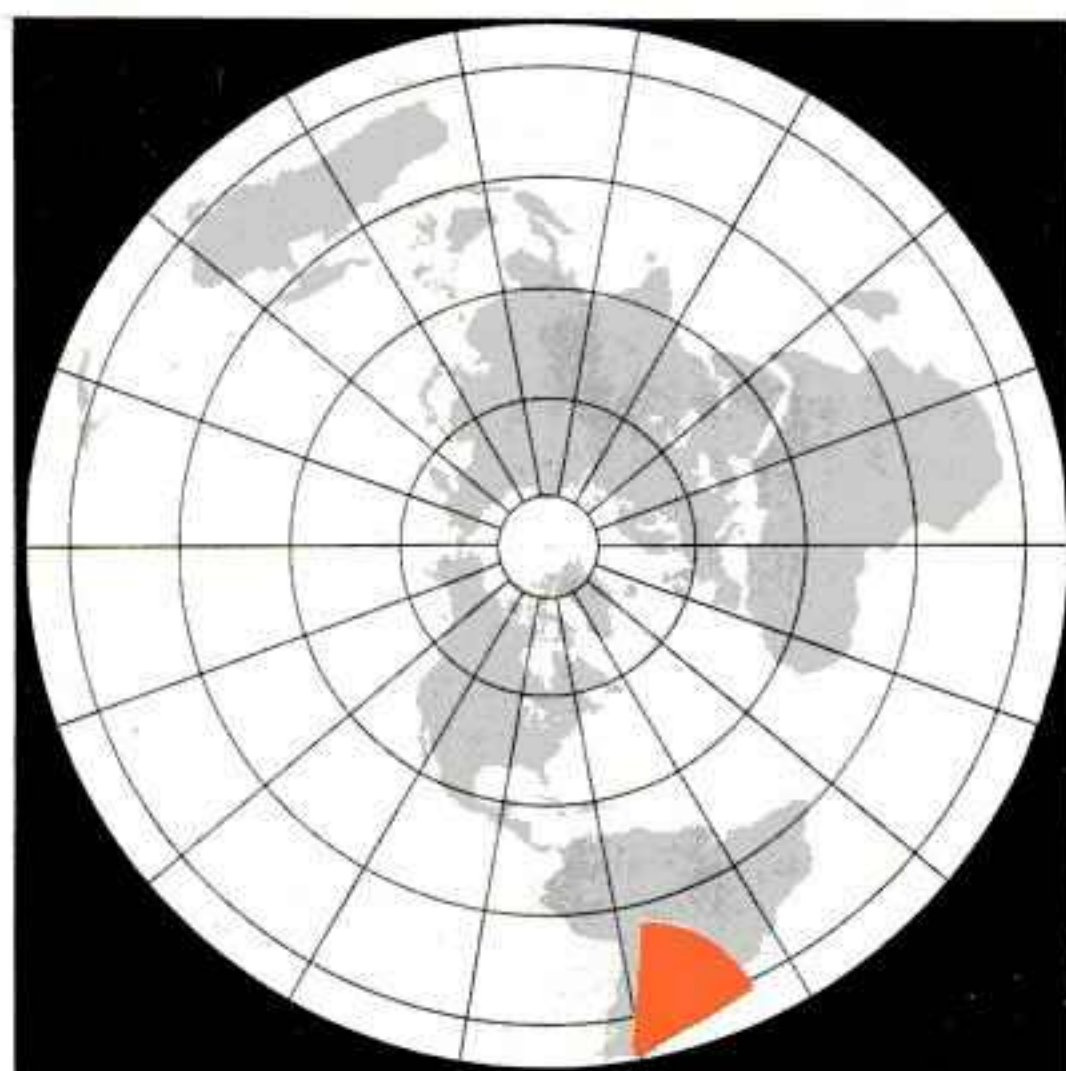
later, Dario Soria was appointed to his present post.

Born in Rome, Soria is a graduate from the University of Rome with a degree in Economic and Commercial Sciences. He also studied law at the University of Ferrara.

### Richard Y. Crum



The present Administrator of Licensee Services, joined RCA In-



¡ESCUCHELOS! ¡CAMPARELOS!

**DYNAGROOVE**

LOS MAGNIFICOS NUEVOS DISCOS DESARROLLADOS POR

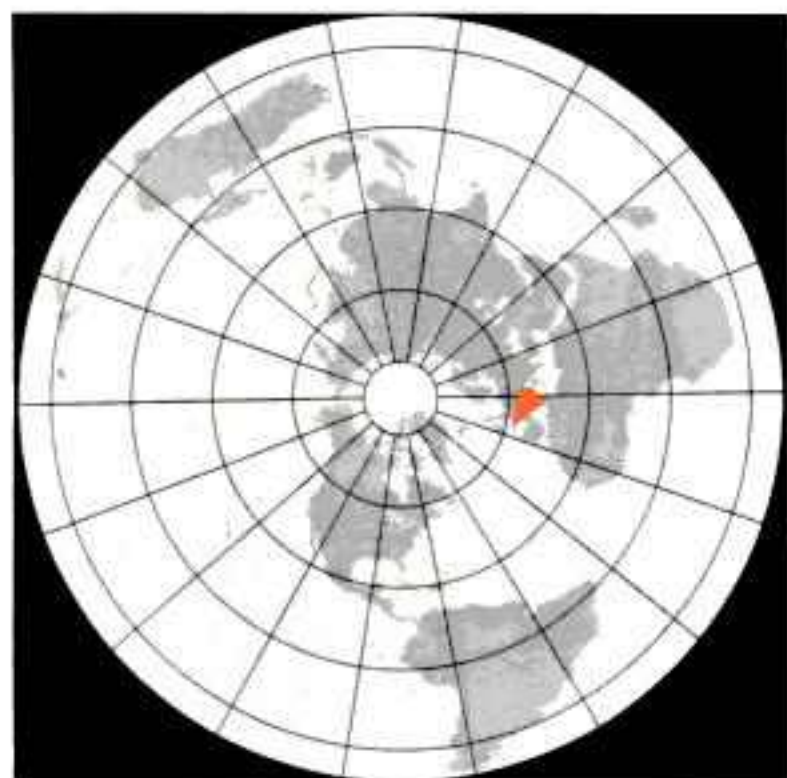
**RCA VICTOR**

DISCOS DYNAGROOVE DE RCA VICTOR EN...

# ARGENTINA Y URUGUAY

Es con sumo orgullo que comunicamos la presentación en la Argentina y el Uruguay de discos Long-Play grabados con el nuevo sistema "DYNAGROOVE" de RCA Victor. Esta nueva técnica de grabación representa el más sensacional avance en reproducción sonora desde la introducción de los discos L.P. Sus resultados son tan superiores que no admiten comparación con las demás grabaciones conocidas, ¡incluso las más costosas! No nos cabe la menor duda de que los verdaderamente dramáticos adelantos técnicos en calidad de sonido, evidenciados en estas grabaciones, serán motivo de la misma cálida acogida y elogiosos comentarios por parte de nuestro público, que merecieron al ser presentados últimamente en los Estados Unidos.

RCA VICTOR ARGENTINA, S.A.C.I., Bartolomé Mitre 1961, Buenos Aires • AMERICAN PRODUCTS, S.A., Av. Italia 4230, Montevideo



RCA VICTOR DYNAGROOVE RECORDS NOW IN...

**BENELUX**

## NEDERLAND

LUISTER EN VERGELIJK

**DYNAGROOVE**

DE NIEUWE, BRILJANTE PLAAT VAN

**RCA VICTOR**

DYNAGROOVE, de sublieme nieuwe opname- en snijtechniek van RCA VICTOR biedt U thans platen met het volle, natuurlijke geluid, ontdaan van alle technische onvolkomenheden. Vergelijk DYNAGROOVE met normale platen, van welk merk dan ook. U zult bemerken dat DYNAGROOVE compleet, nog niet eerder gehoord muziekgenot biedt. Wat is DYNAGROOVE? Een nieuwe, uiterst nauwkeurige opnametechniek, en een methode van snijden, waarbij voor het eerst in de geschiedenis van de grammofoonplaat de computer, of electronisch brein wordt gebruikt. Alle fouten, welke de snijbeitel zou kunnen maken worden electronisch gecorrigeerd. Daardoor is de weergave van DYNAGROOVE geheel gelijk aan de oorspronkelijke uitvoering. DYNAGROOVE platen hebben hierdoor een ongekennde rijkdom van klank. DYNAGROOVE biedt U het natuurlijke perspectief van de muziek.

RCA Records - INELCO-HOLLAND N.V., A. J. Ernststraat 801, AMSTERDAM-Z, TEL: 421722

## BELGIQUE

ECOUTEZ!.... COMPAREZ!

**DYNAGROOVE**

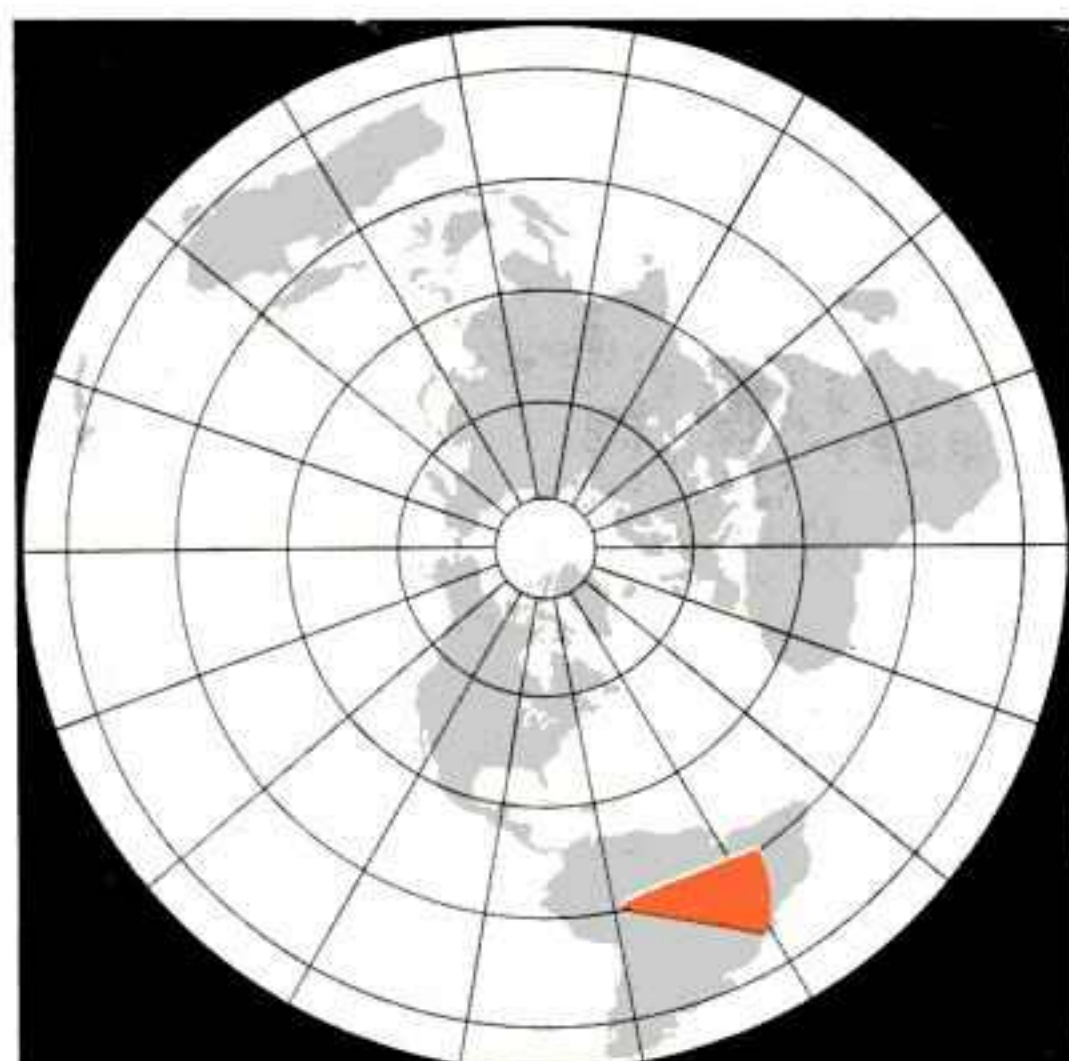
MAGNIFICENCE MUSICALE RÉALISÉE PAR

**RCA VICTOR**

DYNAGROOVE, nouvelle technique d'enregistrement et de pressage de RCA VICTOR, vous offre dorénavant des disques au son pur et magnifique, exempt de toute distorsion technique. Comparez DYNAGROOVE à n'importe quel disque, quelle qu'en soit la marque. Vous remarquerez que DYNAGROOVE vous offre une audition musicale encore jamais atteinte.

Qu'est ce DYNAGROOVE? Une nouvelle technique d'enregistrement extrêmement précise et pour la première fois dans l'histoire du disque une méthode de pressage assistée d'un cerveau électronique. Toutes les imperfections qui pourraient se produire à la gravure sont corrigées électroniquement. Grâce à cela, la reproduction DYNAGROOVE est exactement fidèle à l'exécution originale. Les disques DYNAGROOVE possèdent donc une richesse de sons inconnue à ce jour. DYNAGROOVE vous assure le véritable relief de la musique. RCA Records - INELCO-BELGIUM S.A., Rue de l'Hôpital 20/24, BRUXELLES, TEL: 112220





DISCOS DYNAGROOVE DA RCA VICTOR TAMBÉM NO

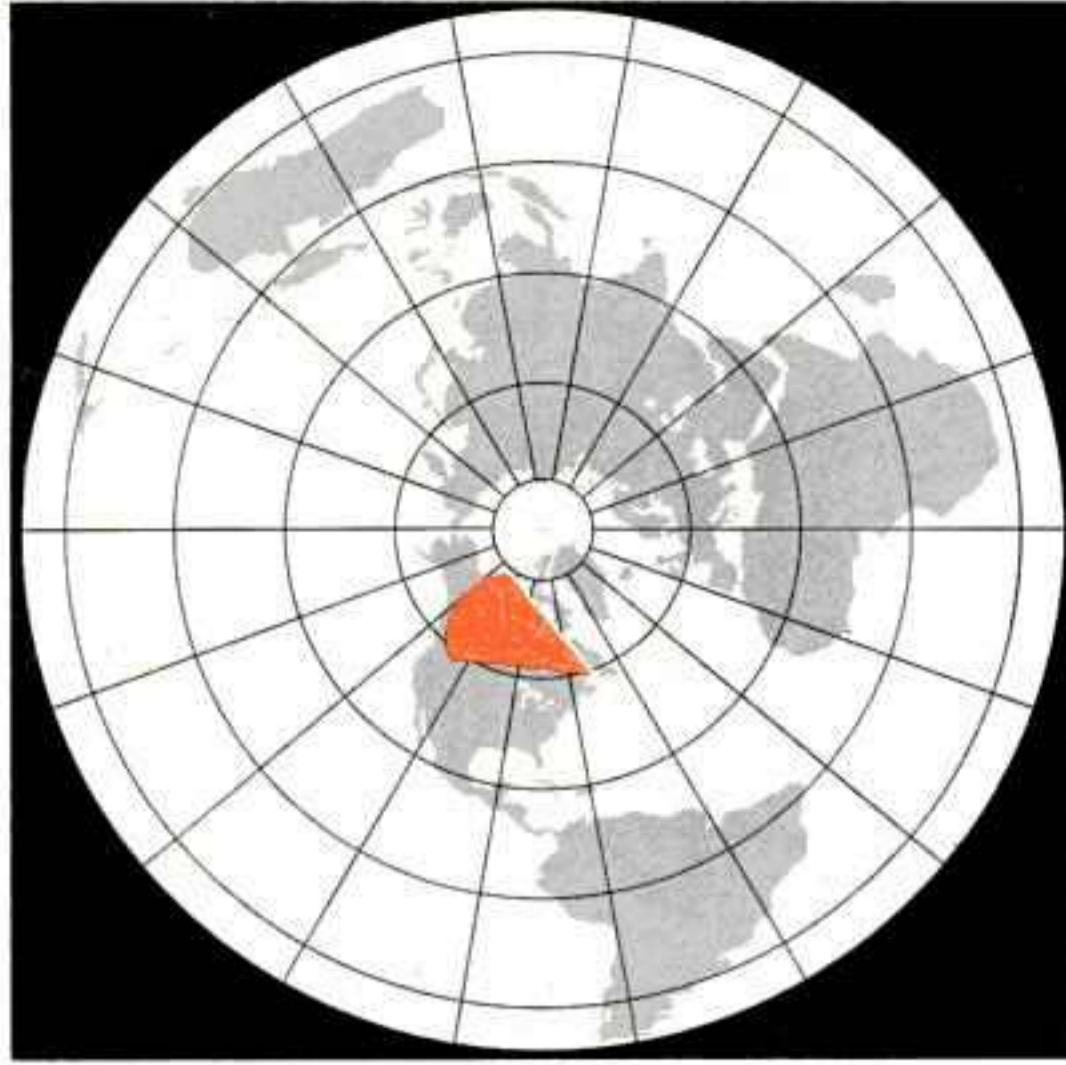
# BRASIL

**OUÇA! COMPARE!**  
**DYNAGROOVE**  
 O NOVO SOM CRIADO PELA  
**RCA VICTOR**

É com grande orgulho que podemos anunciar o lançamento em nosso país dos long-plays gravados em "DYNAGROOVE", o novo e revolucionário sistema criado pela RCA Victor. Estamos certos de que o mesmo entusiasmo e êxito alcançados nos U.S.A. pelo "DYNAGROOVE" serão obtidos no Brasil.

LSP - 2613	SUPERCUSSION	Dick Schory
LSP - 2620	SOUNDPOWER	Marty Gold
LSP - 2658	NEW THRESHOLDS IN SOUND	Sid Ramin
LSP - 2714	SOUNDS UNLIMITED	Marty Gold
LSC - 6160	MADAME BUTTERFLY	Ópera Completa
PRS - 140	THIS IS DYNAGROOVE	Diversos
LPM - 2638	HAIL THE CONQUERING NERO	Peter Nero
LPM - 2716	BIG BAND SOUND	Sid Ramin
LPM - 2722	3 GREAT BANDS	Mancini - Al Hirt - Prado
LM - 2661	O GUARANI E OUTRAS PEÇAS	Boston Pops
LPM - 2692	UNIQUELY MANCINI	Henry Mancini

RCA ELETRÔNICA BRASILEIRA S. A. — Avenida Ipiranga, 1097 • 9º andar • São Paulo • Brasil



RCA VICTOR DYNAGROOVE RECORDS NOW IN...

# CANADA

**ECOUTEZ! COMPAREZ!**  
**DYNAGROOVE**

LES NOUVEAUX ET MAGNIFIQUES DISQUES PERFECTIONNES PAR  
**RCA VICTOR**

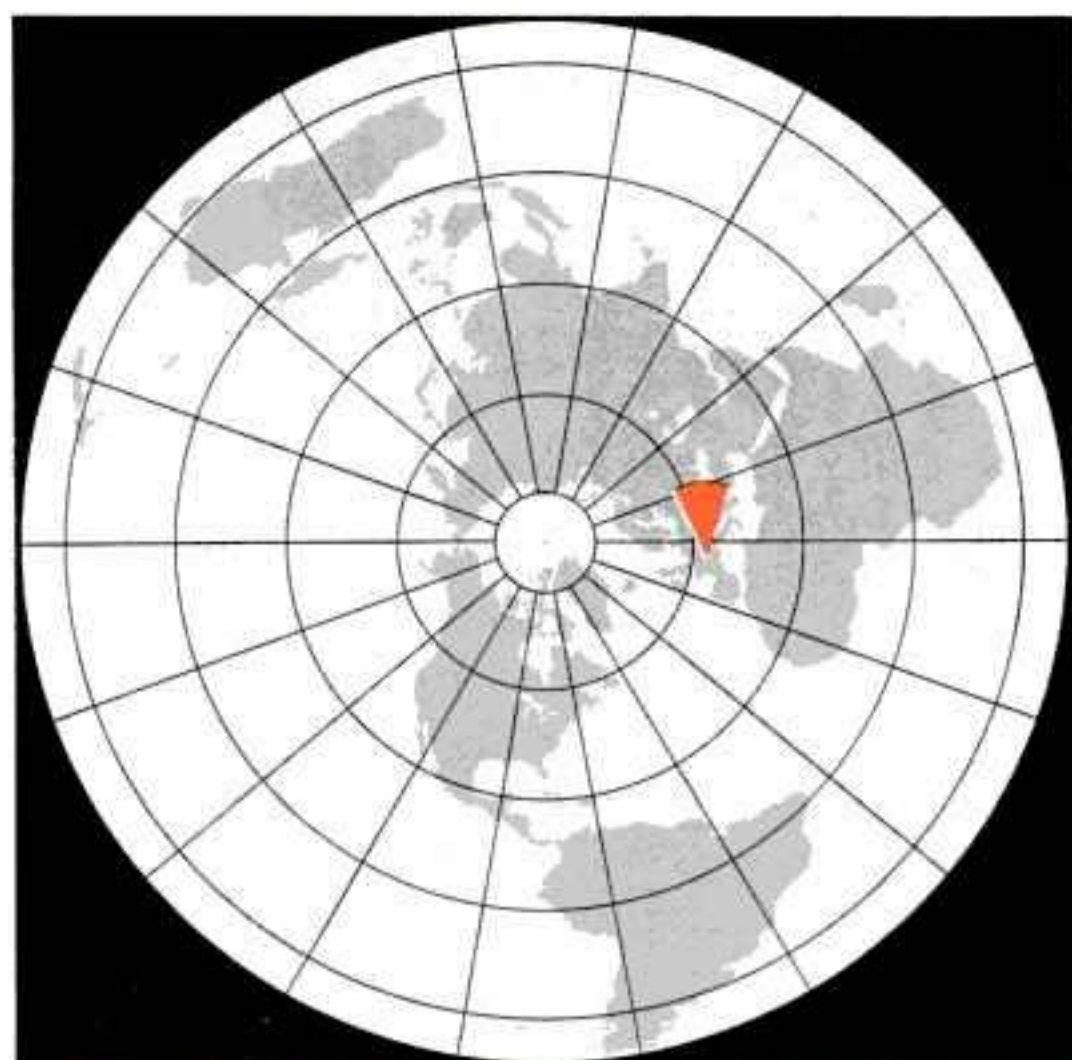
En mars 1963, on lança DYNAGROOVE dans tout le Canada. L'effet fut extraordinaire. En quelques semaines, marchands, critiques et clients acclamaient la nouvelle sonorité DYNAGROOVE. Aujourd'hui, après sept mois seulement, tous les véritables mélomanes Canadiens connaissent cette merveille. DYNAGROOVE est à la veille de marquer sa présence dans le monde entier. Nous souhaitons le plus vif succès aux filiales internationales, aux détenteurs de franchises et aux distributeurs qui vont mettre la nouvelle et merveilleuse sonorité DYNAGROOVE en lumière, de l'Australia au Vénézuéla.

**HEAR THEM! COMPARE THEM!**  
**DYNAGROOVE**

THE MAGNIFICENT NEW RECORDS DEVELOPED BY  
**RCA VICTOR**

In March, 1963, DYNAGROOVE was launched nationally across Canada. Its effect was extraordinary. Within weeks, dealers, critics and the public acclaimed the new sound of DYNAGROOVE records. Today, just seven months later, it is known by all Canadians who take their music seriously. DYNAGROOVE is now about to make its presence felt around the world. We wish every success to all of the international affiliates, licensees and distributors who will be introducing the wonderful new sound of DYNAGROOVE from Australia to Venezuela.

RCA VICTOR Company, Ltd., 1001 Lenoir Street, Montreal, Que. Telephone: WE 3-7551



RCA-VICTOR-DYNAGROOVE-SCHALLPLATTEN  
JETZT IN

**DEUTSCHLAND**

**HÖREN SIE! VERGLEICHEN SIE!**

**DYNAGROOVE**

DER GROSSARTIGE NEUE KLANG ENTWICKELT VON

**RCA VICTOR**

RCA Victor DYNAGROOVE, ein neues Aufnahmeverfahren, ein bedeutender Fortschritt in der Aufnahmetechnik! Das Ergebnis einer dreijährigen Forschung in den RCA-Victor-Studios in New York und dem "David Sarnoff-Forschungszentrum" in Princetown.

DYNAGROOVE, das vollkommene Musikerlebnis sowohl bei grösster Stereo-Truhe als auch auf kleinstem Abspielgerät.

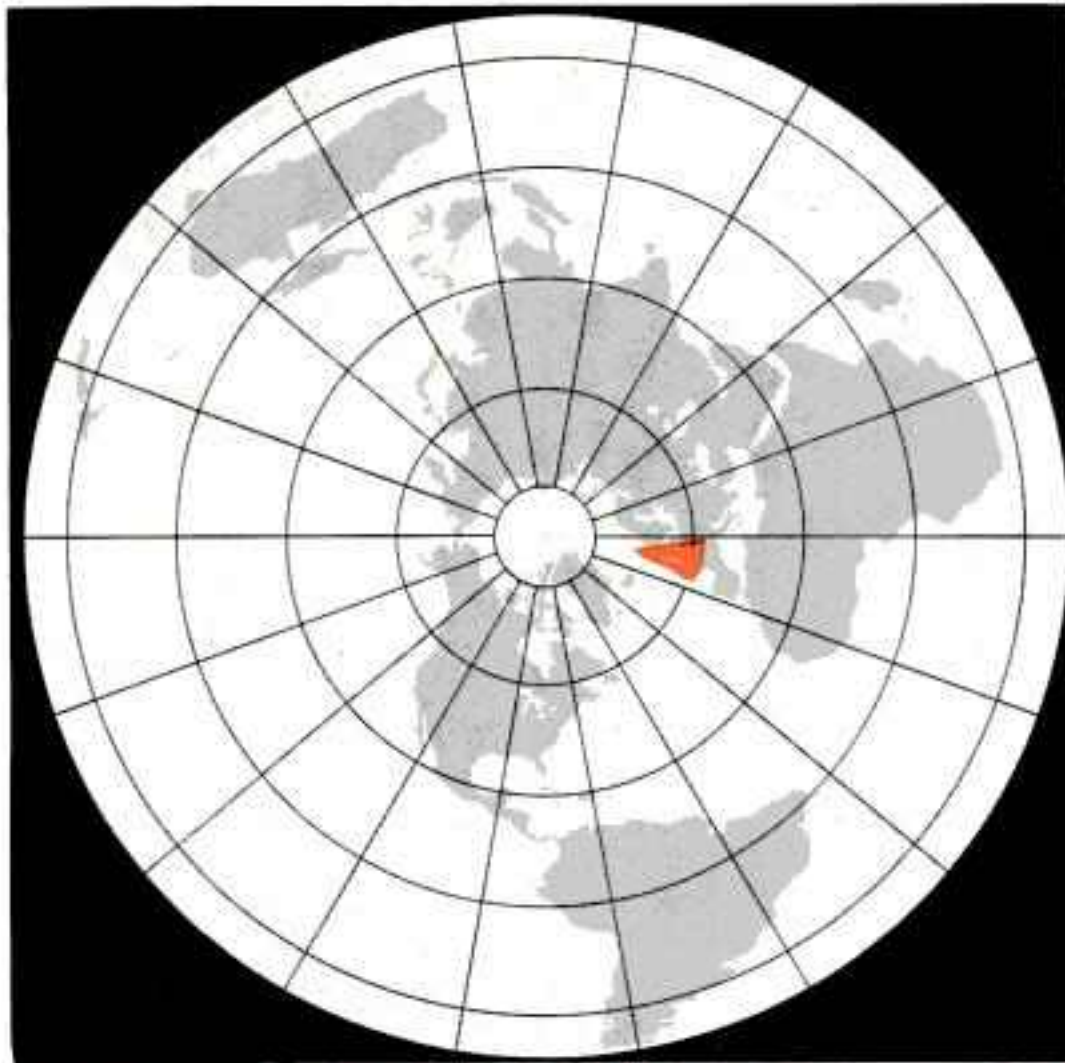
DYNAGROOVE, klassisch-naturgetreue Klangfülle selbst bei kleinster Einstellung der Lautstärke.

DYNAGROOVE heisst verzerrungsfreie Wiedergabe bis zur letzten Rille.

DYNAGROOVE bringt den perfekten Klang für jedermann.

Kein besonderes Zubehör erforderlich. RCA-Victor DYNAGROOVE-Schallplatten gibt es in STEREO- und MONO-Fassung zu handelsüblichen Langspielplatten-Preisen beim Schallplattenfachhandel.

RCA-VICTOR-SCHALLPLATTEN/TELDEC Telefunken-Decca Schallplatten GmbH, Hamburg 19, Heussweg 25, Telefon 40 11 11

RCA VICTOR DYNAGROOVE RECORDS NOW IN...**ENGLAND****HEAR THEM! COMPARE THEM!****DYNAGROOVE**

THE MAGNIFICENT NEW RECORDS DEVELOPED BY

**RCA VICTOR**

We take great pleasure in announcing that albums recorded in the new RCA Victor DYNAGROOVE system are now available in the U. K. We are confident that these recordings, with their most dramatic advances in sound quality will be greeted in the U. K. with the same enthusiasm which followed their initial introduction in the U.S.A.

RELEASED IN THE U. K. ON 1st OCTOBER, 1963

THE INTERNATIONAL JIM REEVES

JUMP FOR JOY – Joe Williams

TWANGIN' UP A STORM – Duane Eddy

COMIN' ON – Floyd Cramer

I WROTE A SONG – Don Gibson

RAILROAD MAN – Hank Snow

*Ravel*BOLERO; PAVAN FOR A DEAD PRINCESS;  
LA VALSEThe Boston Symphony Orchestra  
conducted by Munch*Tchaikovsky*SYMPHONY NO. 6 IN B MINOR –  
'PATHETIQUE'The Boston Symphony Orchestra  
conducted by Munch*Tchaikovsky*PIANO CONCERTO NO. 1 IN B FLAT MINOR  
Rubinsteinwith The Boston Symphony Orchestra  
conducted by Leinsdorf

FINLANDIA – MUSIC OF SIBELIUS

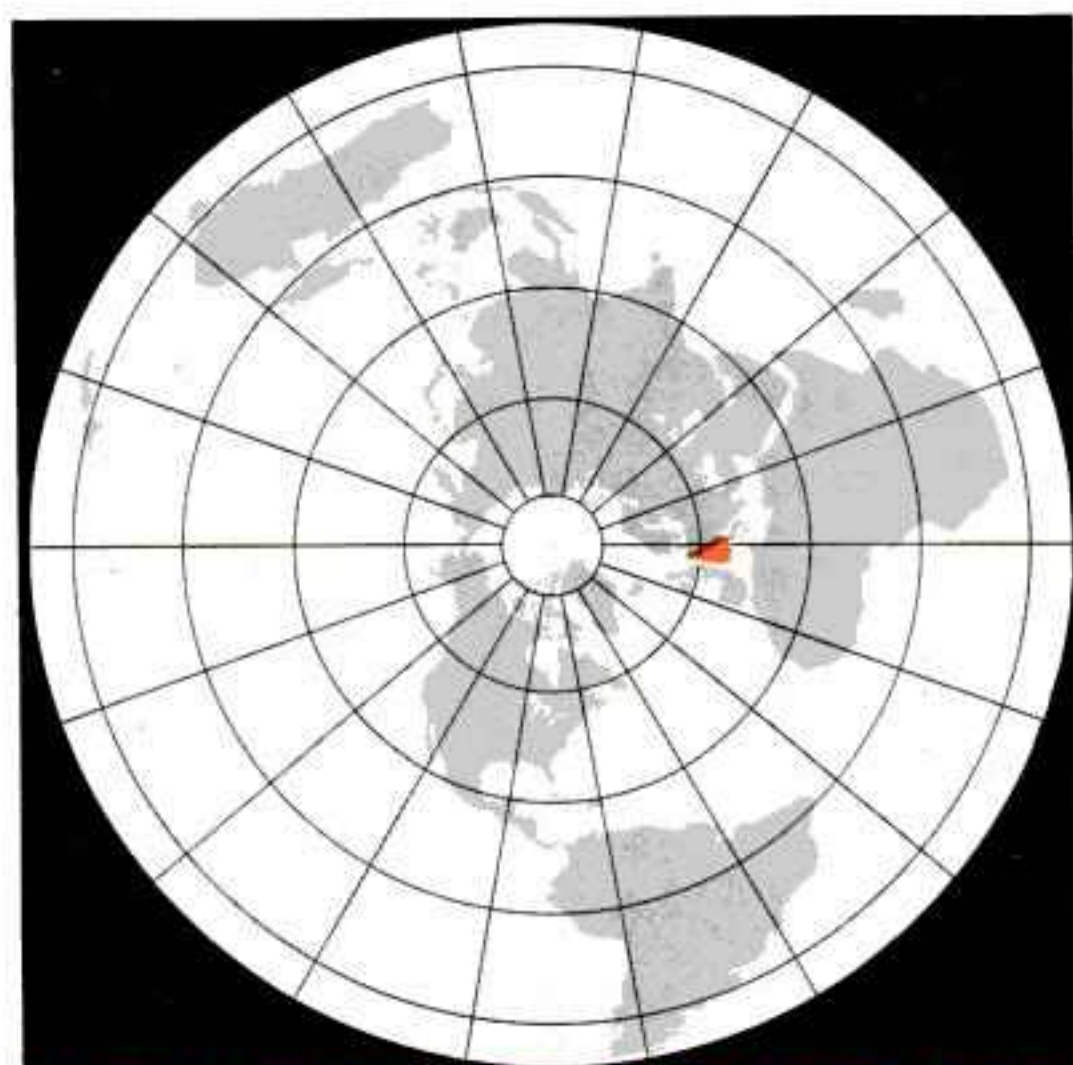
Finlandia; The Swan of Tuonela; Valse Triste,  
Pohjola's daughter; Lemminkainen's return  
Morton Gould and his Orchestra

THE DECCA RECORD COMPANY LIMITED

DECCA HOUSE

LONDON

ENGLAND



LES DISQUES RCA VICTOR DYNAGROOVE  
MAINTENANT EN

**FRANCE**

**ECOUTEZ ET COMPAREZ**

**DYNAGROOVE**

DYNAGROOVE "LE SON DU 20<sup>e</sup>. SIÈCLE"

**RCA VICTOR**

Nous avons le plaisir de vous informer que les disques enregistrés selon la nouvelle technique "*DYNAGROOVE de RCA Victor*," sont dès maintenant disponibles en France.

DYNAGROOVE c'est *plus* de vraisemblance dans la sonorité, quelque soit la puissance d'écoute.

DYNAGROOVE c'est *plus* de perfection dans la présence.

DYNAGROOVE c'est *plus* de clarté dans la reproduction des enregistrements.

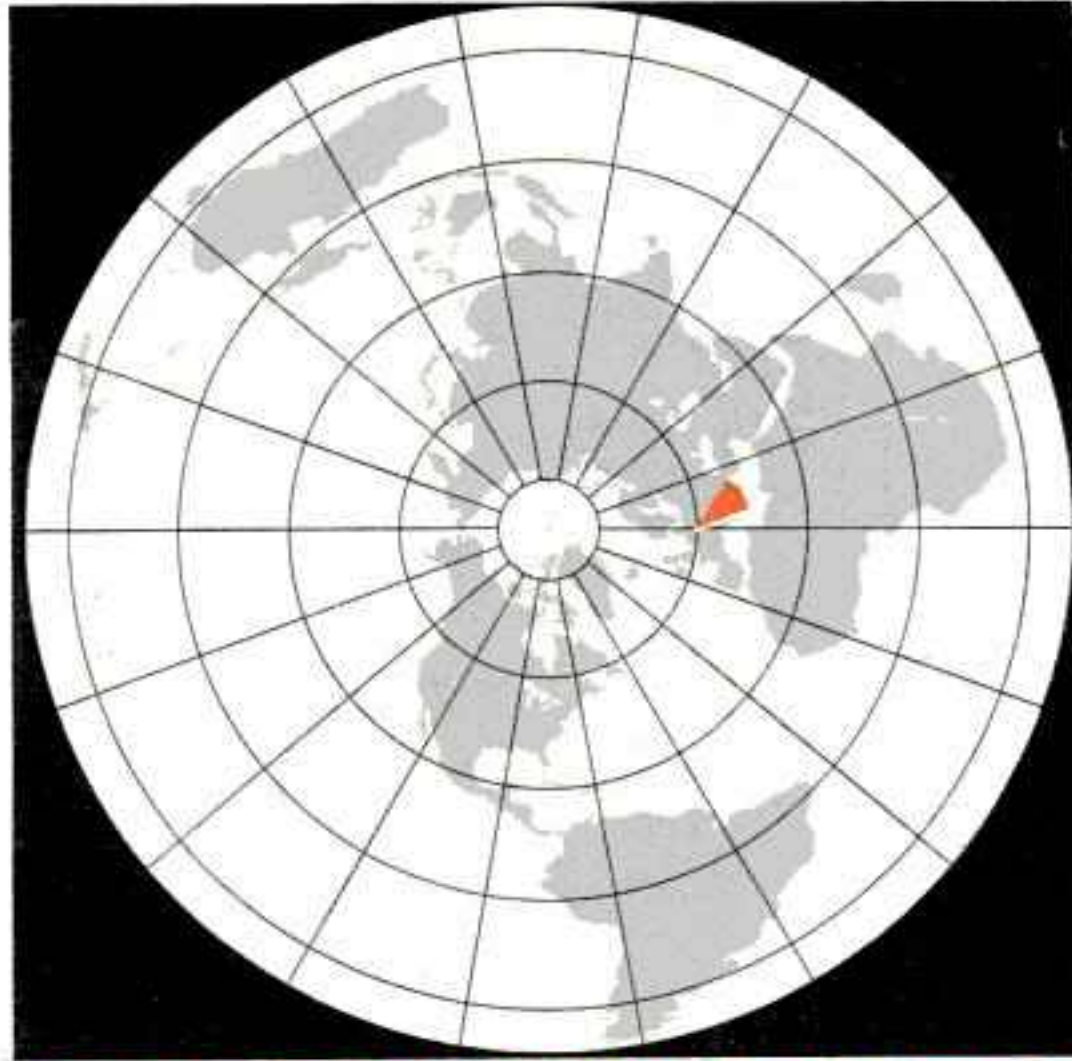
DYNAGROOVE c'est *plus* de fidélité.

DYNAGROOVE c'est autre chose de *plus*.

*Première liste "DYNAGROOVE RCA Victor" disponible, dès à présent:*

mono	635 001/2/3.....	Mme Butterfly (Puccini) avec Léontyne Price
stéréo	645 001/2/3.....	RCA Italiana orchestra—dir. Erich Leinsdorf
mono	635 004.....	Boléro—La valse—Pavane pour une infante défunte (Ravel)
stéréo	645 004.....	Orch. Symphonique de Boston—dir. Charles Münch
mono	635 006.....	Carnaval—Fantasiestucke...etc (Schumann) par Arthur Rubinstein
stéréo	645 006.....	Carnaval—Fantasiestucke...etc (Schumann) par Arthur Rubinstein
mono	635 007.....	Pages célèbres pour violon par Erick Friedmann
stéréo	645 007.....	Pages célèbres pour violon par Erick Friedmann
mono	435 001.....	Jalousie par la Boston "pops" orchestra—dir. Arthur Fiedler
stéréo	445 001.....	Jalousie par la Boston "pops" orchestra—dir. Arthur Fiedler
mono	435 004.....	Supercussion par Dick Schory's orchestra
stéréo	445 004.....	Supercussion par Dick Schory's orchestra
mono	435 005.....	Hail the conquering Nero par Peter Nero, piano
stéréo	445 005.....	Hail the conquering Nero par Peter Nero, piano

Distribution: Société A.R.E.A., 52 avenue Hoche, PARIS 8<sup>e</sup>, et chez tous les disquaires



I DISCHI DYNAGROOVE DELLA RCA VICTOR ORA ANCHE IN...

# ITALIA

**ASCOLTATELI! CONFRONTATELI!**

## DYNAGROOVE

I MAGNIFICI NUOVI DISCHI

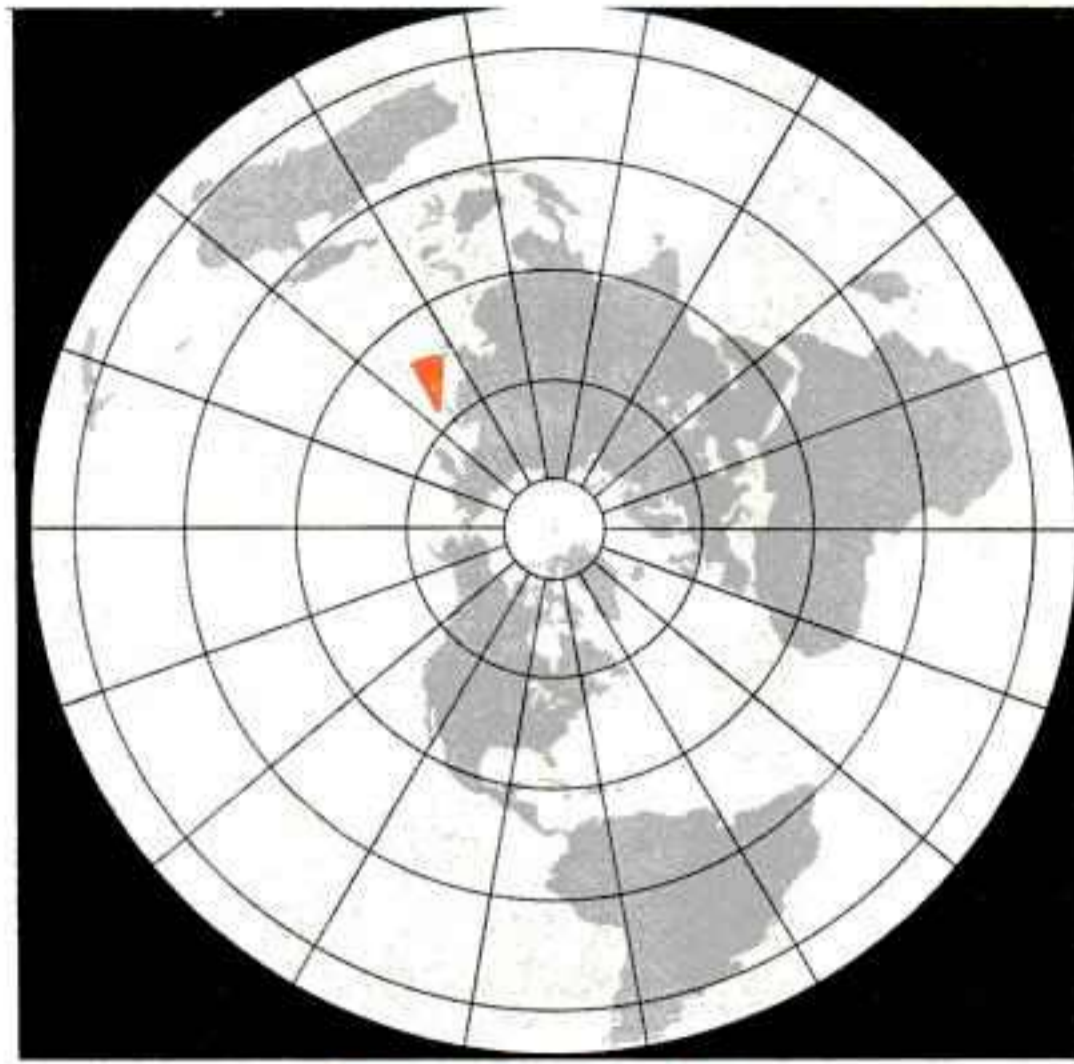
## RCA VICTOR

La RCA ITALIANA, che festeggia ora il decimo anno di attività al servizio della musica, è lieta di annunciare al pubblico che i magnifici nuovi dischi DYNAGROOVE della RCA VICTOR sono ora in vendita anche in Italia presso tutti i migliori negozi di dischi.

Ravel BOLERO / PAVANE POUR UNE INFANTE DEFUNTE / LA VALSE Charles Munch, Boston Symphony Orchestra LM/LSC 2664	Puccini - MADAMA BUTTERFLY (Opera completa) Leontyne Price, Richard Tucker Erich Leinsdorf, Orchestra e Coro della RCA Italiana LM/LSC 6160 (3)
FINLANDIA - Musiche di Sibelius Morton Gould e la sua Orchestra LM/LSC 2666	SOUNDPOWER! Marty Gold e la sua orchestra LPM/LSP 2620
Schumann CARNAVAL / FANTASIESTUCKE Artur Rubinstein LM/LSC 2669	HAIL THE CONQUERING NERO Peter Nero, pianista LPM/LSP 2638
Ciaikovski CONCERTO N. 1 IN RE MINORE, OP. 23 Artur Rubinstein Erich Leinsdorf, Boston Symphony Orchestra LM/LSC 2681	THE BIG BAND SOUND OF SID RAMIN Sid Ramin e la sua orchestra LPM/LSP 2716
Ciaikovski SINFONIA N. 6 "PATETICA" Charles Munch, Boston Symphony Orchestra LM/LSC 2683	TEEN SCENE Chet Atkins LPM/LSP 2719
	HONEY IN THE HORN Al Hirt LPM/LSP 2733
	JALOUSIE Arthur Fiedler e la Boston Pops Orchestra LPM/LSP 10128
	LE 4 BANDE MILITARI AMERICANE (Della Aeronautica, della Marina, delle Forze Armate, dei Marines) LPM/LSP 10129

La RCA ITALIANA è certa che—come è già avvenuto negli Stati Uniti—il pubblico italiano accoglierà con immediato ed entusiastico consenso i nuovi dischi DYNAGROOVE, i quali costituiscono un'autentica rivoluzione nel campo della tecnica discografica.

RCA ITALIANA, Via Tiburtina Km. 12, Roma / telef. 416.041



きけば、わかる

# DYNAGROOVE

新しい画期的なレコード

## VICTOR

RCA VICTOR DYNAGROOVE RECORDS NOW IN...

# JAPAN

RCAビクターが新しく完成したダイナグループ方式のステレオ・レコードが、日本でもいよいよ発売のはこびとなり、ここに発表できることを非常にうれしく思います。この新しいレコードが、音質の画期的進歩によって、最初にアメリカで発売されたときと同じく日本でも喜んで迎えられることを確信するものです。このダイナグループ方式はあらゆる点で、これまでのレコードをしのぐものがあります。その最も大きな特色は“完全な音のバランス”“完全な臨場感”“完全な分離”“歪の皆無”をもっていることです。まず、お聞きになって下さい。日本ビクターは次のレコードを10月20日発売の予定で準備をしております。

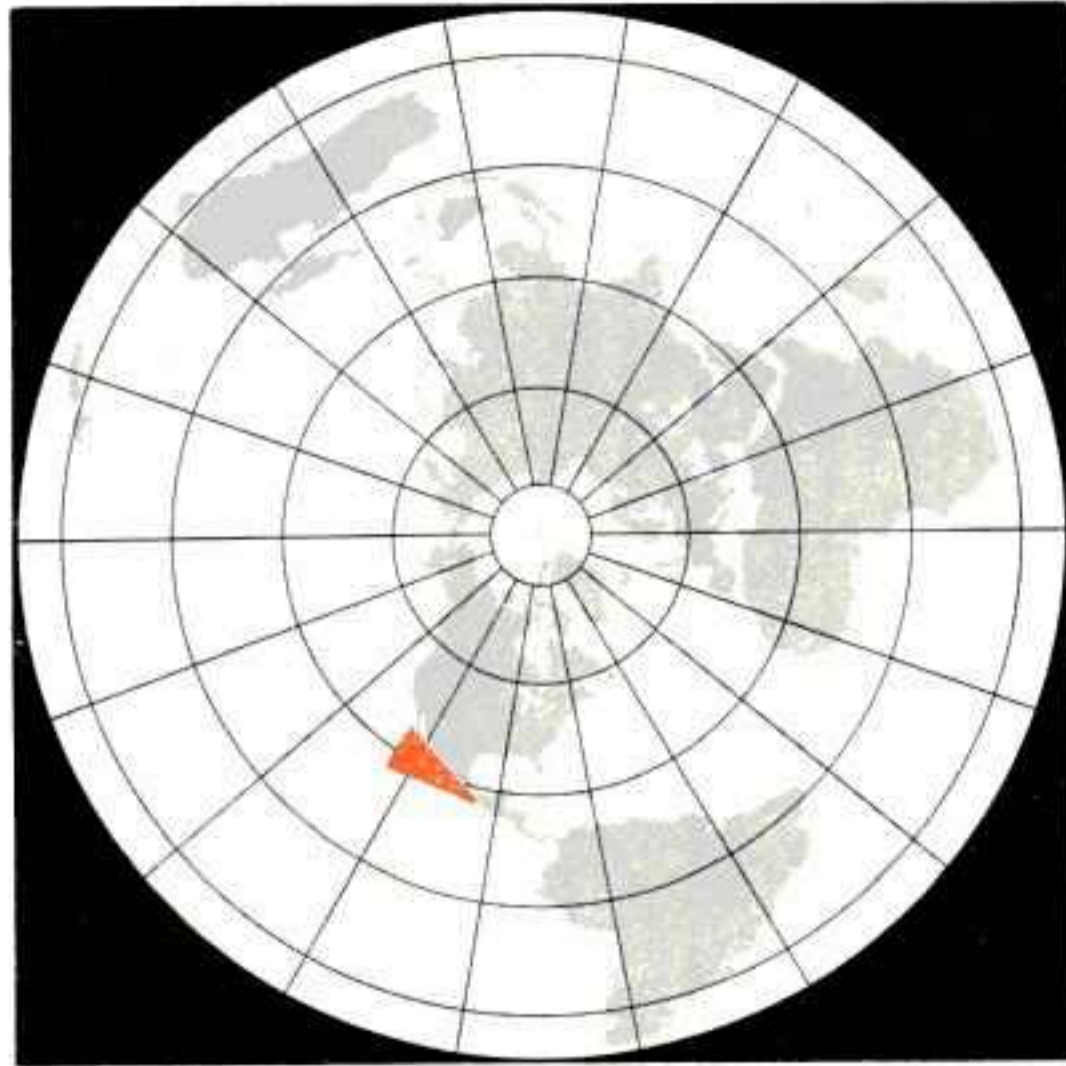
— クラシック —

- 牧神の午後への前奏曲 (ドビュッシー) ほか  
ミュンヘン指揮ボストン交響楽団 (ステレオ) SHP-2275
- バガニーニの主題による狂詩曲 (ラフマニノフ) ほか  
(ピアノ)ベナリオ, フィードラー指揮ボストン・ポップス管弦楽団 (ステレオ) SHP-2276
- 歌劇「ポーギーとベス」(ガーシュウィン)  
ブライス, ワーフィールドほか (ステレオ) SHP-2277
- 「ロバート・ショウ・コーラスの旅」  
ロバート・ショウ合唱団 (ステレオ) SHP-2278

— ポピュラー —

- チェット・アトキンス/ギター・ヒット・パレード  
チェット・アトキンス (ステレオ) SHP-5249
- 「月夜のせせらぎ」  
ヒューゴー & ルイジとコーラス及びオーケストラ (ステレオ) SHP-5250
- 「夢のスリー・グレート・バンド」  
ブラード, マンシーニ, ハート (ステレオ) SHP-5251
- 「夢のスリー・グレート・ガールズ」  
マーグレット, カーレン, リーズ (ステレオ) SHP-5252

VICTOR CO. OF JAPAN, LTD. Main Office .....1-4 Nihonbashi-Honcho Chuo-Ku Tokyo, Tel. (241) 7811  
Record Division .....13-2 Tsukiji Chuo-Ku Tokyo, Tel. (541) 1111

DISCOS DYNAGROOVE DE RCA VICTOR EN...**MEXICO****ESUCHELOS! COMPARELOS!****DYNAGROOVE**

LOS MAGNIFICOS NUEVOS DISCOS LANZADOS POR

**RCA VICTOR**

Nos complacemos en anunciarles que ya pueden ser adquiridos en México los álbumes de la RCA Victor grabados en el nuevo sistema "DYNAGROOVE".

Estamos seguros que estas grabaciones serán acogidas en México con el mismo entusiasmo demostrado en los Estados Unidos, debido a su dramático avance en calidad de sonido.

Fecha de lanzamiento: 15 de Octubre de 1963.

*Lista de Novedades*

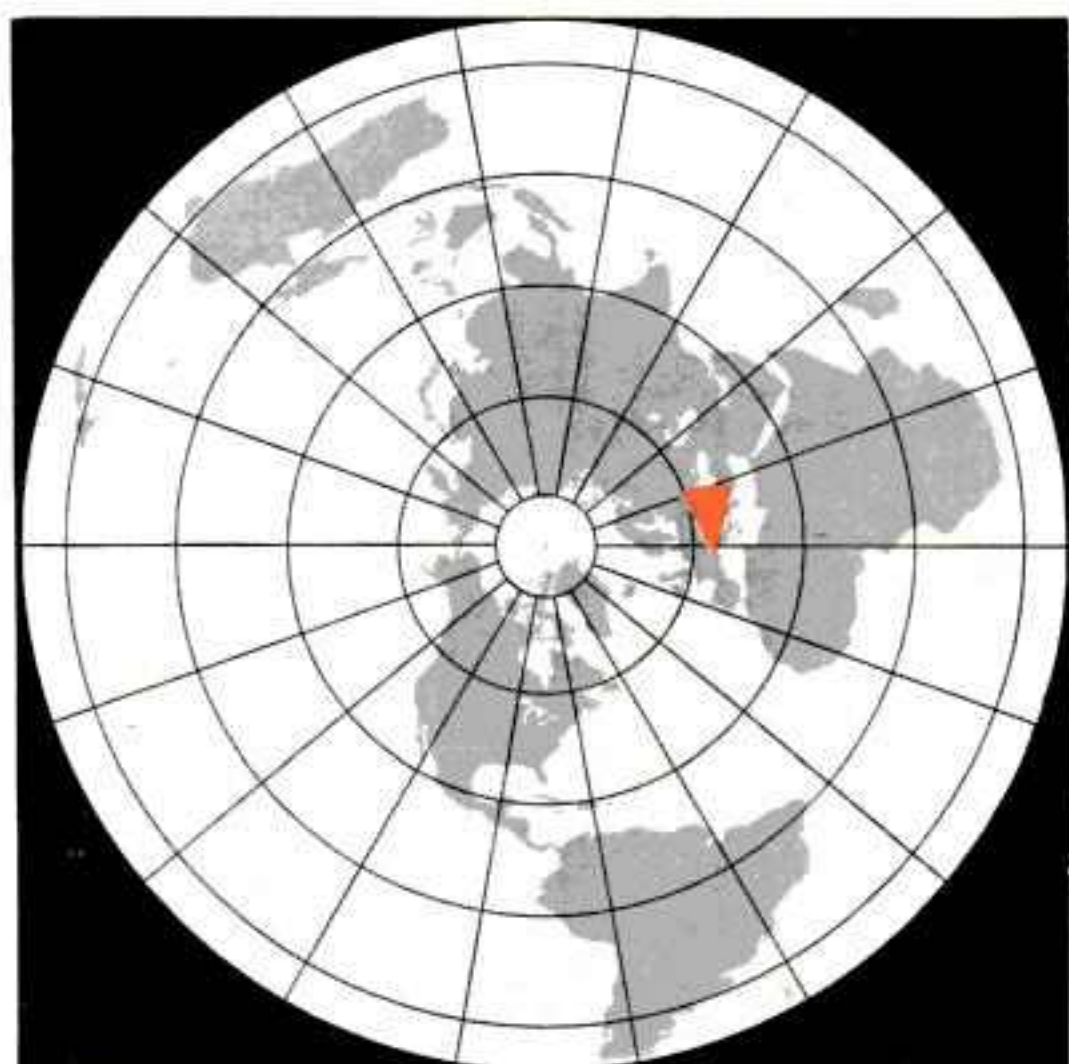
MKL-1537	SUPERCUSSION	DICK SCHORY'S Percussion Pops Orchestra
MKL-1538	NEW THRESHOLDS IN SOUND	SID RAMIN and Orchestra
MKL-1539	UNIQUELY MANCINI	HENRY MANCINI and his Orchestra
MKL-1540	"TWANGIN" UP A STORM	DUANE EDDY
MKL-1541	THE SONGS I LOVE	PERRY COMO with Mitchell Ayres and his Orchestra
MKL-1542	NIGHT BEAT	SAM COOKE. Orchestra cond. by Rene Hall
MKL-1543	PETER NERO - IN PERSON	PETER NERO
MKL-1544	EVERYTHING UNDER THE SUN	THE THREE SUNS
MKL-1545	THE BIG BAND SOUND OF SID RAMIN	SID RAMIN and his Orchestra
MKL-1546	LET'S FALL IN LOVE	THE CASCADING VOICES of THE HUGO & LUIGI chorus
MKL-1547	3 GREAT PIANOS	FRANKIE CARLE, FLOYD CRAMER & PETER NERO
MKL-1548	3 GREAT BANDS	HENRY MANCINI, AL HIRT & PEREZ PRADO
MRL-1142	STRAUSS EIN HELDENLEBEN	
MRL-1143	MENDELSSOHN A MIDSUMMER NIGHT'S DREAM	
MRL-1144	CONCERT IN THE PARK BOSTON POPS	
MRL-1145	RHAPSODY ON A THEME OF PAGANINI LEONARD PENNARIO	
MRL-1146	CLIBURN / REINER BEETHOVEN CONCERTO No. 4	
MRL-1147	TCHAIKOVSKY CONCERTO No. 1	

RCA VICTOR MEXICANA, S. A. DE C. V.

• Av. Cuitlahuac 2519

• Mexico 16, D. F.





RCA-VICTOR-DYNAGROOVE-SCHALLPLATTEN  
JETZT IN DER

**SCHWEIZ  
UND IN  
OESTERREICH**

HÖREN SIE! VERGLEICHEN SIE!

**DYNAGROOVE**

DER GROSSARTIGE NEUE KLANG ENTWICKELT VON

**RCA VICTOR**

Eine wichtige, eine bedeutende Mitteilung für alle Schallplattenfreunde in der Schweiz und in Oesterreich:

Die vielgepriesenen DYNAGROOVE-Schallplatten—ein neues Aufnahmeverfahren der RCA-Victor-Studios in New York und des "David Sarnoff-Forschungszentrum" in Princetown—sind ab sofort in allen Schallplatten-Fachgeschäften erhältlich.

Was bedeutet DYNAGROOVE für den Musikfreund?

DYNAGROOVE bringt eine verzerrungsfreie Wiedergabe bis zur letzten Rille.

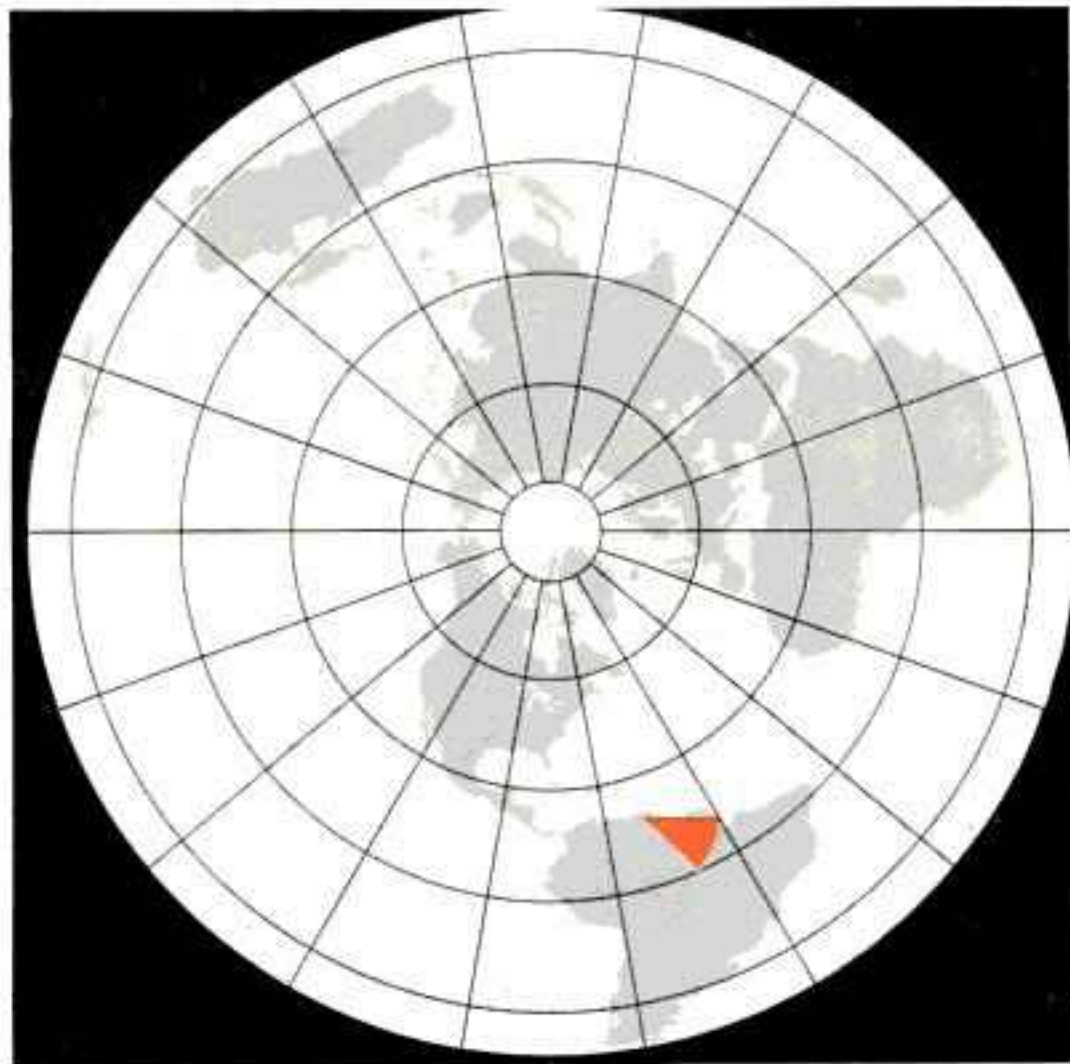
DYNAGROOVE bietet eine absolut naturgetreue Brillanz selbst bei kleinster Lautstärke.

DYNAGROOVE eliminiert störende Oberflächengeräusche.

DYNAGROOVE erfordert kein besonderes Abspielgerät.

DYNAGROOVE in Mono oder Stereo heisst: Vollkommenes Musikerlebnis! Hören Sie! Vergleichen Sie!

RCA-VICTOR-SCHALLPLATTEN: Schweiz: Musikvertrieb AG, Zürich, Badenerstrasse 555  
Oesterreich: Musica Schallplatten-Vertrieb Ges. m.b.H., Wien, Neustiftgasse 3



**OIGALOS! COMPARELOS!**

**DYNAGROOVE**

LOS MARAVILLOSOS NUEVOS DISCOS DESARROLLADOS POR

**RCA VICTOR**

DISCOS DYNAGROOVE DE RCA VICTOR EN...

**VENEZUELA**

Con verdadero orgullo tenemos el placer de anunciar que los discos grabados por el nuevo sistema RCA VICTOR "DYNAGROOVE" ya se pueden obtener en Venezuela. Estamos convencidos que estas grabaciones, con su increíble adelanto, en calidad sonora, serán aclamadas en Venezuela con el mismo entusiasmo que obtuvieron después de su introducción hace poco en los Estados Unidos.

"MONO Y ESTEREO"

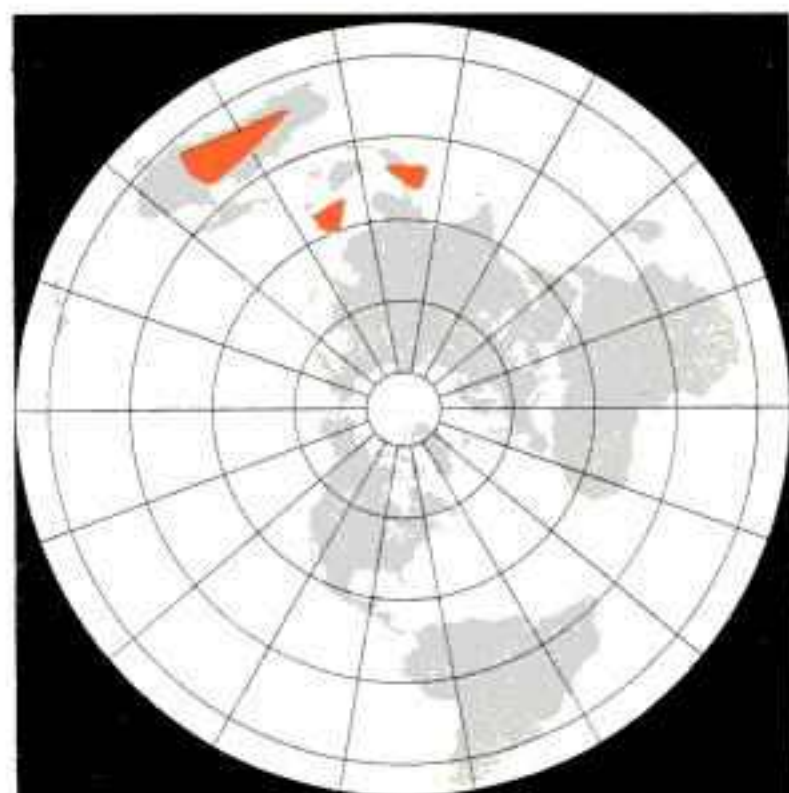
*Popular*

<i>Número</i>	<i>Título</i>
LPM/LSP-2719	Chet Atkins: Teen Scene
LPM/LSP-2721	Carle/Cramer/Nero: 3 Great Pianos
LPM/LSP-2714	Marty Gold: Sounds Unlimited
LPM/LSP-2733	Al Hirt: Honey in the Horn
LPM/LSP-2722	Mancini/Hirt/Prado: 3 Great Bands
LPM/LSP-2710	Peter Nero: Peter Nero—in Person
LPM/LSP-2715	The Three Suns: Everything Under the Sun

*Clásico*

<i>Número</i>	<i>Título</i>
LM/LSC-2677	Fiedler/Boston Pops: Concert in the Park
LM/LSC-2673	Leinsdorf/Boston Symphony: Mendelssohn, A Midsummer Night's Dream
LM/LSC-2641	Leinsdorf/Boston Symphony: Strauss, Ein Heldenleben
LM/LSC-2680	Cliburn/Reiner, Chicago Symphony: Beethoven, Concerto No. 4
LM/LSC-2678	Pennario/Fiedler, Boston Pops: Rachmaninoff, Rhapsody on a Theme of Paganini
LM/LSC-2679	Price/Warfield: Gershwin/Porgy and Bess (Great Scenes)
LM/LSC-2681	Rubinstein/Leinsdorf, Boston Symphony: Tchaikovsky Concerto No. 1
LM/LSC-2676	Robert Shaw Chorale: On Tour

RCA DE VENEZUELA C. A. • Edificio Galerias Miranda • Av. Francisco de Miranda • Chacao • Caracas • Venezuela



RCA VICTOR DYNAGROOVE RECORDS NOW IN...

# AUSTRALIA

HEAR THEM! COMPARE THEM!

## DYNAGROOVE

THE MAGNIFICENT NEW RECORDS DEVELOPED BY

## RCA VICTOR

We take great pleasure in announcing that albums recorded in the new RCA Victor "DYNAGROOVE" system are now available in Australia. We are confident that these recordings, with their most dramatic advances in sound quality, will be greeted in Australia with the same enthusiasm which followed their initial introduction in the U.S.A.

The first RCA Victor DYNAGROOVE albums to be released on the RCA label in Australia on the 3rd October, 1963, will be:

MADAMA BUTTERFLY	.. ..	Price/Tucker	.. ..	LM/LSC6160
CONCERTO No. 4 (Beethoven)	.. ..	Van Cliburn	.. ..	LM/LSC2680
COMIN' ON	.. ..	Floyd Cramer	.. ..	LPM/LSP2701
SOUNDS UNLIMITED	.. ..	Marty Gold	.. ..	LPM/LSP2714
TEEN SCENE	.. ..	Chet Atkins	.. ..	LPM/LSP2719
THEMES FROM "CLEOPATRA"		Rome Sound Stage Orchestra		LPM/LSP2766

RCA OF AUSTRALIA PTY. LTD.—HEADQUARTERS: 221 Elizabeth Street, Sydney

# FILIPINAS

HEAR THEM! COMPARE THEM!

## DYNAGROOVE

THE MAGNIFICENT NEW RECORDS DEVELOPED BY

## RCA VICTOR

"Buong puso naming ipinahahayag na ang mga "Albums" na isinaplaka sa bagong pamamaraan ng Victor Dynagroove ay mabibili na rin as Pilipinas. Kami ay naniniwala na ang mga plakang ito, na may pinakamataas na uri ng tinig ay tatanggapin sa Pilipinas ng buong kasiyahan na tulad ng pagkakatanggap nito sa buong Estados Unidos."

FILIPINAS RECORD CORP., 131 Del Monte Avenue, Quezón City

# MALAYSIA

HEAR THEM! COMPARE THEM!

## DYNAGROOVE

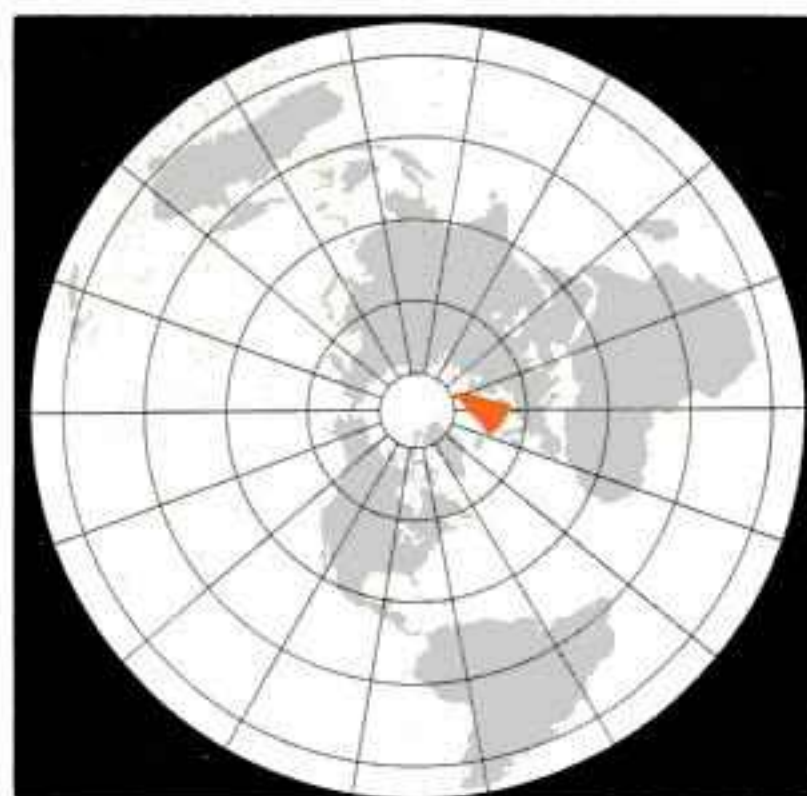
THE MAGNIFICENT NEW RECORDS DEVELOPED BY

## RCA VICTOR

We are happy to report that albums recorded in the new RCA Victor DYNAGROOVE system have been introduced in Malaysia. Music lovers will be delighted with the advances made in the art of recording with these new records. These advances are readily evident when you listen to new DYNAGROOVE recordings.

Particularly of note is the lack of distortion as the needle of the phonograph moves to the center of the record where most other records distort. The sound of original performances has been captured and then reproduced with amazing definition and brilliance.

EDWARD EU & CO., 1 Orchard Road, Singapore 9



## RCA VICTOR DYNAGROOVE RECORDS NOW IN...

# DENMARK

HØR DEM - OG SAMMENLIGN!

## DYNAGROOVE

DE STORSLÆDE NYE PLADER UDVIKLET PÅ

## RCA VICTOR

udvikling af optagelsesteknik har ført til det enestående resultat. DYNAGROOVE repræsenterer nu den mest perfekte og naturlige gengivelse, der kan opleves på grammofonplader, hvadenten man spiller på mono- eller stereoanlæg. Hvad vil De opnå ved at lytte til en DYNAGROOVE-plade?

DYNAGROOVE vil give Dem den største glæde ved gengivelsen.

DYNAGROOVE er fuldkommen fri for forvrængning også på den sidste del af pladen.

DYNAGROOVE kan med fuldt udbytte afspilles på alle anlæg og uden specialudstyr.

DYNAGROOVE giver Dem indtrykket af at være i stue med kunstnerne, hvadenten De spiller kraftigt eller svagt!

DYNAGROOVE kommer i handelen i oktober.

Hede Nielsens Fabriker A/S, Grundtvigsvej 10 A Kbhvn. V. Danmark. Eva 4120

Grammofonplader har siden sin begyndelse været i stadig udvikling. - Det nyeste fremskridt har RCA æren for ved gennem de sidste 3 år at have foretaget eksperimenter med en gengivelse, der skulle give tilhørerne det bedst mulige udbytte af den optagne musik. Nye metoder er taget i brug og RCA's

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# FINLAND

HEAR THEM! COMPARE THEM!

## DYNAGROOVE

THE MAGNIFICENT NEW RECORDS DEVELOPED BY

## RCA VICTOR

saavutus levytstekniikan alalla LP-levyn jälkeen. Todella loistavana ja täydellisenä se tekee kotikuuntelun mahdollisimman nautinnolliseksi. Soitetiinpä levyä hiljaa tai kovaa, RCA:n DYNAGROOVE-levyt toistavat alkuperäisen esityksen koko puhtauden ja kauneuden täysin särövapaana, kahlitsemattomana, ihanan vapaan äänen, jollaista ei koskaan aikaisemmin ole äänilevyiltä kuultu.

DYNAGROOVE-levyjä varten ei tarvita mitään erikoislaitteita, vaan niitä voidaan soittaa tavallisella levysoittimella.

DYNAGROOVE-levyjä on saatavana sekä tavallisena että stereona ja hinnat ovat samat kuin "tavallisten" levyjemme: LM/LSC 24:00 ja LPM/LSP 22:00.

Ab. Discophon Oy., Takomontie 3, Pitäjänmäki. Puhelin 45 16 27.

Olemme erittäin ylpeitä ja iloisia voidessamme Suomen äänilevyalan jälleenmyyjien välityksellä esitellä yleisölle RCA Victorin kehittämän uuden suurenmoisen äänitysmenetelmän. DYNAGROOVE on huomattavin

# NORWAY

LYTT TIL

## DYNAGROOVE

DEN OPPSIKTSVEKKENDE, KLANGRENE, NYE PLATETYPEN UTVIKLET AV

## RCA VICTOR

stereo- eller mono-Hi-Fi-avspillingsutstyr, enten avspillingen finner sted med stor eller liten styrke, vil De ved avspillingen av en RCA-DYNAGROOVE-plade mer enn noengang tidligere kunne merke hvor nær De lydmessig sett kommer selve originalen; gjengivelsen er forvrengningsfri og helt utrolig klar.

Intet spesielt utstyr er altså nødvendig for DYNAGROOVE-platene for at De skal kunne oppnå en naturtro gjengivelse innen husets 4 vegger. DYNAGROOVE-platene fås både i mono- og stereo-utgave til samme pris som vanlige plater og vil bli markedsført fra begynnelsen av oktober 1963.

Aksjeselskapet NERA, Boks 7033, Homansbyen, Oslo 3, Norway.

RCA VICTORS DYNAGROOVE innspillingsprosess er den mest betydningsfulle forbedringen som er gjort på opptaksteknikkens område siden LP-platene kom på markedet. Enten De har

RCA VICTORS DYNAGROOVE innspillingsprosess er den mest betydningsfulle forbedringen som er gjort på opptaksteknikkens område siden LP-platene kom på markedet. Enten De har

# SWEDEN

LYSSNA OCH JÄMFÖR!

## DYNAGROOVE

DE UTSOKTA NYA SKIVORNA FRÅN

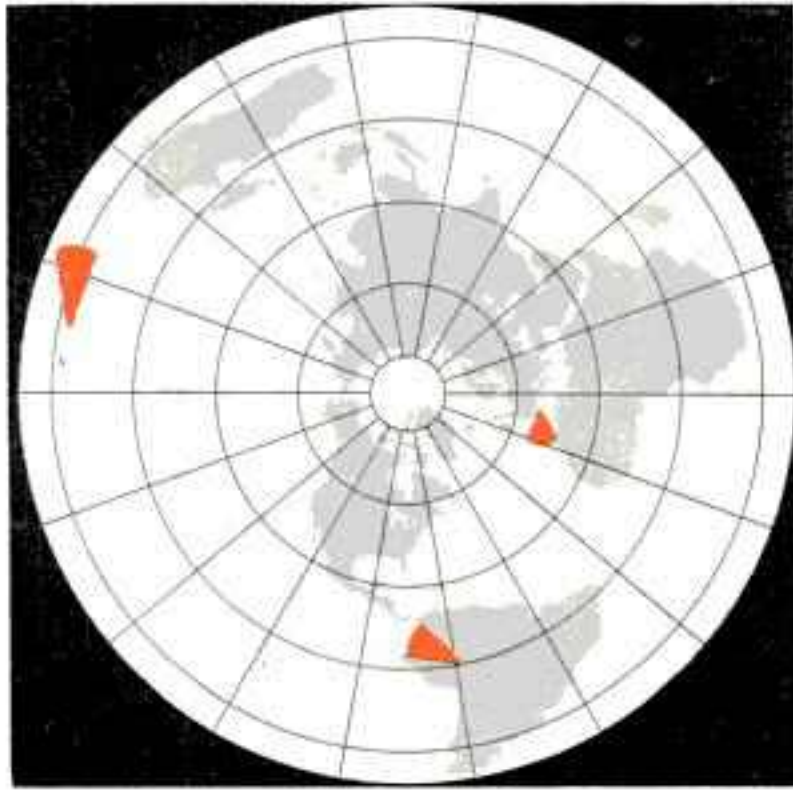
## RCA VICTOR

och orkesteråtergivning, maximal klarhet, en känsla av närvaro med de medverkande artisterna, rikligt dynamiskt omfång och avsaknad av distorsion och bakgrundsljud — i såväl mono- som stereoskivor. Vidare har problemet med ljudförvrängning i skivornas slutspår så gott som helt eliminerats.

DYNAGROOVE är inte någon exklusiv teknisk finess enbart för dyrbara anläggningar och konnässörer utan låter dessa skivornas överlägsenhet komma fullt till sin rätt även på "enkla" grammofoner. Vare sig skivorna spelas med hög eller låg volym kommer den ursprungliga upptagningens klarhet och skönhet fram utan några avkall på kvalitet.

GRAMMOFON AB ELECTRA, Box 150, Solna 1, Sweden. Telephone 82 04 80

DYNAGROOVE systemet — som vi nu presenterar på RCA Victor — är en teknisk fulländning av inspelningsproceduren. Det ger en mängd fördelar: karaktäristisk röst-



RCA VICTOR DYNAGROOVE RECORDS NOW IN...

## NEW ZEALAND

HEAR THEM! COMPARE THEM!

### DYNAGROOVE

THE MAGNIFICENT NEW RECORDS DEVELOPED BY

### RCA VICTOR

UNITED STATES MARINE BAND  
Mono RPL-3391 Stereo RPLS-3391

LEONTYNE PRICE  
Puccini: "Madama Butterfly"  
Mono RSL-3630/1/2 Stereo RSLs 3630/ 1/2.

RADIO CORPORATION OF NEW ZEALAND • Auckland

We take great pleasure in announcing that albums recorded in the new Victor "DYNAGROOVE" system are now available in New Zealand. We are confident that these recordings, with their most dramatic advances in sound quality will be greeted in New Zealand with the same enthusiasm which followed their initial introduction in the U.S.A.

RELEASE DATE — Throughout New Zealand, September 27th.

MARTY GOLD/"Soundpower!"

Mono RPL-3376 Stereo RPLS-3376

DICK SCHORY/"Supercussion"

Mono RPL-3377 Stereo RPLS-3377

BOSTON POPS/FIEDLER: "Jalousie"

Mono RPL-3379 Stereo RPLS-3379

UNITED STATES NAVY BAND

Mono RPL-3392 Stereo RPLS-3392

BOSTON SYMPHONY/ERICH

LEINSDORF

Mahler/"Symphony No. 1 in D"

Mono RSL-3626 Stereo RSLs-3626

## ESPAÑA

¡ESCUCHELOS! ¡COMPARELOS!

### DYNAGROOVE

LOS MAGNIFICOS NUEVOS DISCOS CREADOS POR

### RCA VICTOR

1.964, RCA Española, S.A. lanzará en el fabuloso sistema DYNAGROOVE solamente discos estereofónicos. El programa de lanzamiento está constituido por una estupenda selección de música clásica y ligera.

RCA ESPAÑOLA, S.A. — Torre de Madrid. MADRID-13/ESPAÑA — Teléfono: 248 49 13.

Nos complace anunciar que los discos grabados por el nuevo sistema DYNAGROOVE de la RCA Victor están ya en España. Confiamos en que estos registros, que suponen un espectacular avance en el mundo del sonido, serán acogidos en España con el mismo entusiasmo que en Estados Unidos.

El lanzamiento oficial DYNAGROOVE en España, tendrá lugar el 15 de Noviembre de 1.963. Esta fecha marcará un jalón en la historia de la Industria Fonográfica Española. Durante lo que resta del año 1.963 y gran parte de

## COLOMBIA

ESCUCHELO!! COMPARELO!!

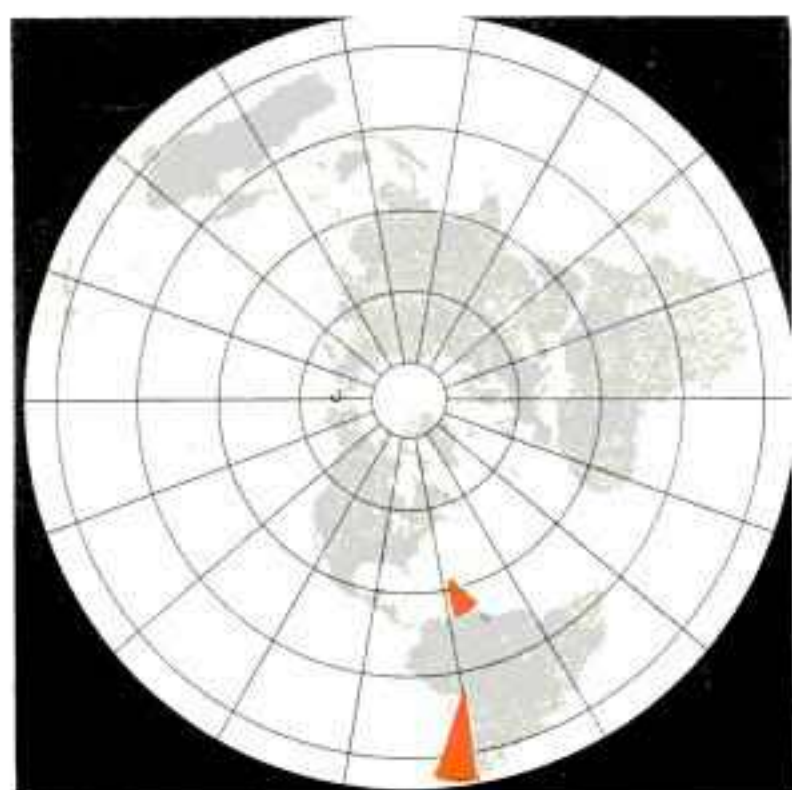
### DYNAGROOVE

EL MAGNIFICO NUEVO SONIDO DESARROLLADO POR

### RCA VICTOR

Tenemos el orgulloso placer de anunciar que álbumes grabados en el nuevo sistema RCA Victor, "DYNAGROOVE," estarán a la venta—en Colombia a partir del próximo 20 de Octubre. Tenemos,—igualmente—, la más firme confianza de que estas grabaciones,—con los más dramáticos y codiciosos avances en la calidad del sonido—, serán recibidas con el mismo cálido entusiasmo con que fueron acogidas al ser inicialmente lanzadas al mercado de los Estados Unidos. Es éste un doble anuncio para nuestros amigos de Colombia: porque decidimos marcar este nuevo hito de la RCA Victor en el campo del sonido, presentándoles en la magia del "DYNAGROOVE" seis álbumes excepcionales: son los LPC-442/LPS-62 "Con Al Hirt en New Orleans," LPC-443 "Cita Sentimental con Peter Nero," LPC-444/LPS-63 "Sid Ramin y su Orquesta con la Música de Hoy," LMC-104/LMS-35 "La Coral de Robert Shaw en DYNAGROOVE," LMC-105 "La Boston Pops en DYNAGROOVE" y LPC-445/LPS-64 "DYNAGROOVE Ciento por Ciento."

Producidos por "INDUSTRIA ELECTRO SONORA LTDA." • "Sonolux" • Medellín • Colombia



RCA VICTOR DYNAGROOVE RECORDS NOW IN...

## PUERTO RICO

¡OIGALOS! ¡COMPARELOS!

### DYNAGROOVE

LOS MAGNIFICOS NUEVOS DISCOS CREADOS POR

### RCA VICTOR

Tenemos gran placer en anunciarles que los nuevos álbumes de larga duración grabados con el nuevo sistema "DYNAGROOVE" de RCA Victor se consiguen ahora en Puerto Rico. Confiamos en que estos discos con su más dramático adelanto en la calidad del sonido serán bienvenidos en Puerto Rico con el mismo entusiasmo que siguió a su introducción inicial en los Estados Unidos.

Un disco "DYNAGROOVE" de la RCA Victor le dará a su equipo estereofónico o de alta fidelidad toda la claridad y belleza de la actuación original completamente libre de distorsiones; le proporcionará un sonido limpio, libre y glorioso nunca antes obtenido en discos.

Los discos RCA Victor son distribuidos en Puerto Rico por:

SPLENDID, INC. • Avda. Fernández Juncos, San Juan, Tel. 723-4095 • Ponce • Mayaguez

## TRINIDAD

HEAR THEM! COMPARE THEM!

### DYNAGROOVE

THE MAGNIFICENT NEW RECORDS DEVELOPED BY

### RCA VICTOR

"We take great pleasure in announcing that the magnificent revolutionary 'DYNAGROOVE' sound on the RCA Victor label is now available in the West Indies. We are confident that these recordings with the most significant advances in sound quality in the last decade will be greeted in the West Indies with the same enthusiasm and appreciation which followed their initial introduction in the U.S.A. We look forward with great anticipation to future recordings made in the exciting new 'DYNAGROOVE' system."

INTERNATIONAL RECORDING COMPANY, Port of Spain

## CHILE

¡ESCUCHELOS! ¡CAMPARELOS!

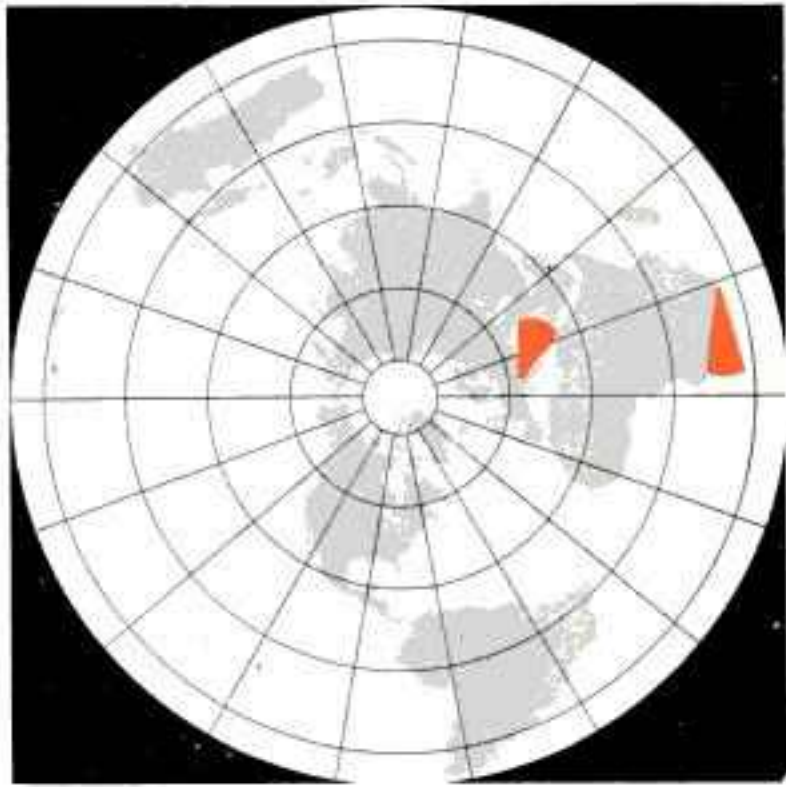
### DYNAGROOVE

LOS MAGNIFICOS NUEVOS DISCOS DESARROLLADOS POR

### RCA VICTOR

"Es con sumo orgullo que comunicamos la presentación en la Argentina y el Uruguay de discos Long-Play grabados con el nuevo sistema "DYNAGROOVE" de RCA Victor. No nos cabe la menor duda de que los verdaderamente dramáticos adelantos técnicos en calidad de sonido, evidenciados en estas grabaciones, serán motivo de la misma cálida acogida y elogiosos comentarios por parte de nuestro público, que merecieron al ser presentados últimamente en los Estados Unidos."

CORPORACION DE RADIO DE CHILE, S.A., Casilla 1407, Santiago, Chile



RCA VICTOR DYNAGROOVE RECORDS NOW IN...

# GREECE

**ΑΚΟΥΣΑΤΕ! ΣΥΓΚΡΙΝΑΤΕ!**  
**ΤΟΥΣ ΝΕΟΥΣ ΘΑΥΜΑΖΙΟΥΣ ΔΙΣΚΟΥΣ**

**DYNAGROOVE**

**ΤΕΛΕΙΟΠΟΙΗΜΕΝΟΙ ΑΠΟ ΤΗΝ**  
**RCA VICTOR**

καταπληκτικό ήχο τους δά γίνουν άσφαλώς ένδουσιασμό όπως και εις τήν 'Αμερική.

- |  |                      |
|--|----------------------|
| LM-LSC 2680 Concerto No. 4 (Beethoven)   | Cliburn-Reiner       |
| LM-LSC 2681 Concerto No. 1 (Tchaikovsky) | Rubinstein-Leinsdorf |
| LM-LSC 2683 Symphony No. 6 (Tchaikovsky) | Münch-Boston Sym.    |
| LM-LSC 2669 Carnaval-Fantasiestücke      | Rubinstein           |
| LM-LSC 2664 The Sound of Ravel           | Münch-Boston Sym.    |
| LPM-LSP 2700 "Twangin" Up a Storm        | Duane Eddy           |

GREEK PHONOGRAPH RECORD HOUSE, Georgios Orphanidis • Athens

Ευχαρίστως αναγγέλλομε ότι οι δίσκοι οι ήχογραφημένοι με τό νέον σύστημα VICTOR DYNAGROOVE δά πωλούνται εις τήν 'Ελλάδα άπό τήν 28ην 'Οκτωβρίου 1963.

Οι δίσκοι αύτοι με τόν

δεκτοί με τόν ίδιο

# TURKEY

**DİNLEYİN! MUKAYESE EDİN!**

**DYNAGROOVE**

**'un GELİSTİRDİĞİ YENİ SAHESER PLAKLAR**  
**RCA VICTOR**

yetle bildiririz.

Leinsdorff, Munch, Reiner gibi ünlü şefier idaresinde Boston ve Chicago Senfoni Orkestraları ile Rubinstein, Van Cliburn gibi Amerika'nın en seçkin icracıları tarafından çalınan Mendelssohn'un 'Bir Yaz Dönümü Gecesi Rüyası' Ravel'in 'Bolero' su, Çaykovski'nin 'Pathétique' senfonisi, Beethoven'ın '4üncü Piyano Konsertosu' ile 'Pastoral' ve 'Eroica' senfonileri, Schumann'ın 'Karnaval' gibi eserlerini bu kolleksiyonda bulabileceksiniz.

Doğrudan doğruya Amerika'dan getirttiğimiz DYNAGROOVE plâkılar ister mono, ister stereo olsun sizlere şimdiye kadar duymadığınız berraklıkta ve konser salonundakine en yakın şekilde müzik dinlemeniz imkânını sağlayacaktır."

MELODİ PLAKLARI Galatasaray, Saka Selim Sokak No. 7 / İstanbul / Tel.: 44 26 36

"RCA Victor'un yeni DYNAGROOVE sistemi ile hazırladığı klâsik musikinin en seçkin eserlerini memleketimiz müzikseverlerine önümüzdeki yılbaşından itibaren sunabilmek fırsatını elde ettiğimizi memnuniyetle bildiririz.

# ISRAEL

**שמע אותם! השווה אותם!**

**DYNAGROOVE**

**תקליטים נהדרים חדשים תוצרת**  
**RCA VICTOR**

- התקליטים ברשימה דלקמן למכירה כעת:
- Puccini: Madame Butterfly (LM/LSC-6160) \* Mahler Symphony No. 1 — Boston Symphony Orchestra — Erich Leinsdorf (LM/LSC-2642) \* Jalousie — and other Favorites in the Latin Flavor — Boston Pops — Arthur Fiedler (LM/LSC-2661) \* This Is My Country — Robert Shaw Chorale (LM/LSC-2662) \* Ravel Bolero — Boston Symphony Orchestra — Charles Munch (LM/LSC-2664) \* Hail the Conquering Nero — Peter Nero (LPM/LSP-2638) \* Soundpower! — Music to the Limits of Audibility — Marty Gold (LPM/LSP-2620) \* The Cascading Voices of the Hugo & Luigi Chorus (LPM/LSP-2641) \* New Thresholds in Sound — Sid Ramin and Orchestra (LPM/LSP-2658) \* Supercussion — Dick Schory's Percussion Pops Orchestra (LPM/LSP-2613).

RCA Records in Israel from Eastronics Ltd., 22 Maze St., Tel. 66890 Tel Aviv.

אנו גאים להודיע שהתקליטים החדשים שהוקלטו בשיטת "דינאגרווב" המהפכנית של ר.סי.אי. ויקטור, נמצאים עתה למכירה בישראל.

אנו בטוחים שתקליטים חדשים ומשוכללים אלה, המהווים התקדמות דרמטית ביותר באיכות הקול, יתקבלו בישראל באותה מידה של התלהבות שליחתה את הופעתם בארה"ב.

# SO. AFRICA

**HEAR THEM! COMPARE THEM!**

**DYNAGROOVE**

**THE MAGNIFICENT NEW RECORDS DEVELOPED BY**  
**RCA VICTOR**

quality will be greeted with great enthusiasm here. One of the most striking qualities of the new DYNAGROOVE recordings is the clarity with which voices and instruments are distinguishable.

The original sound of every performance is projected with startling definition and with wonderful brilliance and clarity. Another feature of DYNAGROOVE records which appeals to music lovers everywhere is the fact that the tone remains full-bodied, even when the volume of the phonograph is turned low. Also, inner-groove distortion is virtually eliminated. Surface noise, too, is absent.

TEAL RECORD COMPANY, O. O. Box 4105, Johannesburg, So. Africa

We are delighted to announce that new RCA Victor DYNAGROOVE albums are now available in South Africa. These records with their spectacular improvement in sound



MOTION PICTURE tie-ins help. In France, Anka worked in "The Longest Day," filmed on location in Normandy.



SWEDISH REHEARSAL was held in an outdoor amphitheater. It was a hot day and the dress was informal.

PAUL ANKA kicks off his round-the-world tour with a personal appearance at New Jersey's Palisades Park.



PALERMO LOVED HIM, as the crowd shot in front of a Sicilian theater indicates.



OLE! Anka makes the scene at Madrid's Plaza de Toros. The Spaniards admired his horsemanship.



IT'S NOT ALL WORK. Anka suns himself on the balcony of his suite at Caracas' Tameruaco Hotel.



RECORD STORES display the artist's material when he comes to town. This photo was taken in Buenos Aires.



TOKYO CROWDS gather along the route Anka takes from the airport to the hotel.



THEATER APPEARANCES are an important part of the tour. Here Anka performs at Soa Paulo's Record Theater.



AUTOGRAPH HOUNDS are the same the world over. Anka embellishes the blouse of a Manila teen-ager.



## International News

• Continued from page 36

rent sensation of Europe, "Drina." After securing the rights from the heir of composer Stanislaw Binicki, Stahl got the tune inserted in a Swedish TV program—the start of considerable interest in it. When Stahl arrived in London, Rogers called UA Vice-President Mike Stewart in New York who sanctioned a considerable advance for the tune. "I gave it to UA because they gave me a guarantee of it being used in a major film," Stahl told Billboard.

During his stay the publishers also bought for Scandinavia the Cliff Richard hit "The Next Time," from Freddie Posor (also for German-speaking countries), Paul and Paula's latest "Back to School," from Fred Jackson of Tin Pan Alley Music, and the new Little Peggy March song "Hello Heartache, Goodbye Love" from Chappells.

### CANADA

## Say Farewell To Len Headley

By WRAY RUTLEDGE

This past week the Canadian record industry men said farewell to one of the most outstanding persons in the industry. Len Headley left RCA Victor where he had been for the past 15 years in a variety of capacities, the last being the vice-president in charge of the record division.

Get well quick goes to Ron Newman, national sales manager of the Phono Disc Corporation.

One of the members of Little Caesar and the Consuls is a shipper at Columbia Records, and one day during a coffee break said member of the group was bitterly complaining that the group had invested some considerable amount of money in the recording session, and as of that date no one, and he meant no one, would give it a listen. Well, from this joint on Charlie Camillari and Bob Martin, the promotion men at Columbia, started with the record and gave it a trial spin with a few of the local deejays and with their appearances at the CNE at CKEY, the record was on its way.

Taylor Campbell, of Capitol Records, off on a two-week trip cross country, and following in his footsteps is Bob Martin, national promotion man for Columbia, and as well as Billboard's correspondent, begins a two-week trek cross country. . . . Barry Nesbitt, of CKFH, reports sellout audience for the Scottish tour featuring Andy Stewart. Barry also infos that he will be returning to the recording scene very shortly with a second Scottish album as well as an album by his alter ego Rodg GaDunc.

### EIRE

## Hold Slim Hope For Dynagroove

By KEN STEWART  
Irish Times, Ltd., Dublin

RCA Victor's newly developed Dynagroove system was launched here via a series of albums including titles by Floyd Cramer, Duane Eddy, Don Gib-

son and Jim Reeves. Impact of Dynagroove figures to be negligible since stereo has yet to make a dent in this market.

The unprecedented invasion of British and American talent continues. At a two-show stint in Dublin's Adelphi, Del Shannon, Gerri and the Pacemakers, Jet Harris, Tony Meehan, Blue Diamonds, Bachelors, Cilla Black and Duffy Power appeared before full houses. Paul Russell, singer and emcee of Telefis Eireann's highly rated "Showband Show," arranged many of this year's tours in his capacity as Irish agent for London-based Starlite Artists.

Leading the current folk music boom are the Clancy Brothers and Tommy Makem, whose albums are selling faster than those of Elvis Presley, Cliff Richard or any other prominent foreign artists. In fact, Irish Record Factors, Ltd., report that demand far exceeds present supplies.

Interest in EP's, usually fairly slow movers, has been stimulated by recent chart entries of Chuck Winter's "Just for You," the Beatles' "Twist and Shout," and big sales of local thrush Maisie McDaniel's "Country Style."

### FRANCE

## Teens Still Key; 707 Is Theirs

By EDDIE ADAMIS  
92 quai du Marechal Joffre  
Courbevoie (Seine)

Barclay Records has created a new label called 707 primarily destined to young talent. The 707 Records label will feature teen rhythms such as the madison, the hully gully, the monkey, etc.

By special agreement with Tamla-Motown-Gordy Records, Little Stevie Wonder's recent U. S. chart topper, "Fingertips," is on the first 707 record marketed. Moreover, Barclay Records will distribute all of Stevie Wonder's recordings in France.

Without neglecting their standard production, the major labels are concentrating all their efforts on teen talents and products. Bob Askloff (Columbia) is out with his second EP comprised exclusively of U. S. titles. "The Monkey" was issued by Major Lance (Columbia) and King Curtis (Capitol). Bel Air Records place their hopes in Patricia Carli and Les Mitoufle. Fontana marketed newcomer Jimmy Frey. Twist Records issued Michel Laurent's second LP. Main title is "Le Pantin."

Week End Records has just signed up twin sisters Les Ruby Baby. Pathe Marconi and Philips complete with two vocal and guitar groups: Les Missiles and Les Lionceaux.

Lee Hallyday is one of the most active and teen-minded a.&r. men. His first success is teen idol Johnny Hallyday. Lee Hallyday has his own group of artists comprised of Eddie Constantine, Les Gam's, Maroessa Dawn, Heidi Bruhl, Les Lionceaux and Maika. He flew to New York October 1. After two days there and five in Oklahoma, he will proceed to Nashville where he will supervise Johnny Hallyday's recording sessions. Among the 16 new songs that he will record, Johnny Hallyday has written four himself



CONFAB: CBS vice-president and European chief Peter de Rougemont, Billboard European director Andre de Vekey and CBS vice-president and general manager Harvey L. Schein enjoy food and conversation at launching of CBS, Germany.

that will be featured in his next film pic. During his U. S. stay, Lee will hire boy and girl dancers from the Peppermint Lounge for the Olympia's next show in February.

### GERMANY

## 'Annie' Gunning For Silver Disk

By CHRISTIAN TOERSLEFF  
48 Uhlenhorster Weg  
Hamburg 22

Some 23,000 LP's of "Annie Get Your Gun," in the Berlin performance with Heidi Bruehl (Philips), were sold three weeks after the premiere.

Hans Georg Michael in Duisburg, one of the greatest dealers in Western Germany, has sold some 10 million records in the past 10 years. . . . Electrola announced Furtwaengler album with six LP's for \$31.25. . . . Singer Willy Hagara changing record company: from Philips to Electrola. . . . The low-priced LP series, Brilliant, by Metronome, is a success. One LP costs \$3.20.

The European premiere of the Gershwin musical "Girl Crazy" in Duesseldorf with Rita Paul in the leading roll was a big success and will later this year tour other cities. Some record companies propose to make records of the stage performance. Rita Paul isn't bound by contract with any record company.

In East Germany 40 million records have been manufactured during the past 10 years. The classic and the pop music account for 48 per cent, the spoken word 4 per cent.

Stanley and Martin Mills, sons of Jack Mills, president of Mills Music, Inc., were in Europe visiting the international branches of Mills Music. . . . Alan Lerner requested 24 LP's of a German version of "My Fair Lady," which Paul Lazare has recorded in Hamburg for Metronome Records. In North and South America, this LP will be distributed by Columbia. The first record in German by the New Christy Minstrels is "Gruen, gruen ist Tennessee."

Herbert von Karajan, chief conductor of the Berliner and Wiener Philharmoniker, got about \$325,000 from Deutsche Grammophon for conducting the nine Beethoven symphonies. . . . In three weeks since the start, 25,000 copies were sold of the new Hoer Zu LP's, manufactured by Electrola and Teldec.

### HUNGARY

## Bartok Rights to Be Discussed

BUDAPEST — Dr. Erich Schulze, general manager of GEMA, visited the Hungarian Performing Right Society, ARTISJUS, to discuss questions of mutual interest, especially the legal status of the heirs of Bela Bartok.

Dr. Schulze said, "Excepting the socialistic States in which the Bartok heirs' interests are safeguarded by the Hungarian society, we came to an agreement with the heirs to represent them—excluding the United States and Canada—for the rest of the world. We have also all hopes that as per 1965 the rights for the latter two countries will also come under GEMA's administration."

### ITALY

## Slate 3 Cast LP's This Season

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

CAM is recording a new original cast LP of "Rugantino" with Ornella Vanoni. Two other new musicals are also expected to pop up with original cast LP's this year—Domenico Modugno's "Tomasso d'Amalfi" and the Erminio Macario-Nino Taranto production of "Masaniello," cast of which includes Miranda Martino. Strangely enough, the lat-

# NEW RELEASES from CHESS

## "Shy Guy"

by  
The Radiants  
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## "Getting to the Point"

b/w

"Happy Feet"  
by  
Dave "Baby" Cortez  
Chess #1874

## "Strange Feeling"

by

Billy Stewart  
Chess #1868

## "Goodbye Mary Ann"

by

The Dells  
Argo #5456

## "Don't cha Know"

by

The Lockets  
Argo #5455

## "Two Sides"

by

Etta James  
Argo #5452

# CHESS

PRODUCING CORP.

2120 S. Michigan Chicago 16, Ill.

ter two are based on the same theme.

Ri-Fi has issued its first Time albums and it will shortly issue the Command and Grand Award labels in albums. Its newest agreement is for distribution of Westminster. . . . Sicilian resort of Taormina will mark four-day closing celebration of RCA's successful summer promotion, September 30-October 4 with two gala nights at end of event. . . . Nino Rota, known until now for his film scores on sound track disks, has composed an opera, "The Lively Squirrel," which will have a radio premiere. . . . Italy may send a San Remo festival troupe to Tokyo for the Olympic Games as a special attraction provided disks houses agree to co-operate.

Brazil's Marina Moran, who made her TV debut here recently, has been signed by Cetra. First disk is in Italian and English. . . . First surfing disk on the lists is Liberty's "Surf City" with Jan and Dean. . . . Primary is pushing Michelino and his new four-step rhythm. . . . New TV show, "The Gossip," features Renata Mauro as singer and emcee. . . . CBS is introducing its artists via a new series of pocket-sized folders. . . . Nini Rosso, Sprint's best selling trumpeter, is now out with a title, "Trumpet Lulaby," dedicated to his new daughter. . . . Columbia, which is looking forward to big news from the Naples Festival with Sergio Bruni, has introduced him in two num-

bers which he first sang on TV's "Dream Fair."

MEXICO

First Disks Issued by DUSA

By OTTO MAYER-SERRA Apartado 8688, Mexico City

DUSA (Discos Universales), the first company established by Deutsche Grammophon in Latin America, started operations this month and issued the latest recordings of the Blue Diamonds,

Los Colombianos and Claude Bolling (Philips), Connie Francis and Richard Chamberlain (MGM), Bert Kaempfert and Freddy (Polydor), as well as many classical LP's from the DGG and Philips catalogs. . . . A new publishing house, Brambila Musical Mexico, with Rogeria Brambila as manager, was established through the fusion of Editorial Brambila and Reimsa. The new company will handle the local catalogs of Brambila and Reimsa, but both companies will handle independently and directly the foreign catalogs they have represented up to now.

The members of the Mexican Society of Authors and Composers elected new presidents: Tata Nacho (executive committee) and Jose Sabre Marroquin (consultive committee). The general director of SACM, Carlos Gomez Barrera, remains on his post. . . . The third convention of the Latin American Federation of Record Producers will be held in Mexico April 13, 14, 15 of 1964. . . . Dr. Walter Betcke, president of the International Federation of Record Producers, and F. M. Stewart, general director of the same, have been invited as guests of honor.

POLAND

Top Secrets Are For Sale—Cheap

By ROMAN WASCHKO Warszawa 22, Glogera

A big price reduction of Polish recordings has been named. However, the price cut only affects disks still in warehouses—and not those already in the shops—so the list of disks due to be sold cheaper is marked top secret.

In 1960, 87,000 Polish disks were sold abroad; in 1961, 164,000; and in 1962 the figure was 350,000. It is expected that by the end of this year 600,000 Polish disks will be exported.

Pagart — the Polish Artists Agency — is currently working on a project for a new International "Dance in the Twentieth Century" Festival. . . . The American ambassador to Poland recently said in Warsaw that in spite of his efforts with the U. S. State Department, it would not be possible for American jazzmen to take part in this autumn's Polish Jazz Jamboree held from October 25-28. The reason given is a shortage of cash.

The Andrzej Trzaskowski jazz group which last year appeared in Washington and at Newport, this year took part in a jazz festival in Lugano, Switzerland. The group also appeared on TV in Rome.

Billboard, August 31, referred to Rumanian pianist Jancy Korossy as a revelation, yet few people are aware that Korossy was first discovered in Poland. He has appeared twice in Poland, and back in 1961 he was the big find of the Jazz Jamboree. Korossy cut several disks in this country, both jazz and pop, and they have been in continuous demand ever since. He also made a series of exclusive recordings for Polish radio which are featured frequently.

SPAIN

'Dame Felicidad' Wins Song Test

By RAUL MATAS 32 Av Jose Antonio Madrid 13

"Dame felicidad" (Free Me) recorded by Enrique Guzman won the holiday song test on a radio show during the summer vacations here.

"Tell Him" is coming up strong in the charts with local renditions by Alberto Cortez, Luis Aguilé, Karina, and Duo Rubam. . . . Andy Russel came back to appear on the Renny Ottolina Show, the famous Venezuelan emcee. . . . Francoise Hardy will perform for the first time in Spain, October 11 in Barcelona. . . . "Devil in Disguise" has local versions by Luis Aguilé, and Rocky Kan. . . . The Elvis Presley hit brought the name of Elvis back in Spain. . . . "Monkey Time" has been aired by DJs here by Major Lance while Tamoure, Loop the Loop and Bossa Nova were the most successful dance rhythms during the summer. . . . Lucho Gatica went back to Mexico after a good season here. . . . RCA sent weekly copies of Billboard to Spanish deejays.

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PHILIPPINES

Filipino Melody In Vale Album

By LIUS Ma. TRINIDAD 264 Escolta, Manila

Jerry Vale's latest single, "Your Love Is Mine (Dahil Sa Iyo)," is an outstanding Philippine melody by Mike Velarde Jr. The single is backed with "Two Different Worlds" (both tunes lifted from Jerry's new Columbia LP which is steadily climbing Billboard's Top 100 LP's chart titled "Language of Love") and was released this week by Mareco, the U. S. record label's licensee in this territory.

Jerry Vale's numerous Philippine friends and admirers fondly remember his last visit here with his wife Rita, when he sang the same song in the vernacular at the Araneta dome coliseum and on radio-television where he received a tremendous ovation.

Vale's inclusion of this beloved Filipino song among the favorite love songs from different nations in his Columbia LP, is bringing him closer to fans in this country. His records have been steady climbers since his recent visit to this country.

All radio and television programs in Manila and provinces are being forbidden from using lottery and gift enterprise schemes was ordered yesterday by Postmaster General Enrico Palomar for violation of the postal law. Among those affected were the "Big Show" over Channel 11, "Silver Swan Show" over Channel 3, and the "Baby O'Brien Show" on the same channel. Palomar ordered Juan Ravela, acting chief of the inspection and investigation division, to create a special unit of postal inspectors to wage a campaign against all forms of lotteries. He pointed out that the only legalized forms of lottery are the Philippine Charity Sweepstakes and the Postal Savings Bank promotional draw.

Eartha Kitt performs at the Araneta Coliseum October 11 to 13.

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# Radio-TV PROGRAMMING

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

## VOX JOX

By GIL FAGGEN



PICTURED ABOVE IS "standard image-building equipment" of CHUM (Toronto). The line-up of visual power, collectively known as the CHUM Chicks, includes left to right, Margo, Clara, Miss Toronto, Lorna and Diana. Bill Ballance, KFWB (Los Angeles)

6 to 9 p.m.-er in ULCA medical center with illness contracted during recent vacation trip to Mexican interior. . . . Meanwhile KFWB's program director **Jim Hawthorne** is confined to bed at home recuperating from a gastric disorder. Jim is expected back at his desk this week.

"Uncle" **Len Ellis**, deejay and indie promoter of WWCA (Gary, Ind.) has inked VeeJay recording artist **Bobby Sisco**.

Latest fall lineup at WBSR (Pensacola, Fla.) includes: **Charlie Capri**, **Byrn Bennick**, **Tommy T.**, **Jim Hughes**, **Sid Young**, **Johnny King** and **Jeff Logan**.

WFAA's farm director **Murray Cox** has moved to the State Fair of Texas where he will broadcast two programs daily throughout the fair. Monday (14) Cox adds another WFAA program to his schedule, a 15-minute early-morning agriculture show, Monday through Saturday.

**Bruce Parsons**, deejay-announcer with the Voice of Germany (Cologne) vacations in the States for a month beginning December 13. Parsons handles a number of program assignments for the North-American Department of Deutsche Welle, including announcing and producing. Parsons, who was formerly with WCTC (New Brunswick, N. J.), WYFI-FM and WBOF (Norfolk), both Virginia, hosts the German outlet's "Jazz Made In Germany."

OH YEAH! Comedian **Timmy Rogers** (right—picture below) clowns with Group W's **Mike Douglas** during Timmie's appearance on the syndied show from KYW-TV Wednesday and Thursday (9-10). The Philips artist was one of the featured performers at Page One Ball on Saturday (12) — auspices of Cleveland Newspaper Guild.

(Continued on page 67)



# WINS, Back on Pop Side, Looks to Heavy Future

By GIL FAGGEN

NEW YORK — The eyes of Madison Avenue and the broadcasting industry are trained on WINS which officially marked its first anniversary Thursday (10) under the Group W (Westinghouse Broadcasting) banner as well as its 39th year of broadcasting.

The past 38 years, though of some consequence in the station's image, do not carry the import of the past 12 months—for it has been during this period the WINS of tomorrow has been determined.

An entirely new management team has been brought in, who in turn added new air personnel and set different schedules for the new operation. Clearly the attempt by all at Group W was to come up with a powerful, winning executive and air team which would build a successful sound and image in a brutally competitive market.

The station ranked among New York's top three and features a predominantly pop music format before being purchased by Group W in July. The station experienced an abrupt format change shortly before the ownership change.

### Rough Problems

Though WINS has experienced some decline in ratings during the past year, it can be



IT SOUNDS LIKE A HIT! A new release is auditioned during a regular Wednesday WINS music meeting. Left to right: Jack Lacy, music director Julian Ross, executive producer Don Luftig and Stan Z. Burns. Another regular music committee member is program manager Dominic Quinn.

attributed to the many problems of take over and reorganization that are still taking place.

The Pulse, a rating service greatly relied upon by ad agencies, has not published a rating in more than four months. The station, however, has reported an increase of 20 to 25 per cent in sales (not including the period of the newspaper strike) over the same period a year ago.

The in-concert approach to the station's most vital commodity, music, manifests itself in combined music selection sessions and a respect for the professionalism of the air personality.

All the music played on WINS is picked by a committee comprised of Program Manager Dom Quinn, Executive Producer Don Luftig, Music Director Julian Ross and at least one deejay. (Deejays sit on the committee on a rotating basis.) A master play list, which is claimed to be the longest in the city (approximately 120 new releases at any given time), is prepared from the records voted in by the panel. No WINS airman is permitted to play any single not specifically on the list. However, each deejay is allowed his own approach to the music on the list and programs his show according to his own personal taste or feel for balance.

It is this wide-range approach which enables Murray (the K's) 7 to 10:30 p.m. "Swingin' Soiree" to have quite a different sound from Pete Myer's 10 a.m. to 1 p.m. segment.

### Music Variety

"Pop music is a many-faceted thing," says Program Manager Dom Quinn. "Our comprehensive play list, combined with the balance provided by contemporary album cuts, 'goldies', standards and others give us the

trait)—station had been playing the softer sounds—is reported looking for several air personalities.

**Georgie Woods** (The Man With the Goods), WDAS stalwart, is getting married October 26 to **Gilda Baxter**. Georgie is one of Philly's top r.&b. deejays. . . . **Frank Costas** parents of a girl, **Jo Anne**. Frank is assistant music director at WMCA (New York).

range we want and entitles us, we believe, to the appellation, New York's only truly popular music station," he said.

"The effectiveness of the music we play is due to the top professionals like Jack Lacey, Stan Z. Burns, in addition to Myers and Kaufman, good deejay talkers who relate to the music," Quinn said.

Group W, which enjoys a reputation second to none for public affairs programming, has brought a successful talk-strip to this market and inaugurated a vigorous schedule of educational, religious and public affairs shows under the supervision of Bert Cowlan, WINS director of community relations.

## WINS 'PM' SHOW TO USE PHONE

NEW YORK — WINS will drop its interview-variety show, "Program PM," in favor of live phones. The TV show, to be titled "Contact-WINS," will be aired 10:30 to midnight, five nights a week and Murray Burnett, currently "Program PM" producer, will be host. Jim Gordon, host of "PM," will rejoin WINS News as featured morning newsmen and outside reporter.

Cowlan and staff rewrite and customize all non-commercial spot announcements distributed to the station from the many civic, cultural and charity organizations serving the Greater New York area. The spots are given the personal touch by the WINS men.

A Group W precept is . . . the most effective public service is that which results in specific action or a change of motivation. WINS aims all of its public service efforts to achieve this end.

Cowlan and other station execs frequently select a cause for a concerted station campaign. Spot announcements are backed up with an audio story on special programs, documentaries and sometimes a costly series of live remotes.

### News Expansion

WINS is making a strong bid for news leadership with a three

(Continued on page 67)

## SEGUE

**Jerry Forman**, known professionally as **Jerry Jaye**, is now spinnin' 'em at WAMS (Wilmington, Del.). . . . **Ed Lowe** scheduled for new nighttime stanza at WBCB (Levittown, Pa.).

**Larry Fineg** joins KCBA-FM (Los Angeles) as the all jazz outlet's 7 to 9 a.m. personality. New station manager for KGLM AM-FM (Los Angeles) is **Alan Fischler**.

**Wes Potter**, formerly assistant program manager WTVO, upped to production manager of Rockford, Ill., TV station.

WFUN's "Night Creature," **Bill Holley**, has left his nighttime show to take over the program director's slot on the Miami station (now they'll call him Ogre). Holley replaces **Bob Gordon** who moves to program director's slot at WCPO (Cincinnati). WFUN air personality and music director **Dick Starr** moves into the 7-11 p.m. slot, Monday through Saturday.

**Bob Welch** joins announcing staff of WQMR (Silver Spring, Md.) from WISN (Milwaukee). . . . **Ben Laurie** joins staff of WFAA (Dallas, Tex.) from staff of KXOL (Ft. Worth). . . . **Pat Patterson** leaves WPTR (Albany, N. Y.) for WGR (Buffalo) and late afternoon show.

**Red McIlvaine** has taken over 6:30 a.m. slot at KHJ (Hollywood) replacing **Bill Calder**, transferred to sister San Francisco station, KFRC.

**Larry Dean** appointed program director of WWIN (Baltimore). . . . **Peri Cousins Harper**, creative production supervisor at WLIB (New York) named program director.

**Jimmy Darin** is newest CKY (Winnipeg) air personality. Jimmy is heard weeknights from 5:30 to 8:30 and Saturdays from 7 to 9 a.m. and noon to 3 p.m.

Station doctor **Mike Joseph** is re-formatting WKMH (De-

## RADIO PROGRAMMING

## P. D. Always Being Put on the Spot

By BILL GAVIN

SAN FRANCISCO—The music director at a top 40 station in a large city holds his job largely by continuing to demonstrate his ability to select the new records that eventually become hits. Every week, when he makes his top pick or discovery, he puts his reputation on the line.

It occasionally happens that even after his station has been playing his pick of the week once an hour for a week, none of the local stores can report any significant sales on it. Should such a thing happen with any degree of regularity, his boss will start looking for a new music director.

One annoying circumstance arises occasionally: a few weeks after a pick has been heavily played and yet has sold little or nothing in the market, it looms up in other cities and becomes a national hit. This is pretty frustrating. Why can't the first station to spot a record's potential break it for a hit?

BECAUSE, IN MOST CASES, the record isn't in the stores. The dealers get customer calls but don't have it. Sometimes they'll try to order it from the distributor and find that he hasn't stocked it. By the time it finally reaches its destination at the retailer point of sale, there may be no further demand for it. The station may have dropped it entirely, figuring that it was a bomb.

This kicks back at the station, too, in the form of listener displeasure. Those who have tried to buy the record, in the belief that it must be important, have their enthusiasm dampened when they find that it isn't available in the stores. Their confidence in the station is shaken. It's un-



fortunate all the way around. Everybody loses.

Who gets blamed? Everybody. The retailer should keep up with what is being picked for air play, and he should have the new items in stock. The distributor should have stock on the floor, ready to move it out to the stores at the first sign of action. The music director should make certain of the record's immediate availability before he picks it. At least, that's the way everyone involved tries to evade the responsibility by blaming someone else.

A closer liaison between the station and the distributor can avoid such situations. Some of the nation's most successful music directors always check with the distributor before picking a record. When will stock be available? If the station goes on the record, will the distributor order it? Will he guarantee an initial allocation to key retailers?

IT HAPPENS OCCASIONALLY that two or three versions of a record will appear almost simultaneously. Which label gets the pick? It is not always the version with the better sound. It is often the version whose distributor is known to be alert and aggressive, and who can be depended upon to get it on the dealers' shelves.

This doesn't necessarily mean that the distributor must guarantee 100 per cent. It should be enough—and usually is—that he will back up the station's confidence in his product by making it quickly available to the dealers if they need it.

Most important distributors follow this kind of a policy. It is hard to understand why all do not. It is a weakness more often encountered in factory owned or controlled branches, where stock is controlled by the national brass, who estimate which of their weekly releases are most likely to be in demand. In such cases, the decision of an important station to pick a left field possibility—something that is not considered by the bosses to be a top plug item—is occasionally ignored by the local branch manager.

Station music directors are becoming more discriminating with picks in relations to practical sales prospects in a local market. It is a trend that merits serious consideration by record people, in improving their co-ordination between promotion and sales.

## Camden Station Bans Cig Ads, Shuffles Up Staff

CAMDEN, N. J.—There have been some sharp changes in programming at city-owned WCAM as the station makes a major bid for new audience and increased ratings.

Doug Warren, newly named general manager, got things off to a roaring start by banning all cigaret advertising on the 1,000-watt outlet claiming that the station would carry no advertising, no matter how financially lucrative, that may possibly result in harm to its listeners.

In a realignment involving WCAM's air personalities, Jerry Blavat—the station's rock and

roll music mentor—was let go (Blavat also has an evening show on WHAT in neighboring Philadelphia) in line with Warren's policy of no rock music. Deejay line-up now includes Jack LaMarr, Bill Deal and Pat Delsi. From 7 p.m. to 1 a.m. the station airs a potpourri of special programs including a live remote hosted by Tom Moorhead from Chubby's a New Jersey night club.

The station is also carrying the complete schedule of University of Pennsylvania football games—the first time a station outside the City of Brotherly Love has done so.

## 'Radio: Survival of the Fittest' Subject of Broadcasting Experts

NEW YORK—A panel of broadcasting experts will be on hand October 23 for the second annual programming seminar to be held at the Hampshire House here under the auspices of Mark Century Corporation, producers of "Radio a la Carte."

"Radio Today: Survival of the Fittest" will be the theme of the seminar which is open to all broadcasters. Registration closes Wednesday and a nominal registration fee will be charged. Mark Century's address is 6 West 57th Street.

Members of the panel will include Jack Thayer, vice-president and general manager of WHK Cleveland, who will speak on "Public Service and Its Use in Gaining Both Audience and Image"; Joe Somerset, vice-

president of Capitol Cities Broadcasting (WROW-AM-FM and WTEN-TV, Albany; WKBW-AM-TV, Buffalo; WCDC-TV, Adams, Mass.; WTVB-TV, Durham, N. C.; WPRO-AM-FM-TV, Providence, R. I., and WPAT-AM-FM, Paterson, N. J.), whose topic will be "The Importance of Consistency in Programming for Today's Radio"; Frank Gay, associate media director of D'Arcy Advertising Company, who will talk on "What the Media Director Looks for in Purchasing in Today's Radio Market"; Robert Eastman, president of Robert Eastman & Company, who will delve into "How the Stations Can Aid Their Representatives in Na- (Continued on page 67)

## Share of Market In Norway Has Not Kept Pace

By ESPEN ERIKSEN

OSLO—While 10 years ago jazz records had a larger share of the total records' sale in Norway than today, the share is smaller but the sales are bigger now, according to Sverre Dahl of Siemens Norge A/S. Since the record import was freed in 1959, the total record market has developed considerably, but more so with pop and classic music than jazz.

Totto Johannesen of Nor-Disc A/S, says that while the interest in jazz has been very slow the last few years, there has been a slight increase recently which he hopes will last.

Two jazz artists are away ahead of everybody else on the Norwegian jazz market: Ella Fitzgerald and Count Basie. Besides these the public go for Duke Ellington, Gerry Mulligan, Stan Getz, Miles Davis and Dave Brubeck.

The best-selling LP jazz records in Norway are these: "Ella in Hollywood," Ella Fitzgerald, Verve; "The Best of Ella," Vol. II, Ella Fitzgerald, Verve; "Sinatra-Basie," Reprise; "Desafinado," Stan Getz-Charlie Byrd, Verve; "Miles Davis at the Carnegie Hall," CBS. Other best-selling jazz LP's include "Ella in Berlin"; "Count Down," by Dave Brubeck (CBS); "Old Folklore in Swedish Modern," Bernt-Arne Wallin (Fontana); "Hobo Flats," Jimmy Smith (Verve); "Charlie Mingus at Town Hall" (UA), and "Money

## PHILCO BACKS 4 TV SPECIALS

NEW YORK—Philco has re-entered the network TV derby with sponsorship of four hour-long specials on ABC-TV. The shows will be carried on 192 stations with commercials to concentrate on TV and stereo lines. Accent will be on the "fall festival of values" theme.

The Festival promotion includes a special offer of a Philco console TV with slat bench, cushion and candlesticks and a stereo promotion involving a stand, two extension speakers and free records. The series represents Philco's first sole sponsorship since the old Philco Playhouse in the early days of TV.

Jungle," the Duke Ellington Trio (UA).

Selling jazz LP records is a very difficult task in Norway, and a total sale of about 500 records is considered very good.

Typical of the slow interest in jazz in Norway is the doubt one of our leading agencies carries these days whether he'll dare to take Erroll Garner to a personal appearance in Oslo this fall. Concerts last year by Ella Fitzgerald and Count Basie were real smashers, but the visit by the Duke Ellington Giants did not pay.

If jazz interest is growing here in Norway, much of the credit should go to the Metropol Jazz Center in Oslo, an institution that has done a lot to increase the jazz interest with visits from Swedish Bengt Hallberg and Dutch Swing College Band last year, to name just a few.

## Up From Ranks Came Mark Olds

(Another in a series about programming leaders.)

NEW YORK—At the helm of the greater majority of radio and television stations is the general manager who has come up through the broadcasting ranks through sales.

Mark Olds, general manager of Group W's New York 50,000 watter WINS, is one of the comparatively few general managers who has come from the ranks of programming. Since 1946 he has worked as announcer, writer, director and engineer (he still holds his first-class ticket) in many stations across the country.

Olds joined KYW Radio in Philadelphia in 1951. When Westinghouse and NBC swapped properties in 1956, Olds moved to Cleveland with

## WCPO, CINCY, TO KICK HOOTS

CINCINNATI—WCPO, the first station in the nation to program folk music around the clock, seven days a week, is reported about to scrap the hoot-enanny in favor of "modern music."

WCPO kicked off its folk formula on July 29 of this year. A switch to pop music would place the station in direct competition with top-rated rocker WSAI.



MARKS OLDS, general manager of WINS radio, listens to playback of one of his editorials. WINS presents a minimum of three editorials per week voiced by Olds.

KYW as program manager. "M.O.," as he is called by his closer associates, was instrumental in the rise of KYW radio to first place in the Cleveland market and a respected position in the broadcasting industry. This success led him in 1959 to WNEW, New York, as program manager.

When Group W bought WINS last July, Olds rejoined the company to helm the company's first New York outlet.

After 17 years of uninterrupted work in radio, he stands out as one of the medium's most ardent enthusiasts and respected spokesmen.

## Minow Gets Post On N.E.T. Board

NEW YORK—Newton N. Minow, former chairman of the Federal Communications Commission, has been elected to the board of directors of National Educational Television.

N.E.T. President John F. White made the announcement Tuesday (8) before representatives of N.E.T.'s 76 affiliated non-commercial stations at a luncheon in the Savoy Hilton Hotel.

Minow is now executive vice-president of Encyclopaedia Britannica, Inc.

# ANN-MARGRET



The pretty bombshell has a torrid set of torch tunes with plenty of sales fire. "Hold Me," "Mr. Wonderful," etc. LPM/LSP-2659

# NORMAN LUBOFF



Massive chorus and mighty orchestra on a profitable musical tour. "The Three Bells," "April in Portugal," 10 more. LPM/LSP-2521

# DICK SCHORY





An exciting change of pace. "The Percussion King" gently swings a sales-bent set with "Lover," "Night Train." LPM/LSP-2738

# MOFFO / FRANCHI



A dream team! Musical romance of the '30s lives again when they sing "Sweethearts," "Indian Love Call," 10 more. LM/LSC-2675

**BIG  
NEWS  
FROM  
RCA VICTOR**

 TM&© The most trusted name in sound 

DECEMBER 28, 1963


# Billboard

IN TWO SECTIONS

SECTION 2

in this section...

1964  
**WHO'S  
WHO**  
in the  
**WORLD  
of MUSIC**



The Third Annual Edition of Billboard's 1964 Who's Who in the World of Music will provide an international showcase for the companies and talent which achieved outstanding commercial or artistic recognition in 1963 . . . and for the publishers, impresarios, promotion men, talent buyers, critics and reviewers who have attained top stature in their field.

**FORMAT**

Billboard's Who's Who will again be in the proven year-round-use design . . . 8½ x 11 bookshelf size—quality coated stock—sturdy long-wear cover—over 200 pages . . . including the well-displayed, quick-reference "Advertisers' Index."

**EDITORIAL CONTENT**

The editorial features supporting this year's theme

of achievement will include many new categories in the related fields of the music-record industry:

- THE WORLD'S TOP RECORDING ARTISTS . . . country by country . . . their hit records, the publishers, the label and personal biographical data.
- THE TOP SELLING U. S. RECORDING ARTISTS OF 1963.
- ALL-TIME U. S. TOP RECORD SELLERS.

- THE WORLD'S TOP MUSIC PUBLISHERS OF 1963 . . . their hit tunes and the artists and labels that produced them.
- THE WORLD'S FOREMOST IMPRESARIOS . . . the top talent managers—both in pop and classical—the talent they manage and the addresses and phone numbers of their international offices.
- THE INDUSTRY'S TOP PROMOTION MEN for records and talent.

THE SPECIAL 1964 PLANNING GUIDE . . . a vital new service never before offered the industry, and one which will make this year's WHO'S WHO one of the most referred to and used "extra service" editions ever issued by Billboard. The scope and variety of the many planning features, calendars and listings in this new section guarantee to make it a never-out-of-reach edition for every member of the industry throughout the entire coming year.

featuring

THE MOST POPULAR  
ARTISTS IN THE WORLD  
IN 1963

INTERNATIONAL  
ARTISTS & TUNES  
THAT BECAME U. S. HITS

ACHIEVEMENTS  
OF THE YEAR IN THE U. S.,  
INCLUDING THE YEAR'S BEST

SINGLES  
TUNES  
COUNTRY MUSIC RECORDS  
RHYTHM & BLUES RECORDS  
MONO LP'S  
STEREO LP'S

ACHIEVEMENTS OF THE YEAR  
AROUND THE WORLD,  
COUNTRY BY COUNTRY,  
INCLUDING THE TOP HITS &  
ACHIEVEMENTS IN EACH

COMPLETE LIST OF  
MILLION-SELLING SINGLES  
AND HALF-MILLION  
SELLING LP'S

- THE WORLD'S TOP TV TALENT BUYERS (including U. S. network contacts).
- LIST OF BILLBOARD'S 1963 #1 AWARD WINNERS.
- THE LEADING NEWSPAPER MUSIC CRITICS, REVIEWERS AND COLUMNISTS.

**IMPORTANT DATES**

Billboard's 1964 Who's Who in the World of Music will be dated December 28, 1963.

Advertising Deadline, November 17, for all material in the New York Office.

Offset printing, no plates needed.

**DISTRIBUTION**

The largest and most powerful worldwide music-record-coin machine industry distribution.

—including all of Billboard's record manufacturer, music publisher and coin machine manufacturer and distributor categories.

—record dealers and chain store buying headquarters accounting for better than 85% of all records sold at retail in the U. S.

—the complete list of "class A" radio station management and disk jockeys, used in year-round promotional efforts of all major record manufacturers, record distributors and record promotion men.

—over 4,000 record company, music publisher and talent handling executives in 1,300 companies throughout the world (not including U. S., its territories and Canada).

**SALES OFFICES**

To place your advertising order, or for further information, contact your regular Billboard office:

NEW YORK, 1564 Broadway, Plaza 7-2800

CHICAGO, 188 W. Randolph, Central 6-9818

HOLLYWOOD, 1520 N. Gower, Hollywood 9-5831

NASHVILLE, 726 16th Ave. So., 615 244-1836

**International Representatives:**

EUROPEAN DIRECTOR, Andre de Vekey, 15 Hanover Square, London W.1. HYde Park 3659

ARGENTINA, Ruben Machado, Lavalle 1783, Buenos Aires

AUSTRALIA, Brian Nebenzahl, 118 William St., P.O. Box 418, North Sydney

CANADA, Wray Rutledge, 77 York St., Toronto, Ontario

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ITALY, Samuel Steinman, Piazza S. Anselmo 1, Rome

MEXICO, Dr. Otto Mayer-Serra, Apartado 8688, Mexico City

PHILIPPINES, Luis Ma Trinidad, 264 Escolta, Manila

PUERTO RICO, Anthony Contreras, 26 Gertrudis St., Santurce

SPAIN, Raul Matas, Av. Jose Antonio 32, Madrid 13

NEW ZEALAND, Fred Gebbie, Box 5051, Auckland

Advertisers in other countries, please contact Billboard, International Headquarters, PETER HEINE, 1564 Broadway, New York, N. Y. 10036. Cables: BILLBOARD NEW-YORK.

# WINS Back on Pop Side; Looks to Heavy Future

• Continued from page 63

major network with a major expansion in news coverage. The station's news department has been increased during the past year from 2 to 15 full-time newsmen.

The station's three short-wave-telephone-equipped news cruisers (a helicopter is on the way) are manned around-the-clock.

"We believe in original news gathering, dug up by men who not only read it well, write it well, but report it well," said Jerry Landay, WINS news director. The station is concentrating on building news personalities to further strengthen the receptability of its news.

WINS kicked off Monday (14) a 30-minute extended local

and national news roundup slotted at 5:30 p.m. which gets the jump on the other Gotham stations airing news reports in depth.

The impact of the station's news concentration has already resulted in a Sigma Delta Chi, "Best Radio Reporting Award" presented six months after the Group W take over.

Today it's good business for a station to become involved in the community it serves. WINS, through a series of community salutes, is showing its awareness in New York's environs such as Yonkers, Long Island, etc.

The station's objectives are summed up this way by General Manager Mark Olds:

"During the past 12 months we have made sweeping changes, added many facets to the operation and greatly expanded our horizons. Our 40th year will be the year of refinement and consolidation," he said.

## VOX JOX

• Continued from page 63

SINATRA's records broken: Lawrence Reilly, president of WTX (West Springfield, Mass.) ordered all Sinatra waxings broken at WTXL and Groton, Conn., sister station WSUB. Reilly's order came in the wake of Sinatra's alleged meet with a mobster at Cal-Neva Lodge.

Bob and Ray, WHN (New York), will make an appearance as part of "What's Going On Here?" group on "The Ed Sullivan Show" Sunday, October 13.

Robert Crose, WICU (Erie, Pa.), reports that their Sunday evening folk music program has received such excellent response that it will be expanded beginning October 20 and will include local folk talent.

Fred Wolk, WXYZ (Detroit) morning personality, will again be featured for the eighth season as commentator for "Championship Bowling" on over 150 TV stations.

## N. J. FM Stations Rocks and Rolls

NEWARK, N. J. — In what may be the first incursion of rock and roll music in the programming of an independent FM station, WHBI-FM here launches a two-hour show featuring familiar old rock and roll records on October 25.

The new show entitled "World's Greatest Oldies" will be aired at 7 p.m. each Friday and is being sponsored by Dealers in Sound Corporation, a 36-store chain of record dealers. The show's host will be 19-year-old Lee Rudnick, a radio-TV major at New York University and music director for the NYU Radio Network.

# 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

**LITTLE JOHNNY TAYLOR**—(Galaxy 203, 8203) "Since I Found a New Love" (Cireco-Escort, BMI) (3:49)

**MANTOVANI MANHATTAN**—(London LL 3328, PS 328 S) "West Side Story"

**ON STAGE**—Marvin Gaye (Tamla 242) "Mojo Hanna" (Jobete, BMI)

**THE WHAM OF THAT MEMPHIS MAN**—Lonnie Mack (Fraternity F 1014) "The Bounce" (Marc-Jean, BMI) (2:05)

**MONGO AT THE VILLAGE GATE**—Mongo Santamaria (Battle BM 6129) "Fatback" (BMI) (5:59)

**CRY BABY AND 11 OTHER HITS**—Garnet Mimms & the Enchanters (United Artists UAL 3305, UAS 6305) "Baby Don't You Weep"

**WASHINGTON SQUARE** — Village Stompers (Epic LN 2478, BN 26078) "The Poet & the Prophet"

### JAZZ

**UGETSU ART BLAKEY'S JAZZ MESSENGERS AT BIRDLAND**—(Riverside RM 464, RS 9464) "Ugetsu" (BMI)

### RELIGIOUS

**BURL IVES AND THE WORLD VISION KOREAN ORPHAN CHOIR SING OF FAITH AND JOY**—(Word WLP 3259) "Abide With Me" (2:42)

### CHRISTMAS

**MUSIC FOR A MERRY CHRISTMAS**—Columbia Chamber Orchestra Rossn-yai (Columbia ML 5911, MS 6511) "What Child Is This" (Greensleeves)

**CHRISTMAS WONDERLAND** — Bert Kaempfert and His Ork. (Decca DL 4441, DL 74441) "Christmas Wonderland" (BMI) (2:39)

**MERRY CHRISTMAS FROM JACKIE WILSON**—(Brunswick BL 54112, BL 754112) "Joy to the World" (2:00)

**TWELVE SONGS OF CHRISTMAS**—Jim Reeves (RCA Victor LPM 2758, LSP 2758) "Blue Christmas" (3:05)

## 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	11
2	4	DON'T THINK TWICE IT'S ALL RIGHT, Peter, Paul & Mary, Warner Bros. 5385	6
3	5	I CAN'T STAY MAD AT YOU, Skeeter Davis, RCA Victor	7
4	3	THAT SUNDAY, THAT SUMMER, Nat King Cole, Capitol 5027	8
5	6	TALK TO ME, Sunny & Sunglows, Tear Drop 3014	7
6	—	WASHINGTON SQUARE, Village Stompers, Epic 9617	5
7	7	MARIA ELENA, Los Indios Tabajaras, RCA Victor 8216	5
8	2	WONDERFUL! WONDERFUL!, Tymes, Parkway 884	10
9	9	THE GRASS IS GREENER, Brenda Lee, Decca 31539	4
10	8	TWO TICKETS TO PARADISE, Brook Benton, Mercury 72177	7
11	18	I'M LEAVING IT UP TO YOU, Dale & Grace, Montel-Michele 921	3
12	19	500 MILES AWAY FROM HOME, Bobby Bare, RCA Victor 8238	3
13	14	SEPTEMBER SONG, Jimmy Durante, Warner Bros. 5382	7
14	13	TREAT MY BABY GOOD, Bobby Darin, Capitol 5019	9
15	12	MORE, Vic Dana, Dolton 81	11
16	16	I'M CONFESSIN' Frank Ifield, Capitol 5032	7
17	17	TWO SIDES (To Every Story), Etta James, Argo 5452	3
18	20	NIGHT LIFE, Rusty Draper, Monument 823	4
19	—	YOUR OTHER LOVE, Connie Francis, MGM 13176	1
20	—	YOUR TEEN-AGE DREAMS, Johnny Mathis, Mercury 72184	2

## YESTERYEAR'S HITS

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

### POP—5 YEARS AGO

October 20, 1958

1. It's All in the Game, T. Edwards, MGM
2. Rock-in' Robin, B. Day, Class
3. Topsy II, C. Cole, Love
4. Bird Dog, Everly Brothers, Cadence
5. It's Only Make Believe, C. Twitty, MGM
6. Susie Darlin', R. Luka, Dot
7. Tears on My Pillow, Little Anthony & the Imperials, End
8. Tom Dooley, Kingston Trio, Capitol
9. Tea for Two Cha-Cha, J. Dorsey, W. Covington, Decca
10. Chanilly Loco, Big Bopper, Mercury

### POP—10 YEARS AGO

October 17, 1953

1. St. George and the Dragonet, S. Fraborg, Capitol
2. Yaya Con Dios, L. Paul-M. Ford, Capitol
3. You, You, You, Ames Brothers, RCA Victor
4. Oh, P. W. Hunt, Capitol
5. Ebb Tide, F. Chacksfield, London
6. Eh Cumpari, J. La Rosa, Cadence
7. Dragnet, R. Anthony, Capitol
8. No Other Love, P. Como, RCA Victor
9. Rags to Riches, T. Bonnett, Columbia
10. Crying in the Chapel, J. Valli, RCA Victor

### RHYTHM & BLUES—5 Years Ago—October 20, 1958

1. Rock-in' Robin, B. Day, Class
2. Tears on My Pillow, Little Anthony & the Imperials, End
3. It's All in the Game, T. Edwards, MGM
4. Win Your Love for Me, S. Cooke, Keen
5. Topsy II, C. Cole, Love

1. Down the Aisle of Love, Quin-Tones, Hunt
2. Hold It, B. Doggett, King
3. It Don't Hurt Anymore, N. Brown, Savoy
4. The Ten Commandments of Love, Harvey & the Moon Glows, Chess
5. I'm Gonna Get My Baby, J. Reed, Yoo Jay

## Fittest Survive

• Continued from page 64

tional Sales," and Mitch Leigh, president of Music Makers Inc., whose topic will be "The Im-

portance of the Commercial Sound of Your Station."

The seminar will begin at 10:30 a.m. and a question and answer and open discussion period will follow the noon luncheon.

# HOT from STACY

On the chart and moving up!

## "GUITARS, GUITARS, GUITARS"

by AL CASEY

Stacy #964

Brand New

## "BYE BYE BABY"

by SUGAR AND THE SPICES

(a sensational all-girl sound)

Stacy #968

Coming!

## "Smorgasbord"

So great you can taste it!

Stacy #970

# STACY

CHICAGO 16, ILL.

## A DOUBLE BARRELED COMEDY BLAST!



## EXPLOSIVE SALES GUARANTEED!

DEALERS: Buy 5, get 1 free on entire Dooto catalog!

## DOOTO RECORDS

9512 SOUTH CENTRAL AVENUE LOS ANGELES 2, CALIFORNIA LOrain 7-2466

## EQUIPMENT NEWSLETTER

## The Big Guy—G.E.—Comes Through Again

NEW YORK—Fresh new ideas ... innovation ... daring. These are the red corpuscles in the home entertainment industry's lifeblood. New-product excitement creates desire, builds new customers.

It's a popularly held conception that the young and small companies are the creative ones, the ones that usually come up with the ideas that bring the excitement into this business. This certainly has been true many times in the past, and we're not inclined to argue about it.

A large number of this year's design innovations and surprises, however, are coming from a sprightly elephant of a company. This is America's fourth largest industrial corporation, General Electric.

GE's moves are often controversial, sometimes damned by the rest of the industry. But it does manage to bring exciting new product ideas to the forefront. The bad ones are conveniently forgotten, the good ones quickly imitated. In 1955, for example, GE started the trend to "portable" TV with a 14-inch set at \$99.95. A few years ago, it introduced the drop-down phono design. More recently, it brought out the first FM stereo table radio.

SOME OF THESE INNOVATIONS have upset the industry—and we're not giving our own opinions of them here—but these new products all started industry trends. Currently GE is scorching the TV field with its 11-inch personal portable at \$99.95, which became a red-hot seller before a single competitor had the chance to put out a similar model.

Surprisingly, when GE's cumbersome wheels grind, products often emerge which look as if they've been designed by people, not committees.

Like any company, GE has made its share of mistakes. But this company's recent track record in trend spotting and trend setting has been quite good. Therefore, it's worth taking a look when it comes up with a couple of new products.

This week's new GE products probably can't be classified as major ones—but they show what can be done by blending imagination with know-how and money.

IN THIS COLUMN in the past we've discussed "non-audiophile components" in versions by Magnavox,



NEW STEREO IDEAS are presented in this room setting by Vladimir Kagan. At the left is GE's production model Music Module system. Custom-designed loveseat at right has stereo speakers built into wings. Television set disappears into coffee table when not in use.

V-M and Webcor. Now GE has come up with a "modular" music system, just about halfway between components and consoles.

In its present form it doesn't look like a mass-market item—because of high price—but if the module concept catches on, it could very well be extended into lower price brackets.

GE's modules are components, all in matching walnut cabinets, designed for mounting on walls, tables, in bookshelves, etc. All leads are color-coded and plugs are mechanically matched to specific outlets, in order not to frighten the most electronically insecure layman. Controls are simple, without multi-function knobs. Everything is completely transistorized.

The modules may be purchased individually or as a set, and here's a real innovation: GE promises the modules will be "open stock," with no year-to-year appearance changes. Here are the various modules, with their prices: Tuner-amplifier with FM stereo and provision for adding GE's remote speakers which

operate through house wiring, \$299.95; stereo tape recorder, in drop-down format (GE's first venture into tape-recorder field, incidentally), \$299.95; automatic drop-down record changer, \$89.95; small speaker system, \$99.95 per pair; larger units, \$119.95.

GE WILL MERCHANDISE the modules through its regular dealers — not through audio component houses. In effect, GE's system opens a new option to the traditional console buyer—with a nod of thanks to the excellent promotion job being done by the component high fidelity manufacturers.

Now let's move down to a lower price field and look at another new product from GE. It could be a miserable flop commercially—but it shows imagination, and we bet it will be a real traffic-builder.

It goes under the rather sexy name of "Pillow Talk," but Doris Day is not included in the package.

It's an attractive portable stereo phono (at \$74.95 suggested list), which will cause most shoppers to do a double-take. In place of the speakers, there's a sofa cushion stored in the lid, with orange corduroy zipper cover. The cushion, slightly parabolic in shape, contains two four-inch stereo speakers, providing a stereo earphone effect when used as a headrest or pillow—without disturbing others who don't wish to listen to the music.

The Pillow Talk phono can also be used as a conventional stereo portable by stuffing the cushion back in the lid and throwing a switch which increases the volume. The pillow's parabolic shape projects the stereo effect.

As we said, there's always a strong possibility that something like this won't sell. But who can resist listening to it in the store?

\* \* \*

Footnote: GE is also encouraging imagination in others. It turned designer Vladimir Kagan loose with some of its products and he came up with some interesting custom-built items for a display at the National Decoration and Design Show in New York.

The most fascinating of these carries the "functional furniture" stereo concept to its logical extreme. It's a "stereo loveseat" in a modern free-form design with stereo speakers mounted in the chair wings. We don't know if the stereo chair will ever be a common item of furniture, but we are somewhat proud that we suggested in a column last August "a deeply upholstered wing chair with stereo speakers concealed in the wings."

Phono-Tape  
MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS  
• EQUIPMENT NEWSLETTER

RCA Victor Sets Drive to  
Push Blank Recording Tape

NEW YORK — RCA Victor has launched a major advertising and merchandising program on its lines of blank recording tape, both in reel-to-reel and cartridge form. Heavy advertising and promotion plans are in the works plus a host of display and point of sale materials. The special deal ties in with the award to buyers of bonuses of S. and H. green stamps.

For Red Seal magnetic recording tape, customers are offered 12 reels for the price of 10. This deal is available on five and seven-inch reels and on RCA's "snapload" blank cartridges. For each 12 reels so ordered, the buyer is given a coupon good for 300 green

stamps, which in turn are redeemable for merchandise through S. and H. redemption centers.

The second deal concerns RCA Vibrant tapes. A 1,200-foot, 1.5-mil acetate tape now carries a new low manufacturer's suggested list of \$2.50 optional with the dealer. For every 12 reels purchased, the buyer also gets a coupon for 300 green stamps.

The third special offer provides a merchandiser for dealer use, making possible the display of an assortment of Red Seal and Vibrant tapes in various sizes. It's a brass-finished, wire counter-top rack with a fold-down, masonite header card and rubber feet and it occupies but one square foot of counter space.

Consumer ad schedules call for insertions in High Fidelity, Modern Photography and Saturday Review, among others. In addition, catalogs, line folders, window streamers and ad mats are available to dealers.

Bel Canto Tape  
Covers Tastes  
In Most Areas

COLUMBUS — Music to please all tastes and greater tape value. That's the keynote to Bel Canto's October release of 13 new tapes, including three twin-pack sets, according to George Duarte, Bel Canto sales chief.

A Mercury twin-pack, titled "Hootenanny," has been produced as a selection of various offerings, specifically for the tape buyer. The production includes a narrator introducing the various artists on the hour-long package. Also included are two tapes offering selections from Mercury's current LP disk series, "Great Music of the Romantic Age."

From Liberty comes a twin-pack known as "The Wonderful World of Si Zentner," which couples on one tape the material from two full length LP's. All twin-packs in the new releases sell for \$9.95.

Duarte said the release has been planned to hit the mark with all musical tastes including country (a collection of original hits); jazz (Ahmad Jamal and Illinois Jacquet); big band (Woody Herman and Si Zentner); folk (the Johnny Mann Singers, Nancy Ames and Jackie DeShannon) and a popular selection, the 20th Fox album of "Marilyn," which consists of selections by the late Marilyn Monroe, culled from sound tracks.

Chamberlin 'Thing'  
Stirs Up Musicians

ONE-MAN BAND: Ernest Van Leeuwen, of Hollywood's Magnetic Recorders, at the keyboard of the Chamberlin Music Master. Instrument has organ-like appearance, but offers sounds of many instruments on pre-recorded tapes.

HOLLYWOOD — This may be the first you've ever heard of the Chamberlin Music Master, but it's certainly not going to be the last. Local 47 of the American Federation of Musicians has already heard of the instrument and has prepared defensive actions with which to combat bistro owners contemplating using the instrument.

The Chamberlin resembles a small organ but can produce most musical instruments, the human voice and sundry sound effects.

The secret lies in the 75 pre-recorded tapes placed in the housing which offer combinations of solo instruments, ac-

companying instruments and rhythmic backing which may be played together by one individual.

The Chamberlin allows one person to sound like a big band by switching from one pre-recorded instrument to another. One side of the keyboard activates tapes used as the solo instrument (guitar, piano, trumpet, trombone), another keyboard activates accompanying instruments (violin, harp, organ, banjo), while foot pedals offer a variety of rhythm played by a bass and drum.

None of the sounds is electronic; they are all true instruments. (Continued on page 72)



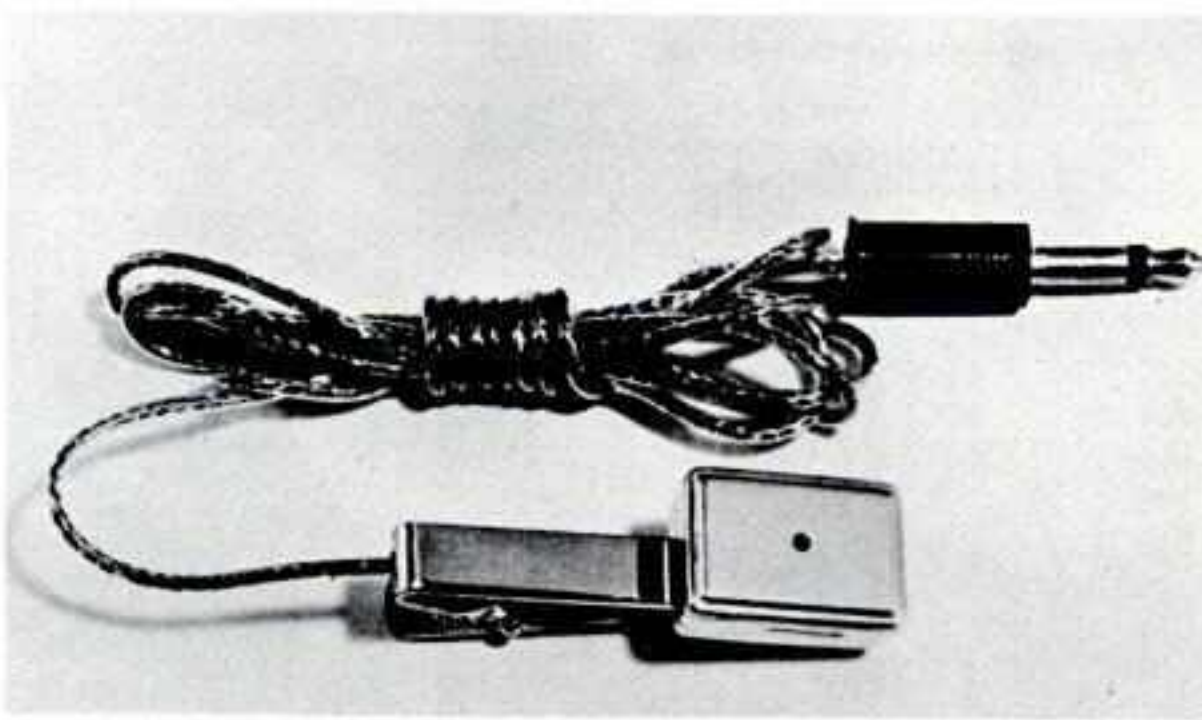


# Epic Issues Four Tapes

NEW YORK—Epic Records has released three new four-track stereo tapes, consisting of one pop and two classical tape sets. The pop tape of the month is "Bobby Hackett Plays the Great Music of Henry Mancini." The LP counterpart was released in August and has since become a strong seller for the label.

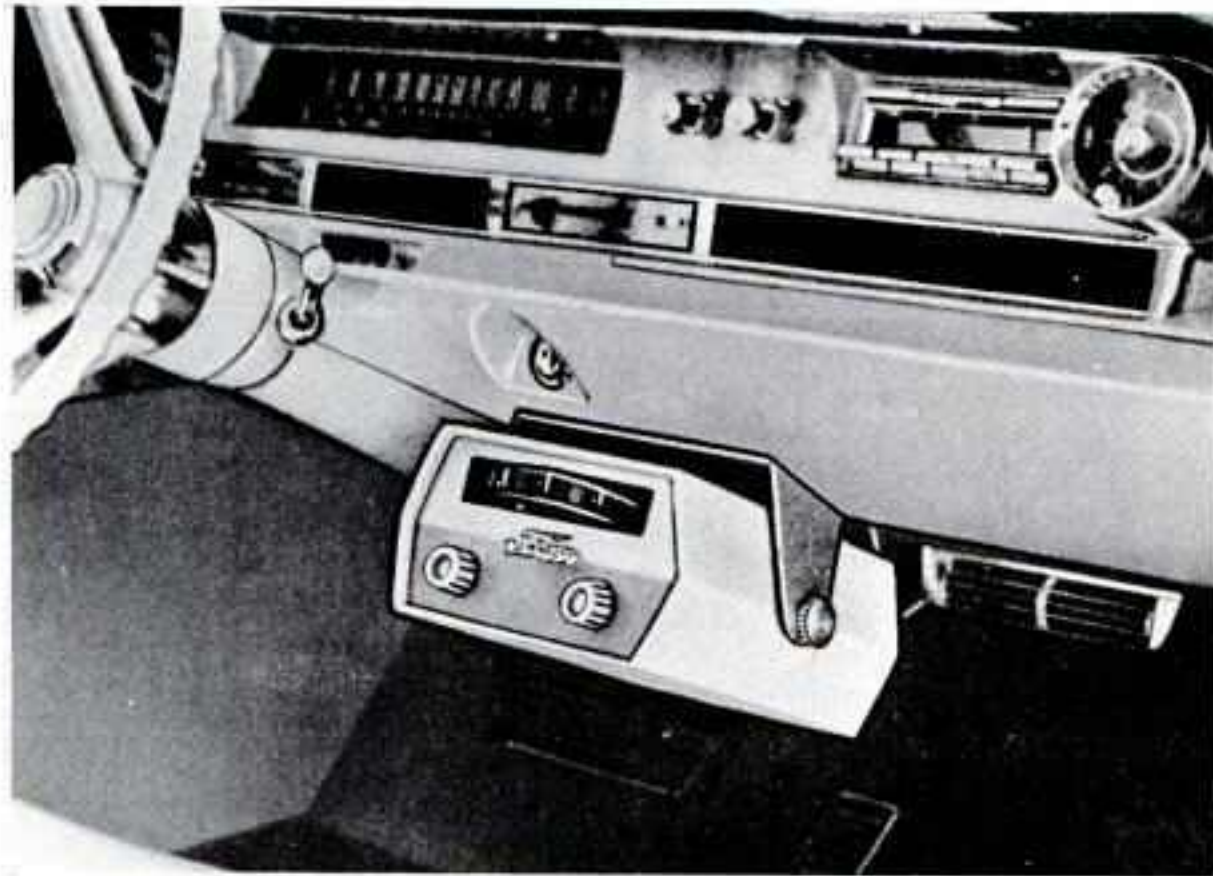
The new classical editions include tapes by George Szell and the Cleveland Orchestra, performing a group of French works by Debussy and Ravel, on the one release, and Beethoven's Ninth Symphony on the other. The latter, which received acclaim when it was released as a two-LP set, features as soloists Adele Addison, Jane Hobson, Richard Lewis and Donald Bell and chorus under the direction of Robert Shaw.

## NEW DEALER PRODUCTS



**CRAIG-PANORAMA** of Los Angeles has brought out what it calls "the sneakiest little gadget since wiretapping" in the form of a miniature, magnetic-type, tie-clasp mike, designed especially for use with any standard tape recorder. Suggested list is \$6.95.

### New Auto Tape Player



**J. HERBERT ORR ENTERPRISES** is marketing an automobile tape playback unit known as OrrTronic's Automate Tapette. The unit plays through the car radio system and operates on any 12-volt power source. Music is furnished on a plastic cartridge, recorded in two bands and controlled by a track selection switch. The unit plays up to a full hour and repeats continuously until shut off. A library of more than 350 albums has already been available from such labels as United Artists, Warner Bros., Bel Canto, Crescendo and others. There is also a wide selection of children's stories available on the cartridges. The unit is also available for marine use. The set retails for \$119.95 plus installation charges of \$7.50 to \$15, depending on the make and model of the car.

## News Briefs...

Donald MacGregor, vice-president in charge of manufacturing for Zenith Radio, has retired from the company, effective October 1. MacGregor, who will continue as a consultant, will be succeeded by Robert S. Alexander, who joins Zenith after serving as vice-president of International Telephone and Telegraph Company, New York. Announcement was made by Zenith President Joseph Wright.

Joel J. Zimmer has been named vice-president of Symphonic Electronic Corporation. He joined the company in 1957 and has served as assistant to the president for the past 18 months. Zimmer's appointment was announced by Bernard H. Lippin, chairman of the board. Also announced is a move of the firm's executive, accounting sales and advertising offices from the present Columbus Circle (New York) headquarters to larger space in the Pfizer Building.

The Revere-Wollensack Division of the 3-M company has announced appointment of two area sales managers to newly created regional sales manager posts. In the consumer products wing, David Gassner has been named Eastern regional sales manager, while H. B. LaGran-

deur assumes the same post for the Western sector.

Robert G. Shortal has joined the public affairs staff of RCA, according to Sid Robards, staff vice-president for news and information. Previously, Shortal had been with Cities Service Oil Company, and United Press International. . . . Lou Burdick, many years a sales exec with Webcor, has rejoined the company as manager of distribution, reporting to Charles Dwyer, vice-president in charge of sales. For the past year Burdick has been product manager for tape recorders at Argus, Inc.

Admiral has named William E. Ross to the newly created post of sales manager for black and white TV, according to A. A. Medica, vice-president, electronics division. Previously, Ross was vice-president, sales, for RCA Victor's distributing branches. . . . Richard Sirinsky has been named Northeastern district manager for video and audio products for Ampex, according to Thomas E. Davis, marketing manager. . . . Leonard Rosenfeld has been promoted to the post of manager of manufacturing for the Jerrold Corporation.

## 3 Tape Plans Offered Dealers

NEW YORK — Pre-recorded tape deals aplenty were circulating last week, with good news for dealers stemming from United Stereo Tapes, Musictapes and a new catalog announced as available for the OrrTronic Tapette cartridge tape player.

UST, which has concuded a special "automatic new release service" deal for subscribers, has announced changes in its discount structure. All automatic new release shipments will now carry a 38 plus 10 per cent deal.

Regular UST purchases will carry special discounts on the basis of quantities ordered. An order of from one to 23 tapes carries the standard 38 per cent; from 24 to 99 tapes, 38 plus 5 per cent, and over 100 tapes, 38 plus 10 per cent. Beyond this, UST is inaugurating a new "Special of the Month" plan, under which there will be three monthly tape specials.

Automatic new release subscribers will get these on a 50 per cent discount and guaranteed sale on the basis of automatic shipments and a minimum of 10 each of each item.

Pete Fabri's Musictapes operation in Chicago is pushing hard on two new sound-track package releases ("Mondo Cane" and "Irma La Douce"), a hot "Hootenanny" album and a series of four Classic-Paks, consisting of four classical recordings, cut on 35-mm. film, to list at \$5.95 each. The program has already been given a heavy ad campaign send-off.

OrrTronics has announced a catalog of 280 albums now available in cartridge form for use with the firm's new Tapette playback unit. These start at \$5.95 for each half-hour tape, and include a \$7.95 tag for one-hour tapes and an \$8.95 price for certain specific items in the catalog.

## Admiral Into Canada

CHICAGO — Admiral Corporation has made a move into the Canadian market. The firm last week announced licensing of Marsland Engineering, Ltd., Waterloo, Ont., to manufacture Admiral's automatic disk changers in the Dominion.

Marsland is building a 55,000-square-foot addition to its plant facilities and plans to tool up shortly for initial production before the end of the year. Canada imported \$12 million worth of changers in the past two years from the United States and an additional quantity from Great Britain.

## PERSONAL

Seventeen-year-old blond Beauty Pageant winner questions "Where Is The Boy." Interested parties, get full details from DIANE RAY, Mercury Record #72195.

### "YOU'RE NO GOOD"

b/w  
"CHAINED TO YOUR LOVE"

by  
Betty Everett  
VJ #566

RECORDS  
1449 S. Michigan Ave.  
Chicago 5, Ill.

DJ's say—Smash!

### "I DON'T CARE"

C 277

THE CHANTS

THE BIG ONES ARE ON CAMEL/PARKWAY

Watch This One!

DEBBIE DOVALE

### "HEY LOVER"

R 4521

ROULETTE RECORDS

1631 B'way, N. Y., N. Y.

ATTENTION, DEE JAYS

Your audience will really like the fabulous Mark V recording

### "BABY PATSY"

Queen of Baby Tunes  
Remember, I told you so

Published by

CARMEN MUSIC CO.  
54 W. Randolph St., Room 700  
Chicago 1, Ill.

RELIABILITY—QUALITY

RECORD PRESSING

Originators of the Patented rim drive, thick-thin type record

RESEARCH CRAFT CO.

1011 NORTH FULLER  
HOLLYWOOD 46, CALIF.

## AN INCREDIBLY USEFUL HANDBOOK A MASTER 45 RPM SPINDLE GUIDE

Listing All Phonographs, Model Numbers and Spindles Used.

A MUST FOR EVERY RECORD DEALER, PHONO DEALER & DISTRIBUTOR.

\$1.98 (pre-paid) send check or M.O. to:

S. GRODER

Box 721  
Freeport, L. I., New York

## EUROTONE

Add year-round profits with a NEW line of International LP's and 45's.

Eurotone International, Ltd.

1733 Broadway  
New York City—CI 6-4724

Some distributor territories open  
Contact: George Curtiss, Pres.

SEND US YOUR TAPE... We do the rest!

COMPLETE SERVICE—ALL SPEEDS, PROCESSING, PRESSINGS, LABELS, MASTERS.

SONGCRAFT

1650 B'way, N.Y.C. 19 (212) CI 7-8177

when answering ads...

Say You Saw It in  
Billboard



**All these artists (and many more) are now recorded on Revere**



## cartridge tapes...new names being added every day!

Some like it hot. Some like it cool. Whatever beat your customers love, the Revere Stereo Tape Cartridge System has it. The music is rich, full stereo . . . and automatic! Jazz . . . popular . . . show tunes . . . classical . . . blues . . . dixieland . . . you name it! The great recording stars and the great recording labels bring you the greatest music on tape—tape that threads, plays and then changes automatically!

**Revere-Wollensak Division 3M**

St. Paul 19, Minnesota



# MAKE THOSE HOLIDAY GIFTS TO YOUR IMPORTANT ACCOUNTS A 52-WEEK REMINDER OF YOUR THOUGHTFULNESS

# GIVE GIFT SUBSCRIPTIONS TO BILLBOARD

The industry's most widely used guide for effective record merchandising

**First Subscription: \$15**  
(may be your own or a gift)

**Each Additional Gift Subscription . . . Only \$12**

To each recipient of your Billboard Gift Subscription, a handsome gift card hand signed in your name will be sent just before the holidays . . . or if you prefer, we will send you the gift cards to sign and forward personally.

**The Perfect Way to Remember and Be Remembered Throughout All of 1964**

# ORDER NOW

### Holiday Gift Order Form

**Billboard**  
2160 Patterson St.  
Cincinnati, Ohio

First Subscription: \$15  
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Payment Enclosed  Please Bill Me

Your Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City, State & Zip Code \_\_\_\_\_

Nature of Business \_\_\_\_\_

Please enter my own subscription  new  renewal

How Gift Cards are to be signed \_\_\_\_\_  
Or . . . check here if you want gift cards sent to you for personal forwarding .

ATTACH YOUR LIST OF NAMES AND ADDRESSES TO WHOM BILLBOARD GIFT SUBSCRIPTIONS ARE BEING GIVEN. PLEASE STATE NATURE OF BUSINESS FOR EACH NAME SO THEY WILL BE IN OUR FILES UNDER THE PROPER CLASSIFICATION . . . AND WHETHER THE SUBSCRIPTION IS NEW OR RENEWAL.

## STATION SERIES PARTY BIG HIT

INDIANAPOLIS—More than 700 fans crowded the seventh annual WFBM World Series party held here October 2. Guests consumed 1,900 hot dogs, 93 cases of beer, 50 gallons of coffee and 1,000 bags of peanuts. While drinking Alka-Seltzer the group was briefed on the series by special WFBM first-day programs direct from Yankee Stadium.

## Prizes Up for Best State, Local Historical Shows

MADISON, Wis.—Prizes of \$500 each will be given to the U. S. radio and television stations which produce the best programs dealing with State or local history during 1963, it was announced by Broadcast Music, Inc. (BMI) and the American Association for State and Local History, co-sponsor of the competition.

In addition to the cash awards, scroll of honorable mention will be presented to those stations which produce program of outstanding quality.

Application blanks may be obtained from the American Association for State and Local History, 151 East Gorham Street, Madison 3, Wis., of BMI, 589 Fifth Avenue, New York 17, N. Y.

Radio Station KOA, Denver, for its program "The Rise and Fall of Doctor John Galen Locke," and WDSU-TV, New Orleans, for its program "The Huey Long Story," were named winners in the 1962 competition. The State Historical Society of Colorado and the Louisiana Landmarks Society, Inc., shared \$1,000 for co-operating in the winning programs.

**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  
**THRIFTOUR PLAN**  
For Exciting Savings at the

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

**modern careers**

... is today's streamlined Navy. Electronics, radar, guided missiles... careers of the future.

**NAVY**

## 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 UNDER \$30

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	7/20/63 Issue	4/20/63 Issue		
1	1	1	Decca	27.5
2	2	2	Masterwork	19.9
3	3	3	Capitol	15.1
4	5	4	RCA Victor	10.1
5	6	5	Symphonic	3.5
6	—	—	Zenith	3.3
			Others	20.6

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

7/20/63 Issue: Voice of Music (V-M) (4).

4/20/63 Issue: Voice of Music (V-M) (6); General Electric (7); Webcor (8); Majorette (8).

## 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.

**PHILIPS**—Expires October 15, 1963. Started August 20, 1963. A 12½ per cent discount on all new releases and catalog.

**LIBERTY**—Expires October 30, 1963. Started August 26, 1963. Ten per cent cash discount off face of invoice for all new release and catalog product except Chipmunk albums. A 100 per cent exchange with product exchangeable after February 1, 1964. One-third payments due 10th of next December, January and February.

**MONUMENT**—Expires October 31, 1963. Started October 1, 1963. "Monument Money-Makers" program on catalog. Buy six albums, get one free.

**PRESTIGE**—Expires October 31, 1963. Started October 1, 1963. Miles Davis (7000 series) catalog items. Buy five, get two free.

**PRESTIGE**—Expires December 31, 1963. Started October 1, 1963. On Prestige (7000 series), Prestige-Folklore, Lively Arts and Tru-Sound labels. A 10 per cent discount.

**MOODSVILLE**—Expires December 31, 1963. Started October 1, 1963. A 25 per cent plus 10 per cent on Moodsville, Swingville, New Jazz, Bluesville, Near East, Irish and Prestige International labels.

**REPRISE**—Expiration indefinite. Started September 1, 1963. A 12½ 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.

**WORD**—Expiration indefinite. Started September 21, 1963. Package offer of 50 albums units selected from 24 best sellers. Free display rack and 90-day deferred billing and full refunds on unsold merchandise at end of 90-day period for dealers.

## Chamberlin 'Thing'

• Continued from page 68

ments playing scales on three-eighth - inch - wide three - track tapes. Each time a key is depressed, the tape is advanced over a playback head and the sound emanates from two side speakers.

In order to play the instrument, which costs \$3,375, one must know a piano keyboard. Both the Chamberlin Instrument Company of Upland, Calif., and its Hollywood distributor, Magnetic Recorders, hope to sell the Music Master to professional musicians and the general public.

According to John Tranchitella, president of Local 47, the instrument is a direct threat to the livelihood of his musicians.

**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 \$11.00  
new only new only

**SPECIAL GROUP RATES**

**FULLY AIR CONDITIONED 21" TV & Hi-Fi in EVERY ROOM**

**GARAGE** adjacent to hotel  
SHOW ROOMS available  
Day-Evening

**ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS**

# MUSIC AS WRITTEN

Continued from page 22

way Records introduced its latest signee, 17-year-old **Bobbe Von**, at a cocktail party on September 18. . . . **The Modern Jazz Quartet** has been set for a Music Guild concert at Carnegie Hall on October 5.

LEONARD MENDLOWITZ

## HOLLYWOOD

The recent Warner Bros.-Reprise merger is responsible for the teaming of **Allan Sherman** and **Debbie Reynolds** on the forthcoming Reprise single, "Sit Down, You're Rocking the Boat." . . . **Mahalia Jackson** has recorded two spiritual songs written by Harpo Marx, with the silent brother playing harp on the disk. . . . **Bob Moering**, Columbia's L. A. promotion man, and his wife Barbara celebrated the birth of their first child, **Michael Christopher**, last week. . . . Film star **James Darren** is the current headliner at the Coconut Grove. Colpix is rushing his "Yum Yum Tree" single into release to coincide with his L. A. booking.

**Audrey Hepburn** has completed her second musical number in "My Fair Lady," currently filming at Warner Bros. Actress sang "Just You Wait, 'Enry 'Iggins" to complete the fifth of the 17 Lerner-Loewe tunes in the film. . . . **Andre Previn**, musical director for "My Fair Lady," has been named musical director for "Dead Ringer" at Warners and will compose original score and conduct the recording orchestra.

Actress **Cara Williams** is being readied for a comedy LP at Warner Bros.-Reprise. . . . Columbia's local promo man, **Bob Moering**, and wife **Barbara** celebrating the birth of their first child, **Michael Christopher**. . . . **Bill Dana**, **Johnny Crawford**, **Trini Lopez** and **Vic Dana** all set to perform on the October 16 "Sam Riddle Special" over KCOP-TV. **ELIOT TIEGEL**

## PHILADELPHIA

Now that all the returns have been added up the Philadelphia Folk Festival, staged last month at the suburban estate of **C. Colket Wilson**, racked up a profit close to \$10,000 for the sponsors—a non-profit folk society. . . . **Doris Walker**, **Leroy Johnson** and **Dolad Lewis** join forces to establish the Langus Music Company. . . . **Tony DeSantis**, who quit Temple University to become road manager for **Frankie Avalon**, is back at college. . . . **Sid Marks**, WHAT-FM disk jockey, is doing the liner notes for **Maynard Ferguson's** new album, "Come Blow Your Horn." . . . Promoter **Harold Leventhal** will present **Bob Dylan** for the first time here in concert at Town Hall on October 25 to further crowd a crowded folk concert calendar next month.

MAURIE H. ORODENKER

## Wilder, Fairburn Teamed In West Coast Pubbery

**VAN NUYS**, Calif. — West Coast deejay **Shane Wilder**, president of Wil-Mar Record Productions, this city, and **Werly Fairburn**, country artist formerly heard on Capitol Records and "Louisiana Hayride," Shreveport, La., have formed Hootenanny Music Publishing Company, with offices at 7310 Woodley Avenue here.

Coincidentally, Fairburn will return to the recording scene, with his first session due soon, produced by Wilder for Stacy Records' new subsidiary label, Hootenanny Records, Chicago.

## Billboard Buyers & Sellers

# CLASSIFIED MART

### DISTRIBUTING SERVICES

#### RECORD DISTRIBUTORS

FOR SALE—100 ASSORTED NEW 45 RPM's. \$8.50; \$77 per 1000. Write Paul V. Lee, Record Distributing Co., 4546 So. Park Drive, Metairie 20, La. no2

**HAYDN SOCIETY RECORDS**  
ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST

Send for current catalog

**ESOTERIC, INCORPORATED**  
P. O. BOX 1799  
HARTFORD, CONN.

National Distributors for  
HAYDN SOCIETY RECORDS

NEW 45'S, \$8 HUNDRED; FEW DUPLICATIONS. New, \$3.98 to \$5.98, mono and stereo. Cut-out and catalogue major LP's, \$1.25 ea. Sample order of 10 sent p.p.d. for \$12.95. Hal Faktor, 4143 W. Armitage Ave., Chicago 39, Ill. CA 7-3722. no9

**WANTED NEW RECORD COMPANIES**  
Send Samples.  
We distribute in  
**PENNSYLVANIA  
NEW JERSEY  
DELAWARE**  
WORLD WIDE RECORD DISTRIBUTING CO.  
1528 North Broad St.  
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POplar 5-1010

### RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

#### PRESSING, PLATING

NO JOB TOO SMALL — QUALITY pressing. Low cost. Special bonus with this ad only. No charge for shipping anywhere in the U. S. or Canada. The House of Wax, 1733 Broadway, N. Y. C. CI 7-2159. np-ap18

#### RECORDING FACILITIES & SUPPLIES

#### PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—Top Notch Talent.  
8 Singers (male-female),  
10 Instruments—Vocal Groups.  
Best, Modern Tape and Disc Equip.  
(AmpeX, Altec, RCA)  
Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$13.00; two Songs, \$23.00 (45 or 78); add. Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar, Violin for \$5.00 each per song.  
WRITE FOR FREE BROCHURE.  
**DEMONSTRATION RECORD COMPANY**  
(Our 10th Year)  
Box 3404, Sta. C Lincoln, Nebraska

when answering ads . . .

Say You Saw It  
In Billboard

### USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

#### MISCELLANEOUS

For Your Copy of  
The Just-Published  
**INTERNATIONAL  
COIN MACHINE  
DIRECTORY**

Write to: **Joe Pace**  
Dept. 525, Billboard  
2160 Patterson St.  
Cincinnati, Ohio, 45214

Price: \$1.00 per copy

### BUSINESS OPPORTUNITIES

#### Brand-New "INTERNATIONAL MUSIC-RECORD DIRECTORY" & "BUYER'S GUIDE"

packed with  
Pages & Pages of  
Names and Addresses  
of Leading U. S.

- Record Mfrs.
- Music Publishers
- Record Distributors
- One-Stops
- Rack-Jobbers
- Coin Machine Mfrs.
- Coin Machine Distrib.
- Parts Suppliers
- Special Services
- Importers & Exporters

Each listing arranged alphabetically and geographically by State.

Only Few Copies  
Left . . . \$1.00  
prepaid! Send request and payment to:  
Billboard  
Joe Pace, Dept. B  
2160 Patterson St.,  
Cincinnati, Ohio 45214

#### "HOW TO GET YOUR SONG RECORDED"

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

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

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

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

Single copy \$2.50. Cash with order. Send check or money order to **Watson-Guptill Publications, Inc.**, 1564 Broadway, New York 10036, N. Y., with this advertisement and your name and address. Copy will be sent postpaid. N. Y. C. residents add 4% sales tax.

FOR SALE—1/2 INTEREST IN PROSPEROUS wholesale business manufacturing phonograph record accessories. Box #517, c/o Billboard, 1564 Broadway, New York, N. Y.

THE COMPANY THAT REALLY GOES after more business can get more business. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed below for your convenience. ch-np

### MISCELLANEOUS

Attention,  
Radio Stations:  
Important Message.

If you need help in securing exactly the right records and albums for your music programming — YOU CAN GET IT FROM RSI.

Over 1800 satisfied station users—and the list grows with every mail. If you have any special record problems, call or write to find out how RSI can help you. No obligation, of course.

RSI

Record Source International  
1564 Broadway, New York 36, N.Y.  
PL 7-2800

SOUND EFFECTS BITS—MORE THAN 30 comedy bits using "stock" sounds. Quick gags and clever time fillers for disc jockeys! \$5. Show-Biz Comedy Service (Dept. BB), 65 Parkway Court, Brooklyn, N. Y., 11235. no2

#### TIMES SQUARE OFFICE SPACE

1560 Broadway  
New York City  
700 sq. ft. to 10,000 sq. ft.  
Air-conditioned, fully modernized, moderate rentals.  
Renting office on premises.  
Phone: H.G. SHEPHERD  
at CI 5-8975

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. **Robert Orben**, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

"20 Years of Record Experience"

**JOE PETRALIA**  
RECORD PROMOTION

Park Sheraton Hotel  
Suite 267 55th St. at 7th Ave.

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#### OFFICE SPACE FOR RENT

Prime Midtown Location  
8700 square feet  
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Centrally air-conditioned  
Acoustical ceiling in parts  
Asphalt tile flooring  
Accessible to all modes of transportation

Unusually Low Rental

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#### HELP WANTED

WANTED—EXPERIENCED MANAGER and Buyer for music department. Must be able to merchandise organs, pianos, instruments, sheet music and records. Send resume stating experience, qualifications and salary range to **Park Eckles**, Eckles Department Store, Dodge City, Kansas. oc26

WANT EXPERIENCED PINBALL AND Music Box Mechanic to relocate. Salary and resume of experience. Reply Box C-BMW 30, c/o Billboard, 2160 Patterson St., Cincinnati 14, Ohio. no2

when answering ads . . .

Say You Saw It  
in Billboard

#### CLASSIFIED RATES

	Per Insertion			
	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
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- 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.  
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 Set regular classified style.  Set boxed classified style.  
 Amount enclosed \_\_\_\_\_  
Copy: \_\_\_\_\_  
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\_\_\_\_\_  
Company Name \_\_\_\_\_ Authorized by \_\_\_\_\_  
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Please enclose your payment. We do not bill for classified ads.

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# MOA Plans Sweeping Internal Changes

CHICAGO—Spurred on by its most successful convention in recent years, Music Operators of America is planning some sweeping internal changes to better represent all segments of the coin machine industry. MOA is embarking on a concerted drive to obtain distributor and manufacturer members in addition to operators already on its rolls.

Lou Casola, MOA's newly elected president, said he hopes to have MOA serve as a voice for the entire industry—not just that of the operators.

Casola said this would provide MOA with a "legislative advantage, not to mention better inter-industry relations."

Part of the proposed internal changes is a new dues structure with separate fees for operators, distributors and manufacturers. Bob Blundred, MOA managing director, said he hopes to have the fee structure ready to present to MOA directors at the association's next board meeting in January.

MOA recently raised its dues, settling on a \$50 fee for all members. The \$50 figure includes \$35 for administrative expenses and \$15 for a legislative fee. Casola noted that MOA now has "a handful of distributor members and no manufacturers. We hope to remedy this as soon as possible," he noted.

### Associate Memberships

In the past, MOA has issued associate memberships to such firms as AMI, Decca and United, but the practice dropped in recent years.

Casola said he thought the operator dues should stay at \$50 but that the distributor fee should be raised to \$100. He said he hadn't thought enough yet about what the manufacturer fee should be.

Presumably MOA officials would meet with manufacturer representatives and solicit their comments before arriving at a decision.

The proposed \$100 distributor fee received a

favorable reaction from Jack Bess, president of the National Coin Machine Distributors Association, when it was mentioned to him at a recent State convention in Charleston, W. Va.

Bess indicated he would confer with other members of his association before making further comment.

Talk of the new dues structure together with efforts to obtain distributor and manufacturer memberships indicates just how dramatically MOA's fortune seems to have changed since the successful September convention.

Prior to that time MOA had serious concern about its very existence. The convention didn't exactly cure all the association's ills in one easy stroke, but it did do a major job toward getting it back on a sound footing.

If MOA is successful in attracting substantial distributor and manufacturer memberships, it could be still another step toward a new tomorrow.

# MOA ISSUES DRAMATIC CALL FOR AID

## MOA to Kick Off Drive for New Members

CHICAGO — Music Operators of America is planning an ambitious membership drive that includes a couple of two-week motorcades throughout the South and West.

In the words of Lou Casola, MOA president, "the only way we can effectively sell the MOA story is to get out and reach the people and tell them what we're doing."

"The average non-MOA member has little or no idea what the association is all about," Casola said. "He may read about MOA in the trade papers—he may even talk about it with his fellow operators or distributors, but when it comes right down to cases, he's still pretty vague."

Casola hopes to remedy all *(Continued on page 90)*

## Coin Machine

### OPERATING

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

## Germans Organize Trade On State-by-State Basis

COLOGNE — Veteran German operators invariably return from survey trips to the U. S. deeply impressed by the U. S. trade's technical resourcefulness, but amazed at the difficulty it has organizing itself.

The German theory is that strong, effective operator organizations depend on grassroots organization; they must be organized from the bottom up—not from the top down.

This is the experience of the German trade, which boasts Europe's most highly organized—and effective—trade associa-

tion, Zentralverband der Organisationen des Deutschen Automaten-Augstellgewerbes (SOA). This central Organization of the *(Continued on page 90)*

## Asks Diskery Help In Celler Bill Fight

• *Continued from page 1*

company representatives to seek a solution that doesn't require operators to lose their exemption and at the same time isn't a burden to the record firms."

Up to now, operators have favored increasing mechanical royalties as the only possible alternative to eliminating the juke box exemption.

The record firms have opposed this for a variety of reasons, not the least of which have been increasing bookkeeping problems and the seeming

inequity of having everyone who buys singles burdened by the increased mechanical payments.

The operators frankly admit they don't know the answer, but they hope a meeting with the record company representatives will provide an alternative that would be acceptable to everyone.

Operators feel that removal of the performance exemption would leave them at the mercy of the licensing agencies.

In their desperation, the MOA *(Continued on page 91)*

## Exports Still on Boffo Climb

NEW YORK—American exports of amusement machines and juke boxes continued their spectacular rise for the sixth successive month this year, as June shipments from the U. S. hit \$3,118,542, substantially more than the \$2,559,438 shipped from this country in June, 1962. The total also topped May exports by nearly \$200,000.

Biggest increase was in the export of new phonographs, with 2,062 units valued at \$1,463,079 leaving U. S. ports. A year earlier some 1,578 new phonos valued at \$1,143,447 were shipped.

While more used juke boxes were shipped this June than in June 1962 (665 vs. 634), the value of these machines declined slightly from \$193,531 to \$163,330.

And while the number of games shipped was down from 5,659 to 4,669, the value of these games increased from \$1,222,460 to \$1,492,133.

The latest figures, issued this week by the U. S. Department of Commerce, indicate that

foreign buyers are willing to pay more for top equipment and most nations, particularly those in Europe, can no longer be regarded as dumping places for obsolete music machines and games.

The big three — Belgium, France and West Germany—continued to be the major buyers of American coin machines, with the United Kingdom in the fourth position.

This pattern hasn't change for more than a year, with Belgium and West Germany alternating for the top spot, and France taking over every now and then.

And Belgium continues to be the major buyer of used juke boxes, while Germany leads in new juke box purchases and France still is the top buyer of games.

While Belgium is still fairly well saturated with games and music, much of the equipment unloaded at Antwerp finds its way all over Europe.

French and German purchases, for the most part, don't leave the country.

## Atlas Names Levin, Jacobs To Posts in Sales, Parts

CHICAGO — Atlas Music Company, Rowe AC Services distributor here, last week named Stan Levin sales manager and Mort Jacobs parts chief.

Levin will head phonograph and game sales of Atlas' domestic and foreign divisions. Jacobs is one of the coin machine pioneers here and recently completed a parts and accessories modernization program for Atlas.

Levin has some 17 years' ex-

perience in the coin machine field. He started with National Coin Machine Company, later went to Empire Coin Machine Exchange, and then started his own firm, All State Coin Machine Company. He is married and has two children.

Jacobs has been with Atlas 20 years. He is responsible for many of the innovations in parts servicing for which Atlas is known. He is married and has a daughter of college age.



STAN LEVIN



MORT JACOBS

## Coin Machine Exports

June 1963

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
Belgium	583	\$ 480,755	272	\$ 66,600	365	\$ 111,881	1,220	\$ 659,236
France	80	70,531	10	4,950	1,059	392,914	1,149	468,395
West Germany	618	376,471	19	5,525	247	79,304	884	461,300
United Kingdom	45	39,838	51	9,745	816	247,295	912	296,878
Switzerland	96	80,049	13	1,245	424	158,752	533	240,046
Canada	144	109,726	1	1,150	500	117,498	645	228,374
Japan	120	76,069	96	23,358	244	73,214	460	172,641
Venezuela	144	64,329	—	—	205	63,739	349	128,068
Italy	50	52,100	8	3,560	281	64,364	339	120,024
Finland	108	83,268	—	—	92	29,086	200	112,354
Bahamas	3	1,600	10	2,000	58	37,306	71	40,906
Lebanon	—	—	3	1,080	54	18,200	57	19,280
Sweden	5	5,535	—	—	35	13,087	40	18,622
Nan Islands	2	2,125	12	2,772	15	10,750	29	15,647
Australia	1	1,075	14	4,200	33	9,732	48	15,007
Other Countries	61	19,608	156	37,145	241	65,011	424	121,764
<b>Totals</b>	<b>2,062</b>	<b>\$1,463,079</b>	<b>665</b>	<b>\$163,330</b>	<b>4,669</b>	<b>\$1,492,133</b>	<b>7,360</b>	<b>\$3,118,542</b>

# Gotham Operators Seek Modification of Decree

NEW YORK — Members of the Music Operators of New York hold their annual dinner meeting and election of officers October 29 at the Skyline Inn here.

On the agenda will be an attempt to get a modification of the consent decree under which MONY is operating. Under terms of the decree, the association may not keep a location list designating which operators have contracts with which locations.

Ben Chicofsky, office manager of the association, pointed out that many storekeepers are

taking advantage of this consent decree by extracting loans from several operators on the same premises.

A modification of the decree would allow MONY to make available to members credit information on location owners and prevent fraud on the part of some location owners.

The ruling would have to be made by the New York State Attorney-General's office.

Also on the agenda is a discussion of the pending federal legislation to remove the performance royalty exemption for juke boxes, and an appraisal of a new location contract form.

# GEORGE MILLER URGES DELAY ON CELLER BILL

WASHINGTON — Rep. Emanuel Celler (D, N. Y.), chairman of the House Judiciary Committee, said he had received a letter from George Miller, former president of the Music Operators of America, asking that the passage of the Celler Bill (which would remove the performance royalty exemption for juke box operators) be delayed. Celler said that Miller wants to set up a meeting between record company manufacturers and music machine interests to discuss alternatives to removal of the exemption.

<p><b>SPECIALS</b></p> <p>25 BOWL-A-RAMAS, 20" size, 8' sections available. WRITE FOR PRICES. 24 A.M.I. L-200, SPECIAL PRICE.</p> <p>50 BALLY FUN-PHONES, complete with tapes, \$165.00 each.</p> <p>6 BALLY DELUXE BOWLERS, 16' lengths, \$750.00 each, shipped.</p>	<p><b>GUNS</b></p> <p>Bonus Gun ..... \$195 C.C. Ray Gun ..... 295 C.C. Long Range Gun ..... 395 Carnival ..... 135 Desert Hunter, new ..... 295 Crusader ..... 225 Genco Circus Gun ..... 225 Rifle ..... 225 Midway Rifle Range ..... 295 Midway Bazooka ..... 195 Pop Gun Circus ..... 225 Polar Hunt ..... 165 Safari Gun ..... 175 Space Glider ..... 325 State Fair ..... 175 Seeburg Bear Gun ..... 165 Seeburg Coon Hunt ..... 165 Titan Gun ..... 250 Un. Sky Raider ..... 225 Vanguard ..... 195 Un. Pirate Gun ..... 225 Bally Gun Smoke ..... 225 Hercules ..... 245 Keeney Sportsman ..... 150 Midway Deluxe ..... 225 Shooting Gallery ..... 225 Midway Shooting Gallery ..... 195</p>	<p><b>LATE SHUFFLES</b></p> <p>Crystal ..... \$585 Dolphin ..... 495 Aviation ..... 450 Viking ..... 545 Sparky ..... 495 Action ..... 475 Caravelle ..... 675 Crest ..... 725 Embassy ..... 425 C.C. Pro ..... 450 C.C. 4 Game ..... 395 C.C. 4 Game ..... 295 C.C.-Red Pin ..... 250 Sunny ..... 325 Big Bonus ..... 325 Un. 3 Way ..... 375 Un. 4 Way ..... 425</p> <p><b>LATE BOWLERS</b></p> <p>Challengers ..... \$450 Pan American ..... 450 Dixie ..... 550 Continental ..... 675 Duchess ..... 575 King Bowler ..... 395 7 Stars ..... 775 Frolic ..... 725</p>
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**M. S. GISSER**  
Sales Manager

**CLEVELAND COIN**  
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2029 PROSPECT AVE. CLEVELAND 15, OHIO  
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# chicago coin

One of America's Oldest Manufacturers of Coin Operated Games ...



Makes the **BIG NEWS** in **PIN GAMES** for '63!

All New, Location Proven, Profit Earning Champ...

2 PLAYER

# Sun Valley

- NEW! SCORE-FRAME HAS STAINLESS STEEL TRIM ON THE FRONT, AND PROTECTIVE METAL CORNERS AT THE BACK to prevent damage during life of game!
- NEW! FRONT HAND-RESTS ARE MADE OF CYCLOC PLASTIC. This is the same material from which telephones are made. It will not tarnish, has long life and remains clean!
- NEW! EXCLUSIVE "LIFT-OUT", SELF-LOCKING PLAY-FIELD! Instant access to interior mechanism! No screws! No levers!
- NUMBER MATCH FEATURE!

NOW AT YOUR CHICAGO COIN DISTRIBUTOR!

SEE AMERICA'S HOTTEST LINE OF COIN OPERATED GAMES

**NEW OFFICIAL "SPARE-LITE"**  
6 player Bowling Game



DIRECTIONAL ARROW "LIGHTS-UP"

**Chrome Plated GUARD RAIL** for Official and Grand Prize Bowlers Now Available!



Attached in minutes. Protects pins, hood and score glass.

New 6-player **STRIKE BALL PUCK BOWLER** WITH "SERVICE-EEZ" TRIP-RELAY BANK.



Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

distinctive new

ROCK-OLA

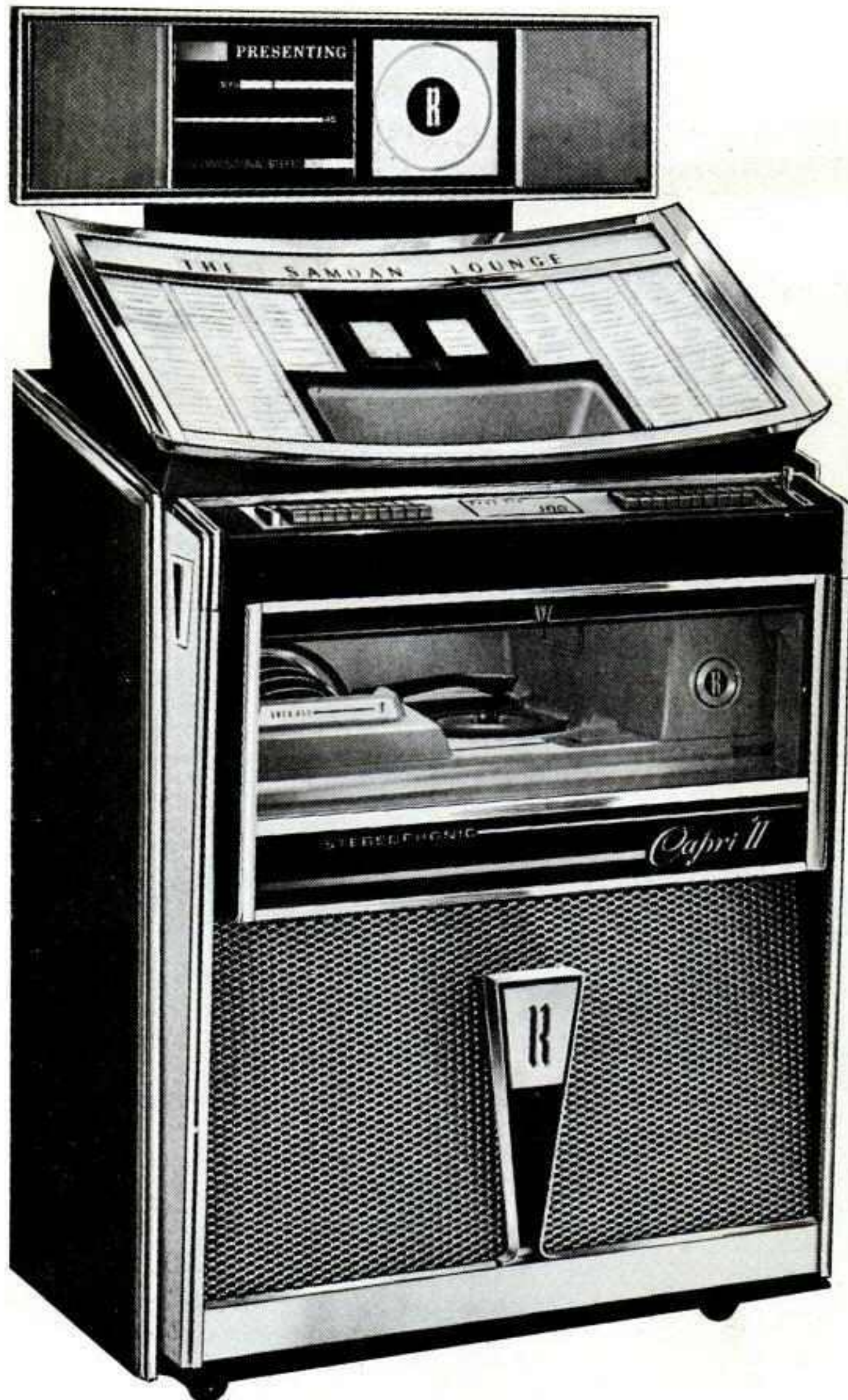
Capri II

100 play stereo monaural phonograph

...now in two exciting models

...with or without

full dimensional stereo!



Model 414S

Again in '64 Rock-Ola brings to the operator the finest in elegant cabinetry craftsmanship. Here is styling that is at once both appealing and unimposing . . . fresh, direct styling that conveys a feeling of richness and quality, in keeping with the richness and quality of the play-building Rock-Ola sound system. Here is engineering and design simplicity unequaled by any other phonograph on the market!

**New and extremely durable cabinet finish**  
New Plastic laminate "Conolite" cabinet finish is extremely stain and mar resistant, easy to keep clean . . . always maintains a beautiful glossy shine.

**Exclusive Rock-Ola Selector Mechanism**  
Fastest selection-to-play cycle available. Coupled with the famous Rock-Ola revolving record magazine, it selects ready for play any record in ten seconds or less! Ends sticky selector coils . . . replaces them with positive-action mechanical selector levers which provide fail-safe selection every play.

**Full Dimensional Stereo Sound (optional)**  
Dramatically achieved by combining perfect stereo cone tweeters, above, with the main unit speakers below, then factory pre-angling them to achieve what we call "beaming the music" . . . providing full dimensional sound whatever the location!

Look to

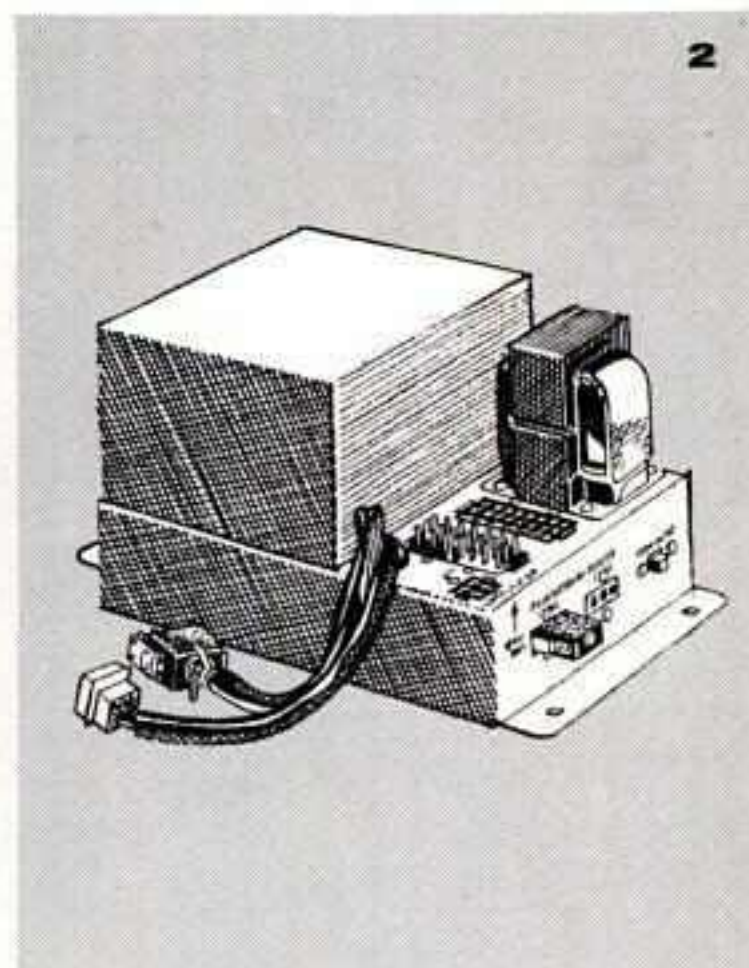
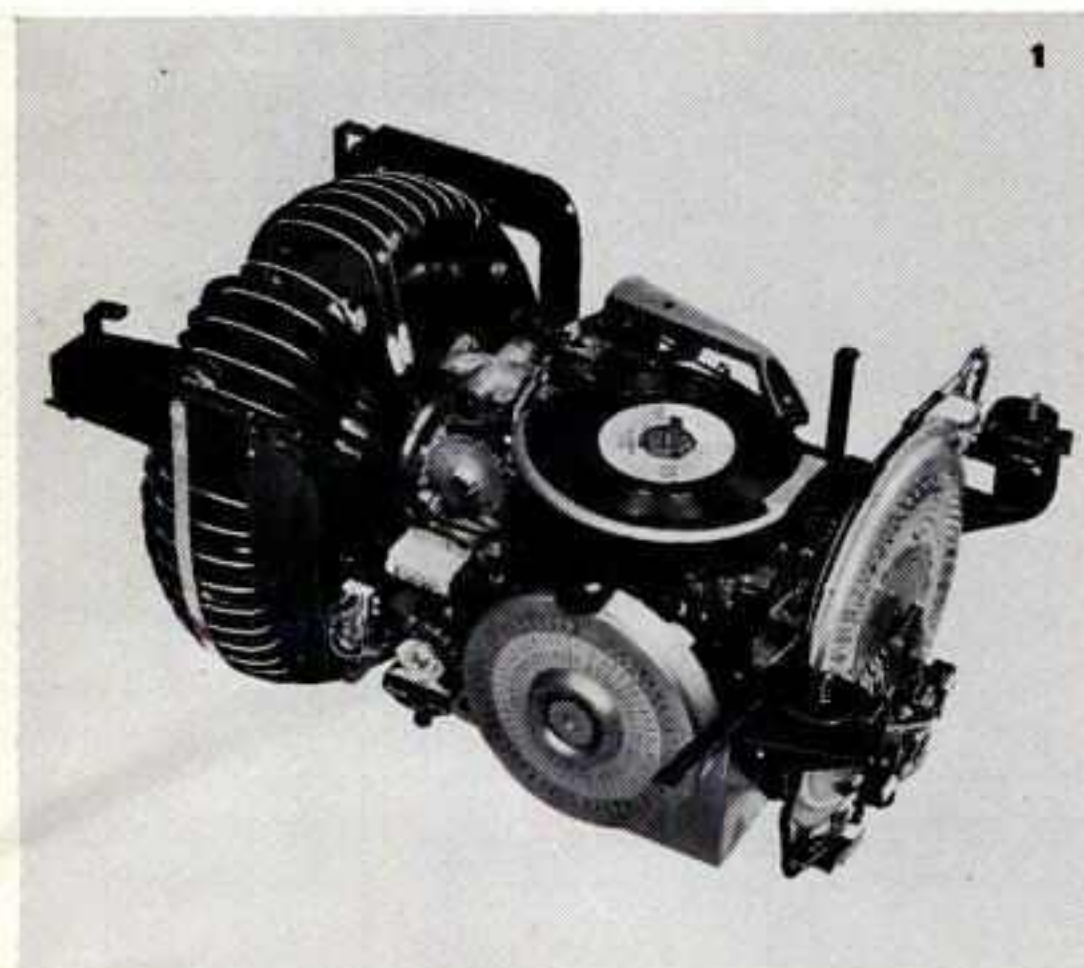
ROCK-OLA

for advanced products for profit

ROCK-OLA Manufacturing Corporation,  
800 North Kedzie Avenue, Chicago 51, Illinois



# with famous ROCK-OLA design simplicity



## 1 Famous Rock-Ola Revolving Record Magazine

Often imitated but never equaled, the famous Rock-Ola revolving record magazine has proved itself dependable through years of trouble-free service for operators around the world!

## 2 New "Common" receiver system

Adapts quickly and easily to both Rhapsody II and Capri II. Ends cost of multi-receiver system inventory.

## 3 New Automatic Rock-Ola "Money-Counter"

Plug-in unit counts nickels, dimes, quarters, half-dollars. Gives exact total of machine receipts. Sealed, tamper proof unit—"totals" reading visible through window.

## 4 Fool-proof two-button selection system

Single plane two-button selection system speeds play. Key switch assembly is isolated from pushbuttons. Eliminates service calls caused by spilled liquids.

## 5 Plug-in-needle cartridge—Snap-in Diamond stylus

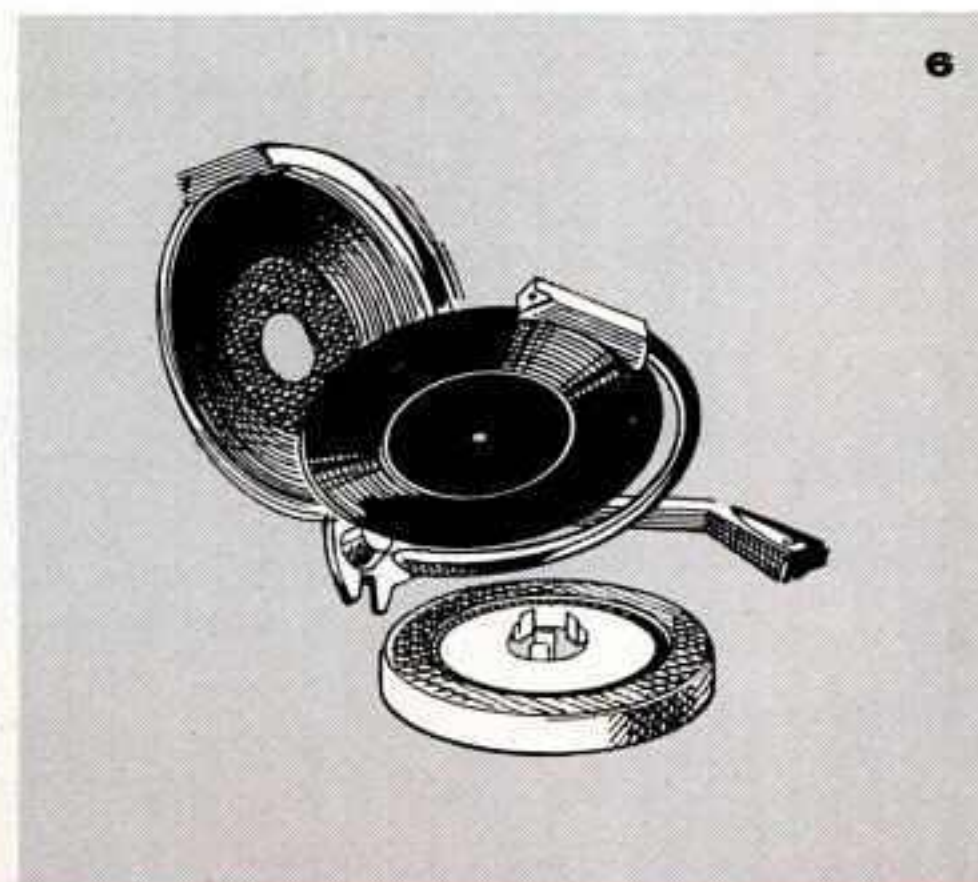
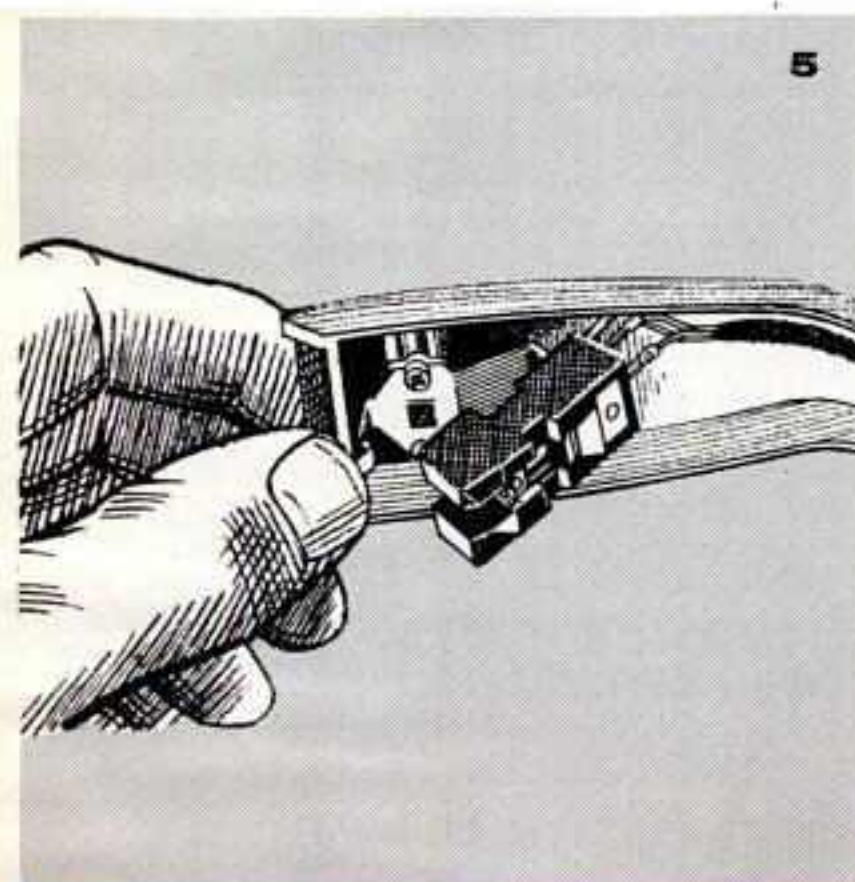
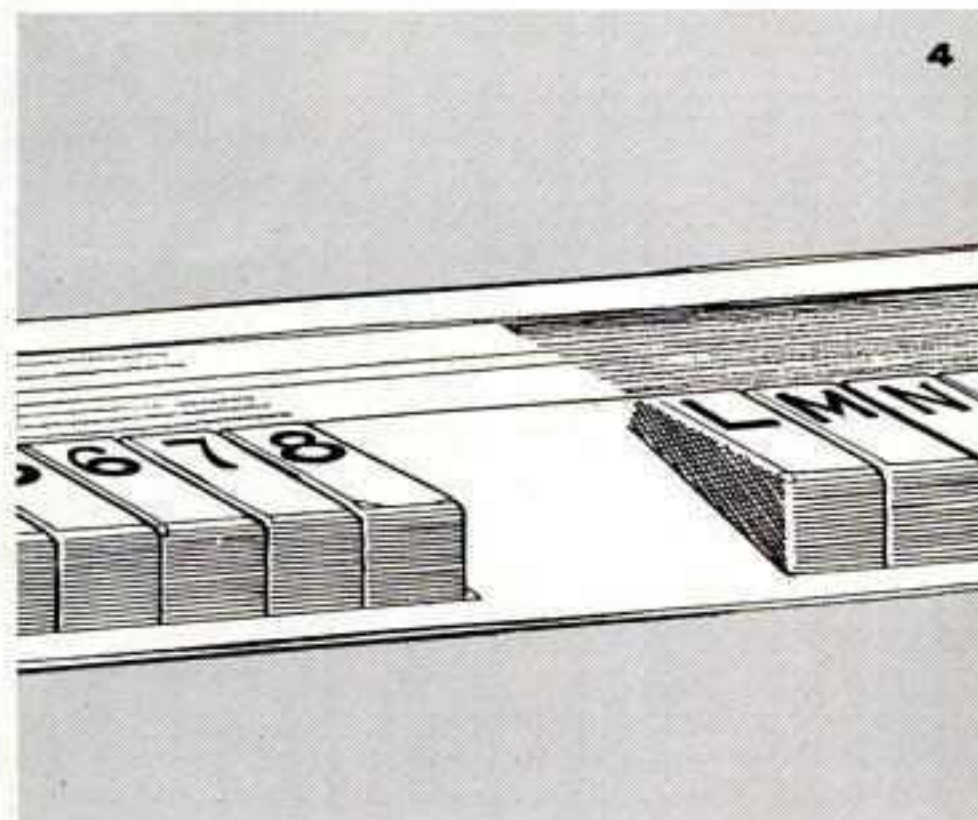
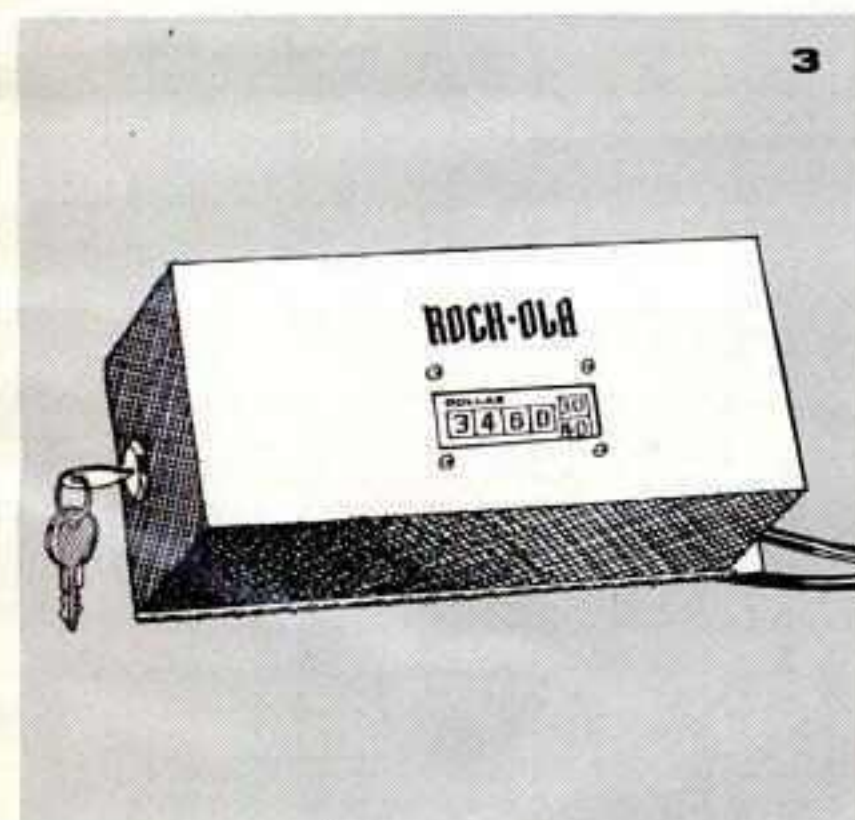
High-compliance astatic stereo cartridge merely plugs in. No wires, no screws, no connections needed. New snap-in diamond stylus eases service problems.

## Feather-touch tone-arm set down

Resistor circuit on gripper arm motor slows action on tone arm for softer set down. Lengthens needle life. Muting delay relay circuit allows tone arm to be muted during set down. Eliminates feed-in groove noise.

## 6 Exclusive Rock-Ola Mech-O-Matic Intermix

Completely automatic changer intermixes 33 $\frac{1}{3}$ , 45 rpm, stereo, monaural records, in any bank, in any sequence. No wires, no micro-switches or electronic aids for changing motor speeds or spindle sizes . . . nothing to break down or repair!



Take advantage of the many big features of the new Rock-Ola Capri II See your Rock-Ola Distributor today.

# Rowe Shows Tropicana Phono



TROPICANA

CHICAGO—Rowe AG Services will be showing a new Rowe-AMI Tropicana juke box to operators throughout the country this week. The machine is available in two cabinet styles—stainless steel and walnut—and can be converted to 200, 160 or 100-selection play.

Rowe AC also introduced a novel induction speaker that functions without wires and an attractive tie-in promotion clock done in the same style motif as the phonograph.

Among features on the phonograph are redesigned mechanism, record magazine, selector and 30-count playmeter, a new record guide that provides easier magazine servicing.

### Merchandising Drive

Jack Harper, Rowe AC president, said a record-breaking sales and merchandising campaign, including complete point-of-sale kits for operators, has been prepared, based upon the "Tropicana" theme and including full-color photos of the juke box taken on stage during a revue at the Tropicana Hotel in Las Vegas.

The location name is accommodated by a distinctive new full-width personalized panel displaying golden amber letters. The letters are inserted in a separate frame installed in the top door.

Service improvements include a new record guide for easier magazine services, especially of warped records, and a new selector system whose buttons will not look down unless the phonograph is turned on and credit established.

### Complete Access

The top door operates on a spring-balance principle similar to an auto hood. Both top and front doors give complete access

## Cinebox Spots Unknown Singer

NEW YORK—Eddie Martin, a 21-year-old artist with no previous recording experience, will be featured in two color film releases for Cinebox, the Italian-made cinema juke box distributed in the U. S. by Cinevision Corporation of America.

The two production numbers will be "Don't Let Me Stop You" and "You Said Good-bye Once Too Often." Both are sung country style.

Cinevision's domestic release schedule has been geared to pop record artists, with Lonnie Sattin and Tommy Leonetti performing in elaborate settings and choreographed numbers.

The Martin release marks the first time that Cinevision is using the medium to expose new talent.



ROWE CLOCK

to the record mechanism, new inside cancel button, lamps, credit unit, stepper, power supply, volume control and slug rejector.

The optional wood-grained front door panel can be easily changed on location in minutes. An intriguing new star pattern color wheel on the top of the phono revolves constantly.

The location clock also introduced by Rowe AC has the same revolving color-wheel and the idea is to invoke a subliminal suggestion to play the phonograph in anyone checking the time.

### Speakers

Stereo sound is self-contained. Low high-frequency speakers

are located on the front of the phonograph, mid-range speakers at both sides. New controls permit base boost with greater clarity in vocal numbers. They also compensate for acoustical differences in the environment.

Upper and lower-frequency ranges are controlled by a new acoustical filter. Tone arm is also redesigned with a magnetic cartridge and a .7 mil diamond stylus as standard equipment.

Other major features include: New improved stepper with separate voltage supply. Silver contacts permit use with any competitive wall box for maximum remote control service.

Easier servicing. Simpler method of unbolting mechanism. Light on top door floods the phonograph interior during servicing. With the top door up, all title racks can be serviced at one time. Inside control for cancel, credit and mechanism switch. Simplified mechanism mounts. All major components can be removed merely by unplugging.

New 30-count playmeter redesigned for easier readability and removable with all pins ca. (Continued on page 79)

## Recent STEREO RELEASES

for Music Operators

### SEEBURG LITTLE LP's

#### Pop Vocal

STEVE LAWRENCE—Song: Everybody Knows... Corat  
THE IMPRESSIONS—The Impressions. ABC-Paramount

#### Pop Instrumental

SAMMY SPEAR—A Little Traveling Music... London

#### Jazz/Rhythm & Blues

OSCAR PETERSON TRIO—Bursting Out With the All Star Band... Verve

#### Country & Western

KITTY WELLS—The Kitty Wells Story... Decca

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 1564 Broadway, New York, N. Y. 10036.

## MUSIC OPERATORS STEREO SERVICE

WE KISS IN THE SHADOW

RSI • ANDY WILLIAMS • STEREO

PEOPLE WILL SAY WE'RE IN LOVE

From Cadence Album "Andy Williams Sings Rodgers and Hammerstein"

ANY PLACE I HANG MY HAT IS HOME

RSI • BARBRA STREISAND • STEREO

LOVER COME BACK TO ME

From Columbia Album "The Second Barbra Streisand Album"

WHERE CAN I GO?

RSI • RAY CHARLES • STEREO

OL' MAN TIME

From ABC-Paramount Album "Ingredients in a Recipe for Soul"

A JAPANESE GARDEN

RSI • FERRANTE & TEICHER • STEREO

APRIL IN PORTUGAL

From United Artists Album "Holiday for Pianos"

THE GOOD LIFE

RSI • KENNY BALL • STEREO

THEME FROM A SUMMER PLACE

From Kapp Album "The Big Ones"

## Columbia Tries New Yule One

NEW YORK—Columbia Records is making a bid for operators' Christmas business with an Andy Williams release of "White Christmas" on a 45 monaural single.

According to Dave Rosner, Columbia's singles merchandising manager, a check of one-stops and operators disclosed that many operators still program ancient copies of "White Christmas" during December because new versions lacked quality and popularity.

Rosner said that a full promotional effort—including television support—will be made on the record. He added that initial orders from one-stops have been excellent.

SILVER SPOTLIGHT SERIES

Designed Exclusively for JUKE BOX PROGRAMMING

UNITED ARTISTS RECORDS

## 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.

MEAN WOMAN BLUES

ROY ORBISON, MONUMENT 824

BLUE BAYOU

FOOLS RUSH IN

RICK NELSON, DECCA 31533

DOWN HOME

SURFER GIRL

BEACH BOYS, CAPITOL 5009

LITTLE DEUCE COUPE

THE GRASS IS GREENER

BRENDA LEE, DECCA 31539

SWEET IMPOSSIBLE YOU

YOU LOST THE SWEETEST BOY

MARY WELLS, MOTOWN 1048

WHAT'S EASY FOR TWO IS SO HARD FOR ONE

NEW MEXICAN ROSE

4 SEASONS, VEE JAY 562

THAT'S THE ONLY WAY

WITCHCRAFT

ELVIS PRESLEY, RCA VICTOR 8243

BOSSA NOVA BABY

YOUR TEEN-AGE DREAMS

JOHNNY MATHIS, MERCURY 72184

COME BACK

CRAZY 'BOUT MY BABY

MARVIN GAYE, TAMLA 54087

CAN I GET A WITNESS

# COINMEN IN THE NEWS

## New York News Briefs

**Meyer Parkoff**, Atlantic-New York boss, is the grandfather of **Seth Robert Parkoff**. Parents are **Steve and Barbara Parkoff**. ... **Mike Munves** is back in his office and showrooms after a three-week vacation, spent with his wife at Hot Springs, Ark. ... **Harry Berger**, U. S. Billiards, sidelined with a virus most of last week, was expected back at his desk soon.

**John Cooper**, Sheldon Sales, Buffalo, was in New York for a few days. Meanwhile, back at the office, **Tome Sams** was preparing for the firm's AMI showings, with **George Klersey**, AMI regional manager, also on hand.

Runyon Sales' **Barney Suger** man is making plans for showing the new AMI Tropicana phonograph to the trade at his New York showrooms Thursday and Friday (17 and 18). **Myron Suger** man, Runyon International, Springfield, N. J., will have had his showings by then, on October 14 and 15. The firm's Connecticut showing is October 16.

**Jack Shawcross**, Rex Billo, Syracuse, is planning a move to larger headquarters by the end of the year. ... **Nick Melone**, American Shuffleboard general manager, is shipping the firm's four-foot by eight-foot tables, while **Sol Lipkin** heads for the South Carolina operators' meeting in Columbia. After the meetings, Sol will attend the Miller-Newmark opening in Grand Rapids, Mich.

**Bert Betti**, Betson Enterprises, held open house marking the second anniversary of the new quarters. Prominent among the array of billiard tables was the new Rock-Ola Rhapsody II phonograph. ... **Art Daddis**, Irving Kaye Company, back off the road, is shipping the Mark I, II and IV pool tables this week. **Howard Kaye** promises that the Mark V's will be shipping within two weeks. ... **Paul Kotler**, National Shuffleboard general manager, is expected back in his office after a road trip.

DENIS HYLAND

### Boston Bits

**Irv Margold**, Trimount Sales general manager, held the showing of the new AMI Tropicana in Boston October 12. The event was marked by a cocktail party at the Hotel Statler there.

**Bob Jones**, Redd Distributing, spends every Wednesday, Thursday and Friday on the road touting the firm's pin games. He claims that the Chicago Coin Sun Valley, Add-A-Ball and Free Play are getting heavy action as are Bally's 4-player, 3-In-Line and Spinner. Bob passes along word also that **Stanley Skop**, Skop Bros. Amusements in Westfield, recently became the father of a son.

**Si Redd** sends word on the outdoor box cabinet for music machines which was developed by **Tom Libbey** of Libbey Music and Distributing. The box enables operators to leave the phonograph outdoors yet offers

it protection from the elements without muffling or distorting the sound.

### Atlanta Action

**William Buford**, Peach State Distributing, has produced a new catalog for billiard equipment and supplies. 16-page book features everything needed by pool table operators. The catalog offers close to 1,000 items capable of supplying a complete modern pool room. Buford is making the catalogs

available to any operator in the country.

**Flora Kennerly**, Sparks Specialty, attended the South Carolina Operators' meeting last weekend at Columbia. Sparks recently held its showing to operators of the new AMI phonograph. More than 120 operators and their wives were present, as were **Jack Dunwoody** and **George McCalvin** from the factory. On hand representing Sparks were **Flora Kennerly**, **D. H. Fisher**, **Jack Harris** and **J. D. Sheely**.

## Tropicana Phono

Continued from page 78

pable of being re-set at once.

Amplifier is accessible from rear door. Three pre-amp tubes have been eliminated and circuitry simplified with no sacrifice in performance.

New non-playing record indicator, automatically, synchronized with mechanism, has been newly designed and relocated for greater readability.

# ATLAS MUSIC COMPANY

2122 N. Western Avenue

Chicago 47, Ill.

Area Code (312) Armitage 6-5005

Invites you to see

THE ALL-NEW

# ROWE AMI TROPICANA

and listen to

THE EXCITING WORLD OF BIG-TIME ENTERTAINMENT IN STEREO ROUND\*



\*Pat. pending

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286 N.W. 29th St. Miami 37, Florida

60 Riverside Ave. Jacksonville 4, Fla.

207 West Tass Tampa, Fla.

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## ZIG-ZAG

Counter Game

5-ball play. 1¢-5¢-10¢ play. Size 12"x17"x2 1/2". In line scoring, high scoring. All natural wood cabinet.

\$49.50



## SHUFFLEBOARD SCOREBOARDS

Coin operated. 15, 21 and/or 50 points (Horsecollar). 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  
48" Cues ..... \$ 1.50 ea.  
57" Cues ..... \$1.95 ea./ 28 1.50 ea.  
37" 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, Seebury & A.M.I. Write for literature.

1/2 Deposit, Balance C.O.D. or S.D.

## MARVEL Manufacturing Co.

2848 W. Fullerton Ave. Chicago 47, Ill. Phone: Dickens 2-2424

## WILL ARRIVE IN EUROPE ON OCTOBER 14th!

**BILL WITSON**  
Sales Mgr.  
**SCOTT CROSSE CO.**  
1732 Fairmount Ave.  
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will have a complete list of all types of coin-operated equipment ready for shipment at best possible prices.

### ITINERARY

Oct. 14-17 LONDON Cumberland Hotel  
Oct. 17-20 MILAN Carlton Hotel  
Oct. 20-24 FRANKFURT, Frankfurt International  
Oct. 24-25 HAMBURG Atlantic Hotel  
Oct. 25-28 PARIS Claridge Hotel

Leave your company name at hotel listed above for personal visit.



**J. H. KEENEY** began shipments last week on **Poker Face**, new pinball game introduced by the firm at the recent Music Operators of America convention. Replays can be scored by high poker hands or high score.



**ACTIVE'S THE CHOICE FOR  
THE LOWEST PRICES and  
BEST EQUIPMENT ALWAYS**

Exclusive Gottlieb and Rock-Ola Distributor for Eastern  
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on JOE ASH ALL WAYS

## Sol Lipkin on the Road to Promote Use of Long Alleys

COLUMBIA, S. C.—Sol Lipkin, sales manager of the American Shuffleboard Company, Union City, N. J., was on hand for the annual convention of the South Carolina Coin Machine Association at the Wade Hampton Hotel here Saturday and Sunday (12 and 13). Lipkin displayed the new ASC line in

the booth of his local distributor, the Sparks Specialty Company.

ASC is conducting a U. S. and Canadian drive to promote use of the long alleys. Before the South Carolina convention, Lipkin was in charge of the firm's exhibit at the National Recreation Conference in St. Louis.

He recently completed a Canadian trip with Montreal and Toronto meetings with the staff of the R. C. Gilchrist Company, ASC's Canadian distributor.

Lipkin told Gilchrist staff members how to organize league and tournament play, how to meet installation problems, and how to promote shuffleboards locally.

Gilchrist personnel at the Montreal meeting included President A. Cardinal, A. Drapeau, P. LaPointe, R. Legault and D. Speradkos. Gilchrist personnel at Toronto included President E. J. Gauvreau, Garry Small, Russ Miller, Ted Brandt and Jerry Crowe.

## W. Va. Ops View '64 Rowe-AMI Phono Unit

CHARLESTON, W. Va.—Music machine operators from all over West Virginia viewed the 1964 Rowe-AMI juke box at the Roanoke Vending Exchange showrooms here Sunday (6), with most staying for dinner and participating in afternoon refreshments.

The following Roanoke personnel were on hand to greet the guests: Eldridge Fink, Robert Bender, Richard McGee, Bill Clay, and Mrs. Viola Bess, wife of Jack Bess, Roanoke president.

Also on hand was Robert S. Edinger, regional sales manager for Rowe AC Services.

Charleston guests included Hoyt Evilsizer, Maude Evilsizer, Nellie Fink, Mary Fink, Martha Fink, Susie Fink, Bill Ellison, Phyllis Ellison, Douglas Ellison, Cissy Ellison, B. F. Hawkins, Corinthia Hawkins, Agatha Hawkins, Trula Wilson, Edna Nester, Ina Waybright, Norma McKeand, Roy C. Asbury, Bill Gammon, Betty Gammon, Robert Bayer, Carol Bayer, Paula Bayer, Larry Bayer, Bob Glisson, Edra Glisson, Ann Bender, Kim Sue Bender, Vicki Rene Bender, Jerry Derrick, Donna Derrick, Linda Curry and Mike Simone.

Out-of-towners included Rob-  
(Continued on page 91)

## Strike Averted at Wurlitzer Plant

NORTH TONAWANDA, N. Y.—Management and union officials came to terms at the 11th hour at the automatic phonograph plant of the Wurlitzer Company here this week. Local 350 of the Union of Electrical Workers (AFL-CIO) had not been reached.

Local 350 represents the 355 production and maintenance workers at the plant. A federal mediator, William H. Butch, sat with union and management representatives during the negotiations.

Donald D. Tymorek, union president, said the proposed one-year contract would be presented to the membership for approval. No difficulties are anticipated.

## 30 Operators Show Up for Illinois Meet

CHICAGO—A surprisingly strong turnout of some 30 operators were on hand as the newly formed Illinois Coin Machine Association (ICMA) held its initial meeting at the Morrison Hotel here last week.

Les Montooth, Peoria, was elected president for an interim six-month period. Montooth has been a prime mover for the formation of the Illinois group, and is also a director of Music Operators of America.

Momentum for the meeting gathered after passage of a State juke box tax last month—first such levy in Illinois.

The new Illinois association is open to operators, distributors and manufacturers, and will include all coin-operated equipment—juke boxes, amusement games and vending machines.

### \$15 Dues

Dues was set at \$15 per person per year. The association will hold its next meeting at the Hilton Inn in Aurora November 10. By then the group hopes to have a set of bylaws and a code of ethics to present for ratification.

Officers besides Montooth are Bill Poss, Valley Music Company, Aurora, vice-president, and M. H. Gillett, Phonograph Service Company, Chicago, secretary-treasurer.

Directors are Earl Kies, Chicago; Orma Johnson, Rock Island; Bud Hashman, Springfield; Harry Shaffner, Alton, and Bob Lindelof, Skokie.

Named to draft the bylaws and code of ethics are Kies, Frank La Maskin and Larry Cooper, all of Chicago.

Montooth asked that all operators interested in getting additional information about the association contact him at 506 Evans Street, Peoria.

### Attending Session

Attending the initial session last week were Max Berenson, Distributing Corporation of Illinois, Chicago; Vincent Angeleri, A. A. Swingtime Music Company, Chicago; Vic Vondioli, B & B Novelty Company, Elmwood Park; A. H. (Andy) Hesch, A. H. Entertainers, Arlington Heights.

Don Hesch, A. H. Entertainers, Arlington Heights; Gladys M. Wilmoth, Tri County Music and Novelty Company, Inc., Chicago; Otto Losness,  
(Continued on page 91)

## Moss to Open Omaha Branch

DES MOINES—Philip Moss, Iowa Seeburg distributor, has announced the opening of a branch operation in Omaha. The office, at 309 North 16th Street, is headed by Joe Blend and Barney Luchman, with Jack Barton in charge of service personnel. All three are veterans in the industry.

The Omaha branch will serve as distributor for Seeburg coin-operated phonographs, background music systems, vending systems and LP records. The outlet will also distribute Irving Kaye pool tables and games by Chicago Coin, Williams Manufacturing, Kenney, Midway Manufacturing and Southland Engineering, Inc.

## SOUTHERN AUTOMATIC MUSIC CO.

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\*Pat. pending

# Coin Laundry Proves Good Arcade Location

WASHINGTON — A complete coin arcade in a coin-operated laundry has proved a natural for Joe Felderman, long-established phonograph and amusement machine operator here.

When a new Norge Village, with 16 dry-cleaning machines, 42 washing machines and 10 coin-operated dryers, opened here, Felderman surveyed it, and found that, unlike many coin laundries, there was plenty of space in the right rear of the glistening ultra-modern building to install a row of six pinball games, where they could easily

be seen all the way from the street.

From the beginning, the row of pin games was a success, the flashing lights and ringing bells attracting scores of players daily. They have plenty of time during the 55 minutes in which automatic dry cleaning is being carried out, or the half hour usually required for laundering, plus another half hour for drying.

The location was already supplying magazines for customer entertainment, but as Feldman points out, there are so many people who simply do not like to read, and enjoy the excitement of competing with a pinball game's challenge instead.

Now, during all but the slack early morning and late evening, the pin games are in constant use, showing a return equal to

the best tavern or restaurant stops in Felderman's experience. In fact, because experience has shown that the same customers are regulars in the coin-laundry from week to week, Felderman

immediately adopted the policy of changing the pin games frequently, to give the customers something new.

Now, he can count on extremely heavy play at all times

and there is no question that the pin games have had a lot to do with record-breaking volume in both automatic dry cleaning and washing at the big Norge Village.

# Dave Rosen Gala Honors Durante

PHILADELPHIA — Jimmy Durante, celebrating his 50th year in show business, was honored at a party here this week co-hosted by David Rosen Distributors and Warner Bros. Records. More than 300 persons attended the cocktail party and reception.

Among the guests were leading entertainers and disk jockeys from the Philadelphia area. Mayor James Tate of Philadelphia presented Durante with a citation on the occasion of his golden jubilee. An old friend of the entertainer, Chief of Detectives Clarence Ferguson, also greeted him.

Representing Warner Bros. were Sid Chaser, eastern sales representative, and Joe Smith, national promotion manager.

# Mar-Tab Buys Florida Firm

MIAMI—Mar-Tab Vending, a division of Castlewood International Corporation, has bought the Fuller Music Company of Ocala, Fla. Fuller, the largest music-game-vending operation in the Ocala area, will operate under the Mar-Tab name.

This marks Mar-Tab's first move in the North Central Florida area, according to President Sol Tabb.

Mar-Tab is Florida's largest diversified operation, with music, games, cigarets and full-line vending.

# K. C. SALES AND SERVICE

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# TRIMOUNT AUTOMATIC SALES CORP.

Branch of Rowe AC Services

Division of Automatic Canteen Company of America

40 Waltham Street, Boston 18, Massachusetts, Tel. Liberty 2-9480, Cable: Tricoin, Boston

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THE EXCITING WORLD  
OF BIG-TIME  
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IT'S A GREAT NEW MUSIC-MAKER!  
IT'S AN UNBEATABLE MONEY-MAKER!

- Exciting New Styling
- Versatile "Three-in-One" Programming
- Exclusive Self-Contained Speakers
- Dramatic Personalized Location Display
- Top Album Hit Feature
- Color, Motion Salesmanship

**BULK VENDING**

# Texas High Court Declares Ops Must Pay 2% Sales Tax

AUSTIN, Tex. — The Texas State Supreme Court, in a recent decision, ruled that vending machine operators must pay

a 2 per cent sales tax on total sales made before July 1.

On that date a new law had gone into effect which specifically exempted vending machine sales of under 25 cents. The case arose when four operators, Canteen Company, Dallas; Neeley Vending Company, Austin; Gallarneau Brothers, Amarillo, and B&M Vending Company, Lubbock, sued for refunds on taxes they had paid before the July 1 date.

In a 7-2 decision, the court reversed rulings of the Travis County District Court and the Court of Civil Appeals.

**Majority Opinion**

The majority opinion was that operators "are required to absorb the tax only because they have elected to sell items at retail prices of less than the price provided for collectibility from the consumer."

The opinion went on to say that the consequent fact that the operators were unable to pass the tax along to the consumer on sales of less than 25 cents was "inherent in the taxing system adopted by the Legislature in a proper exercise of its powers."

"It would be impossible for

the Legislature to levy a tax on this type that would operate exactly alike on all," the opinion said.

It said the court was, in effect, holding that the retailer is liable for the sales tax. The dissent said the statute intended to make the consumer liable.

"There is no more discrimination against respondents selling items of 24 cents or less than there would be against a retailer selling items between 51 cents and 74 cents where a portion of the tax would have to be paid by the retailer, it added.

**Tax Scale**

The Legislature had set a tax scale directing collection of a penny on sales of 25 cents to 50 cents, and similarly on all higher purchases. It runs higher

that 2 per cent on many sales and this was calculated to offset the loss to merchants on the under-25-cents sales.

However, vending machine operators and some others with mostly sales of less than 25 cents said they were required to pay taxes which they couldn't collect from the customer except by raising prices.

The ruling of the Supreme Court reversed two lower courts which had held invalid a requirement in the original law for vending machine companies and others to remit to the State a 2 per cent tax on sales under 25 cents, where no tax was collected from the customer.

The revised law exempts vending machine owners from paying any tax if their merchandise sells for 24 cents or less. On larger sales they pay like everybody else. By special permission of the comptroller, other retailers whose income is mostly from sales under a quarter can obtain a tax exemption.

## LAUNDRY LESSON

# Fools Rush In, But Wise Ops Play It Real Cool

CHEVY CHASE, Md.— "Don't rush into coin laundry locations without investigating them thoroughly." That's the advice of Harvey Williams, a leading bulk operator in this Washington suburb. Williams has built up a profitable bulk route in coin laundries by going after the good stops and steering clear of the bad ones.

Prime consideration, said Williams, is the percentage of young mothers and children who frequent the coin laundry. It isn't the traffic but the kind of traffic that counts.

In one case, two coin laundries were located within a block of each other. One, which featured 16 dry cleaning machines, and was twice the size of the other, seemed at first glance to be an ideal bulk vending location. The smaller location, however, proved to be far better merchandised than the first.

**Church Trade**

For example, the owner was consistently visiting churches in the area, and offering a plan whereby for each dry cleaning load brought in by a member, at the regular rate of \$2 for eight pounds, 50 cents would be deposited to the church fund—a painless way of accumulating the necessary money for picnics, new drapes in the consistory and similar expenses.

Since invariably, church members represent lots of small children, Williams put four times as many machines in this location as he contracted for in the larger laundry—and collections showed the wisdom of choosing the spot on the basis of merchandising, rather than mere size and impression.

Williams has never had the slightest reason to regret the choice and, in fact, his highly selective method of choosing coin laundry locations has led to some of the most profitable returns in his 15 years in the field.

If a laundry is completely un-

when answering ads . . .

Say You Saw It in

Billboard

## Miller-Newmark To New Quarters

GRAND RAPIDS, Mich. — Miller - Newmark Distributing Company is moving into plush new quarters here and will celebrate by holding an open house and simultaneously showing the 1964 Rowe AC Services line. Also shown will be the firm's line of pool tables and games. Among factory representatives expected to attend are Mort Se-core, Chicago Coin; Sol Lipkin, American Shuffleboard, and Rowe AC executives. Refreshments will be served.



Machines Empty Faster With These Beauties in 'Em

Here's value that pleases all mothers will please you, too.

Widest variety—over 60 different rings. All stoned. Unlimited combinations.

ONLY \$38.00 per M Capsuled Labels available.

PAUL A. PRICE CO., INC.

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## Northwestern HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.



## BIRMINGHAM VENDING COMPANY

520 Second Avenue, North, Birmingham, Alabama  
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## 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 #409 of these fast-moving items.

Write for complete catalog of new and reconditioned machines.

## RAKE COIN MACHINE EXCHANGE

609-A Spring Garden Street Walnut 5-2676 Philadelphia 23, Pa.

## Buy OAK for your PROFIT LINE!

### ACORN HOT NUT VENDOR



- Fail Safe Mechanism
- Coin Control Interchangeable
- 1c, 5c, 10c, & 25c Or Foreign Coins
- One Year Unconditional Guarantee
- Easy Portion Adjustment
- All Materials Approved By Health Authorities

\$20.95 F.O.B. Factory

### THE OAK TREE—6



- Will Take All Size Acorn Machines
- No Need to Disassemble Upper Row of Machines to Service Bottom Machines
- Stand Takes Up Only 1 1/4 Square Feet of Floor Space
- Cast Iron Base Weighs 30 Pounds
- Base Measures 13x16 Inches
- Overall Height of Stand Including Machines is 50 Inches
- Wheels Mounted on Rear of Base for Easy Moving
- Stand Can Be Assembled and Ready for Use Within 5 Minutes
- Assembly Instructions Packed in Each Carton
- Shipping Weight 45 Pounds

Time payments available on OAK machines to all distributors



MANUFACTURING CO., INC., 11411 Knightsbridge Ave., Culver City, Calif.

Write for the name of your nearest OAK distributor

## SPECIAL! FOR \$22.50

We Will Give You



ONE NEW 5c or 10c ACORN CAPSULE MACHINE

WITH 300 CAPSULES

Rush 1/3 With Order, Bal. C.O.D.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

## J. SCHOENBACH

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

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## Scripto Pen VENDORAMA



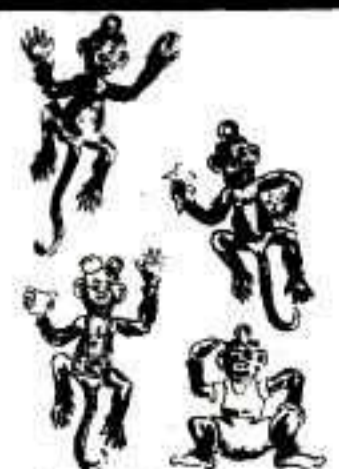
CABINET NOW AVAILABLE IN METAL OR SOLID OAK

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Write for Beautiful Illustrated Circular and Prices.

PARKWAY MACHINE CORP. 715 Ensor Street Baltimore 2, Md.

### CHIMPS & MONKS



Capsuled \$35 per M Loose \$26 per M

### NEW CAPSULE ITEMS

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OAK SALES OF FLORIDA 1121 71st St. Miami Beach 41, Fla. Tel.: UN 5-9545

Phone • Wire • Write

### APE



Capsuled \$38 per M Loose \$29 per M

# 1st Names Important in Creating Op Image With Location Owners

DENVER—Contrary to tradition, bulk operator Frank Thorwald here believes that the bulk operator should create a public image.

Thorwald, with 600 machines on location, stays on first-name terms with most of his location owners, and because of it, picks up a lot of valuable stops primarily because one lo-

cation owner has recommended him to another.

From the beginning, Thorwald has felt it a mistake to remain anonymous. Whereas most operators use no identifying trade mark or label on their machines, and rarely even the telephone number, Thorwald uses a heavy printed Scotch tape in bright yellow and red to identify everyone of his machines. Pasted diagonally across the rear of each machine, and tenacious enough that they are not likely to be dislodged by mischievous children, the labels give his name, address, and telephone number, besides listing some of the vending services offered.

It has been surprising how many location owner prospects have telephoned in and started the conversation by saying "I saw your label on the ball gum vender at our supermarket."

Next, instead of wearing sports clothes, jackets, or uniforms, such as is often the case, Thorwald makes all of his calls in a business suit, dressing as neatly for an installation or a service call as if he were a stock broker or an insurance agent.

Thorwald claims that this policy pays off in that it lends much status and prestige to his vending business, eliminates any objection which the location owner might raise as to his

spending time in the store on servicing the machines.

Thorwald doesn't pick up dirt in handling his machines, inasmuch as when each vending machine leaves his shop it is immaculately clean, polished, and looking its best.

### Former Actor

Incidentally, Thorwald was a movie actor, many decades ago, playing the leads in silent thrillers in the days of William S. Hart, Mack Sennett and others, which taught him much about the value of personal impressions.

Thorwald always makes a point of discussing the location owner's family on his calls, and brings up his own as well. The chances are that the location owner will have questions on his family whenever he makes the next service call. Identifying himself as a family man, as a father, church member, and all of these points, in

the letter, provides much more status for the Denver bulk operator than he would likely to obtain in any other way.

Added to the policy of using brand-new bulk vending machines, giving the location owners swift, efficient service, a big choice of vended products, etc., Thorwald's automatic image development program has had excellent results. *(Continued on page 84)*

## Guggenheim's Big Series

JAMAICA, L. I., N. Y.—Karl Guggenheim, Inc., this week released the Big Series, 24 assorted charms packed 1,000 to a bag. Designed for penny machines, they are available in either plastic, gold plated or half and half.

Items include boxing gloves, electric lights, clothes pins, Sabots, hearts, lighters, purses, four-leaf clovers, loving cups, arrow heads, sheriff badges, fish, footballs, masks, fielders' mitts and cartridges.

Advertising labels are free with orders.

# Sol Katz Warns of 5-Cent Vend

SILVER SPRING, Md.—Any bulk operator should think twice before aspiring to add such larger equipment as 5-cent drink vending machines to his route, according to Sol Katz, owner of Gary-Mar Enterprises in this Washington suburb.

Following a 10-year bulk vending career during which time he built up a 3,500-machine route, Katz admits that he got carried away when he decided to experiment with 5-cent cup-vending machines, offering several flavors of soft drinks in paper cups.

"At first, possibilities looked good," Katz said. "I already had the locations, and location owners were co-operative. It seemed like a highly logical addition to the string."

The Maryland operator thus invested in cup-vending machines, each of which was a quite heavy investment compared to his bulk vending equipment. Machines were installed in good, heavy-traffic locations, where every indication was for success.

### Service Problems

It didn't work out that way, however. Right from the beginning, Katz ran into several problems. First, and most serious, was the matter of servicing the units, which proved much more prone to breakdowns and need for repair than he had anticipated.

Particularly bad was refrigeration, about which Katz knew nothing, and which proved of little interest to commercial refrigeration service firms. (Machines were not bought from a distributor giving service.)

Other problems included the fact that machines had to be serviced every day, instead of once a month, such as Katz

was accustomed to with bulk venders.

This, in itself, was enough to make his bulk-vending operation suffer.

Next, moving big, heavy cup-vending units was an onerous task even though Katz had ade- *(Continued on page 84)*

**ATTENTION ALL CHARM OPERATORS**

We have one of the largest stocks of new 1c, 5c, 10c and 25c charm items available.

**BROOCHES NECKLACES BRACELETS TIE BARS KEY RINGS**

We have new items available every month.

Let us put you on our "NEW CHARMS EVERY MONTH MAILING LIST". You will receive new item samples every month.

**NEW ITEMS—NOT OLD ONES ARE THE KEY TO SUCCESS.**

Name \_\_\_\_\_  
Address \_\_\_\_\_

No. of machines operated \_\_\_\_\_

**TITAN VENDORS SUPPLY CO., INC.**  
1210 FARNAM STREET  
OMAHA 2, NEBRASKA

**SPECIAL!**

FOR **\$30.00**

WE GIVE YOU . . .

**ONE NEW 5c ACORN CAPSULE MACHINE**

with 1,000 Ring Capsules.

**1/2 WITH ORDER—BAL. C.O.D.**

If you are not receiving our weekly circular, please let us know.

**MARK DISTRIBUTING CORP.**  
350 Mulberry Street  
Newark, N. J. MA 2-6878

**10¢ TRICKS & JOKES In Capsules**

OFF HAND! PET MOUSE  
GHASTLY FINGER! FINGER PUPPET!  
CRAZY FOOTPRINTS! SMASHED FINGER!  
WHIRLY BIRD WHISTLE! MAGIC-MAGNETS!

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

**\$38.00** per M capsules  
Free advertising labels with order

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**OPERATORS REPORT FABULOUS EARNINGS FOR VENDORAMA® V2 25c & 50c Capsule Vendor**

HOLDS 200 V2 CAPSULES

Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 capsule.®

**VICTOR VENDING CORP.**  
5711 W. Grand Ave.  
Chicago 39, Ill.

New V2 Capsule shown actual size.

**Scripto Pen VENDORAMA**

CABINET NOW AVAILABLE IN METAL OR SOLID OAK

Improved mechanism

Write for Beautiful Illustrated Circular and Prices.

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**Northwestern MODEL 60**

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.

**WIRE, WRITE OR PHONE FOR COMPLETE DETAILS**

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**MANDELL GUARANTEED USED MACHINES**

N.W. Model 49, 1c or 5c	\$14.50
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N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model 233, 1c Porc. Converter for 100 ct. B.G.	30.00
ABT Guns	6.50
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red	.77
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Sheik, Red	.58
Cashew, Whole	.66
Cashew, Butts	.63
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.37
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
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Jelly Beans	.32
Licorice Gems	.32
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Hershey-ets	.47

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

**IMMEDIATE DELIVERY World Famous VICTOR Standard TOPPER**

1c or 5c

For Ball Gum and Charms.

Also available for Peanuts and Bulk Candies.

Packed and sold 4 to a case.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

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MOE MANDELL  
446 W. 36th St., New York 18, N. Y.  
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**the Newest and Best in ROCKET CHARMS**

Three Big assortments . . . all items specially designed, plus rings with inserts, for 5c Rocket Vending.

**FREE** Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

**The PENNY KING Company**

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World's Largest Selection of Miniature Charms

BUY  
**Bally**  
FOR  
**TOP EARNINGS**  
IN  
**EVERY TYPE OF LOCATION**  
EVERYWHERE

## Casola Urges Surge of Publicity

CHARLESTON, W. Va. — What can operators to improve their public image?

Quite a bit, according to Lou Casola, Music Operators of America president, speaking at a recent West Virginia Music and Vending Association convention here.

As president of the since-

discontinued Coin Machine Council, public relations arm of the coin machine industry, Casola had more than two years' experience in "image building."

His comments to West Virginia operators constitute a good primer in the public relations field.

Casola urged operators to

publicize the existence of the MOA code of ethics, approved by the association at its recent September convention.

"Notify the local chiefs of this code—have them see the operators in their city practice it," Casola said.

He also urged operators to distribute a fact sheet about the coin machine industry to their local newspapers.

These can be obtained through MOA, he said. The fact sheet shows that operators are "small businessmen and perform a service to their community. The sheet also discusses the entire coin machine industry to better acquaint newspapers with its makeup."

Casola said the newspapers may not use the information immediately, but they'll put it into their files. "That way, when a coin machine story does come up, the newspapers have some positive information to rely on besides all the negative material that has preceded it."

### Use Decals

Casola also urged operators to place a decal on their machines showing they are MOA members and subscribe to the association's code of ethics.

What about a "local image?" Have your servicemen dress properly and neatly—and put them in uniform. Casola said the latter has two advantages.

For one thing, some institutions have a policy of not permitting anyone into the plant without an identifying uniform. He said his own experience with Rockford (Ill.) College was a good example.

### Protect Operator

Another point—uniforms serve to protect the operator. Casola noted that police can then stop anyone who is not in uniform from entering the operator's truck or place of business.

He noted he had been given that advice by his own local chief of police, and estimated it had prevented considerable mishaps.

Some other Casola tips:

- Don't black out your windows — let your window be a showcase for your business.
- Hold occasional open houses. Acquaint people with your business. Casola said he held an open house in Rockford last year and over 700 people visited.

- Identify your trucks and keep them painted and neat.

- Keep your juke boxes on location neat and clean. Maintain a rigid rotation schedule of maintenance to make sure the machines look attractive.

- Join local civic and service groups. Volunteer to serve on committees.

- Donate old machines to clubs. This is an excellent program for a local association. Even more important, don't donate the machine unless you can service it, rotate records, and keep it up for the location. An out-of-order machine provides more ill will than good. Servicing can be done by association members on a rotation basis.

- When donating a machine ask the receiving party to call the newspapers to come out and cover the ceremony. This gives better results than having the donating operator call. Newspapers will usually respond to a charitable organization.

Casola noted that "the national public relations image of our industry is the sum total of how we conduct ourselves and our business at the local level. The basic responsibility of having the best possible image for the industry rests with the local operators."



**WICO'S NEW V and VL conversion kit, introduced recently at the Music Operators of America convention in Chicago, is now on sale at \$79.95. An extra grill conversion kit lists at \$19.95, and a drum selection button blanks kit at \$2.50.**

## Sol Katz Warns

• *Continued from page 83*

quate truck equipment already on hand. He had to detach at least one of his three servicemen from bulk routes in order to help with the muscling of the cup venders into the truck, and out at the location, which, again, meant an interruption to regular route operations.

### Sales Disappointing

Finally, sales on cup venders were nothing like the figure which the Silver Spring operator had anticipated.

Not the least of the worries which cropped up was heavy competition from long-established vending companies, equipped for swift, efficient service on vending units of any type, and through volume operation, being able to give location owners better commissions than Katz felt feasible.

It isn't surprising that after a few months' experience, he gave it up—and sold his cup vending machines to his largest competitor, the giant Macke Corporation in nearby Washington, operating more than 10,000 machines through the nation's capital and its environs.

### Tried Juke Boxes

"I've even tried juke boxes," the personable operator, certainly one of the biggest in the nation with his 3,500 stops, said. "Luck with juke boxes was nothing to write home about either."

"The upshot of these experiences was not a serious financial loss, but a realization that vending at the heavy equipment level is an entirely different, specialized operation, and one which we are not prepared for. My advice to any bulk operator who is casting envious eyes at the faster turnover and supposedly larger profit possible in drinks, confections and merchandise, to stay in his own back yard—he'll be better off from both a financial and a health standpoint!"

## First Names

• *Continued from page 83*

It wins him topnotch locations in fine stores throughout the area, including several large chains of drugstores who do no business with any other bulk operator, a warm welcome wherever he goes, and plenty of co-operation in machine protection against vandalism and quick calls whenever service is required.

## SPARKS SPECIALTY COMPANY

842 N. Highland Ave., NE  
Atlanta 6, Ga.

1309 Taylor St.  
Columbia 1, S. C.

Invites you to see

THE ALL-NEW

# ROWE AMI TROPICANA

and listen to

THE  
EXCITING  
WORLD  
OF  
BIG-TIME  
ENTERTAINMENT  
IN  
STEREO  
ROUND\*



\*Pat. pending

## GILCHRIST VENDING LIMITED

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WORLD  
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IN  
STEREO  
ROUND\*



\*Pat. pending



## EUROPEAN NEWS BRIEFS

### Playing It Safe

HAMBURG—The most psychologically "secure" coin machine production employees anywhere in the world are those employed by the Bergmann company in Hamburg. They work in a plant under a last-war air raid shelter.

The plant employs 75 persons manufacturing pin tables and payout machines. It is typical of a large number of last-war shelters which have been converted to peaceful use.

Bergmann plans to shift the operation to new premises in due course under the firm's expansion program. Many German workers have come to prefer—or to believe they prefer—working sub-terra. It is quiet—and secure.

### Remote for Lyric

HUELLHORST, West Germany—German Wurlitzer Corporation is offering its Lyric phonograph with a remote-control hit-tune selector. The small, chrome remote box can be mounted on the wall, the table or on the bar. Depositing the coins automatically plays the hit-tune list. Meantime, Deutsche Wurlitzer GmbH has strengthened its domestic sales net until it encompasses every major and most smaller cities in West Germany.

### Lofty Locations

PARIS — France's new film phonograph, le Telebox Caravelle, is negotiating with Air France for the trial installation of the film box aboard Air France airliners.

Since it is now commonplace to screen films in flight, the com-

pany contends it is only logical to put film boxes on airliners. There are frequent complaints that screening films tends to treat the passengers as a captive audience.

The Caravelle management argues that coin cinemas would make for a more flexible and varied entertainment operation. The company is obviously attracted by the play on names, its immediate objective being the trial siting of film boxes on Air France's Caravelle airliners flying European routes.

### Tax Not Justified

BINGEN—The Federal Administrative Court (Bundesverwaltungsgericht) has reversed a decision of the Muenster superior administrative court upholding the imposition of a monthly 30-mark (\$7.50) amusement tax by the state Legislature on all coin machines.

The federal court said the lower court had failed to establish that the tax was economically justified and could be absorbed by the operators without undue distress.

The German trade is acclaiming the court's ruling as a victory for its contention that coin machines are not automatically profitable, and that tax and license levies should be based on ability to pay. Moreover, the trade is demanding that tax legislation differentiate between types of machines, rather than lumping phonographs, games and payouts for tax purposes.

### Irish Payouts

DUBLIN—Nothing succeeds like success, in this case, payouts. Since the Irish government

adopted a "liberal" policy of granting amusement arcade licenses, the Emerald Isle has enjoyed a dizzy boom in payout patronage.

The Irish government imposes very few restrictions on payout operation, aside from setting a

stiff fee for licenses. The result: everybody is getting into the arcade payout act, and long-established arcade proprietors are protesting that their existence is threatened.

They are petitioning the government to tighten up the is-

suance of new licenses, with the aim of stabilizing the number of arcades. As a result of the government's open-handed policy on licenses, arcades have proliferated too fast for even the enthusiastic patronage to keep pace.

## BANNER SPECIALTY COMPANY

1508 Fifth Ave., Pittsburgh 19, Pa. (412) GRant 1-1373

Herbert Rosenthal

invites you to see

# THE ALL-NEW ROWE AMI TROPICANA

and listen to

THE  
EXCITING  
WORLD  
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ENTERTAINMENT  
IN  
STEREO  
ROUND\*



\*Pat. pending

## ROANOKE VENDING EXCHANGE, INC.

4930 West Broad Street, Richmond 26, Virginia (Atlantic 2-4221)

JACK G. BESS, Pres.

HARRY D. MOSELEY, Exec. Vice-Pres.

625 Ohio Avenue, Charleston, W. Va.  
(Eldridge L. Fink) Dickens 3-0311

invites you to see

# THE ALL-NEW ROWE AMI TROPICANA

and listen to

THE EXCITING WORLD  
OF BIG-TIME  
ENTERTAINMENT  
in STEREO ROUND\*

\*Pat. pending

Charlotte, N. C.,  
(G. E. "Rusty" Derby) FRanklin 7-1310



IT'S A GREAT NEW MUSIC-MAKER!  
IT'S AN UNBEATABLE MONEY-MAKER!

- Exciting New Styling
- Versatile "Three-in-One" Programming
- Exclusive Self-Contained Speakers
- Dramatic Personalized Location Display
- Top Album Hit Feature
- Color, Motion Salesmanship



**STOP!**  
**LOOK!**  
**LISTEN!** Rowe AMI introduces  
the great new Tropicana phonograph to bring you



PHOTOGRAPHED AT THE TROPICANA, LAS VEGAS



What's a coin-operated phonograph? A jukebox? Yes. A music system? Yes, that too—but much, much more. What this brand-new Rowe AMI Tropicana does is to bring the marvelously exciting world of big-time entertainment into the room with you. In light, motion, color. And in sound — the orbital sound of Stereo Round.\* And the music it plays? Whatever the tune, you'll find it's the sound of money.

**smart new styling!!**

Clean. Low. Slim. Dramatic. Elegant. Just look at it —and you can apply your own adjectives. The wood-grain front is handsome. The stainless steel front is sophisticated. And they are interchangeable.

**room-filling  
stereo round\*!!**

All the gorgeous sound of stereo in one self-contained unit. Four speakers to bring you the violin highs, the bass lows, the low, moaning vocals, or the ceiling-lifting beat of jazz in real-life, true-to-tone sound.  
\*Pat. pending

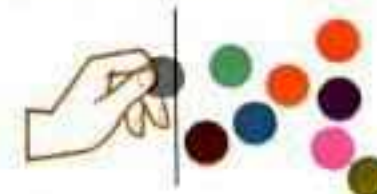
**versatile  
programming!!**

Three phonographs in one. Change from 200 selections to 160 or 100; do it the other way; do it to suit the particular need of each location.

**features!! features!  
features!**

Play-inviting features like the Top Album Hit display panel. Location-pleasing features like full-width personalization display. Reliability features like a newly designed record guide. Quality features like a diamond stylus good for 50,000 plays. Versatility features like the new, silver-contact stepper that permits use with competitive wall boxes. Features that add up to the sound of money—for you.

SEE THE NEW TROPICANA NOW  
SEE IT AT YOUR ROWE DISTRIBUTOR'S



**ROWE AC SERVICES**  
18 South Michigan Avenue, Chicago 3, Illinois

# THE SOUND OF MONEY!!!



# GET THIS EXTRA PLAY PROMOTER ON YOUR PHONOGRAPHS NOW

## RSI- WURLITZER MOSS PACK NO. 7

**We Kiss In The Shadow**  
RSI • ANDY WILLIAMS SINGS RODGERS & HAMMERSTEIN  
CADENCE • STEREO  
People Will Say We're In Love

---

**Any Place I Hang My Hat Is Home**  
RSI • THE SECOND BARBRA STREISAND ALBUM  
COLUMBIA • STEREO  
Lover Come Back To Me

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**Where Can I Go?**  
RSI • INGREDIENTS IN A RECIPE FOR SOUL  
RAY CHARLES • STEREO  
O' Man Time

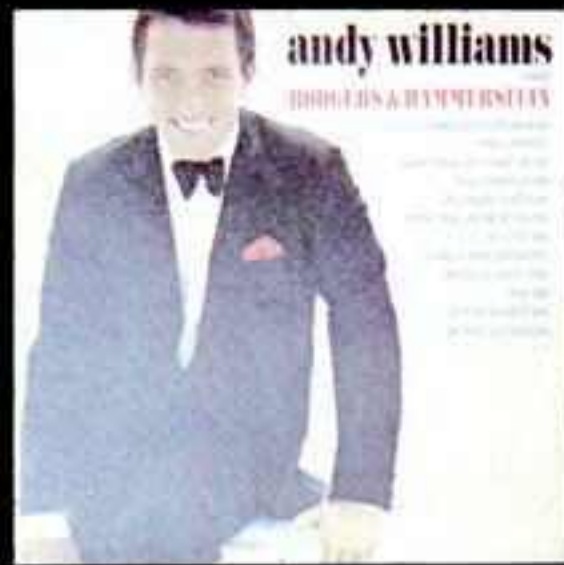
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**A Japanese Garden**  
RSI • HOLIDAY FOR PIANOS • FERRANTE & TEICHER  
U.A. • STEREO  
April In Portugal

---

**The Good Life**  
RSI • THE BIG ONES • KENNY BALL • KAPP • STEREO  
Theme From A Summer Place

ALBUM  
SLEEVE HOLDER  
INSERTS HERE  
ON WURLITZER  
Model 2600-2700  
PHONOGRAPHS



THE BEST FROM THE ALBUMS  
Selected music for a program of  
PLEASURABLE LISTENING



## ADULT PROGRAMMING PAYS BIG

Here's the newest five pack from LP albums. Another great contribution to adult listening. Another chance to step up your earnings through increasing your audience and multiplying play. Get new five packs offering 10 top cuts on 7-inch 33 $\frac{1}{3}$  stereo records delivered to you every two weeks at one-stop rates. See your Wurlitzer Distributor or write Record Service International, 1564 Broadway, New York 36, N. Y.

## WURLITZER 2700 Music's Big Money Maker

THE WURLITZER COMPANY • 107 Years of Musical Experience • NORTH TONAWANDA, N. Y.

# Rowe Bows Tropicana



ALL THE RAZZLE-DAZZLE of a Broadway musical was present as Rowe AC Services unveiled its new Tropicana juke box to several hundred distributors in Chicago last week. Skits by professional actors and music was interspersed between bread-and-butter speeches by company executives. Here the "actors" show off the phonograph and a new tie-in promotion clock. The large coins represent the "Sound of Money" theme for the unveiling.



PATRICK O'MALLEY, president of Automatic Canteen Company of America, parent firm of Rowe AC Services, inspects the new Rowe AC remote speaker which functions without wires on an induction principle. Juke box operators need merely "rim" a location with a feeder line and the speaker may be moved around freely. Fred Pollak, Rowe AC sales chief, and Jack Dunwoody, Rowe AC vending chief, look on.



DISTRIBUTORS CLUSTER around to examine the new Rowe AMI Tropicana following its introduction at Chicago's Sherman House last week. Note the hinged glass front which lifts up like an automobile hood.



DISTRIBUTORS LISTEN intently as Jack Harper, Rowe AC Services president, and Dean McMurdie, executive vice-president, outline policy during the firm's showing of its new Tropicana phonograph in Chicago last week.



A PAIR OF PRETTY MODELS show off the new Rowe-AMI Tropicana phonograph during distributor unveiling ceremonies in Chicago last week. Rowe AC Services' Fred Pollak drew laughs when he introduced them as "our own Happiness Girls, Christine and Mandy."



ROWE AC SERVICES had a packed house—several hundred distributors representing all 46 of its offices—as the firm unveiled its new Tropicana phonograph in Chicago last week.

# OPERATORS!

Here Are the One-Stops Throughout the Nation Who Are Now MOSS Pack Suppliers:

Ed Burgess  
Flash Distributors  
2047 N. 16th St.  
Phoenix, Ariz.

Ted Fullmer  
Western One-Stop, Inc.  
1461 Park Ave.  
Emeryville, Calif.

G. Arland  
California Music Co.  
2933 W. Pico Blvd.  
Los Angeles 6, Calif.

Luenhagen Record Bar, Inc.  
2277 W. Pico Blvd.  
Los Angeles 6, Calif.

Mountain Distributors  
3630 Downey St.  
Denver 5, Colo.

Fred Maroon  
Jet One-Stop, Inc.  
4928 N.W. 7th Ave.  
Miami, Fla.

Gallop Records  
1416 E. Broadway  
Tampa, Fla.

Russ Di Angels  
Music Box One-Stop  
1301 West 79th St.  
Chicago, Ill.

Fred Sipiora  
Singer One-Stop  
1812 W. Chicago Ave.  
Chicago, Ill.

Western Automatic Music, Inc.  
4206 N. Western Ave.  
Chicago 18, Ill.

E. F. Van Goon  
Van Goon's One-Stop, Inc.  
1715-1717 2d Ave.  
Rock Island, Ill.

Bird Music Distributors  
124-126 Poyntz Ave.  
Manhattan, Kan.

Stan Lewis  
Stan's Record Service  
728 Texas  
Shreveport, La.

Milton Bereson  
Music Sales One-Stop  
140 W. Mount Royal Ave.  
Baltimore 1, Md.

Ed Ochel  
One-Stop Record Service  
2721 Pine  
St. Louis 3, Mo.

Ed Zorinsky  
H. Z. Vending & Sales Co.  
1205 Douglas St.  
Omaha, Neb.

Ralph Schectman  
Service One-Stop  
382 Clinton Place  
Newark, N. J.

Transcontinent Record Sales  
959 Main St.  
Buffalo, N. Y.

George F. Litzenberg  
Keller Melody Sales, Inc.  
904 W. Delaware  
Toledo, Ohio

J. M. Novelty Co.  
5555 Mahoning Ave.  
Youngstown, Ohio

David Press  
D & H Dist. Co., Inc.  
2525 N. 7th St.  
Harrisburg, Pa.

James J. Gincherg  
1641 N. Broad St.  
Philadelphia 22, Pa.

Mr. Rosen  
I. J. Morgan Co.  
511 N. Broad St.  
Philadelphia 23, Pa.

Mobile Record Service Co.  
P.O. Box 2879  
Pittsburgh 30, Pa.

Pat Cohen  
Pat's One-Stop  
216 E. Main St.  
Richmond, Va.

## MUSIC OPERATORS STEREO SERVICE (MOSS)—PRE-PACK OF 5 STEREO 33 1/3 SINGLES AS ANNOUNCED ON OPPOSITE PAGE

**Now...** a regular operator service for 33 1/3 stereo singles . . . especially produced from Best Selling LP's.  
**TOP ARTISTS . . . TOP SONGS . . . ALL LEADING LABELS**

Contact your regular Juke Box Distributor or One-Stop . . . or USE THIS CONVENIENT ORDER FORM TODAY. (Operators: price per pack—\$3.50)

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1564 Broadway  
New York, N. Y., 10036

Please send \_\_\_\_\_ MOSS  
pre-packs (5 singles each)  
at \$3.50 per pack.  
My check in the amount of \$ \_\_\_\_\_  
is enclosed. (PAYMENT MUST  
ACCOMPANY ORDER)

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

Signature \_\_\_\_\_ Title \_\_\_\_\_

\*NOTE: Orders from countries outside the U. S. must be accompanied by payment in U. S. funds—and the additional postage charges for shipment will be billed to you.

ALL PURCHASES ARE FINAL. THERE IS NO RETURN PRIVILEGE.

### MOSS RELEASE #7

SELECTIONS	ARTIST	LABEL	ALBUM TITLE
(1) We Kiss in the Shadow (2) People Will Say We're in Love	ANDY WILLIAMS	Cadence	Andy Williams Sings Rodgers and Hammerstein
(1) Any Place I Hang My Hat Is Home (2) Lover Come Back to Me	BARBRA STREISAND	Columbia	The Second Barbra Streisand Album
(1) Where Can I Go? (2) Ol' Man Time	RAY CHARLES	ABC-Par.	Ingredients in a Recipe for Soul
(1) A Japanese Garden (2) April in Portugal	FERRANTE & TEICHER	U.A.	Holiday for Pianos
(1) The Good Life (2) Theme From a Summer Place	KENNY BALL	Kapp	The Big Ones

### JUKE BOX DISTRIBUTORS . . . ONE-STOPS

Your operators will be contacting you about the new MOSS Pre-Packs. For full details and price schedule, write immediately to RSI, MOSS Division, 1564 B'way, New York, N. Y., 10036.

- Each stereo single in the MOSS Pre-Pack contains the 2 best tracks from a current top-selling LP—as selected by Billboard's Program Director.

- Each record sleeve in the MOSS Pack contains 5 title strips and a miniature 4-color transparency of the original album cover for display.

- Distribution will be handled through Record Source International (RSI)—a division of Billboard.

- Every two weeks a new MOSS Pre-Pack of 5 stereo 33 1/3 singles will be announced in these pages.

**OPERATE  
UNITED  
Shuffle Alleys  
and  
Bowling Alleys  
WELCOME EVERYWHERE**  
★  
**UNITED MANUFACTURING CO.**  
3401 N. California Ave.  
Chicago 18, Ill.

**MOA Drive**  
• *Continued from page 74*  
this. He and Bob Blundred, MOA managing director, are taking off in mid-November and packing themselves off in Casola's car to sell the MOA story to operators personally. The pair are calling on heads of operator associations throughout the South. The plan is to try to line up meetings in advance of their arrival.

Casola noted that a large number of coin machine associations operate with relatively little publicity throughout the South. MOA membership is generally weak in this area, he said. If the Southern motorcade is successful, another is planned for the West — probably after the first of the year. Casola said he hopes to obtain suggestions and ideas from prospective members and hopes to build attendance for MOA's next convention.

**Germans on State-by-State Basis**  
• *Continued from page 74*

German Coin Machine Operating Trade is federally organized on the basis of State associations in each of the 11 German Laender or States. Each State association is autonomous and is represented in the central organization proportionate to its membership. In German operating affairs, the State organization takes precedence normally over the national organization, unless national issues are involved. The 11 State associations are: Berlin — Berliner Automaten-Verband; Hamburg — Verband des Norddeutschen Automaten-Gewerbes; Bremen—Nordwestdeutscher Automaten - Verband; North Rhine - Westphalia (the largest)—Deutscher Automaten-Verband; Bavaria — Bayerischer Automaten - Verband; Hesse—Verband Hessischer Automaten-aufsteller; Saar — Automaten-Verband des Saarlandes; Rhineland-Palatinate — automaten-Verband Rhineland - Palatinate; Lower Saxony — Automaten-Verband Niedersachsen; Schleswig-Helstein—Verband des Automaten - Gewerbes Schleswig Holstein; Baden - Wuerttemberg — Landesverband Baden-Wuerttemberg des Automaten - Aufstellgewerbes. Existence of strong regional organizations such as the German State associations gave the general German trade flexibility and resilience impossible to get from a tightly centralized trade association. This is due in part to the fact that West Germany has a federal type of political organization, which means that coin machine legislation differs from State to State save in the case of national statutes like that regulating payouts. A prime example is the amusement tax imposed on phono-

graphs along with other forms of outright amusement. The German trade is waging this battle at the State level, and since legislation varies somewhat from State to State any purely national organization would lack the flexibility of the local organization in conducting such a campaign. A comparable situation exists in the U. S., and the German trade has been following with obvious interest the plight of Illinois operators vis-a-vis the recently enacted \$10 State juke box tax. A group of Illinois operators are now in the process of forming what will be the first active Illinois State operator association.

**PIONEER SALES AND SERVICE**

3110 W. Fond du Lac Avenue • Milwaukee 10, Wisconsin  
Area Code (414) Hilltop 5-9340

*Invites you to see*

**THE ALL-NEW**

**ROWE AMI TROPICANA**



*and listen to*  
**THE  
EXCITING  
WORLD  
OF  
BIG-TIME  
ENTERTAINMENT  
IN  
STEREO  
ROUND\***

\*Pat. pending

**Southern Automatic Music Co. of Ind., Inc.**

717 N. Capitol Avenue • Indianapolis 4, Ind.  
Area Code (317) MELrose 5-5571

*Invites you to see*

**THE ALL-NEW**

**ROWE AMI TROPICANA**



*and listen to*  
**THE  
EXCITING  
WORLD  
OF  
BIG-TIME  
ENTERTAINMENT  
IN  
STEREO  
ROUND\***

\*Pat. pending

**Runyon Sales Sets Op Meets**

NEW YORK—The Runyon Sales Company, Rowe AMI distributor for the metropolitan New York area and Connecticut, will hold three operator showings of the firm's new music machine line. The Springfield, N. J., showing will be Monday and Tuesday (14 and 15). The following day the Hartford office shows the new line, and the New York showings will be Thursday and Friday (17 and 18). Open house will be held all day throughout the showings, with food and refreshments served. Leading Rowe AMI executives are expected to be on hand.

**Tom Della Badia Dies in Accident**

WHITE PLAINS, N. Y.—Tom Della Badia, 59, veteran music machine operator, died here from injuries sustained in an automobile accident in Greenburg, N. Y., last week. Della Badia had been operating in White Plains for 25 years. He was a partner in County Enterprises. A high mass was celebrated at Our Lady of Mount Carmel Church here, with members of the Westchester Operators Guild attending. He leaves a wife and daughter.

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

**OPERATE**  
**Williams**  
**BIG DADDY**  
**THE GAME**  
**WITH MORE SCORE**  
**WITH NEW WILLIAMS**  
**EXCLUSIVE FEATURES:**  
• NEW LATCHLOCK PLAYFIELD  
• NEW FOOLPROOF COIN SWITCH  
**Williams**  
Electronic Mfg. Corp.  
4242 W. Fillmore St., Chicago 24, Ill.

**Only A Few Left . . .**  
**BALLY**  
**SPINNERS**  
Brand new . . . still in the cartons.  
Call today!  
**NEW ENGLAND OPERATORS**  
Don't be in the small minority who  
have yet to reorder.  
**SOUTHLAND'S**  
**SPEEDWAY**  
Move fast . . . get this fast mover  
today!  
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# MOA Asks Diskery Help In Cellar Bill Battle

• Continued from page 74

strategists even discussed the possibility of forming their own record company—but only if the exemption were removed.

### Need Something

One comment summed up feelings here: "We don't want to get into the record business, but we feel we need something to offset the expense of removing the exemption."

Arguments in favor of a juke box operator record company include: (1) Ready-made audience of some 500,000 juke boxes, (2) Exposure guaranteed for new artists.

An operator noted "we would again be able to build artists as we did in the old days."

### Run by MOA

Basically, the record company could be run by a national association—presumably MOA—and the income would offset payments MOA might have to pay for performance fees on behalf of the nation's operators to the performance agencies.

The disadvantages, on the other hand, of forming a record company are obvious. Chief of these is that the record business is a very specialized field and one in which the operators have no experience.

They would have to hire trained and experienced person-

nel to run the record firm, and even then success would be questionable.

### Previous Attempts

Looking back at history, Barney Young, a well-known juke box figure, once tried to make a business out of recording and selling disks to operators, but the venture never got off the ground.

MOA strategists frankly admit the formation of a diskery would be a desperate measure—and a real gamble—but desperate they are, and gamble they are willing if they must.

In a later interview with Billboard, Casola said that removal

### Illinois Meet

• Continued from page 80

Canton; Charles Lindelof, Skokie; Bill Poss, Valley Music Company, Aurora; Moses J. J. Proffitt, South Central Music, Chicago; James W. Frye, Danville; Frank La Maskin, Clover Music Company, Chicago; Ralph and James Winquist, Winquist Automatic Sales Company, Rockford; Ronnie Meline and Charles Marik, Star Music, Rockford.

M. H. Gillette, Phonograph Service Company, Chicago; Bill Phillips, Atlas Music Company, Chicago; Jack L. Jacobs, La Rue Coin Machine Company, Chicago; Edward Holstein, Ace Music Company, Chicago, and Knott Music Company, Galesburg; Ed Mohill, Star Music Company, Chicago; Victor J. Lucas, Lucas Enterprises, Chicago; R. H. Goers, Lucas Enterprises, Chicago; Charles Sacco, Lee Nordic Music Company, Chicago, and Don R. McDonald, McDonald Merchandising Company, Ottawa.

### W. Va. Ops View

• Continued from page 80

ert A. Mitchell Jr., Kathryn Mitchell and Bob Mitchell, all of Sutton; Jim Lowery, Camden; Mike Flannery, Red Flannery, Helen Flannery, Bob Flannery and Lois Flannery, all of Logan; Shelton Price, Marvin Price, H. K. Price, Harold Price and Trudy Price, all of Barboursville; W. Wellman and Mary Wellman, both of Bluefield, and Tommy Hurt and Mildred Hurt, both of Point Pleasant.

### Cinebox Dancers

NEW YORK—The two latest film releases for Cinebox will feature dance sequences featuring Jamaica's Limbo King and Arlene Woods, who understudied Chita Riviera in "West Side Story." However most of the product for the cinema-juke box will feature name recording artists, according to M. S. Greenman, who is producing the color film shorts.

of the juke box exemption would ruin the juke box industry. "All marginal stops would have to be pulled," he said.

The MOA president noted that operators already pay \$36 per unit (per year) on background music installations. He is afraid that operators would have to pay at least as much on juke boxes.

Casola feels such a levy would cripple operators.

### Background Music

He notes too that in back-

ground music, the operator is able to pass the performance levy on to the location. (Most locations pay the operator \$3 per month.) However, juke box operators couldn't do this, he points out.

"You can't raise the juke box from dime play to 11-cent or 12-cent play. If we raise it to 15-cent play, we're going to have a drop in collections."

Commenting on the strategy meeting in West Virginia, Casola emphasized that "the main thing

is we don't want to antagonize the record companies—we need their help, they have the experience. We hope they can help us work out a solution that could be acceptable to all."

Since the West Virginia meeting, MOA officials have been quietly contacting other operators to get a reaction to the proposal. If there is general agreement—and if the record companies agree to the meeting—a joint operator-record firm session could be held very shortly.

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**Empire Covers For Rock-Ola 5-State Area**

CHICAGO — Empire Coin Machine Exchange, headed by Gil Kitt and Joe Robbins, has been named Rock-Ola distributor for Wisconsin and Upper-Michigan, expanding Empire's territory into a five-State area.

Besides its Chicago headquarters, Empire now has offices in Detroit, Grand Rapids, Mich.; Marinette, Wis., and Menominee, Mich.

Empire thus covers Michigan (including the Upper Peninsula), Indiana, Illinois, Iowa and Wisconsin. Empire also handles the following game lines: United, Williams, Midway, Fischer and Irving Kaye.



MR. AND MRS. ALBERT CONNELL, Beech Island, S. C., look over the new Rock-Ola phonograph at a special showing held by Robinson Distributing Company in Augusta, Ga., last week. Refreshments were served throughout the day. Howard Robinson hosted the session, assisted by Jimmy Adams and Charley Hall.

**W. B. MUSIC COMPANY, INC.**

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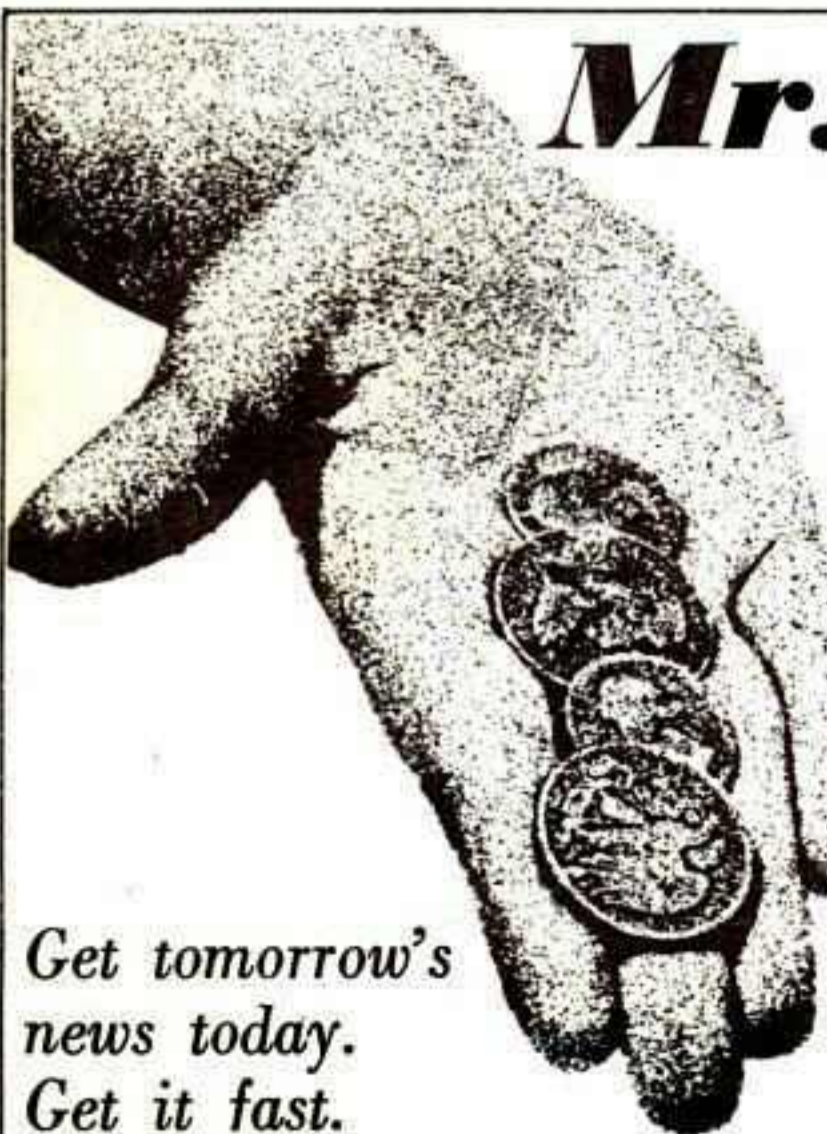
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**MOA MOVES UP BOARD MEETING DATE TO JAN.**

CHICAGO—The Music Operators of America has moved its scheduled May board meeting to just after the first of the year. Bob Blundred, MOA managing director, said the earlier board meeting would enable MOA to appoint its convention committee earlier, discuss a pending membership motorcade to the West (see separate story) and plan strategy regarding the imminent passage of the copyright exemption repeal.

**Seeburg-Hamburg Names Rosenzweig**

HAMBURG — The Seeburg GmbH., Hamburg, German branch of the Seeburg organization, has appointed Hans Rosenzweig director of sales. He will handle both the music machine and the vending lines of his firm.

Rosenzweig had been the editor of the German vending magazine "Automatisch Verkaufen" for six years and has made field trips to the USA and throughout Europe.

After leaving "Automatisch Verkaufen" and before joining the Seeburg organization, Rosenzweig has been director of sales with the Bechofer GmbH., Offenbach - Main, German branch of Dynamic Vending, and general agents for Choice Vend beverage vendors as well as Norge coin-operated laundry and drycleaning centers.

**Phonos Success In Canada Pubs**

EDMONTON, Alta. — Juke boxes have proven a success in representative beer parlors throughout Alberta, according to A. D. Elliott, chairman of the Alberta Liquor Control board.

He said: "Over the past three or four months we have arranged, in co-operation with the Western Canada Music Operators' Association, to install the machines in a number of beer parlors. The experiment has been a success as far as the (Continued on page 94)

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United Mercury Shuffle	75.00
CC Player's Choice	165.00
Gottlieb Rocket Ship	85.00
Un. Jumbo Bowler	175.00
CC King Bowler	195.00
CC Queen Bowler	265.00
CC Red Pen Shuffle	245.00
United Teammate	295.00
Wms. Ten Spot	195.00

**Phonos—Wall Boxes**

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### Witsen Off on European Trip

PHILADELPHIA—Bill Witsen, sales manager of Scott Crosse Company, Philadelphia export company, will leave on a two-week European trip this week.

He will visit with customers in London, Milan, Frankfurt, Hamburg and Paris, and plans to sell all types of coin-operated equipment.

Witsen will also study possibilities for importing coin products manufactured in Europe.

His itinerary includes: Cumberland Hotel, London, Monday through Wednesday (14-17); Carlton Hotel, Milan, Thursday through Sunday (18-20); the Frankfurt International Hotel, Frankfurt, Sunday through Wednesday (20-24); the Atlantic Hotel, Hamburg, Wednesday and Thursday (24-25), and the Claridge Hotel, Paris, Friday through Monday (25-28).

### Spanish Pin Boom

MADRID—The Spanish firm Petaco is expanding production of its new pinball to meet demands on the domestic market. Petaco's pinball has been simplified in construction to the point where it can be serviced easily on the location and most repairs can be made there. Petaco is continuing development of the pinball, its aim being to produce a pinball which can be entirely

serviced and repaired at the site by means of a "replacement package."

Pinballs are booming in Spain, despite considerable official outright opposition and sniping. The Spanish market, however, requires a rugged machine with minimum maintenance requirements.

### N. H. Firm Moves

MANCHESTER, N. H. — The Tri-State Amusement Company, shuffleboard and pool table distributor, has moved to a 40,000-square-foot building at the Amoskeag Mill Yard here. Ed Martell, Tri-State treasurer, said the larger quarters will enable the company to take on new lines.

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**Phonos in Canada**

• *Continued from page 92*

licensees are concerned. Such installations will be approved

on application of a licensee, provided they are operated under certain conditions."

Conditions includes a specified numbers of speakers so the music won't be obtrusive. Con-

trols must be in the hands of a responsible person.

It is not expected cocktail bars will apply for music machines. Most now have their own piped-in music systems.

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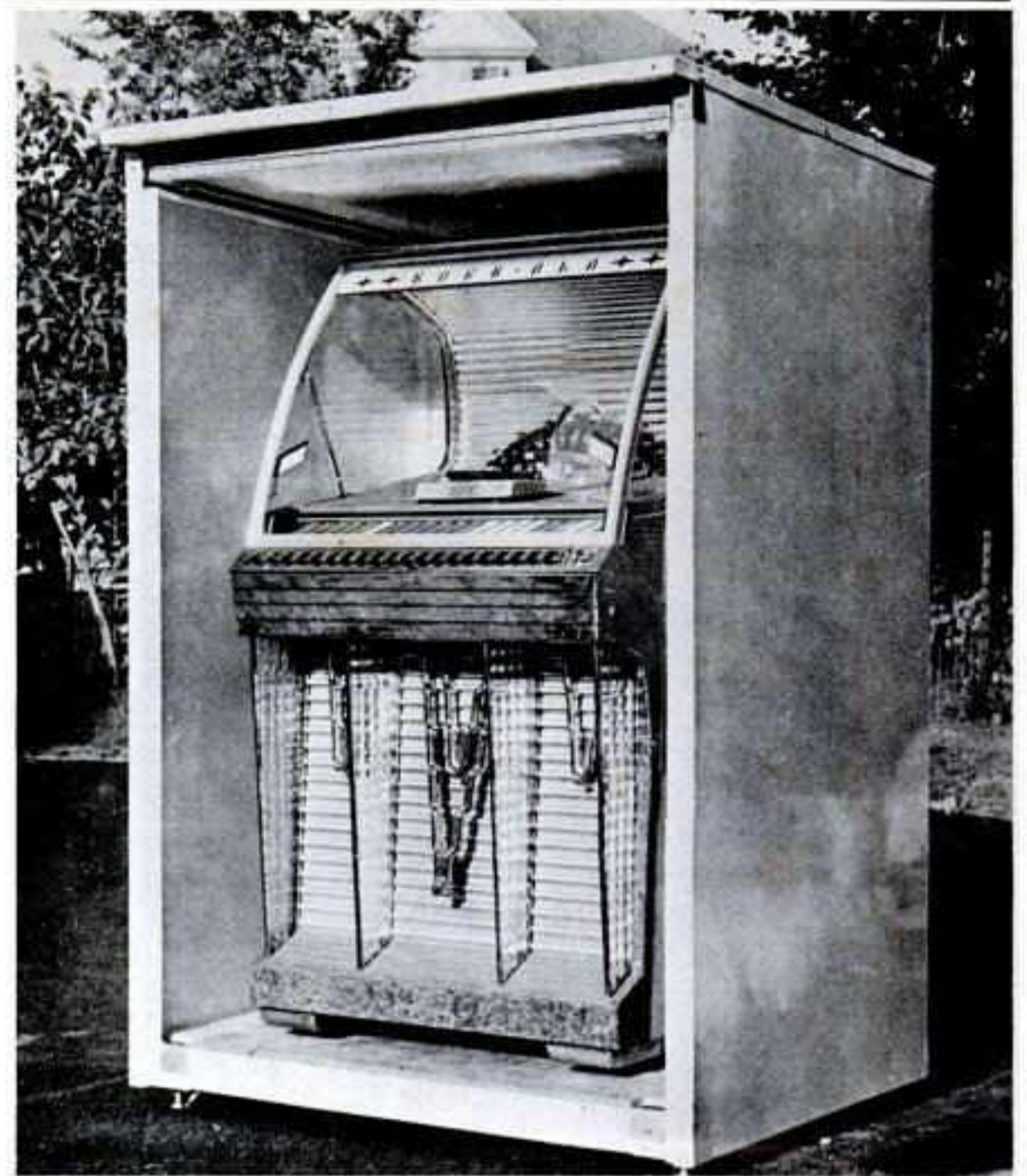
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A NEW ENCLOSURE for outdoor juke box locations was designed by Libbey Music & Distributing Company, Haverhill, Mass. It'll go on the market at a price tag of \$119.50. Libbey spokesmen said it has been tested for over a year and redesigned four times. The enclosure not only protects the juke box but helps project the sound over a wider area. Libbey began manufacturing recently and expects to ship to operators within a few weeks. Distributing rights for the enclosure are also available.

## William Kissell To SFC Board

NEW YORK — William J. Kissell has been named to the board of directors of the SFC

Financial Corporation, a publicly held corporation which specializes in coin machine financing.

Kissell is credit and loan policy vice-president of the Bankers Trust Company.

# DAVID ROSEN, INC.

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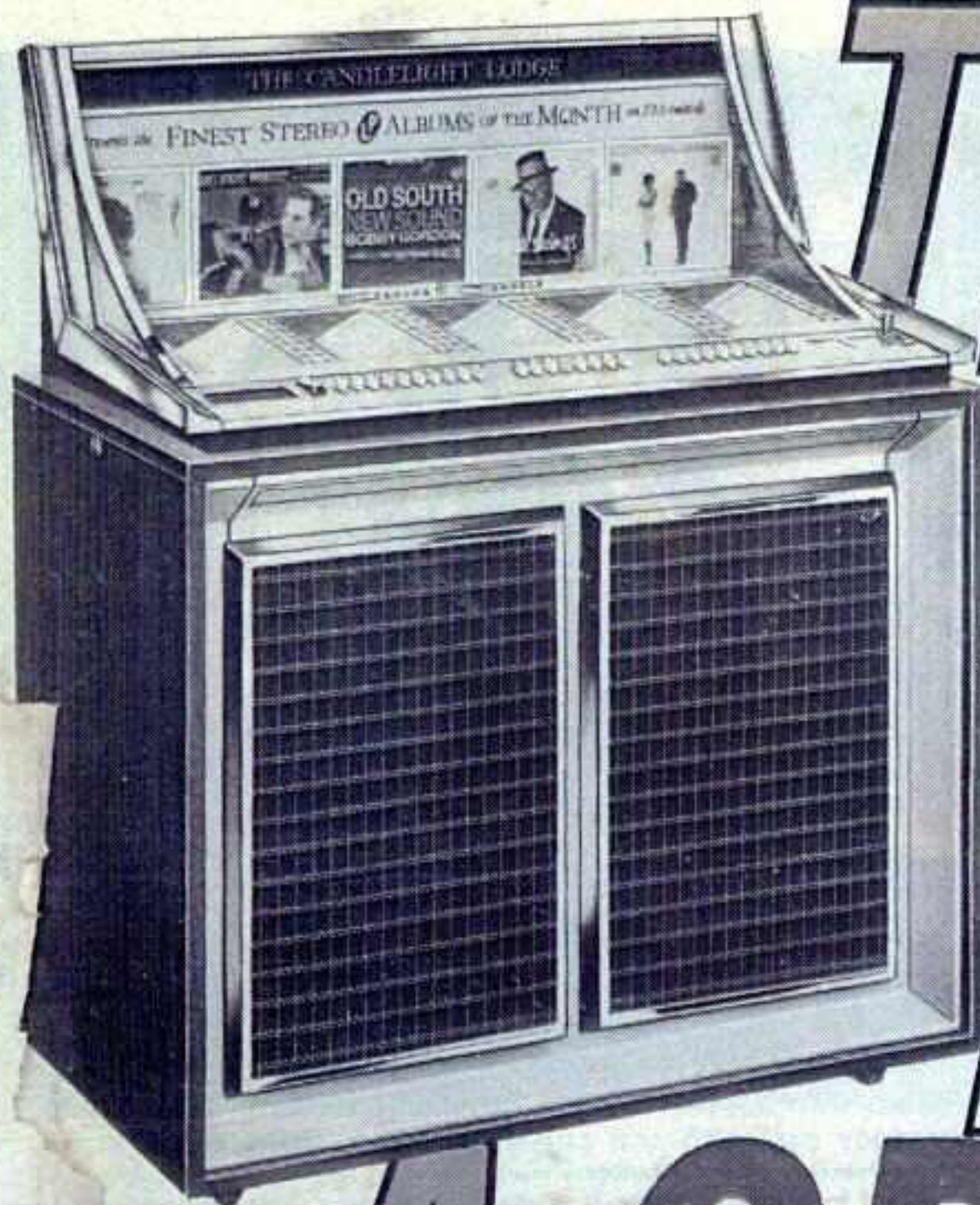
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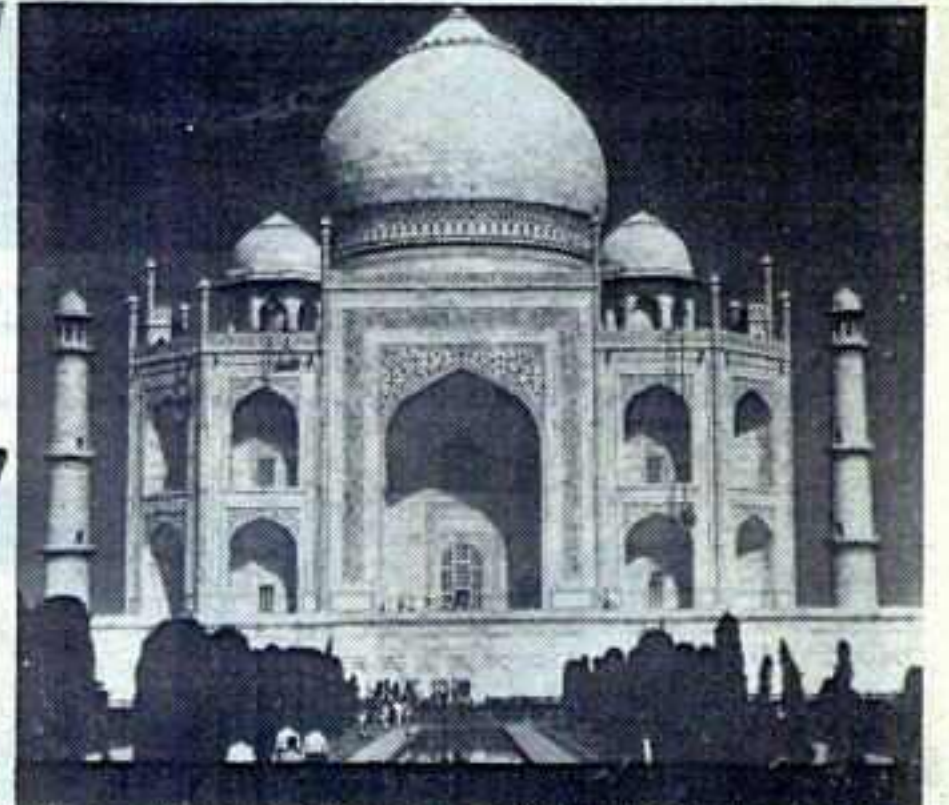
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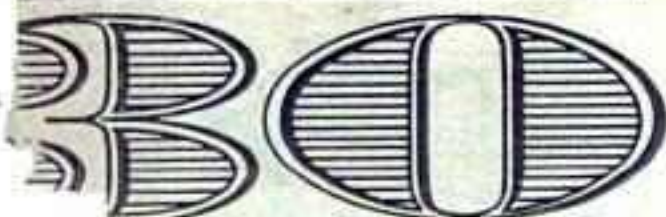


That's the deal, isn't it?—to sell the music that makes the most money. If you've picked up the idea the LP Console was made just to put Leonard Bernstein out of business, forget it. Anywhere there's room for entertainment...including the corner and the drive-in...this is the baby everyone is going for. Sawdust floor or carpet, it's the one phonograph that can deliver all the music everyone wants today.



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<b>LOUIS PRIMA</b> Prima Show in the Casbar	PRIMA
<b>FRANK SINATRA/COUNT BASIE</b> Sinatra-Basie	REPRISE
<b>PETER DUCHIN</b> At the St. Regis	DECCA
<b>BRENDA LEE</b> All Alone Am I, Vol. II	DECCA
<b>WAYNE KING</b> Golden Favorites	DECCA
<b>RUSS MORGAN</b> Music in the Morgan Manner	EVEREST
<b>ANDY WILLIAMS</b> Moon River	Columbia
<b>JULIE LONDON</b> Latin in a Satin Mood	LIBERTY
<b>LENA HORNE</b> Lena Lovely and Alive	RCA VICTOR

#### JAZZ/RHYTHM & BLUES

<b>RAY CHARLES</b> Modern Sounds in Country and Western Music, Vol. I	ABC-PARAMOUNT
<b>GLORIA LYNNE</b> Gloria "Blue"	EVEREST
<b>LEONARD BERNSTEIN/DAVE BRUBECK</b> Bernstein Plays Brubeck Plays	Bernstein COLUMBIA
<b>GRADY MARTIN</b> Swinging Down the River	DECCA
<b>JAZZ CRUSADERS</b> At the Lighthouse	PACIFIC JAZZ
<b>CLYDE McPHATTER</b> Lover Please!	MERCURY
<b>PAUL DESMOND</b> Desmond Blue	RCA VICTOR
<b>RAY CHARLES</b> Ingredients in a Recipe for Soul	ABC-PARAMOUNT
<b>GERALD WILSON</b> Moment of Truth	PACIFIC JAZZ
<b>COUNT BASIE</b> String Along with Basie	ROULETTE

#### FOLK/COUNTRY & WESTERN

<b>HANK SNOW/ANITA CARTER</b> Together Again	RCA VICTOR
<b>KITTY WELLS</b> Kitty's Choice	DECCA
<b>LESTER FLATT/EARL SCRUGGS</b> Hard Travelin'	COLUMBIA
<b>WEBB PIERCE</b> Cross Country	DECCA
<b>PATSY CLINE</b> Sentimentally Yours	DECCA
<b>BOB KAMES</b> Goes Western	KING
<b>RAY PRICE</b> San Antonio Rose	COLUMBIA
<b>BUCK OWENS</b> You're for Me	CAPITOL
<b>JIM REEVES</b> A Touch of Velvet	RCA VICTOR
<b>RED FOLEY</b> The Red Foley Show	DECCA

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# PHOTO GALLERY OF Newsmakers



**ASCAP HONORS GERSHWIN:** On September 26 a plaque was unveiled at the two-story building in Brooklyn where George Gershwin was born 65 years ago. Arthur Gershwin and Mrs. Leopold Godowsky (nee Frances Gershwin) pose at site of landmark, which was sponsored by ASCAP.



**EVERYBODY GETS INTO ACT:** Celebrations marking Jimmy Durante's 50th anniversary in show business were held near and far. Above, he is cuddled by hostesses at the Gaslight in New York. Later that week he was honored in Philadelphia, which included presentation of key of the city by Mayor Tate. David Rosen, distributor, was host at the Philly event.



**ON THE AIR IN HAMBURG:** The Everly Brothers were interviewed for AFN Berlin radio by Marc White recently during recording session in the Teldec Studios in Hamburg. They also played on television and guested at the Star Club.



**GOLD-LINED PARADISE:** Cause for celebration recently at United Artists Records was presentation to Ferrante and Teicher of gold record for million-dollar sales on album "Pianos in Paradise." Collected here are (left to right) Joe Berger, national sales manager; Art Talmadge, president; Lloyd Leipzig, director of creative services; Lou Teicher, and Jay Jacobs, national promotion director. Seated is Art Ferrante.



**FOUR!** Buddy Greco, currently appearing at the Royal Box of the Americana Hotel, New York, demonstrates his golfing prowess for a group of deejays. Shown atop the 50-story structure are (left to right) Fred Robbins (WNEW), Stan Z. Burns (WINS), Jim Lowe (WNBC), model Eve Nolan, Dick Shepard (WNN), Wally King (WNEW) and Buddy.



**CAPITOL'S NEW VICE-PRESIDENTS:** Assuming new posts for Capitol Records are (left to right) Bob Carp, Francis Scott and Voyle Gilmore. Gilmore will head the label's complete pop a.&r. staff in Hollywood, Nashville and New York.



**PHILIPS TO DISTRIBUTE MERCURY:** As of the new year, Philips will distribute Mercury Records in Britain, and at reception in London on the occasion of that announcement are Mercury's music director Quincy Jones (left), Sarah Vaughan, and Philips managing director Leslie Gould.



**RCA INTERNATIONAL REPS:** At the opening reception of "Meetings in Taormina," Eugene Denny, vice-president of RCA Victor International; Guiseppio Ornato, general manager RCA Italiana, and Dario Saria join in conversation. Meeting included introduction of Dynagroove awarding of prizes for summer songs plus a general exposition of new catalog.



**4TH ANNUAL ADMIRAL CRUISE:** Station WIL of St. Louis recently sponsored its annual cruise. Invited guests included Al Chotin, Record Merchandisers, Inc.; John F. Box Jr., managing director of the Balaban stations; Ron Lundy and Dave Diamond, WIL personalities.



**FANS AND FRIENDS:** Richard Tucker autographs at Klein's Department Store to his Columbia disk, "The Fabulous Voice of Tucker," when soprano Selma Kaye (who 1 with Tucker) visited the Met star with her 2 daughter, Stephanie Leschinger.