

Billboard

The International Music-Record Newsweekly

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

'Opry' Stars In Spotlight At Nashville

'Stop Handleman' Move Launched

By NICK BIRO

CHICAGO—It had to come sooner or later. Local distributors weren't about to stand by and see their volume being progressively cut away by the giant Handleman rack-jobbing interests operating out of Detroit.

The first major "Stop Handleman" move came last week with Milt Salstone, veteran independent distributor, buying a "substantial interest" in Jim Tiedjens' also-sizable Musical Isle rack outfit.

Musical Isle headquarters in Milwaukee and Chicago and operates some 2,000 racks throughout the Midwest. Though billed merely as an outright merger of related record marketing organizations, the Salstone move is an obvious step to fight fire with fire.

Distributors here have been

increasingly concerned about inroads by the Handleman chain which now does a very substantial business in the area but buys most of its merchandise from its home quarters in Detroit.

Distributors see their volume slowly shrinking with little hope to recoup. The purchase of Musical Isle by Salstone could be a stopper.

As Salstone himself explains it, we intend to expand substantially and we intend to buy our merchandise from local distributors. Salstone noted the move would help him as well as other distributors in the Chicago area.

He said he intended to put a substantial amount of money into Musical Isle to make it more competitive. "If we don't strengthen Musical Isle—every distributor here will be hurt," Salstone said.

Biggest complaint among dis-

tributors here is that they do all the promotion, while the various out-of-town marketing organizations take an increasing amount of sales.

Estimates vary, but Handleman alone is thought to have absorbed some 10 to 15 per cent of the local retail volume. Add to this inroads by other out-of-town organizations, and you have a picture of the distributor feeling a strong pinch.

Salstone termed his purchase of Musical Isle a move to "regain our consumer dollars." He noted he had felt a "noticeable drop" in this area. His comments echo those of other distributors made at one time or another.

In a way, it seems somehow fitting that the "stopper," if that, should come from a man generally conceded to be the dean

(Continued on page 6)

Ops in Goal Line Stand

By AARON STERNFIELD

RICHMOND, Va.—ASCAP may have the ball on the operators' two-yard line with first down and goal to go, but the music machine fraternity isn't about to concede the touch-down.

That's the essence of the operator attitude toward the Celler Bill, and this attitude was enunciated clearly at the annual convention of the Music Operators of Virginia at the John Marshall Hotel here Friday and Saturday (18-19).

Nick Allen, legislative counsel for the Music Operators of America, told the operators that ASCAP's latest attempt to remove the performance royalty exemption presents a grave danger to the coin machine industry.

Massive Drive

Allen said that when and if the bill is placed on the calendar by the House Rules Committee, MOA will launch a massive drive to convince individual congressmen to vote against the measure on the floor.

The Washington attorney was concerned about the progress of the bill, but he warned the operators not to panic. He charged that the bill is "special interest legislation which would benefit small groups on both the East Coast and West Coast" and that when the individual congressmen are acquainted with the facts, they will vote against the measure. He added that the battle can be won only if the music machine industry organizes and spreads the word. Similar sentiments were voiced at the meeting by Bob Blundred, MOA managing director, and in a

statement by Lou Casola, MOA president (see separate story).

In addition to the Celler Bill, Allen said that operators would do well to watch two other legislative developments.

First is a general rewriting of the copyright legislation with the aim to eliminate completely mechanical royalties and substitute performance royalties. The current bill was written in 1909.

The second development is

the treaty which is being negotiated by the International Copyright Convention. Terms of this treaty would broaden the scope of copyright protection by providing royalties for performers of records.

Either of these two proposed measures would place a heavy burden on the operator, Allen said.

Allen questioned the procedure (Continued on page 39)

NASHVILLE—"Grand Ole Opry" stars will be spotlighted when country music deejays from here and abroad gather in Nashville November 1-2 to celebrate the "Opry's" 38th birthday. More than 50 "Opry" acts will appear at WSM's breakfast Friday morning (1) in a "Grand Ole Opry" spectacular written and produced by Bill Williams and Ralph Emery. The breakfast will be served chuck-wagon style in the spacious Municipal Auditorium. Other features of the Friday morning program will be a memorial to those "Opry" stars who lost their lives in 1963 and the presentation of the various trade press awards.

Registration for the two-day event begins Thursday (31) at the Andrew Jackson Hotel. At 2 p.m. Thursday, a round-table discussion on broadcast license

renewal will be held in WSM's Studio C. The discussion will be based on a summary of the WSM-University of Tennessee Conference held in Knoxville October 22-23.

Starday and Mercury have planned two events for early arrivals. At 8 p.m. Thursday, in WSM's Studio C, Starday artists will record an album honoring the "Opry's" 38th birthday celebration, with visiting deejays invited to participate. Mercury Records has planned a Halloween Party for Thursday night, beginning at 11 o'clock, in the Hermitage Hotel Ballroom, with prizes awarded for the most original costumes.

On Thursday and Friday, be-

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Governors Hail Country Music Field

NEW YORK — At press time, various governors and States across the nation were issuing proclamations declaring the week of October 27-November 2 as National Country Music Week. These actions highlight the achievement of the country field in securing broad recognition of its value as a cultural and economic entity. In this

photo spread are governors who have issued such proclamations. Others are expected. From left to right: Gov. Frank G. Clement of Tennessee, whose proclamation calls upon the State's population to observe the week with appropriate ceremonies; Gov. John A. Love of Colorado, who issued a similar statement; Gov. Bert Combs

of Kentucky, whose statement notes that country music and folk music have been part of the culture of the Commonwealth of Kentucky for centuries, and Gov. Paul J. Fannin of Arizona. Fannin is seen presenting his proclamation to Ray Odom, president of Radio K-HAT, Inc., and CMA board director.



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COMBS



FANNIN

17 Great Reasons to Turn to Page 19 from

DECCA • CORAL

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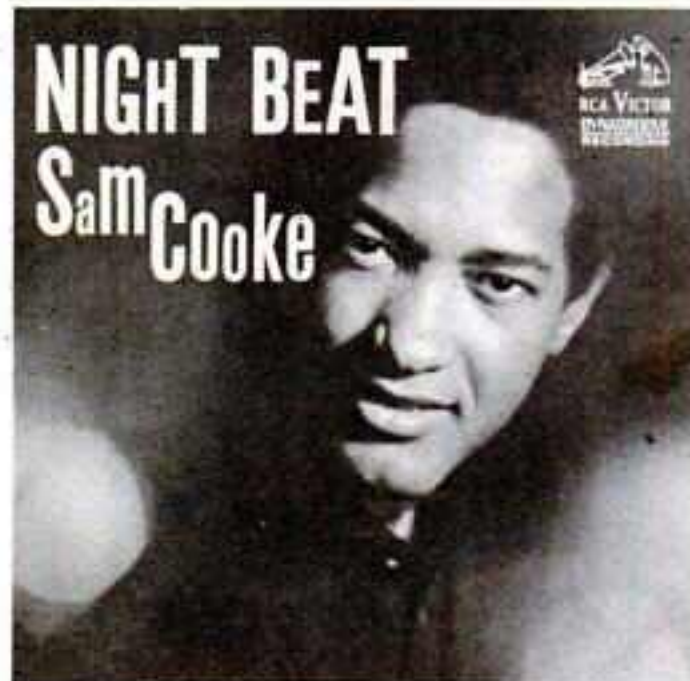
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Billboard BACKSTAGE

"YOU HELP ME, I'LL HELP YOU." This was the frank comment made by Carl Foreman to a group of Eastern Colpix distributors at a screening this past week of an excellent new motion picture titled "The Victors."

The statement has great impact when one realizes that Carl Foreman is the writer, producer and director of this picture. In a pre-screening chat with the record people, Carl Foreman emphasized the importance of records in the exploitation of a motion picture.

After viewing the picture it would be safe to say that Carl Foreman has already helped us by making a provocative motion picture of unusual style for people of all ages.

THE PROMOTION CAMPAIGN planned by Columbia Pictures and Colpix Records will provide record dealers with a sound-track album almost eight weeks prior to the world premiere of "The Victors" scheduled for mid-December.

The music is composed and conducted by Sol Kaplan. Throughout the picture we hear the popular music of World War II as it is used to "season" the mood.

A CURRENT CHECK of the Billboard best selling LP chart lists seven sound-track albums in the top 50 group of current and choice. These sound tracks are more than incidental music. They are skillfully composed and arranged to fulfill a scene. The musical impact of a motion picture not only boosts the exhibitors' grosses but often yields more dollar sales volume in records and sheet music than is realized through the box office.

It is encouraging to note the perceptiveness of a motion picture man of the stature of Carl Foreman in bringing to the attention of record people, dealers, radio programmers and music operators a powerful motion picture in which music is so capably used, "The Victors."

Hal B. Cook PUBLISHER

Refugee Group Cites Billboard Publisher

NEW YORK — Billboard's publisher Hal B. Cook will be cited for "outstanding work on behalf of the world's refugees" by the United States Committee for Refugees at its annual meeting, Friday (1) at the Waldorf Astoria Hotel here. The citation

will be presented by Spyros Skouras, 20th Century - Fox chairman, and head of USCR's 1963-1964 fund drive.

The citation reads, "For his invaluable assistance and encouragement to the United States Committee for Refugees; for his wise and patient counsel; for his generous spirit in interpreting the plight of the world's refugees to his readers. With this citation, we express to Hal B. Cook and his colleagues on the staff of Billboard our deepest gratitude and praise."

Capitol Ups K. Engemann, Tom Morgan

HOLLYWOOD — Capitol is promoting Tom Morgan and Karl Engemann. Morgan, a top a.&r. man, has been promoted to the new post of director of artist contracts, reporting to Frances Scott II, business affairs vice-president, while Engemann, the former a.&r. contract administrator, is being named manager of the a.&r. department, reporting to Voyle Gilmore, a.&r. vice-president.

Engemann will act as Gilmore's administrative assistant. He has been with Capitol since March 1960. He was one of Warner Bros.' first producers when that company was launched in 1958, working with Ed Byrnes, Connie Stevens, Dorothy Provine and Clint Walker, among others.

Morgan has been with the a.&r. department since 1957 and has worked with such important artists as Vic Damone, Bobby Darin, the late Glen Gray, George Shearing and Nancy Wilson.

He initially joined the label in Hollywood in 1951 as a salesman and later served as sales manager in Boston and regional manager in Cleveland.

Decca Sets 17 Albums for Fall Release

NEW YORK — The new Decca fall release, which covers product in the associated Coral label, has 17 albums on the market ready to go. Decca's usual incentive plan, which is around 10 per cent, will also be available from October 21 through November 8.

Much of the accent is on the big bands. Sets by Peter Duchin, Henry Jerome, Jan Garber, Warren Covington, Guy Lombardo are in the release as well as Earl Grant and Lenny Dee. A special hootenanny package features top all-time folk sellers by the Wavers, Tarriers, etc., and there are two albums that should draw a good many calls from vet show business fans. One is "Jolie," another set to follow up the late superstar's "Best of ..." package which was a chart item. A set by Danny Kaye is included called "The Best of Danny Kaye." This two-album package comes with text and illustrations and features 24 tracks, many of them his biggest selling disks.

In the classical area, there is a Leopold Stowkowski album, Franco Gulli violin LP, and a new de luxe package titled the "Glory of Cremona." This set contains music played on 15 of the world's most priceless violins. All are played by virtuoso Ruggiero Ricci.

Albums by Joe (Fingers) Carr and (Big) Tiny Little and Little Richard round out the program on the Coral side.

Larry Welk Joins Dot on Coast

HOLLYWOOD — Randy Wood has named Larry Welk credit manager. Welk started with Dot in 1959 as a promotion man.

Welk will headquarter in Hollywood but will visit all field areas to work with label's indie distribs, franchises and company-owned branches.



INTERNATIONAL GOLD: Randy Wood, Dot Records' president (left), presents Wink Martindale with his first gold record award for international sales of over one million copies of "Deck Of Cards," released in August 1959. Single was followed by an LP which launched the Memphis deejay's career as a vocalist.



16TH ANNIVERSARY GATHERING: At the testimonial dinner honoring Harry S. Truman, first Commander-in-Chief, and Stuart Symington, first Secretary of the U. S. Air Force, on the occasion of its 16th anniversary, Maj. Skitch Henderson sits with the former president as Lieut. Col. Dick Ware (now the Kansas City, Mo., promotion manager for Columbia Records) joins in their conversation. Skitch is a dedicated reservist and jet pilot. He acted as toastmaster on this occasion.

STARS TO SHOW AT N. Y. BENEFIT

NEW YORK — A country music show, sponsored by the Musician Aid Society, Inc., featuring a bevy of top stars, will be presented Sunday night, November 24, at Manhattan Center. Scheduled to appear are Ernest Tubb and His Texas Troubadours, Hank Williams Jr., and his mother Audrey, Jean Shepard, Lefty Frizzell, Wilma Lee and Stony Cooper, Pat White, the Clinch Mountain Clan and others.

20th-Granoff Deal Brings Label Strength

NEW YORK — The 20th Century - Fox Records label signed one of its most important contracts since the reorganization of the firm when it signed a pact with Budd Granoff Productions last week. The agreement brings Lena Horne, Kitty Kallen, Neil Hefti and Eddie Heywood to the label. Each of the artists signed directly with 20th, but their singles and albums will be produced by Granoff. Deal is expected to bring catalog strength to the label.

In another move, the label has also signed a special production deal pact with Al Kasha who will cut a series of pop LP's and singles with such artists as Artie Butler, and with the Alan Douglas-Pete Kameron producing firm for a series of jazz albums. The Mary Kaye Trio and Tony Martin have also been signed to the label's rapidly expanding artist roster.

The Granoff deal has already stimulated excitement at the label. A Lena Horne single disk, "Now," a special freedom song version of "Hava Nagella" written by Betty Comden and Adolph Greene, is being played exhaustively on Manhattan radio. A dub of the tune, recorded Monday (21), was kicked off Wednesday (24) by William B. Williams and caused a myriad of phone calls to station WNEW.

Miss Horne's performance of the tune drew wild applause and rave reviews when she debuted it at Carnegie Hall two

Atlantic, Atco Get Off Well In Fall Sales

NEW YORK — Atlantic and Atco are off to strong album sales plan for their fall release.

Leading the Atco pack is "Deep Purple" the Nino Tempo-April Stevens set. This one capitalizes on the team's current hot single but also includes past big sellers, all of which attained some chart status. Before shipping the "Deep Purple" LP, Atco had taken orders totaling 75,000 copies.

On Atlantic, "Herbie Mann Live at Newport" has got a strong send off, thanks to the artist's current hot chart status.

The new albums on Atlantic are being offered during October only at a 15 per cent discount.

On the singles front, "Deep Purple" sits at the No. 2 slot on the "Hot 100," "Walkin' the Dog" on the Stax label distributed by Atlantic performed by Rufus Thomas moving up from No. 48 to No. 28, "You're Good for Me," by Solomon Burke on Atlantic and "I Could Have Danced All Night," by Ben E. King, Atco, are all star performers. The last two hitting the big board for the first time in the No. 89 and 90 positions. This continues the Atlantic-Atco hot streak which has sustained more than two, three, four or more singles at the same time for the last few months.

Sight & Sound's 2d New Outlet

HOLLYWOOD—The House of Sight and Sound, with one successful retail operation in Van Nuys, opens its second outlet in Canoga Park November 12.

Firm sells disks, phono and tape equipment, TVs and organs. The new store will be located in the Fallbrook Square shopping center. Jerry Johnson is prexy of the expanding San Fernando Valley firm.

weeks ago in a special benefit show which also starred Frank Sinatra. Arrangement was done for this disk by Ray Ellis and conducted by Neil Hefti.

Under the Granoff deal, 20th Century-Fox will also utilize the services of Hefti, Ray Ellis and Milton DeLugg as arrangers and producers of sessions to be cut exclusively by the label.

WSM 'GRAND OLE OPRY'S' 38th BIRTHDAY CELEBRATION OCTOBER 31 THROUGH NOVEMBER 2

SCHEDULE OF EVENTS

THURSDAY, OCTOBER 31

- 9:00 a.m.-10:00 p.m.—REGISTRATION: Andrew Jackson Hotel
- 2:00 p.m.—BROADCAST LICENSE RENEWAL ROUND TABLE DISCUSSION: Robert E. Cooper, General Manager WSM, Moderator; WSM Studio C
- 8:00 p.m.—STARDAY RECORDING SESSION: WSM Studio C
- 10:15 p.m.-4:45 a.m.—OPRY STAR SPOTLIGHT: Grant Turner and visiting deejays, with George Morgan—Broadcast live, Andrew Jackson Hotel
- 11:00 p.m.—MERCURY HALLOWEEN PARTY: Shelby Singleton, host, at Hermitage Hotel Ballroom

FRIDAY, NOVEMBER 1

- 8:00 a.m.—REGISTRATION: Andrew Jackson Hotel
- 8:30 a.m.—OPENING OF CELEBRATION: WSM Breakfast, Municipal Auditorium; host, WSM. Presiding: John H. DeWitt Jr., President WSM
Welcome: Frank Clement, Governor of Tennessee; Beverly Briley, Mayor of Metropolitan Nashville and Davidson County, Tennessee
"Grand Ole Opry" Spectacular—Opry Stars Memorial—Trade Press Awards
Broadcast live WSM — Telecast WSM-TV
- 12 noon—DOT RECORDS SESSION: Host, Randy Wood, Municipal Auditorium
- 2:00 p.m.—SALES AND PROGRAMMING ROUND TABLE DISCUSSION—SALES: Len Hensel, WSM Commercial Manager, Moderator
Panel Members: Joseph H. Epstein Jr., Executive Vice-President, Walker Saussy Advertising Agency; James Faszholz, Broadcast Program Department, Gardner Advertising Company; Dan Scully, Leo Burnett, Kellogg account executive
PROGRAMMING: Otto Devine, "Grand Ole Opry" manager, moderator
Panel Members: Ralph Emery, WSM; Grant Turner, WSM; Doug Mays, WBT, Charlotte, N. C.; Bob Jennings, WLAC, Nashville; Al Edwards, KLAQ, Denver; Jimmy Logsdon, WCKY, Cincinnati, at WSM Studio C
- 5:30 p.m.—DECCA RECORDS RECEPTION: Hosts, Owen Bradley and Harry Silverstein, at Andrew Jackson Hotel's Commodore Room
- 7:00 p.m.—FRIDAY NIGHT OPRY: Kroger Network Program Recording Session, WSM Studio C
- 10:00 p.m.—MR. D. J. USA: Featuring visiting deejays with Ralph Emery, WSM Studio A
- 10:15 p.m.-4:45 a.m.—OPRY STAR SPOTLIGHT: Live broadcast with Grant Turner and Sonny James, Andrew Jackson Hotel
- 10:30 p.m.—UNITED ARTISTS DANCE: Host, Pappy Daily, Andrew Jackson Hotel Ballroom

SATURDAY, NOVEMBER 2

- 8:30 a.m.—RCA VICTOR BREAKFAST: Hosts, Chet Atkins and Steve Sholes, at Andrew Jackson Hotel Ballroom
- 12 noon—COLUMBIA LUNCHEON: Hosts, Don Law, Frank Jones, Gene Ferguson, at Grand Ole Opry House
- 5:30 p.m.—CAPITOL PRE-OPRY RECEPTION: Hosts, Ken Nelson, Marvin Hughes, at Andrew Jackson Hotel
- 7:30 p.m.—"GRAND OLE OPRY" 38TH BIRTHDAY CELEBRATION: Host: WSM — Stars of the "Grand Ole Opry," Ryman Auditorium
- 11:00 p.m.—PAMPER MUSIC COMPANY DANCE: Hosts, Ray Price, Hal Smith, at Andrew Jackson Ballroom

SUNDAY, NOVEMBER 3

- 8:00 a.m.—COLUMBIA KAFFEKLATCH: Hosts, Don Law, Frank Jones, Gene Ferguson, at Hermitage Hotel Ballroom

Meader Enters Pub

NEW YORK — Recording and night club artist, Vaughn Meader, through his corporation Vaughn Meader Enterprises, Inc., has entered the music publishing business. Meader will publish and record several comedy songs and his own composition next month.

Name Calif. Distrib

SAN FRANCISCO — Independent Music Sales has been named Northern California distributor for Lenox and Ad Lib labels, for Todd, and for Co-Ed. The first three were acquired from D and M Sales, and the last from Eric Distributing. Paul McKimmie is general manager of Independent.

'Opry' Stars in Spotlight

• Continued from page 1

gining at 10 p.m. and running until 4:45 a.m., deejay Grant Turner will broadcast "Opry Star Spotlight" from the lobby of the Andrew Jackson Hotel, with artists and deejays invited to participate. "Opry" artists George Morgan and Sonny James will assist Turner in the airings.

Friday noon, Dot Records will host a luncheon at Municipal Auditorium, with Dot artists entertaining. At 2 p.m. Friday, delegates will gather in WSM's Studio C for a roundtable discussion on sales and program-

ming. At 5:30 p.m. Friday, Decca Records will hold a reception for country music deejays in the Commodore Room of the Andrew Jackson Hotel. Other Friday activity will include a broadcast of "Friday Night Opry" from WSM's Studio C at 7 p.m., and the airing by Ralph Emery of his weekly broadcast, "Mr. D.J. U. S. A.," from 9 to 10 p.m. United Artist will hold its dance at the Andrew Jackson Hotel, beginning at 10:30 p.m. Friday, with George Jones and the Jones Boys the feature.

Saturday's activity kicks off

at 8:30 a.m. with RCA Victor's breakfast at the Andrew Jackson Hotel. At 12 noon, Columbia Records will stage a box luncheon, with entertainment by Columbia artists, at Ryman Auditorium. At 5:30 p.m. Saturday, Capitol Records plays host at a pre-"Opry" reception at the Andrew Jackson Hotel, and at 7:30 p.m. Saturday delegates will converge on "Grand Ole Opry" at Ryman Auditorium as guests of Station WSM. This year, for the first time, Pamper Music will host a Saturday night dance at the Andrew Jackson Hotel Ballroom, beginning at 11 p.m. Ray Price and His Cherokee Cowboys will furnish the dance tunes.

Climaxing the three-day festivities will be Columbia Records' Sunday morning kaffeeklatch at the Hermitage Hotel.

TIFF IN MEMPHIS

Blackwoods, Stu Hamblen Have Fall-Out on Stage

MEMPHIS—A tiff between James Blackwood, lead singer in the Blackwood Brothers Quartet, and composer-singer Stuart Hamblen (writer of "This Ole House," etc.) marred the annual National Quartet Convention here (18-20).

Hamblen walked out before stage time of the opening session after complaining that Blackwood was limiting his appearance to two songs.

Blackwood, chairman of the convention, said Hamblen was not on the program, was not invited and he didn't know Hamblen was coming till noon Friday, opening night of the three-day event.

4 Groups Only

"On the first night, appear-

ances are limited to the four top singing groups," said Blackwood. "That night these groups appeared: Blackwood Brothers (Memphis), Statesmen (Atlanta), Speer Family (Nashville) and the LeFevers (Atlanta).

"On Saturday night, about 40 different singing groups appear. There is time for only one song each. Out of courtesy to Mr. Hamblen, I told him he could sing two songs. He got mad because he wanted to sing as long as he wanted to."

Hamblen, angered about it, said, "Stuart Hamblen will not play second fiddle to the Blackwoods or any other gospel entertainers. The Blackwoods were on stage 25 minutes."

Correspondence

Hamblen said the Blackwood Brothers had recorded some of his compositions in the past. He cooled off, wrote Blackwood a letter before he left Memphis and told him he would "be glad to send new material for your consideration. However, if you choose not to sing or use them, I'll just have to stagger along life's road without your help."

He ended the letter, "Blessings on you."

Blackwood said, "I regret that the incident occurred."

He said Memphis leaders are trying to make the convention an annual one for Memphis. It has been held here several times in the past and next year's will also be here October 9-11.

Starday Starts New Country Record Club

NASHVILLE — Don Pierce, president of Starday Records, announced the formation of a new all-country record club here this week.

The club, Country Music Record Club of America, was launched October 1, Pierce said, (Continued on page 6)

LATE SINGLE SPOTLIGHTS

Pop

INEZ FOXX

HI DIDDLE DIDDLE (Saturn, BMI) (2:13)—Here's another breezy rhythm ditty from the gal who scored with several singles recently. She uses her familiar two-voice technique with solid rock support from the group. Could easily move out. Flip is "Talk With Me" (Saturn, BMI) (3:04). **Symbol 924**

BROOK BENTON AND DAMITA JO

STOP FOOLIN' (Benday, BMI) (2:53)—BABY, YOU'VE GOT IT **MADE (Benjamin, ASCAP) (2:15)**—A good new team is launched here. Both come off in top form on the two sides, first of which is a slow, neatly done ballad. Flip is a rhythm ditty with a swinging beat. Both could shake the coins loose. **Mercury 72207**

DION DI MUCI

DRIP DROP (Quintet, BMI) (2:32)—This is undoubtedly one of Dion's best sides. It's a solid, rhythm ditty, strong in the blues tradition and not unlike "Ruby Baby," in its approach. It's going to make a lot of noise. Flip is "No One's Waiting for Me" (Disal, ASCAP) (2:07). **Columbia 42917**

LENA HORNE

NOW (Statford, ASCAP) (3:58)—Here's a powerful piece of material on the freedom, integration kick and it gives Miss Horne a chance to really belt out the timely message. Solid arrangement also helps. On the long side for jock play, the side can still take off big sales-wise. Flip is "Silent Spring" (Harwin, ASCAP) (2:35). **20th Century-Fox 449**

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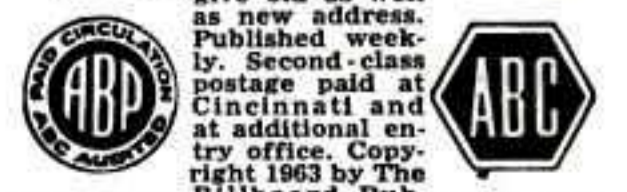
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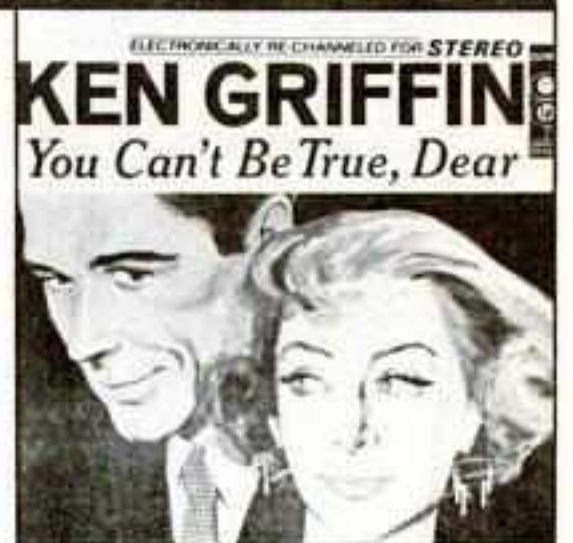
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on
COLUMBIA
records



This One



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Stereo

Victor Has Big Guns For Yule Product

NEW YORK — RCA Victor has launched a major promotion and merchandising campaign in behalf of new Victor and Camden Christmas product and holiday catalog material. Harry Jenkins, division vice-president, marketing, added that there'll be extra discounts and special return privileges to distributors. Campaign will have the slo-

gan, "This Christmas Give the Brightest Stars of All on RCA Victor." A feature of the effort will be a major joint promotion with the Linde Jewelry Manufacturing Division of the Union Carbide Corporation.

Distributors will conduct a dealer window display contest in which those making the best use of Victor's window display materials will win Linde star sapphire pendant and earring sets. Non-winning dealers will be awarded Baron RIAM Swiss battery-operated electric shavers. Distributors will judge the contests.

Backing up the campaign will be ads in the New Yorker, Saturday Review, Playboy, Esquire, The New York Times Magazine, Cosmopolitan, High Fidelity and the Schwann catalog. Extensive trade and radio advertising will also be employed. Point-of-sale material includes a window display with the "Brightest Star" theme, highlighting 24 Victor best sellers, plus over-the-wire hangars, full-color brochure (showing 144 best sellers and new releases), mounted covers and ad mats.



PROOF OF THE PUDDING: Young singing guitarist Roy Clark got a bit of a pleasant surprise last week when, due to the sensational reaction to his hit single, "The Tip of My Fingers," Capitol Records tore up his contract and signed him to a new, long-term pact. With Roy, above, is Ken Nelson, executive a.&r. producer for the firm. Roy's album, by the same title, has just been released.

B'WAY ROUNDUP

Victor May Have a Seller In New '110 in the Shade'

NEW YORK—RCA Victor's original-caster, "110 in the Shade," looks like a big one for the diskery on the basis of initial press reaction to the Broadway opening Tuesday (24) at the Broadhurst Theater. Dealers are expected to have the album shortly before Thanksgiving, and a date for the recording session was being mulled at press time. Inga Swenson as Lizzie Curry scored a great personal hit in this adaptation of "The Rainmaker," and the songs by Harvey Schmidt and Tom Jones (who did the off-Broadway hit, "The Fantastiks") drew broad acclaim.

Most Broadway critics were favorable in their comment. John McClain of The Journal-American tabbed it the best yet of the new season: "This is our top-flight musical . . . and a distinct credit to this or any other year."

Norman Nadel of The World-Telegram called it a musical delight—"a happy show . . . in-

fused with goodness of heart and embellished with laughter."

John Chapman in The News noted, "We've had to wait a long spell for a top-notch new musical, and we got one." He added: "There are 16 songs . . . and there isn't a commonplace one among them."

Howard Taubman of The Times was unimpressed. He stated the original, "The Rainmaker," had a touch of magic, and added: "It has disappeared in this adaptation. . . ."

Walter Kerr of The Herald Tribune felt the play had both virtues and weaknesses — the strongest virtue being Inga Swenson: "I'd urge you to see her just to watch her explode."

Richard Watts Jr. of The Post summed up his view with the remark that "'110 in the Shade' is an agreeable show but it struck me as a little short on festivity. "As plusses Watts noted the show's tunefulness and showmanship.

Starday Starts Country Record Club

Continued from page 4

and the initial reaction is reported very encouraging.

The Starday chief said formation of the new club stems from an awareness of the problem some consumers face when trying to purchase c.&w. records.

Pierce said, "Radio mail-order sales demonstrate the size of the demand from the rural market—a market which buys largely from catalogs for delivery by mail."

Pierce said, "Several success stories substantiated the potential for mail-order sales. Columbia has already sold far more country albums than had been anticipated, despite a lack of advertising emphasis on the country product."

"The success of Word Records in selling sacred music by mail-order further demonstrates the need for a specialized approach

to sell specialized products like c.&w. records."

More than 125,000 active c.&w. buyers received the initial record club catalog mailing which featured a teaser record with Roy Acuff, Minnie Pearl, Johnny Bond, Wayne Raney, Jimmie Skinner and other country music artists to introduce samples of club's album line.

Pierce said club members will not be required to sign an agreement to buy a minimum number of albums. Membership in the club comes with the first order, automatically. Customers remain a member so long as they place two orders yearly.

Members Pick

With each order, Pierce said, club members can take their pick of 12 bonus albums, selected from the Starday catalog of 150 albums. Also, Pierce said, the Hickory and King album

Word May Buy Most Of Sacred

HOLLYWOOD — Jarell McCracken, president of Word Records, is negotiating for the purchase of the major assets of Sacred Records. Billboard has learned. McCracken expects all legal paperwork to be complete this week.

Word, headquartered in Waco, Tex., and possessing the largest catalog in the religious field, will acquire over 100 masters from Sacred, prexied by Earl Williams in Whittier, Calif. With the purchase, Sacred goes out of business after 19 years, but Williams will remain as a salesman-distributor for Word. McCracken and several other Waco interests will operate Sacred as a separate corporation. "We have no plans for releasing any new Sacred material," McCracken said, "however, the acquisition will give our catalog the works of Ralph Carmichael, Alan McGill, Bob Daniels, Loren Whitney and Leo Barnett, all important artists in the religious field."

McCracken also obtains the Friendship Record Club in the transaction. The small mail-order club has several thousand members. Word was started by McCracken in 1951.

Jerry Leiber, Mike Stoller Open Diskery

NEW YORK — Jerry Leiber and Mike Stoller, well-known indie disk producing team, have opened their own diskery here. New firm will involve two labels, Daisy and Tiger. Initially signed artists include Cathy Saint on Daisy and the Love-joys on Tiger.

Leiber and Stoller will continue their indie disk producing activities for Jubilee, United Artists and Atlantic, among others. Involved with the new L-S operation as writer-producers are such teams as Jeff Barry and Ellie Greenwich, Hal David and Burt Bacharach and Van McCoy and Buddy Smith. Norman Rubin will be in charge of sales and promotion.

Celeste Buys Bedell Master

HOLLYWOOD—Celeste Records, small indie r.&b. diskery, has purchased the master of "He Played 1,2,3,4" by the Delicates from Lew Bedell's Dee Dee Records and is issuing the tune on its own label under the title "This Old Man Played 1,2,3,4."

Celeste, owned by Sherman and Ann Coleman, is currently represented with "Got a Thing Going" by Perry Dancy and the Handicappers Band.

line will be offered to club members.

He said he hopes to make available the c.&w. albums of all major labels soon.

Promotion of the new club will consist largely of extensive radio advertising on leading c.&w. stations around the country and in publications keyed to the interest of the c.&w. record buyer.

Pierce, in making the announcement said Roy Acuff and Wesley Rose, leading industry personality, were instrumental in the groundwork required to get the club off the ground.

'Stop Handleman'

Continued from page 1

of independent distributors in the country.

Salstone has been in business here some 18 years and his "Alumni" are scattered throughout every phase of the record business. M-S Distributing Company, headed by Salstone and Marv McDermott, currently handles Warner Bros., Cameo-Parkway, Kapp, Atco, Argo, Vee Jay, Reprise and a host of single lines.

Though Salstone has long had his fingers in numerous pies, his purchase into Musical Isle is his first extra-curricular venture within the record industry.

Jim Tiedjens, Musical Isle head, will continue as president with Salstone becoming vice-president, and McDermott secretary-treasurer. Tiedjens' firm is one of the oldest and most respected rack-jobbing organizations in the country. Tiedjens himself, was one-time president of the National Association of Record Merchandisers (NARM), and is generally considered one of the top record merchandising brains in the business.

Hank Tausend Named

NEW YORK—Hank Tausend has been added to the concert department of International Talent Associates, according to Larry Bennett, executive vice-president. Tausend was formerly with MCA and later with United Talent Management. Bert Block is president of ITA.



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TENNESSEE ERNIE FORD'S

NEWEST RELEASE

Original Sound Track Recording



The Story of Christmas

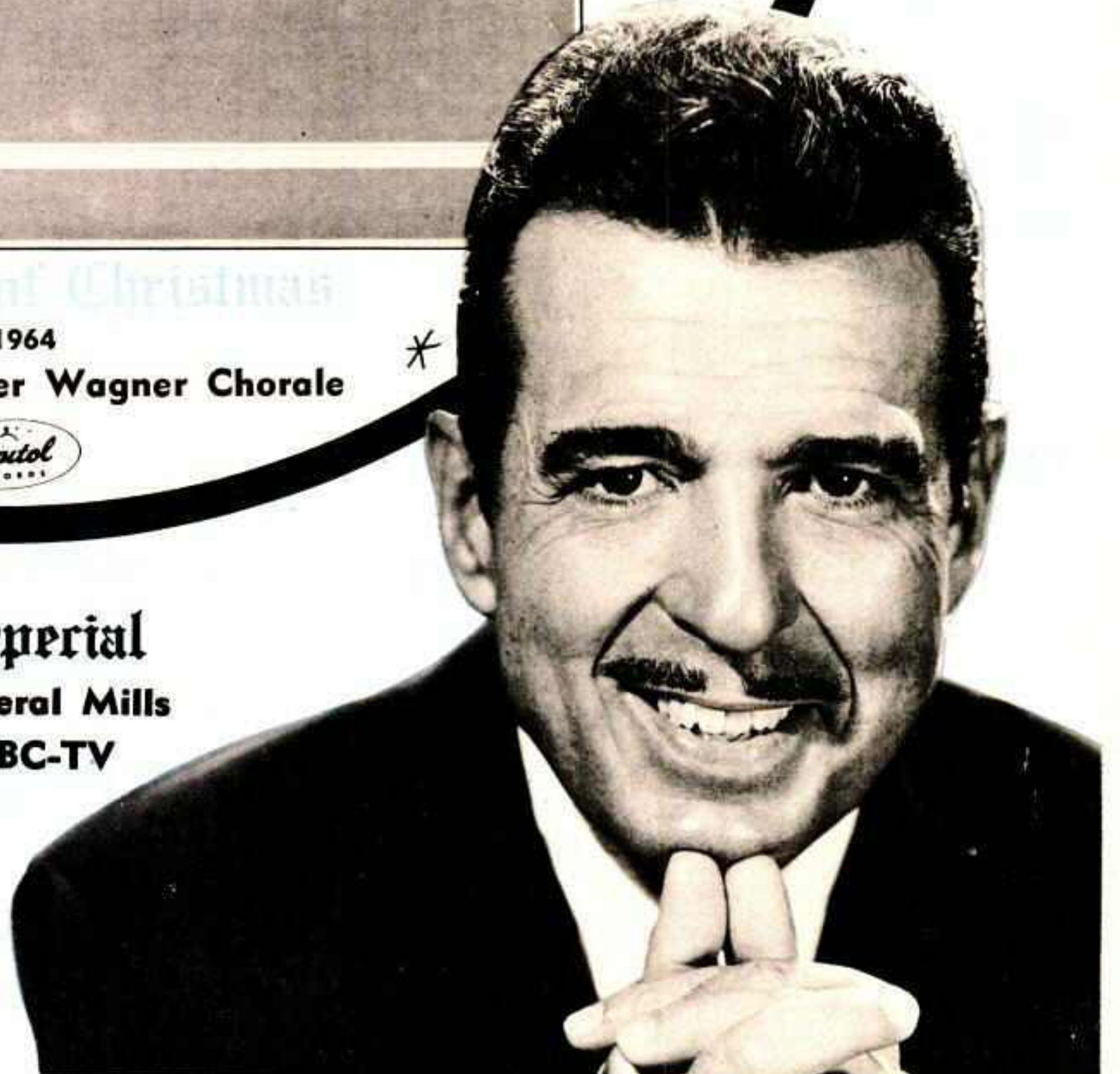
T-1964

Ernie & The Roger Wagner Chorale



Christmas TV Special
Proudly presented by General Mills
Sunday, Dec. 22, on NBC-TV

Public Relations: FREEMAN/SUTTON & Assoc.



THIS SONG IS IN THE GROOVE!



TONY BENNETT

“DON'T WAIT TOO LONG”

4-42886

COLUMBIA RECORDS 

ALBUM REVIEWS

Billboard

SPOTLIGHT PICK

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

POP SPOTLIGHT
HERE'S LOVE
Original Cast. Columbia KOL 6000 (M); KOS 2400 (S)

One of the first Broadway offerings of the 1963-1964 season, "Here's Love," is a score of charm and wholesome good fun which has become identified with the talents of Meredith Willson. The original cast gives a spirited performance on this disk (Janis Paige, Craig Stevens). Based on the classic Santa Claus movie, "Miracle on 34th Street," it will undoubtedly enjoy particularly heavy sales through Christmas season.



POP SPOTLIGHT
IT'S A MAD, MAD, MAD, MAD WORLD
Sound Track. United Artists UAL 4110 (M); UAS 5110 (S)

A wild, wild, mad, mad picture here and the Ernest Gold score is well keyed to the mood. Such names as Berle, Caesar, Durante, Merman, Provine, Silvers, Rooney, Shawn and a host of others will help sell it and the cover drawing, extending over a spread of the outside covers of the book-fold set is almost enough to sell it all alone.



POP SPOTLIGHT
DEEP PURPLE
Nino Tempo & April Stevens. Atco 33-156 (M)

The brother-sister act took a good spell to make it with their current smash (No. 3 in the Hot 100 last week), but the disk is now one of the biggest of the moment and this set, picturing the pair in color, could be a fast mover. Other tracks, in addition to the hit, offer "Paradise," "True Love," "One Dozen Roses" and several good originals. This could be an important set.



POP SPOTLIGHT
LITTLE DEUCE COUPE
Beach Boys. Capitol T 1998 (M); ST 1998 (S)

Current big seller for the Beach Boys leads this LP off with "Coupe," "Shutdown" and "409," and a current big one in "Be True to Your School." Other fine tracks which showcase the boys in a different guise are "Car Crazy Cutie" and "Spirit of America." Other sides that will have appeal are "Our Car Club" and "No-Go Showboat."



TALK TO ME
and 11 other great songs
SUNNY and the SUNLINERS



POP SPOTLIGHT
TALK TO ME & 11 OTHER GREAT SONGS
Sunny & the Sunliners. Teardrop LPM 2000

With their single, "Talk to Me," headed for the top 10 on the charts, there's little doubt that this package, which includes the waxing, will receive great attention. The versatile group lend their vocal and instrumental talents to 11 other tunes designed to appeal to ears of pop music lovers everywhere. Good set should hit the mark.

LIVE FROM THE BROOKLYN FOX AND RECORD BREAKING SHOW
MURRAY THE K



POP SPOTLIGHT
LIVE FROM THE BROOKLYN FOX—MURRAY THE K
KFM 1001

Although the name of Murray the K is not known from coast to coast, the record talents featured in the LP certainly are. Performing at the recent Murray the K show live from the Brooklyn Fox are the Angels, the Chiffons, the Dovells, the Drifters, Jan and Dean, Jay and the Americans, Ben E. King, the Miracles, Gene Pitney, Randy and the Rainbows, the Ronettes, the Shirelles and the Tymes.

HERBIE MANN LIVE AT NEWPORT



POP SPOTLIGHT
HERBIE MANN LIVE AT NEWPORT
Atlantic 1413 (M)

Herbie Mann's success on the album front has been notable for quite a spell now and this newest package, eagerly awaited by the fans, could easily do the best job of all. It's the Mann group, in two different ensembles, live at last summer's Newport Jazz Festival. There are but five tracks, but each is a gem and capable of getting great play.

IN A TENDER MOOD
GORDON JENKINS
and the Chorus and Chorus



POP SPOTLIGHT
IN A TENDER MOOD
Gordon Jenkins & His Ork & Chorus. Columbia CL 2009 (M); CS 8809 (S)

Although the album centers on Gordon Jenkins' suave renditions of such great ones as "Gone With the Wind" and "I'll Remember April," he puts plenty of refined zing into his offerings of "Just One of Those Things," "I'm Forever Blowing Bubbles," to name a few. Album is a natural for the balanced music and good music stations.

THE CLANCY BROTHERS AND TOMMY MAKEM
IN PERSON AT CARNEGIE HALL




POP SPOTLIGHT
THE CLANCY BROTHERS AND TOMMY MAKEM IN PERSON AT CARNEGIE HALL
Columbia CL 1950 (M); CS 8750 (S)

The album, cut live before an audience in concert at Carnegie Hall, is a fine one. There are a number of good outings in the album, including "Johnson's Motor Car," "The Juice of the Barley" and others. Another side of the group is shown in the lovely children's medley and the dramatic "O'Driscoll (The Host of the Air)."

POP SPOTLIGHT
THE BEST OF WOODY WOODBURY
Stereosaddies MW 6

Woodbury has achieved a steady sale among comedy LP buyers with his five earlier sets, selected portions of which are included here. But it's not just old stuff. There's a good bit of new material added, all recorded, like the earlier sets, live in Woody's own Bahama Hotel in Fort Lauderdale, Fla. It'll please the regulars among the fans and it should make a lot of new friends besides.



CHRISTMAS SPOTLIGHT
THE JOY OF CHRISTMAS
New York Philharmonic (Bernstein) & the Mormon Tabernacle Choir. Columbia ML 5899 (M); MS 6499 (S)

Bernstein and the Philharmonic and the Mormon Choir are strong sellers in their own right. Together in a single album, the two ensembles could repeat the outstanding success of last year's top selling Philadelphia Orchestra, Temple Choir coupling.



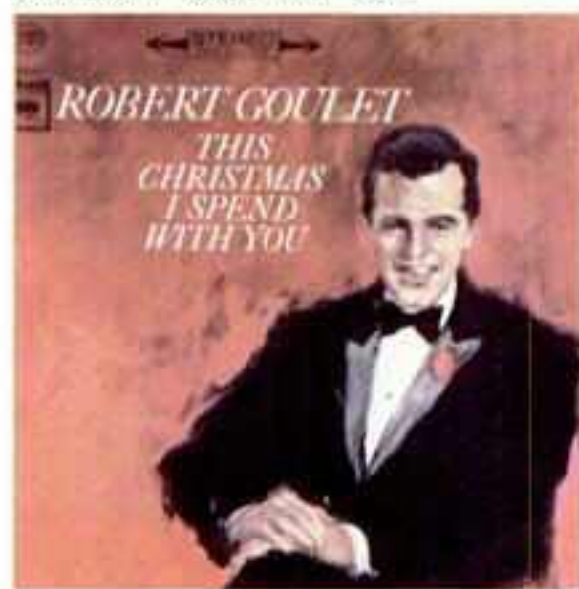
CHRISTMAS SPOTLIGHT
THE ANDY WILLIAMS CHRISTMAS ALBUM
Columbia CL 2087 (M); CS 8887 (S)

Andy's fine voice is turned loose on a variety of holiday fare that is bound to score with yule buyers. Strong arranging, good programming and the sincerity of Williams' performing are bound to make the set solid. "White Christmas," "Christmas Song," "Noel," "Silent Night" and "Little Drummer Boy" are just a few of the top tracks.



CHRISTMAS SPOTLIGHT
THIS CHRISTMAS I SPEND WITH YOU
Robert Goulet. Columbia CL 2076 (M); CS 8876 (S)

Goulet does it again here with a set that should hold its own with any of the current holiday merchandise. Goulet sings with warmth and real meaning a well-selected mixture of the secular and the sacred—things ranging from "Pans Angelicus" and "Ave Maria" to "Let It Snow," and "This Christmas I Spend With You."



CHRISTMAS SPOTLIGHT
MERRY CHRISTMAS!
New Christy Minstrels. Columbia CL 2096 (M); CS 8896 (S)

The Christy Minstrels have enjoyed increasing success on the album charts with each new release, and there's no reason why that should stop now. This is a fine album, which includes not only standout performances but the added lure of a program which contains a unique group of carols, not widely known or performed. Group is pictured attractively on the cover.



THE LITTLE DRUMMER BOY
a Christmas Fantasy
the Harry Simeone Chorale



CHRISTMAS SPOTLIGHT
THE LITTLE DRUMMER BOY
Harry Simeone Chorale. 20th Century-Fox TFM 3100 (M); TFS 4100 (S)

Twentieth Century-Fox has attractively re-packaged this perennial holiday seller in multi-colored jacket. The album is still bound to be one of the leading seasonal sellers. Linger this year contains the lyrics to the fine performances of the title tune, "Away in the Manager," "Deck the Halls," etc.

Beethoven "Eroica" Symphony
Boston Symphony Orchestra / Erich Leinsdorf
The Maestro of Conductors



CLASSICAL SPOTLIGHT
BEETHOVEN: "EROICA" SYMPHONY
Boston Symphony Orchestra (Leinsdorf). RCA Victor LM 2644 (M); LSC 2644 (S)

"The Eroica is among the greatest masterpieces of the classic repertoire. Its movements, like all of Beethoven, are entirely positive. Beethoven always leads to a positive conclusion," said Erich Leinsdorf. Maestro Leinsdorf and his superb Boston Symphony Orchestra prove this without a doubt.

ROBERT GARY & JUAN CASADESUS
BACH: CONCERTO FOR THREE PIANOS IN D MAJOR
MOZART: CONCERTO FOR THREE PIANOS IN F MAJOR, K. 254
THE PHILADELPHIA ORCHESTRA
EUGENE ORMANDY
A BACH-ITALIAN CONCERTO
ROBERT CASADESUS



CLASSICAL SPOTLIGHT
BACH: CONCERTO FOR THREE PIANOS; MOZART: CONCERTO FOR THREE PIANOS
Philadelphia Orchestra (Ormandy). Columbia ML 5895 (M); MS 6495 (S)

The combination involved here indicates high customer acceptance. Philadelphia Orchestra and Eugene Ormandy are acknowledged by most as tops. The works of Mozart and Bach performed here are most popular.

THE MARCH ON WASHINGTON • AUGUST 28TH 1963
WE SHALL OVERCOME!



SPECIALTY SPOTLIGHT
WE SHALL OVERCOME!
Various Artists. Council for United Civil Rights. Leadership UCR 1 (M)

Here's the fourth recent recording of the speeches and excitement of a mass integration rally, and this is possibly the most commercial of them all. Proceeds from the sale of the disk will be used to further the civil rights movement in general, and the record offers Peter, Paul and Mary, Odetta, Joan Baez, Marian Anderson, speeches galore and Martin Luther King, among others.

ROSE MARIE SONGS FOR SINGLE GIRLS



COMEDY SPOTLIGHT
SONGS FOR SINGLE GIRLS
Rose Marie. Kapp KRL 4500 (M)

Comedy star Rosemarie uses a string of standards, old and new, as the jumping off point of funny monologs about her monumental failures with men. Some of the bits are hilarious, like "Days of Wine and Poes," "Danny Boy," "What Kind of Fool Am I" and many more. Husky, semi-serious singing sets good change or pace for the comedy.



COUNTRY SPOTLIGHT
THE VERY BEST OF HANK WILLIAMS
 MGM 4168 (M); SE 4168 (S)

Here are the great old Hank Williams hits in one package again. Set includes "Your Cheatin' Heart," "Cold, Cold Heart," "Hey Good Lookin'" and a raft of others. A must package for any country fan who hasn't as yet added these tracks to his collection.



LOW PRICE CLASSICAL SPOTLIGHT
CHOPIN: PIANO CONCERTO NO. 1; MENDELSSOHN: CAPRICCIO BRILLIANT
 Boston Symphony Orchestra (Munch); Gary Graffman
 RCA Victor/VIC 1030 (M); VICS 1030 (S)

Graffman is one of the busier young pianists today, and he is featured here with Munch and the Boston in a pair of popular works. The Mendelssohn provides him with a tour de force, which he approaches with immense facility and technical brilliance.



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 VERY BEST OF MOTION PICTURE MUSICALS
 MGM E 4171 (M); SE 4171 (S)

A powerhouse of talent is included in this album, singing some of the most popular tunes from a host of memorable sound tracks. Judy Garland sings "Johnny One Note" and "Over the Rainbow," Louis Jourdan sings "Gigi," Howard Keel does "The Girl That I Marry," William Warfield sings "Old Man River," and Lennie Hayton conducts "Slaughter on Tenth Avenue."

POP SPECIAL MERIT

SPIRITUALS FOR STRINGS

Morton Gould & His Ork
 RCA Victor LM 2686 (M); LSC 2686 (S)

Morton Gould's strings treat some of America's best-loved spirituals with tenderness and sensitivity. The incursion of strings, harp and celesta into the gospel scene is an effort to achieve a performance with restraint. Gould's classic interpretations of such spiritual favorites as "Go Down Moses," "Little David Play on Your Harp" and "Deep River" will no doubt find advocates wherever the album is heard.

POP SPECIAL MERIT

THE CARETAKERS

Sound Track
 Ava A 31 (M); AS 31 (S)

Elmer Bernstein's eerie original motion picture score is presented in all its raw emotion in this offering. The music soundfully depicts the flick's plot of the torments connected with mental illness. The sterling movie cast—Robert Stack, Polly Bergen, Joan Crawford, Janis Paige and Diane McBain should do much to whet appetites for the LP.

CLASSICAL SPECIAL MERIT

GREAT OPERA ARIAS

Giuseppe Di Stefano
 Deutsche Grammophon LPM 18 827 (M); SLPM 138 827 (S)

Di Stefano is currently at the peak of his vocal artistry and popularity, and is heard here in a fine selection of arias, many of which are not too often recorded. Composers represented are Verdi, Boito, Meyerbeer, Cilea, Pirelli and Pizzetti. Fine orchestral support by the Maggio Musicale Fiorentino, under the direction of Bruno Bartoletti.

CLASSICAL SPECIAL MERIT

VERDI: LA TRAVIATA (Highlights)

Various Artists. Deutsche Grammophon SLPM 136 276 (S)

Renata Scottò as Violetta and Gianni Raimondi as Alfredo are featured in this exciting highlight album. Both have flexible voices and give impressive characterizations here. This is derived from DGG's collaboration with La Scala, and the orchestra is under the fine direction of Antonio Votto. Attractively packaged, libretto is included, plus photos of the cast.

INTERNATIONAL SPECIAL MERIT

PATACHOU AT CARNEGIE HALL

Audio Fidelity AFLP 6109 (M); AFSD 6109 (S)

Patachou has a good following in this country, and as recorded live on this disk, the reasons why are pretty obvious. Her warmth and magnetism can be appreciated in her in-between patter. Also her Gallic humor comes through very well. Mostly French favorites, plus "Time After Time."

CHRISTMAS SPECIAL MERIT

THE HAPPY HITS OF CHRISTMAS

Dick Leibert
 RCA Victor LPM 2771 (M); LSP 2771 (S)

Dick Leibert is senior organist at Radio City Music Hall, and (as last season) has come up here with a strong contender for a good share of the holiday market. An assortment of well-known Christmas pop standards are included, such as "Winter Wonderland," "Silver Bells" and "Have Yourself a Merry Little Christmas."

LOW PRICE CHILDREN'S SPECIAL MERIT

MUSICAL FAIRY TALES

James Kenney/Janet Eden
 Golden LP 103 (M)

Eight of perhaps the most popular children's stories are recreated with imagination and perception that will capture the ears of the youngsters. Represented are "The Gingerbread Boy," "Chicken Little," "Rapunzel" and others. Storytelling is backed ably by Jim Timmens' music and other special effects.

BREAKOUT ALBUMS

NATIONAL BREAKOUTS

WASHINGTON SQUARE

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

JUDY HENSKÉ . . .

Elektra ELK 231 (M); EKS 7231 (S)

BEST BALLADS OF BROADWAY . . .

Brook Benton, Mercury MG 20830 (M); SR 60830 (S)

MORE . . .

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

CHAD MITCHELL TRIO SINGIN' OUR MIND . . .

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

MANTOVANI MANHATTAN . . .

London LL 3328 (M); PS 328 (S)

THE KITTY WELLS STORY . . .

Decca DXB 174 (M); DXSB 7174 (S)

THE WORLD OF MIRIAM MAKEBA . . .

RCA Victor LPM 2750 (M); LSP 2750 (S)

NUMBER 1 HITS, VOL 1 . . .

Billy Vaughn, Dot DLP 3540 (M); DLP 25540 (S)

MAKE THE WORLD GO AWAY . . .

Timi Yuro, Liberty LRP 3319 (M); LST 7319 (S)

LIGHTS OUT, SWEET DREAMS . . .

Bert Kaempfert & His Ork, Decca DL 4265 (M); DL 74265 (S)

ANY NUMBER CAN WIN . . .

Jimmy Smith, Verve V 8552 (M); V6-8552 (S)

ALL THE HITS BY BOBBY RYDELL, VOL. 2 . . .

Cameo C 1040 (M); SC 1040 (S)

THE ROBERT DeCORMIER FOLK SINGERS . . .

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

CRY BABY AND 11 OTHER HITS . . .

Garnet Mimms & the Enchanters, United Artists UAL 3305 (M); UAS 6305 (S)

BLUE BASH . . .

Kenny Burrell & Jimmy Smith, Verve V 8553 (M); V6-8553 (S)

ELECTRODYNAMICS . . .

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

WE GATHER TOGETHER . . .

Tennessee Ernie Ford/San Quentin Prison Choir, Capitol T 1937 (M); ST 1937

COMIN' ON . . .

Floyd Cramer, RCA Victor LPM 2701 (M); LSP 2701 (S)

GOLDEN HITS . . .

Orlons/Dovells, Cameo C 1067 (M); (No Stereo)

FREEDOM MARCH ON WASHINGTON—August 28, 1963 . . .

Various Artists, 20th Century-Fox TFM 3110 (M); (No Stereo)



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 VERY BEST OF TOMMY EDWARDS
 MGM E 4141 (M); SE 4141 (S)

WASHINGTON SQUARE
 The New Band of Spike Jones. Liberty LRP 3338 (M); LST 7338 (S)

HOOTENANNY AT CARNEGIE
 Bob Gibson & Audience. Riverside RM 7542 (M); RS 97542 (S)

PRESENTING CHARLIE COCHRAN
 Ava A 25 (M); AS 25 (S)

BREAKTHROUGH
 Adrian and the Sunsets. Sunset SE 63-601-a (M); SE 63-601 (S)

THE VERY BEST OF GEORGE SHEARING
 MGM E 4169 (M); SE 4169 (S)

HOT ROD CITY
 Various Artists. Vault LP 104 (S)

THEATRE ORGAN—OVERTURES AT THE PLAZA
 Jon Brent Ledwon. Alpha M 7702 (M)

JAZZ

WHERE IT'S AT
 Charles Kynard. Pacific Jazz PJ-72 (M)

BABY, YOU SHOULD KNOW IT
 Ben Tucker & His Quintet. Ava A 27 (M); AS 27 (S)

LITTLE BIRD SUITE
 Dick Grove Ork. Pacific Jazz PJ-74 (M)

ESO ES LATIN JAZZ MAN!
 Antonio (Chocolate) Diaz Mena & His Ork. Audio Fidelity AFLP 2117 (M); AFSD 6117 (S)

CLASSICAL

TERESA STICH-RANDALL SINGS MOZART ARIAS
 Westminster XWN 19046 (M); WST 17046 (S)

LIEBESDUETTE: LOVE DUETS; DUOS A'MOUR
 Various Artists. Deutsche Grammophon SLPEM 136 380 (S)

MOZART: STRING QUARTETS NOS. 16 & 17
 The Juilliard String Quartet. Epic LC 3870 (M); BC 1270 (S)

BRAHMS: LIEBESLIEDER (WALZER)
 Various Artists. Deutsche Grammophon SLPM 138 792 (S)

LATIN AMERICAN

ORGAN JAZZ SAMBA PERCUSSION
 Andre Penazz. Audio Fidelity DFM 3020 (M); DFS 7020 (S)

INTERNATIONAL

JEWISH WEDDING DANCES
 Various Artists. Audio Fidelity AFLP 2114 (M); AFSD 6114 (S)

RAVI SHANKAR IN LONDON
 World-Pacific WP-14030 (M)

GOSPEL

CHARLOTTE'S HARVESTER
 Skylite SRLP 6008

POLKA

A POLKA AND WALTZ HOLIDAY
 Vern Melsner. Cuca K-2002 (M)

RELIGIOUS

CHANTS OF THE CHURCH
 Choir of the Abbey of Mount Angel. World Library of Sacred Music WLSM 7 (M); WLSM 8 (S)

LOW PRICE CLASSICAL

CHAUSSON-SAINT-SAENS-LECLAIR-LOCATELLI
 Boston Symphony (Munch). RCA Victor/VIC 1058 (M); VICS 1058 (S)

LOW PRICE CHILDREN'S

HERCULES
 Various Artists. Golden LP 108 (M)

THREE BILLION MILLIONAIRES
 Various Artists. Golden LP 110 (M)



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THE NEW SOUND OF ERNESTINE ANDERSON
 Sue LP 1015

INTERNATIONAL

FADOS OF PORTUGAL
 Manuel Fernandes & Mario Do Espirito Santo. Monitor MP 406 (M); MFS 406 (S)

ALBUM REVIEW POLICY

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



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TALENT

Demetriss on Tapp



LOVELY NEW RECORDING ARTIST on Brunswick is Demetriss Tapp. Here she is shown at the Bradley Studio in Nashville where she recorded her first release, "Lipstick Paint a Smile on Me."

Jackie Kannon: Rookies' Friend

NEW YORK—Show business newcomers have what looks like a permanent friend in Jackie Kannon. That fella, who has expanded his personal empire from comedian to the austere worlds of publishing, record producing (with and without records inside) and assorted other tourist trinkets like ladies' jewelry, has settled in strong as emcee and featured star and impresario of one of the newer night spots in town, the Ratfink Room.

The club is located upstairs at the Roundtable and has, through a series of changes,

TWIN COACHES

Pittsburgh Finds Keely Just Fine

Keely Smith, in her first Pittsburgh club date as a single, reveals a showmanship and an excellent voice.

The attractive lark sustained a starring role for her entire 45-minute act.

Opening with a zingy version of "Gotta Whole Lot of Lovin' to Do," she scores heavily with "Misty," "It's Been a Long, Long Time," "God Bless the Child," "Little Girl Blue," "To Each His Own," "Blue Skies" and "I Could Write a Book." She fares best with straight ballads, especially, "As Long As He Needs Me" and "What Kind of Fool Am I."

Jeff Lewis is Miss Smith's clever accompanist, and between them they have a sure-fire act for any prestige club in the country.

LEONARD MENDLOWITZ

ranged in motif from Lancelot's medieval England through the twist and the exotic erotica Middle East — commonly referred to as belly dancing.

Reports of the success of the Ratfink idea would seem to indicate, however, that Kannon and the room are here to stay. According to Kannon, he has built the formula for the club on one similar to that of the old Club 18. A free-wheeling combination of wacky doings on stage, fresh young singing talents and lots and lots of celebrities dropping by and occasionally joining in.

Current newcomers performing at the Ratfinkery are Anette Sanders and Gene Stridel. Miss Sanders is in her sophomore year as a pro and was discovered by Kannon at a Catskill Hotel. Stridel is recently

discharged from the Armed Forces but has already been signed by Columbia Records. His first LP is due in January.

In addition to these newcomers, Kannon holds weekly auditions to hear new people. One of other newer names he's interested in showcasing at the room at some future date is Bert Taylor, who is currently appearing at George White's latest edition of "The Scandals" at the International here.

IN CHICAGO

Playboy Great Hartman Base

He's all talent—that Johnny Hartman. John headlines Playboy's new Chicago bill, which also includes such acts as chanteuse Patience Jarvis, comics Allan Kent and Charlie Callas, singer Billy Storm, and the song team of Shepard and Jourdan. And it's all backed by a pair of excellent trios, Gene Exposito and Joe Iaco.

Johnny has an album on Impulse that gives an excellent sample of his art. During his Playboy opening he did such numbers as "I Get a Kick Out of You," "What Kind of Fool Am I," and a medley including "Old Black Magic" and "Matilda." As you can see, they're mostly standards, but just right for the bunny hutch, where booze flows like carrot juice, and the customers imbibe with little care. The Playboy isn't the easiest club in the world to play, and it's a tribute to Hartman that he held the audience as quiet as we've seen it in a long time. **NICK BIRO**

appear at the Municipal Theater in Tulsa, Okla., this Saturday (2). . . . The **Dave Brubeck Quartet** will perform at Brigham Young University (10) and at the Terrace in Salt Lake City (2).

MIDWEST

Oscar Peterson moves into the New Leo's Casino in Cleveland on Tuesday (29) for one week. . . . **Vaughn Meader** opens Sunday (3) for one week. . . . **Phyllis Diller** will play the Maramor in Columbus, Ohio, through Saturday.

Singing Wanderers Wed

EL PASO, Tex.—Elaine McKenna, television singer, and Tim Evans, a member of the folk-singing Wanderers Three, were married in St. Patrick's Church here last week.

TALENT ON TOUR

EAST

At Carnegie Hall this week are: **Nina Simone**, **Herbie Mann** and **Steve de Pass**, Friday (1), and **Kate Smith** on Saturday (2). The Smith concert will be recorded live by RCA Victor. . . . **Steve and Eydie** will do a 10-day gig at the Three Rivers Inn in Syracuse, starting Friday (1). . . . On Friday, **Shelley Berman** will go back to college (Rutgers). . . . **Irene Reid** opens (29) at the Village Vanguard for two weeks. . . . **Ella Fitzgerald** will be at the Latin Casino in Cherry Hill, N. J., on Thursday (31) for two weeks. . . . **Miriam Makeba** does a one-nighter at the State Theater, New Brunswick, N. J., on Tuesday (29). . . . **Gene Krupa** and his quartet will be at the Crescendo Lounge in Pennsville, N. J., for the weekend.

SOUTH

The touring **Norman Luboff Choir** makes appearances this week in Cullowhee, N.C. (28); Pensacola, Fla. (31), and up to Normal, Ill. (3). . . . **Browne and Dana** do college dates at Austin Peay State (1) and Lambuth (2). . . . Busy **Peter Nero** plays the University of Mississippi (29), Louisiana State (31) and the Municipal Auditorium in New Orleans (1).

WEST

Lionel Hampton opened last week at the Riviera Hotel in Las Vegas, where he'll remain through November. . . . **Peter, Paul and Mary** play one-nighters this week in Riverside, Palo Alto, and Modesto, Calif. (29-30-31). . . . **Carlos Montoya** will

TV GUEST APPEARANCES BY RECORD TALENT

OCTOBER 28-NOVEMBER 3
(All Times Eastern Standard)

TUESDAY 29—FLATT & SCRUGGS

Popular country-western duo will plug National Country Music Week on the Tonight Show (NBC-TV, 11:15-1 a.m.). Johnny Carson hosts.

TUESDAY 29—NANCY WILSON, DIZZY GILLESPIE

Jazz and hip vocals will be the highlights of tonight's segment of the Westinghouse taped-syndicated Steve Allen Show.

WEDNESDAY 30—SAMMY DAVIS JR., VIKKI CARR

These popular artists will be the feature guests on the Steve Allen Show.

WEDNESDAY 30—ANDY WILLIAMS

The vocalist will moonlight from his own TV show to appear on the Tonight Show with Johnny Carson (NBC-TV, 11:15-1 a.m.).

THURSDAY 31—JACKIE MASON, KAREN MORROW, JUBILEE FOUR GOSPEL SINGERS

A big line-up of recording artists will appear on tonight's Jimmy Dean Show (ABC-TV, 9-10 p.m.).

THURSDAY 31—HI LO'S

Jazz quartet makes its bow on the Tonight Show (NBC-TV, 11:15-1 a.m.).

FRIDAY 1—THEODORE BIKEL, JACK SHELDON

Folk songs and comedy will be part of the entertainment fare on the Steve Allen Show.

FRIDAY 1—KATE SMITH

Kate will sing many of her favorite songs on the Jack Paar program (NBC-TV, 10-11 p.m.).

SATURDAY 2—BROTHERS FOUR, NANCY AMES, GOODTIME SINGERS, TRAVELERS THREE, DALTON BOYS, BILL COSBY

All will be seen and heard on the Hootenanny program, emanating from U.C.L.A. (ABC-TV, 7:30-8:30 p.m.). Jack Linkletter is host.

SATURDAY 2—CAST OF "IT'S A MAD, MAD, MAD, MAD WORLD," PLUS SI ZENTNER

At least 15 members of the cast of the motion picture, plus producer-director Stanley Kramer will appear on the Jerry Lewis Show (ABC-TV, 9:30-11:30 p.m.).

SUNDAY 3—LEON BIBB

Folk singer will chronicle American history in song on "Discovery '63" (ABC-TV, 12:30-1 p.m.).

SUNDAY 3—ROBERTA PETERS

Met opera star will be among the guests on the Ed Sullivan Show (CBS-TV, 8-9 p.m.).

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

ARTISTS' BIOGRAPHIES

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



DALE & GRACE (Jaimie/Guyden)

NAMES: Grace Broussard, Dale Houston. **HOME TOWN:** Grace—Prairieville, La.; Dale—Baton Rouge, La. **AGES:** Both 19. **EDUCATION:** High school. **BACKGROUND:** Dale and Grace had been singing in local Baton Rouge bistros for several years before they got together as a team. Grace sang with her brother Van, and Dale worked as a single. They

met at the studio of producer Sam Montel and swung into an impromptu session. Montel was so impressed with their rendition of "I'm Leaving It Up to You" that he recorded it. The record was an immediate success in the South, and when Jaimie/Guyden released it for national distribution it leaped up on the chart, giving the new team a national hit with their first recording. Dale and Grace have just completed a three-week stint in Las Vegas and will begin a six-week tour with Dick Clark on November 1.

LATEST SINGLE: "I'm Leaving It Up to You" is No. 11 on Billboard's Hot 100 this week.

LATEST ALBUM: The pair have just recorded an album which will be released in the near future.

TALENT TOPICS

NEW YORK

Marge Dodson is back in New York after a successful gig in Cleveland. She's back at the Upstairs at the Duplex, and as a bonus her husband, **Coleridge Perkinson**, is backing her at the keyboard. Incidentally, **John Bynner**, who got his push at the Upstairs at the Duplex, via a television shot on this summer's Talent Scout show on CBS, was picked up by I.T.A. with a hand-

some, lucrative contract. He's been installed at the Shadows in Washington.

On October 12 (a Saturday), **Tony Bennett** broke all attendance records at the Copacabana. He'll be there through October 30. . . . **Teri Thornton** was on hand to greet **Cliff Richard** last week at the party thrown by Epic Records. Her first single and album on Columbia are being rushed for immediate release.

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THAT SUNDAY, THAT SUMMER

Nat King Cole



#5027



The Many Faces of Anna Moffo

Besides Op'ra, Disks, She's On Italian TV

By BARRY KITTLESON

NEW YORK—It might be said of international opera star Anna Moffo that she has the adaptability of a chameleon, except that the chameleon has certain obvious limitations—Moffo does not. During the opening week of the Metropolitan Opera season she appeared as "Manon" in the Met's new production of the Massenet opera. "Manon," is but one of the 62 major roles that Moffo has mastered and performed, either live or for recordings, in just a brief few years.

This seems an incredible task for a singer so young—and it is. It is particularly astonishing since at the time of her first big break (in 1956, when she was on a Fulbright scholarship in Italy, Anna was chosen to perform in a spectacular production of "Madame Butterfly," on Italian TV) she had been well schooled, but had few complete roles in her repertoire. The overwhelming attention that was drawn to her through the mass medium of television put immediate demands upon her which would have frightened a less confident artist to death. Moffo took it in her stride and within a year had learned and performed nearly 10 roles.

In an interview the other day she explained: "It would certainly be preferable for a newcomer to limit herself to two or three good roles, at least for the first year, but in my case, it just didn't work out that way. But I love doing something new and enjoy meeting a challenge.

"Besides, of necessity, it taught me some good study habits."

Quick Study

Known as a quick study, she said, "In learning a role for the first time, I'm a bug about getting it just right. That way I don't forget the part. If you are hasty with your initial preparation, you'll never be secure in the role."

There is little doubt about Anna's security. In just six years

Two Sides of Anna Moffo



A STUDY IN CONTRASTS shows international opera diva Anna Moffo (left) as she appeared in the role of Manon with Nicolai Gedda in the new production at the Metropolitan Opera, October 17, and (right) as Maria in "West Side Story," taken from her Italian TV show which makes its debut next month.

she is one of that rare handful of prima donnas sought out by all the major opera houses of the world. She's in demand for at least three reasons: her voice, her beauty, and not least of these, her guarantees as a box office attraction.

Her reputation as a "singing actress" is something else to be considered. She says she is particularly sensitive to the differences in audiences around the world. "In Italy, stress is laid on the sung word, the coloration and expression of the word. In Vienna, style counts practically for everything. Style there also means not to stand out in any particular way, but to be part of a well-organized whole. In America we have pre-occupation with tone-color, because only the minority of the audience understands Italian, French or German."

Then, with the timing of a first-rate comedienne, she cryptically continued: "In Milan a prima donna eats at Biffi's and vies with other prima donnas for the best table. In Vienna she goes to the Sacher, sipping coffee with cream among musicians and musicologists. In the Met's Sherry Restaurant no one could care less whether she is a prima donna or not."

Inquisitive Type

The changes in artistic climate suit Moffo just fine. She has

unusual vitality and curiosity, and a tremendous sense of enjoyment. "I love changes. I can't sit still. People think I'm calm and relaxed, while really I'm full of nervous energy. And I talk a lot."

It is pretty certain that as long as Miss Moffo's energy holds out there will be a market for its outlet. While at the Met (through January) she will perform in several performances of "Manon," "Faust," "The Magic Flute," and "Rigoletto." She recently appeared on the Bell Telephone Hour and will most likely do another before she returns to Italy. There will be some concerts and recitals too. In her spare time, she is studying the score to Rimsky-Korsakov's "Coq d'or," in Russian, for performances next spring in Europe.

This would appear to be a pretty full schedule, but not for Moffo. She is currently under contract to Italian TV for a series of 12 (at least) television shows, each one-and-one-half hours long (no commercials). Since her Eurovision performance of "Madame Butterfly" she is the particular idol of the Italian public, who refer to her as "L'Esotica" and "La Diva Imperiale," which is the supreme compliment for an American singer. She is appreciated in Italy not only for her operatic performance, but as a popular artist as well. Two current best selling albums in Italy feature La Moffo in Verdi arias, and popular tunes.

Surprises Due

In November, when her Italian TV show is premiered, the public will be in for some surprises. The Moffo they will see will be wearing many hats. Elaborate production numbers have been staged to exhibit her versatility. She will be transported from a Viennese Ballroom to a street in New York

(for a sequence from "West Side Story"). She'll sing, dance do dramatic bits.

In short, she said, "I'll be able to do all the things I love to do. For instance, I could never play Bess ("Porgy and Bess") on stage, but I'll be doing it on the show. I'll also do my turn as a comedienne. It's great fun, and we're working very hard not to go overboard. I suppose some people might resent versatility, but I'm enjoying it." The show is being written, directed and produced by her husband Mario Lanfranchi, an established director in Italian theater, opera and television. Though he does not normally direct a variety type show, he explained "I'm doing this one so no one else will mess it up."

Moffo's rapid fame has been largely due to employment of the mass media. Speaking about recordings, she said "I really enjoy making records. Not only that, I play them all the time. I'm never completely satisfied with them, but then no artist probably ever is."

Her albums on RCA Victor have all done exceptionally well, and just last month the American public got what will be their first taste of Moffo's versatility in the "Love Dust" album with Sergio Franchi. Next spring will see an all-new Moffo on records with an album entitled "Love Me or Leave Me." In between, from the world of opera, a November release, "A Verdi Collaboration," will feature the soprano in arias from such operas as "Masked Ball," "Ernani," "Trovatore," and "Aida." A complete "Rigoletto," is up and coming, plus an album called "The Portrait of Manon," which will include selections from the Massenet opera as well as the "Manon Lescaut" of Puccini.

All of which may go to show that you just never can get enough of a good thing.

'Zenda' Opening Off Indefinitely

HOLLYWOOD — "Zenda," the Alfred Drake musical, has had its November 26 New York opening postponed indefinitely. Decision, according to producers Edwin Lester and Compass Productions, is to allow for revamping. Musical is currently playing at the Los Angeles Philharmonic Auditorium to a good box office.

Capitol Records has the origi-

Classical Chatter

Mercury recording artist Rafael Puyana, moved into Manhattan, harpsichord and all, last week for a series of recording sessions produced by classical music director Harold Lawrence. Puyana, who was a student of Wanda Landowska during the last eight years of her life, has been on Mercury for just one year, and Lawrence noted that his albums are quietly racking up impressive sales. Lawrence also noted that there has been a strong renaissance in interest in music of the Baroque period, citing a particular interest in the harpsichord. Recently, he pointed out, a New York record dealer (Music Masters) imported a line of German harpsichords to sell in the store right along with the LP's and hi-fi components.

The New York City Opera opened its 39th season on October 3, with new productions of Honegger's "Jeanne d'Arc au Bucher," and Stravinsky's "The Nightingale." Productions and performances were of the usual high standards which have been maintained by this "second" New York opera theater through the years.

On November 1, Thomas Dunn and the Cantata Singers, who were catapulted into national prominence in August for their successful "Midsummer Music Festival" at Lincoln Center, will return to the Hall to perform the rarely heard "Davide Penitent" of Mozart, along with Handel's "Ode on St. Cecilia's Day." Since August, Dunn has cut an album for release on Decca Records with the Festival Orchestra, one side of which boasts the enormous talents of Met soprano Judith Raskin in a performance of the difficult Bach cantata "Jauchzet Gott."

Though this year's Metropolitan Opera season has just begun, Rudolf Bing, general manager has already begun making announcements for next season. Among them is that William Steinberg, music director of the Pittsburgh Symphony Orchestra, will be listed among the Met's conductors. Bing has sought Steinberg's services before, but he was not available. Steinberg is no stranger to opera. As a young man he conducted at opera houses in Prague, Frankfurt, Berlin, and his native Cologne.

On November 17, Leontyne Price flies from California (where she has been appearing with the San Francisco Opera) to Vienna, where she'll record "Carmen" for RCA Victor with Herbert von Karajan conducting. She'll be back by December 7 for her first appearance of the season at the Met. Debut roles at the Met for her this season will be Tatiana in "Eugene Onegin" and Pamina in "The Magic Flute."

BARRY KITTLESON

nal cast rights. Label had intended recording the LP here, but is now waiting until the production is in better shape. The odds are that the original cast LP will be done in New York, a spokesman told Billboard.

Another Score for Ormandy



IN A FIELD where few gold records have been presented, conductor Eugene Ormandy and the Philadelphia Orchestra have recently won another pair. This marks the third gold record Ormandy has received for albums selling over \$1,000,000. These are for "The Lord's Prayer" and "Handel's Messiah." Last year, Ormandy received his first for "The Glorious Sound of Christmas." Leonard Burkat (right), director of Masterworks Umbria Records, makes the presentation.

Coming on this page in future weeks:

Next Week

Children's Records

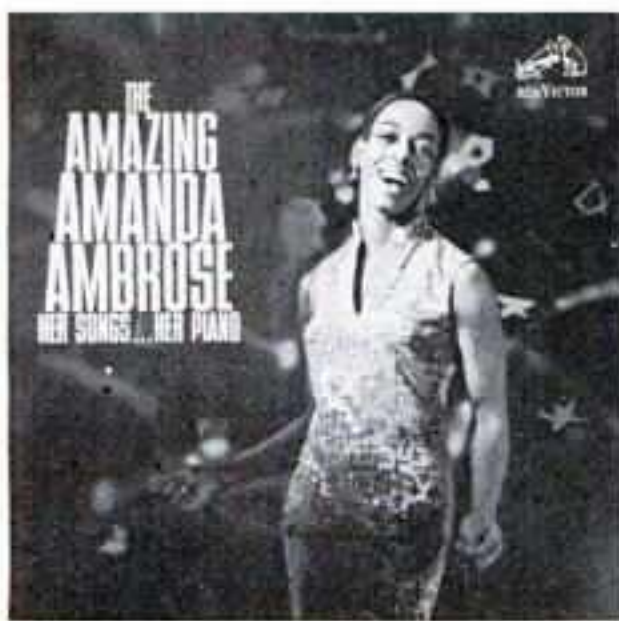
November 16

Jazz

November 23

Folk

YEA, TEAM!



#LPM/LSP-2742



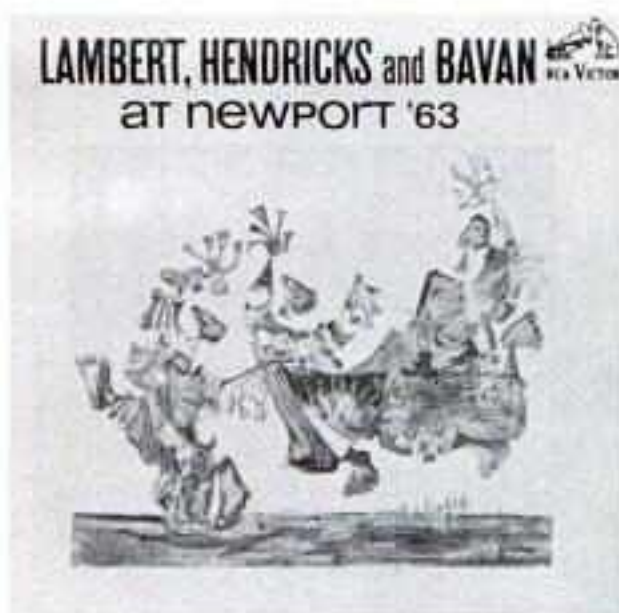
#LPM/LSP-2744



#LPM-2772



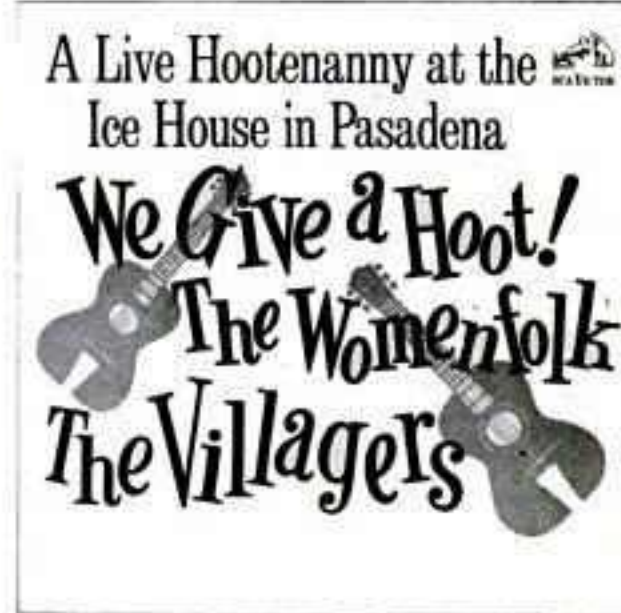
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#LPM/LSP-2747



#LPM/LSP-2737



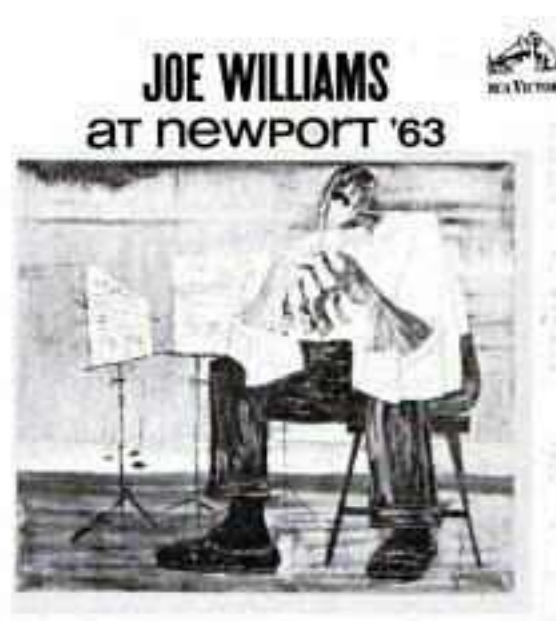
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#LPM/LSP-2633

THE WINNING PLAYS ARE ON RCA VICTOR

RCA The most trusted name in sound

Davis, Long Country Spec Clicks at Detroit's Cobo

DETROIT — Sponsored Events, Inc., recently formed promotion and booking company headed by Oscar Davis and Hubert Long, presented its first in a series of country music shows for the Kroger food stores at Cobo Hall here Sunday (20). With ducats scaled from \$1.50 to \$3, the two performances grossed \$33,000, according to Davis and Hall, with 8,614 in attendance at the matinee, and 5,711 at night.

The show's advance sale was reported by Long as \$18,000, and surprising, says Long, was the sale of the \$3 tickets. Some 2,456 patrons purchased the \$3 ducats at the matinee performance, with 2,455 going for the high-priced stubs at night, proving a fallacy the old adage that country music fans won't buy the higher priced tickets.

On the bill at Sunday's show were Roy Acuff, Marty Robbins, Red Foley, Porter Wagoner, George Hamilton IV, George

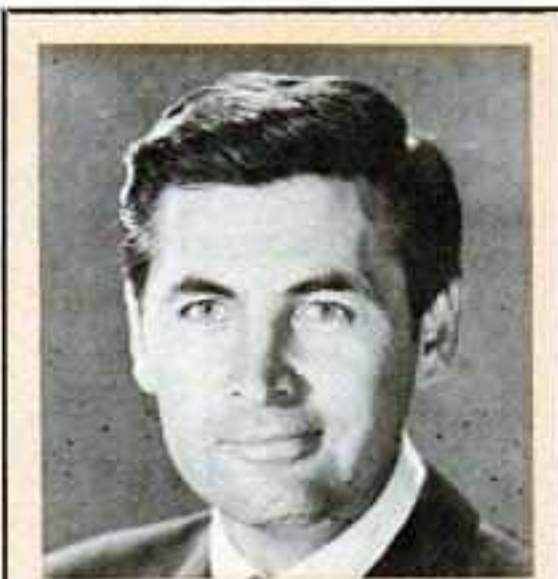
Jones, Melba Montgomery, Jean Shepard, Grandpa Jones, Bill Monroe, Lester Flatt and Earl Scruggs, Hank Williams Jr., the Collins Kids and Dave Dudley, with WSM's Grant Turner handling the emcee chores. Next showing under Kroger sponsorship will be in Atlanta in February.

Meanwhile, Sponsored Events, employing a package featuring Ferlin Husky, Ray Price, Webb Pierce, Hank Snow, Slim Whitman, Justin Tubbs and Billy Grammer, will present two performances at Northside Coliseum, Fort Worth, November 8, and three showings at Municipal Auditorium, Oklahoma City, November 10.

Country Flick In Premiere at DeeJay Conclave

NASHVILLE—The premiere showing of the feature-length, Eastman color movie starring over 17 headline c.&w. acts and including film strips of the late Hank Williams, will be held at the Tennessee Theater here at 10:30 a.m., on Saturday, November 2. Tickets will be available all week both at the theater box office and at the Country Music Association booth in the lobby of the Andrew Jackson Hotel. The CMA is sponsoring the premiere showing.

"Country Music On Broadway" was produced by Marathon Pictures, Inc., Nashville, and stars Lester Flatt and Earl Scruggs, Hank Snow, Ferlin Husky, Skeeter Davis, Hank Williams Jr., Stonewall Jackson, George Jones, Buck Owens, the Wilburn Brothers, Porter Wagoner, Ralph Emery and Audrey Williams. The plot centers around a troupe of c.&w. personalities playing a stagershow



FESS PARKER sings with GUSTO on his latest record, "Big, Big Mountain," b/w "Mark Twain" (Gusto #901). A hit is nothing new for Fess, of "Davy Crockett" fame, but he thinks this is his greatest! Trans-global will handle international distribution. Promo copies are available to D.J.'s who contact Gusto Records, 7619 Sunset Blvd., Hollywood, Calif., Phone: 876-4363. (Advertisement)

Slick Norris Launches Own Publishing Firm

HIGHLANDS, Tex. — After nearly 10 years in the promoting and managing end of the country music business, the Slick Norris office here has broadened its scope with the formation of a publishing firm to be known as the Slick Norris Publishing Company.

The company's first published songs to be released on records are "How Can I Forget You" and "Rain Check," both penned and recorded by Glenn Barber on the Sims label. Tunes slated for November release are "The End," by Don and Alice, and "Big Brothers" and "Pickin' Pedro" by Adrian Roland. The latter is the writer of "The End," and "Big Brother" and "Pickin' Pedro" were cuffed by Gene Guthrie. Also due in November is Smokey Stover's "One Thing in Common," which he penned himself.

on Broadway. The story line weaves around Hank Snow's recollection of Hank Williams and the film clips of the late great in action.

COUNTRY MUSIC CORNER

By BILL SACHS

Earl Sinks, Capitol Records artist and a writer for the Acuff-Rose Publishing Company, has been signed by Ron Ormond, Hollywood film exec, for a role in a forthcoming feature-length movie slated for release early next summer. Title of the opus is not yet set. Ormond heard Earl airing his latest Capitol release over a Top 40 station, and liked what he heard. He placed a hurried call to Smiley Wilson, chief of talent for the Wil-Helm Agency, Nashville, and inquired into the singer's background and credits. "Can you help me?" asked Ormond. "I sure can," drawled Smiley. "You see, Earl is married to my daughter Rita Faye."

Ray Belcher, who formerly recorded for King on the Queen label under the name of Ray Bell, had his first release on Hammond Records October 15. Sides are "My Prison Cell" b/w. "Christmas With You." Belcher, who resides in Baton Rouge, La., is making personals in the Louisiana-Mississippi-Texas sector under the guidance of May M. Long, of Long Enterprises, Baton Rouge. . . Promoters Bob Sechrest and H. T. Meroney have inked Shirlee Hunter and her "New Dominion Barn Dance" unit for an appearance at the Auditorium, Mocksville, N. C., November 9. . . Chub-

by Wise, fiddle; Ed Hyde, rhythm guitar; Howard White, steel, and Ralph Jernigan, bass, have left Hank Snow's Rainbow Ranch Boys line-up to form their own combo billed as the Tennesseans.

Uncle Len Ellis, who has successfully promoted country and western shows at the Civic Center, Hammond, Ind., since 1955, has another one coming up there November 17, featuring Marty Robbins, George Hamilton IV, Kitty Wells, Johnny Wright, Curley Fox and Marion Worth. Ellis' most recent show there, September 29, pulled some 14,000 studholders in three performances, with a talent line-up comprising Lester Flatt and Earl Scruggs, Skeeter Davis, Leroy Van Dyke, Buck Owens, Minnie Pearl; Jim Edward, Maxine and Bonnie Brown; Roy Clark, Bobby Sisco, Billy Hall, and Jim Risner and His Country Strings. In addition to his various promotions, Uncle Len continues with his platter-spinning duties at Station WWCA, Gary, Ind.

Flatt and Scruggs display their talents on the "Tonight" TV-er Tuesday (29). . . Johnny and Jonie Mosby will remain over in Nashville following the country music convention there this weekend to cut another session for Columbia Records.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 11/2/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	LOVE'S GONNA LIVE HERE..... 7 Buck Owens, Capitol 5025	7
2	4	TALK BACK TREMBLING LIPS..... 20 Ernest Ashworth, Hickory 1214	20
3	2	8 x 10 11 Bill Anderson, Decca 31521	11
4	3	MAKE THE WORLD GO AWAY..... 13 Ray Price, Columbia 42827	13
5	5	ABILENE 21 George Hamilton IV, RCA Victor 8181	21
6	7	YOU COMB HER HAIR..... 17 George Jones, United Artists 578	17
7	18	COWBOY BOOTS 5 Dave Dudley, Golden Ring 3030	5
8	8	MOUNTAIN OF LOVE 3 David Houston, Epic 9625	3
9	10	FADED LOVE 8 Patsy Cline, Decca 31522	8
10	11	THANKS A LOT 6 Ernest Tubbs, Decca 31526	6
11	9	RING OF FIRE 22 Johnny Cash, Columbia 42788	22
12	15	TELL HER SO 7 Wilburn Brothers, Decca 31520	7
13	20	WE'VE GOT SOMETHING IN COMMON 2 Faron Young, Mercury 72167	2
14	12	YOUR BEST FRIEND AND ME..... 4 Mac Wiseman, Capitol 5011	4
15	13	WE MUST HAVE BEEN OUT OF OUR MINDS 27 George Jones & Melba Montgomery, United Artists 575	27
16	14	HAPPY TO BE UNHAPPY 12 Gary Buck, Patal 1011	12
17	16	LITTLE OL' YOU 16 Jim Reeves, RCA Victor 8193	16
18	19	CALL ME MR. BROWN..... 6 Skeets McDonald, Columbia 42807	6
19	23	NINETY MILES AN HOUR (Down a Dead-End Street) 2 Hank Snow, RCA Victor 8239	2
20	21	NOT SO LONG AGO 9 Marty Robbins, Columbia 42831	9
21	25	500 MILES AWAY FROM HOME..... 2 Bobby Bare, RCA Victor 8238	2
22	17	DETROIT CITY 18 Bobby Bare, RCA Victor 8183	18
23	22	IF THE BACK DOOR COULD TALK.... 2 Webb Pierce, Decca 31544	2
24	24	I CAN'T STAY MAD AT YOU 4 Skeeter Davis, RCA Victor 8219	4
25	-	THAT'S WHY I SING IN A HONKY TONK 1 Warren Smith, Liberty 55615	1
26	27	TOO IN LOVE 5 Hank Thompson, Capitol 5008	5
27	-	WHO'S BEEN CHEATIN' WHO..... 1 Johnny & Jonie Mosby, Columbia 42841	1
28	6	GUILTY 17 Jim Reeves, RCA Victor 8193	17
29	29	TIE MY HUNTING DOG DOWN, JED.. 3 Arthur Smith, Starday 642	3
30	-	THREE SHEETS IN THE WIND 1 Johnny Bond, Starday 649	1



by JERRY VALE
on Columbia Records

Headed for a Hit!

Johnny & Jonie Mosby

"TROUBLE In My ARMS"

b/w

"WHO'S BEEN CHEATING WHO?"

Columbia 4-42841

A RED HOT HIT



HICKORY 1226

"TEENAGE LETTER"

Jerry Lee Lewis

b/w

"SEASONS OF MY HEART"

SUN #384

Jerry Lee Lewis

With

Linda Gail Lewis

Sun Records

dison Memphis, Tenn.



SNAPPED ON THE SET of "Country Music on Broadway," feature-length Eastman color movie starring 17 top c.&w. acts, are (left to right): Ole Joe Clark, Stonewall Jackson and Hank Snow. The film, produced by Marathon Pictures, Inc., Nashville, has its premiere showing at the Tennessee Theater, Nashville, Saturday (2), under the sponsorship of the Country Music Association.

HIT FILM SCORE!



ERROLL GARNER

WITH FULL ORCHESTRA
PLAYING HIS...

ORIGINAL COMPOSITIONS

FOR THE PARAMOUNT FILM

"A NEW KIND OF LOVE"

STARRING JOANNE WOODWARD & PAUL NEWMAN

ORCHESTRA CONDUCTED BY LEITH STEVENS

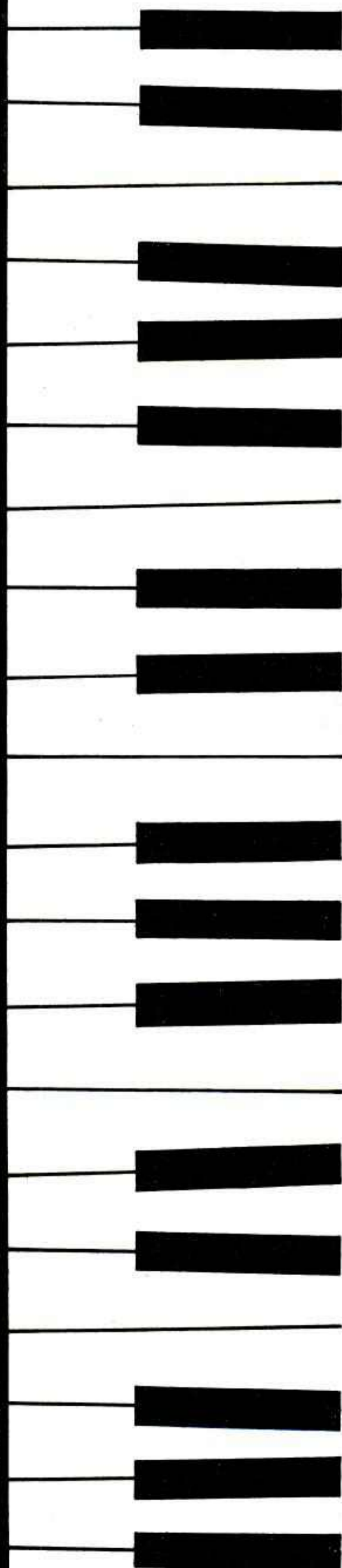
STEREO · SR60859 · MONAURAL MG 20859

This collection introduces new compositions by Erroll Garner created expressly for the motion picture "A New Kind of Love" PARIS MIST, THEME FROM A NEW KIND OF LOVE, STEVE'S SONG, PARIS MIST BOSSA NOVA, FASHION INTERLUDE, THE TEASE plus the standards A NEW KIND OF LOVE, MIMI, IN THE PARK IN PAREE, LOUISE

AMERICA'S FIRST FAMILY OF FINE RECORDINGS



PRODUCED BY OCTAVE RECORDS



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.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains chart data for LPs 1 through 52.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains chart data for LPs 53 through 101.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains chart data for LPs 102 through 150.

17 great albums from **DECCA**[®] **CORAL**[®]



DANCING IN A DREAM
CARMEN CAVALLARO
DL 4383 • DL 74383

DESIGNED FOR DANCING
WARREN COVINGTON
DL 4448 • DL 74448

BY POPULAR DEE-MAND
LENNY DEE
DL 4429 • DL 74429

WE COULD HAVE DANCED
ALL NIGHT
PETER DUCHIN
DL 4436 • DL 74436



MELODIES AND MEMORIES
JAN GARBER
DL 4416 • DL 74416

FLY ME TO THE MOON
EARL GRANT
DL 4454 • DL 74454

VOCAL VELVET
HENRY JEROME
DL 4440 • DL 74440

JOLIE
AL JOLSON
DL 9099



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GOLDEN FOLK SONGS FOR DANCING
GUY LOMBARDO
AND HIS ROYAL CANADIANS
DL 4430 • DL 74430

COMING HOME
LITTLE RICHARD
CRL 57446 • CRL 757446

ALL-TIME HOOTENANNY
FOLK FAVORITES
DL 4469 • DL 74469



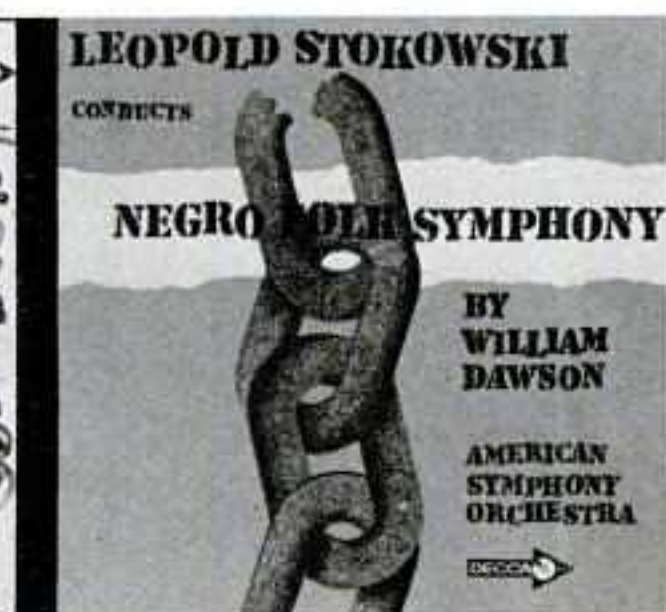
THE GLORY OF CREMONA
RUGGIERO RICCI
(includes 1-12" LP record and a 7" comparison LP record)
DXE-179 • DXSE-7179



PAGANINI: VIOLIN CONCERTO NO. 5
FRANCO GULLI
DL 10081 • DL 710081



FANFARES FOR BRASS
ORCHESTRE DE CHAMBRE
JEAN-FRANCOIS PAILLARD
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NEGRO FOLK SYMPHONY
LEOPOLD STOKOWSKI
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HOT 100

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

Table with columns: THIS WEEK, 1 WK. Ago, 2 WK. Ago, 3 WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 32 songs.

Table with columns: 33-65, 36-65, 49-65, WORKOUT STEVIE, WORKOUT, I'LL TAKE YOU HOME, RED SAILS IN THE SUNSET, NEW MEXICAN ROSE, TWO TICKETS TO PARADISE, WILD!, HEY LITTLE GIRL, DOWN THE AISLE, YOUR OTHER LOVE, SURFER GIRL, MICKEY'S MONKEY, LITTLE RED ROOSTER, WITCHCRAFT, HEAT WAVE, MONKEY-SHINE, WALKING PROUD, THEN HE KISSED ME, I WONDER WHAT SHE'S DOING TONIGHT, POINT PANIC, I ADORE HIM, BUST OUT, TWENTY-FOUR HOURS FROM TULSA, BLUE GUITAR, FUNNY HOW TIME SLIPS AWAY, A LOVE SO FINE, SATURDAY NIGHT, HELLO HEARTACHE, GOODBYE LOVE, MY BOYFRIEND'S BACK, THE MATADOR, NIGHT LIFE, A FINE FINE BOY, ELEPHANT WALK, COME BACK.

Table with columns: 67-100, 79-95, 99-100, DON'T WAIT TOO LONG, WHAT'S EASY FOR TWO IS SO HARD FOR ONE, ENAMORADO, STRANGE FEELING, LODDY LO, CAN I GET A WITNESS, SINCE I FELL FOR YOU, LIVING A LIE, YOUNG WINGS CAN FLY, YOUR TEEN-AGE DREAMS, I'M CRAZY 'BOUT MY BABY, UNCHAINED MELODY, GOTTA TRAVEL ON, EVERYBODY GO HOME, SIGNED, SEALED AND DELIVERED, WIVES AND LOVERS, BE TRUE TO YOUR SCHOOL, YOU DON'T HAVE TO BE A BABY TO CRY, CUANDO CALIENTA EL SOL, IN MY ROOM, TWO-TEN, SIX-EIGHTEEN, ANY OTHER WAY, YOU'RE GOOD FOR ME, I COULD HAVE DANCED ALL NIGHT, TRA LA LA LA SUZY, MISERY, REACH OUT FOR ME, DEAR ABBY, SHIRL GIRL, ANY NUMBER CAN WIN, 31 FLAVORS, I GOT A WOMAN, CROSSFIRE TIME, SUE'S GOTTA BE MINE.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A-Z with publisher/licensee information.

Table listing songs A-Z with publisher/licensee information.

BUBBLING UNDER THE HOT 100

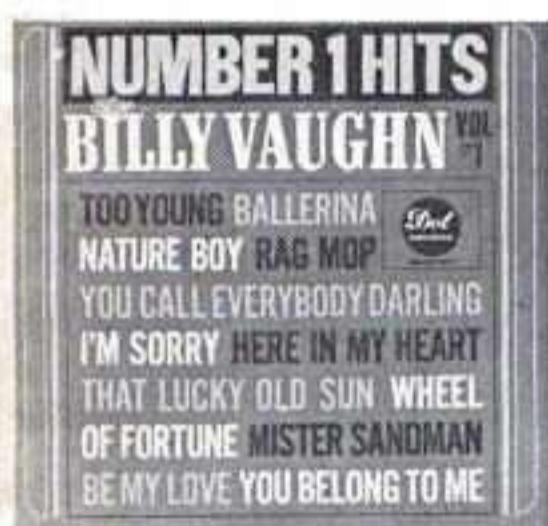
Table listing songs bubbling under the Hot 100 with publisher/licensee information.

Dot Records "The Nation's Hottest Label"

BEST SELLING SINGLES

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



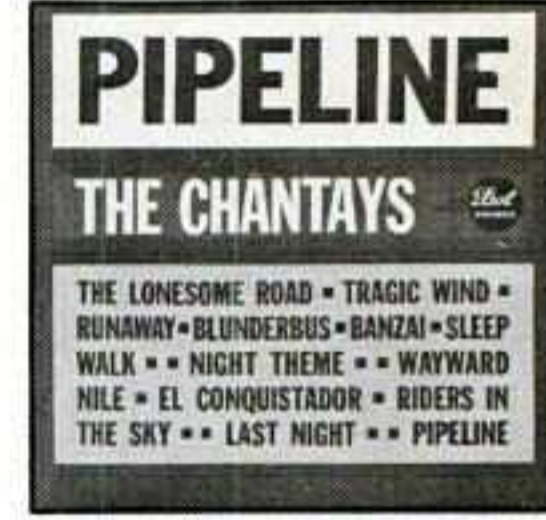
1963's EARLY HITS • Lawrence Welk
DLP 3510



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

NEW SINGLES RELEASES

#16534	OUR TENDER LOVE / LOVE TRUE LOVE	PETER PALMER
#16535	DIAMOND IN THE SKY / BLACKOUT	THE FABULOUS CHANCELLORS
#16536	THE BALLAD OF SHADOW MOUNTAIN / DESERT FLOWER	VAUGHN MONROE
#16537	ROUGH SURFIN' / MANSION ON THE HILL	THE TARRYTONS
#16538	RUMBLE IN THE NIGHT / ONCE IN A WHILE	MIKE MINOR
#16540	COLD AND FROSTY MORNING / TRUE LOVE WAS BORN	THE SHERWOODS
#16541	MOMMIE'S LITTLE BABY / PRETTY LITTLE DUTCH GIRL	THE JACKSON JILLS

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Top Hits of Yesterday and Today

SELL LONDON'S GREATEST ALL TIME HIT 45 rpm SINGLES FROM THIS NEW COUNTER MERCHANDISER Each Merchandiser Is Shipped Prepacked With 50 Records (2 Each of 25 Different Best Selling Singles) SEE BELOW FOR DESCRIPTION OF CONTENTS

CAT. NO. 45 rpm	ARTIST	SELECTION
11001	MANTOVANI	MOULIN ROUGE b/w Vola Colomba
11002	AL MORGAN	JEALOUS HEART b/w A Little Street Where Old Friends Meet
11003	THE TORNADOS	TELSTAR b/w Jungle Fever
11004	WILL GLAHE	LIECHTENSTEINER POLKA b/w Swiss Kanton Polka
11005	EDMUNDO ROS	THE WEDDING SAMBA b/w High In Sierra
11006	CYRIL STAPLETON	THE CHILDREN'S MARCHING SONG b/w "Inn Of Sixth Happiness" Theme
11007	FRANK WEIR	THE HAPPY WANDERER b/w From Your Lips
11008	LONNY DONEGAN	ROCK ISLAND LINE b/w John Henry
11009	MANTOVANI	AROUND THE WORLD b/w Heart Of Budapest
11010	MANTOVANI	CHARMAINE b/w Diane
11011	MANTOVANI	GREENSLEEVES b/w Love Makes The World Go Round
11012	VERA LYNN	AUF WIEDERSEHN SWEETHEART b/w From The Time You Say Goodbye
11013	FRANK CHACKSFIELD	EBB TIDE b/w Waltzing Bugle Boy
11014	FRANK CHACKSFIELD	THEME FROM "LIMELIGHT" b/w Incidental Music From "Limelight"
11015	ANTON KARAS	"THE THIRD MAN" THEME b/w The Cafe Mozart Waltz
11016	GRACIE FIELDS	NOW IS THE HOUR b/w Come Back To Sorrento
11017	GEORGE SHEARING TRIO	THE NEARNESS OF YOU b/w The Fourth Deuce
11018	TERESA BREWER	MUSIC, MUSIC, MUSIC b/w Copenhagen
11019	BILL SNYDER	BEWITCHED b/w Drifting Sands
11020	BOBBY WAYNE	MOTHER AT YOUR FEET IS KNEELING b/w Immaculate Mother
11021	STANLEY BLACK	STARLIGHT SERENADE b/w Play A Simple Melody
11022	EDMUNDO ROS	I TALK TO THE TREES b/w I Whistle A Happy Tune
11023	ANTHONY NEWLEY	WHAT KIND OF FOOL AM I b/w Gonna Build A Mountain
11024	DAVID WHITFIELD	CARA MIA b/w How, When Or Where
11025	PRIMO SCALA BAND	UNDERNEATH THE ARCHES b/w I've Got A Lovely Bunch Of Coconuts

Contact your distributor for special terms



BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

WONDERFUL SUMMER

Robin Ward, Dot 16530

★ 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.

DOMINIQUE . . .

Singing Nun, Philips 40152 (General, ASCAP) (New York)

HEY LOVER . . .

Debbie Davale, Roulette 4521 (Roosevelt, BMI) (Chicago)

DAWN . . .

David Rockingham Trio, Josie 913 (Nea-How, BMI) (New York)

LOUIE, LOUIE . . .

Paul Revere & the Raiders, Columbia 42814 (Limax, BMI) (Los Angeles)

A STORY UNTOLD . . .

Emotions, 20th Century-Fox 430 (Tideland, BMI) (New York)

LOVE HER . . .

Everly Brothers, Warner Bros. 5389 (Screen Gems-Columbia, BMI) (Seattle)

I'LL BE THERE . . .

Tony Orlando, Epic 9622 (T. M., BMI) (New York)

DAVID'S MOOD . . .

David Lewis, A. & M. 724 (Burdette, BMI) (Seattle)

SINGLES REVIEWS



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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



POP SPOTLIGHT

THE ESSEX

SHE'S GOT EVERYTHING

(January, BMI) (2:14)—Roulette 4530

Another striking side from the Essex which should send the group up to the top of the chart. The gal in the group, Anita Humes, is featured. The flip is "Out of Sight, Out of Mind" (Nom Music, BMI) (2:14).



POP SPOTLIGHT

THE KINGSTON TRIO

ALLY ALLY OXEN FREE

(In, ASCAP) (2:00)—Capitol 5078

Here's a strong folk offering that has the current folk sound. Lyric has to do with the "justice for all" theme and it's sung softly by the group. The flip is "Marcelle Vahine" (Miller, ASCAP) (1:44).



POP SPOTLIGHT

JAMES DARREN

BACK STAGE

(Primary, BMI) (2:34)—Colpix 708

James Darren is back in his best dramatic form on this one. Side is done with a fistful of crescendoes, built on strings and voices. The flip is "Under the Yum Yum Tree" (Colgrems, ASCAP) (2:39).



POP SPOTLIGHT

JUDY THOMAS

LET'S END IT BEFORE IT BEGINS

(Lowry, BMI)—Reprise 20229

Country singer Judy Thomas comes into the pop world with a strong side, her first for the label. Weeper lyric and big production back the singer. The flip is "Tall, Dark, Handsome Stranger" (Painted Desert, BMI).



POP SPOTLIGHT

THE DARNELLS

TOO HURT TO CRY, TOO MUCH IN LOVE TO SAY GOODBYE

(Jobete, BMI) (2:15)

COME ON HOME

(Jobete, BMI) (2:17)—Gordy 7024

Two great sides from this Detroit group. The first is a strong swinger that has powerful singing and beat. The flip is mostly instrumental with great honky piano and organ and group joining in near the end to nail down the chart action.



POP SPOTLIGHT

JOAN BAEZ

WE SHALL OVERCOME

(Ludlow, BMI) (2:45)

WHAT HAVE THEY DONE TO THE RAIN

(Schroeder, ASCAP) (2:30)—Vanguard 35023

Two imposing performances from Miss Baez who is such a strong seller on the album side. First was recorded live at a college concert and has dramatic immediacy with some members of the audience joining in. Second side is a lovely, lyric folk item sung in soft voice.



POP SPOTLIGHT

ROD LAUREN

LET ME TELL YOU 'BOUT MARY

(Central Songs, BMI) (2:29)—Chancellor 1146

This is a country weeper, just filled with heartbreak, written by Bobby Bare. Sparkling singing and poignant recitation make this side real strong. The flip is "I Can't Get You Out of My Heart" (Debmars, ASCAP) (2:40).



POP SPOTLIGHT

TONY NEWLEY

I SAW HER STANDING THERE

(Gil, BMI) (2:42)—London 5202

Great teen sound from Newley who performs this swinger with humor and enthusiastic attack. The flip is "I Love Everything About You" (Wemars, BMI) (1:52).



POP SPOTLIGHT

EDDIE HOLLAND

I COULDN'T CRY IF I WANTED TO

(Jobete, BMI) (2:40)—Motown 1049

Big sound and Eddie Holland's best record in some time. The side has strong swing and that exciting Detroit sound. Trombone choir licks and sharp organ effects make it go. The flip is "I'm on the Outside Looking In" (Jobete, BMI) (2:40).



POP SPOTLIGHT

SUNNY AND THE SUNLINERS

RAGS TO RICHES

(Saunders, ASCAP) (2:18)—Tear Drop 3022

Here's a strong, up-to-date reading of the old Tony Bennett hit. Lead singer Sunny sings it in a Fats Domino style while the rest of the group fills admirably. The flip is "Not Even Judgment Day" (Crazy Cajun, BMI) (2:59).



POP SPOTLIGHT

RUSS DAMON

RAGS TO RICHES

(Saunders, ASCAP) (2:27)—Laurie 3210

Lang-a-lang sound lends heavy support to high-pitched vocalizing from Damon. The Bennett hit is given yet another reading here with shouting and swinging. The flip is "Pretend" (Brandom, ASCAP) (2:32).

POP SPOTLIGHT

JERRY FULLER

I ONLY CAME TO DANCE WITH YOU

(Metric, BMI) (2:23)—Challenge 59217

Fuller sings the ballad here with much feeling backed neatly by a strong yet slow beat, and big trumpet figures. The flip is "The Young Land" (Four Star, BMI) (2:37).

POP SPOTLIGHT

MAC DAVIS

HONEY LOVE

(P.M.P.C., BMI) (2:19)

HEY MONKEY

(Lo-Cal, BMI) (2:21)—Vee Jay 565

Two swinging sides from the lad. First is the old Clyde McPhatter hit, that's given a solid ride. The second side is yet another version of the "Hey Lilley Lo" folk sound, brought up to date, with vamping beat and swinging beat.

POP SPOTLIGHT

THE CHIFFONS

I HAVE A BOYFRIEND

(Trio, BMI) (2:05)—Laurie 3212

Strong beat and solid vocal sell make this one a powerhouse for the group. The flip is "I'm Gonna Dry My Eyes" (Bright Tunes, BMI) (2:16).

POP SPOTLIGHT

THE GLENCOVES

DEVIL'S WAITIN'

(Joy, ASCAP) (2:18)—Select 727

Powerhouse singing and swinging from the group with a wide open folk-rock sound. The flip is "Better Think Twice (Joy Lee)" (Joy, ASCAP) (2:20).

C.&W. SPOTLIGHT

RED SOVINE

DREAM HOUSE FOR SALE

(Cedarwood, BMI) (2:58)

KING OF THE OPEN ROAD

(Starday, BMI) (2:09)—Starday 650

Two fine country sides from Sovine, his best in some time. The first is a strong weeper that's recited by Red against voices and moving arrangement. Second is a high-stepping country side that should pull many plays.

C.&W. SPOTLIGHT

WANDA JACKSON

SLIPPIN'

(Central Songs, BMI) (2:45)—Capitol 5072

One of Miss Jackson's warmest ballad readings, against some slick backing and male chorus. The flip is "Just for You" (Pamper, BMI) (2:40).

C.&W. SPOTLIGHT

MARGIE BOWES

OUT THINGS

(Forrest Hills, BMI) (2:25)—Decca 31557

Strong weeper ballad offering that showcases the country lass' classy sound in its best venue. The flip is "There's Gotta Be a Way" (Sure Fire-Window, BMI) (2:11).

C.&W. SPOTLIGHT

WYNN STEWART

BIG CITY

(Jat, BMI) (2:20)

ONE WAY TO GO

(Four Star, BMI) (2:30)—Challenge 59216

Two great sides from the singer. First has the edge as a strong "city took her" away theme. Singing is first-class with strong backing. The flip is a soft, tender ballad in a slower tempo that's sung with great strength.

C.&W. SPOTLIGHT

STONEWALL JACKSON

B.J. THE D.J.

(Cedarwood, BMI) (2:45)

BIG HOUSE ON THE CORNER

(Stonewall, BMI) (2:20)—Columbia 42889

Strong country double header here. The first side is a unique side about a fast-living deejay whose candle burns too brightly and goes out. The flip is a house-empty weeper theme with strong singing, filled with pathos.



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

PEREZ PRADO AND HIS ORK
★★★★ En Engue (Peer Int'l, BMI) (2:27)—★★★★ Natalla-Dengue (Peer Int'l, BMI) (2:20). RCA VICTOR 8259

OTIS REDDING
★★★★ Pain in My Heart (East-Time, BMI) (2:22) —★★★★ Something Is Worrying Me (East-Time, BMI) (2:25). VOLT 112

FASHIONS
★★★★ Surfers Memories (Maverick, BMI) (2:11)—★★★★ Surfin' Back to School (Maverick, BMI) (1:38). FELSTED 8689

THE CREW CUTS
★★★★ The Three Bells (Southern, ASCAP) (2:38)—★★★★ Spanish Is a Loving Tongue (Wanessa, BMI) (2:43). VEE JAY 569

STEVE ALAIMO
★★★★ Gotta Lotta Love (Topper, ASCAP) (1:52) —★★★★ Happy Pappy (Dickson, ASCAP) (2:16). IMPERIAL 66003

MARIE KNIGHT
★★★★ Walk Away (Gil-Tobi-Ann, BMI) (2:34)—★★★★ The Nearness of You (Famous, ASCAP) (2:23). DIAMOND 149

THE VENTURES
★★★★ The Chase (Dobo, BMI) (2:15)—★★★★ The Savage (Harms, ASCAP) (2:01). DOLTON 85

THE RAINDROPS
★★★★ That Boy John (Trio, BMI) (2:12)—★★★★ Hanky Panky (T. M., BMI) (2:24). JUBILEE 5466

ODETTA
★★★★ It's a Mighty World (Witmark, ASCAP) (2:22)—★★★★ Got My Mind on Freedom (2:10). RCA VICTOR 8268

JERRY LEE LEWIS
★★★★ Pen and Paper (Raleigh, BMI) (2:25) —★★★★ Hit the Road Jack (Tangerine, BMI) (1:55). SMASH 1857

THE GASLIGHT SINGERS
★★★★ All the Good Times (Teena, ASCAP) (2:55)—★★★★ Pigeon in the Park (Boban, BMI) (3:08). MERCURY 72202

EDDIE BO
★★★★ Shake, Rock and Soul (Ovations, BMI) (2:15)—★★★★ Reassure Me (Ovations, BMI) (2:11). CINDERELLA 1203

ARTIE AND LINDA WITH THE PREMIERES
★★★★ Blueberry Hill (Chappell, ASCAP) (2:22)—★★★★ Laughing on the Outside (Crying on the Inside) (Gower, BMI) (2:28). CHANCELLOR 1147

(Continued on page 38)

A Hit everywhere...

MURRY KELLUM

LONG

TEXAS

MOC-653



Happening everywhere...

ACE CANNON

SWANEE RIVER

B/W

Moanin' The Blues

HI-2070

THE AMERICAN LONDON GROUP

MUSIC AS WRITTEN

CHICAGO

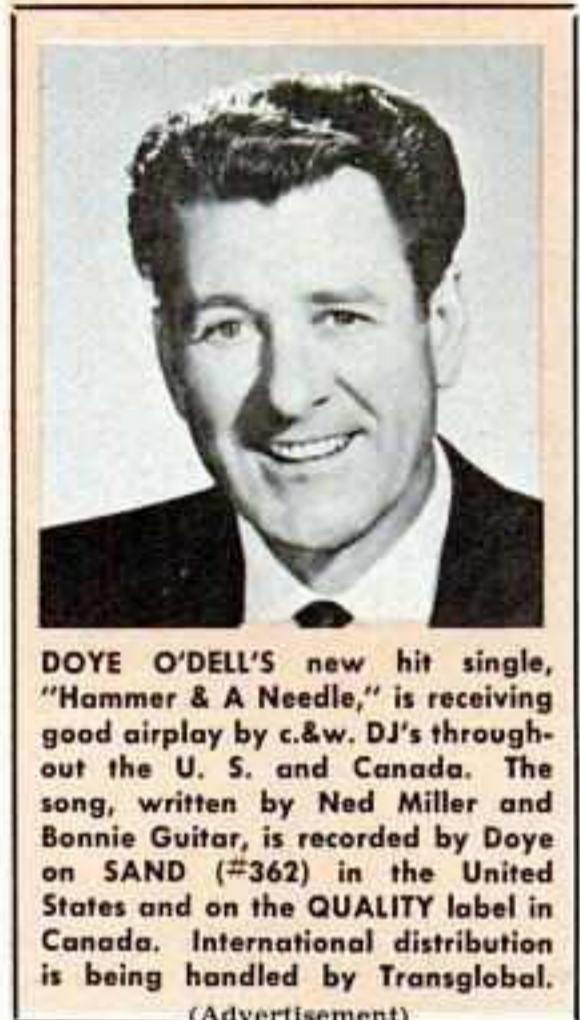
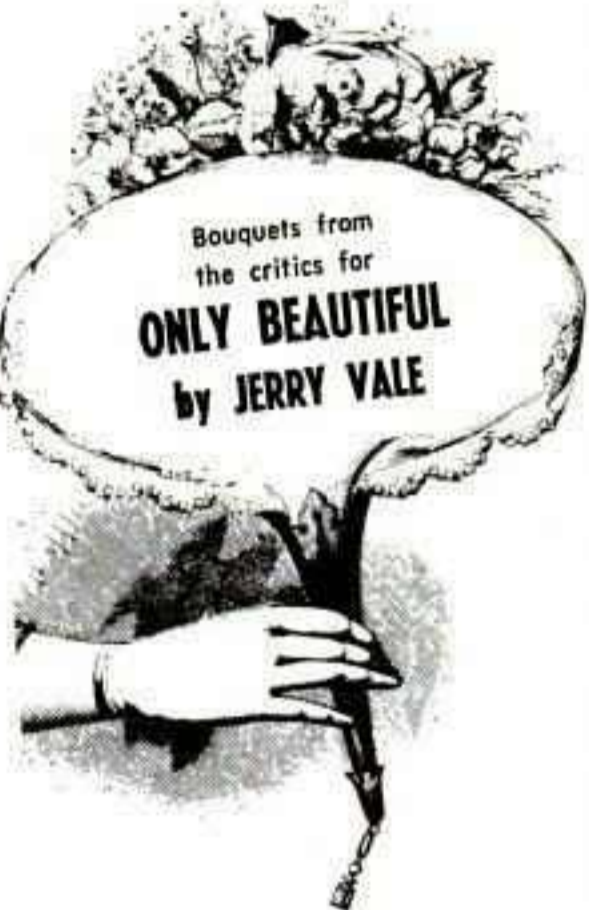
Bill McCloud, former M-S promotion hotshot, postcards hello from Los Angeles, where he's doing some independent promotion work. . . . Jerri Steele is the new secretary at Stereo-Sonic studios here. She works with Fred Hightower, promo-

tion director. . . . Visitor here last week was Lou Dennis, new West Coast promotion man for Smash Records. . . . One-Derful and M-Pac Records have moved to new and larger quarters. . . . Give George Leaner a call and say hello. . . . Stacy Records has moved from Summit to All State. . . . Bob Monaco has been named promotion man for MGM-Verve here. Verve recently left M-S to join its parent label under the Jimmy Martin wing. . . . Bonnie Kroll, local promo gal, has formed Social Events Unlimited. They cater and book talent for industrial shows and the like. Bonnie's keeping her promo firm intact. She's currently handling two versions of "Mad, Mad, Mad, Mad World." One by the Shirelles on Scepter and the other by the Four Lads on United Artists.

NICK BIRO

PITTSBURGH

Rose Calderone, owner of the Twin Coaches night club, pulled the coup of the season by snaring Robert Goulet for nine



DOYE O'DELL'S new hit single, "Hammer & A Needle," is receiving good airplay by c.&w. DJ's throughout the U. S. and Canada. The song, written by Ned Miller and Bonnie Guitar, is recorded by Doye on SAND (#362) in the United States and on the QUALITY label in Canada. International distribution is being handled by Transglobal. (Advertisement)

days beginning April 17. It would mark his club debut there though Goulet has appeared here once before as the opening attraction of the Civic Opera last July in the Civic Arena. . . . Jack Benny's guest appearance with the Pittsburgh Symphony Orchestra on November 4 at Syria Mosque for the orchestra's pension fund will command a \$50 top.

"The Flying Dutchman" will open the Pittsburgh Opera season on October 24 and 26 with Birgit Nilsson. . . . Three potent attractions are all doing big business at the city's three clubs, Belle Barth at the Horizon Room, Milton Berle at Holiday House and Keely Smith at the Twin Coaches. . . . Trumpeter Art Farmer is currently heading the bill at the Crawford Grill.

Page Cavanaugh was in Pittsburgh on October 9 to promote his newest RCA Victor LP, "Page 7: An Explosion in Pop Music." Mort Locker, RCA Victor branch manager here, tossed a cocktail party for him at the Hilton Hotel. . . . With "Camelot" scheduled for three weeks at the Nixon in November, there's renewed interest in the original cast Columbia LP. LEONARD MENDLOWITZ

PHILADELPHIA

Eddie Halpern, operator of the Gilded Cage coffee shop, joins other local coffee house operators in adding folk concert promotions to his usual chores, and for a starter stages a November 1 concert at Town Hall with Clancey Brothers and Tommy Makem. . . . Tom Keene is the new local promotion manager at the local Capitol branch, succeeding West Coast-bound Bruce Davidson. . . . Ira Genstein joins the promotional staff at David Rosen, Inc., record distributor, with Joe Baltzell switching to the Chips Distributing Company. . . . Ben Ventura, leader of the Three Guys and a Doll unit, has organized with his brothers the Ventura Agency at nearby Oaklyn, N. J., for booking and handling talent. MAURIE H. ORODENKER

HOLLYWOOD

The going price for Henry Mancini's recent concert gig at the U. of Illinois was \$9,000. In three previous college dates, Mancini grossed more than \$17,000.

Gillette Records has called back all black and white covers for Champ Butler's "Heartaches by the Dozen" LP and replaced them with a four-color jacket. Move was made because trade reaction to the first cover was unfavorable. Clebanoff has cut his 16th

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 11/2/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	CRY BABY Garnet Mimms & the Enchanters, United Artists 629	9
2	9	IT'S ALL RIGHT Impressions, ABC-Paramount 10487	5
3	2	PART TIME LOVE Little Johnny Taylor, Galaxy 722	12
4	5	SUGAR SHACK Jimmy Gilmer & the Fireballs, Dot 16487	7
5	8	MICKY'S MONKEY Miracles, Tamla 54083	10
6	10	DEEP PURPLE Nino Tempo & April Stevens, Atco 6273	5
7	6	SALLY, GO 'ROUND THE ROSES Jaynetts, Tuff 369	8
8	4	BE MY BABY Ronettes, Philles 116	7
9	3	BUSTED Ray Charles, ABC-Paramount 10481	6
10	7	HEAT WAVE Martha & the Vandellas, Gordy 7022	13
11	24	WALKING THE DOG Rufus Thomas, Stax 140	2
12	22	WHAT'S EASY FOR TWO IS SO HARD FOR ONE Mary Wells, Motown 1048	2
13	13	CRY TO ME Betty Harris, Jubilee 4556	6
14	12	TALK TO ME Sunny & the Sunglows, Tear Drop 3014	7
15	14	MISTY Lloyd Price, Double L 722	3
16	18	MEAN WOMAN BLUES Roy Orbison, Monument 824	3
17	20	TWO TICKETS TO PARADISE Brook Benton, Mercury 72177	5
18	30	YOU LOST THE SWEETEST BOY Mary Wells, Motown 1048	2
19	15	THE MONKEY TIME Major Lance, Okeh 1715	14
20	25	DONNA THE PRIMA DONNA Dian DiMuci, Columbia 42852	3
21	-	I'M LEAVING IT UP TO YOU Dale & Grace, Montel/Michele 921	1
22	11	A WALKIN' MIRACLE Essex, Roulette 4515	7
23	26	DOWN THE AISLE Patty LaBelle & the Blue Belles, Newtown 5777	10
24	-	FOOLS RUSH IN Rick Nelson, Decca 31533	1
25	27	WASHINGTON SQUARE Village Stompers, Epic 9617	2
26	-	SHE'S A FOOL Lesley Gore, Mercury 72180	2
27	28	I'LL TAKE YOU HOME Drifters, Atlantic 2201	4
28	-	CAN I GET A WITNESS Marvin Gaye, Tamla 54037	1
29	-	YOU'RE GOOD FOR ME Solomon Burke, Atlantic 2205	1
30	-	LITTLE RED ROOSTER Sam Cooke, RCA Victor 8247	1

LP for Mercury which will be promoted during an 80-city concert tour commencing next January. . . . Les Brown and band have cut their first rock and roll LP for Columbia in a move to get a new sound. ELIOT TIEGEL

Jerry Kennedy Back With Merc

CHICAGO—Jerry Kennedy, guitarist and a.&r. man, has rejoined Mercury Record Corporation's a.&r. staff after a brief hiatus with Columbia Records. He'll be stationed in Nashville.

Before leaving Mercury, Kennedy was responsible for such hits as Rex Allen's "Don't Go Near the Indians" and "Please Don't Talk to the Lifeguards," with Diane Ray.

He is also under contract to Mercury as part of the guitar duo, Tom and Jerry. In recent years he has successfully combined his a.&r. and recording careers.

Irving B. Green, Mercury

Fabian on Verge Of Mercury Pact

CHICAGO — Fabian, popular recording artist formerly with Chancellor, appears on the verge of signing with Mercury Records.

Morris Diamond, Mercury national promotion director, confirmed that "negotiations are going on with the artist." Diamond has no other comment. Following several years on Chancellor, under the management of Chancellor head, Bob Marcucci, the singer signed a management deal with Jack Spina who is associated with Pat Boone in the Cooga Mooga producing firm. This resulted in several sides on Dot, which is also Boone's outlet.

president, said Kennedy's a.&r. activities will include assignment to a specific group of artists on the present talent roster. He'll also scout for new talent for which he will a.&r. all sessions.

A SOLID SMASH
MONTEL #921

"I'M LEAVING IT UP TO YOU"

DALE & GRACE



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

"CRY BABY"

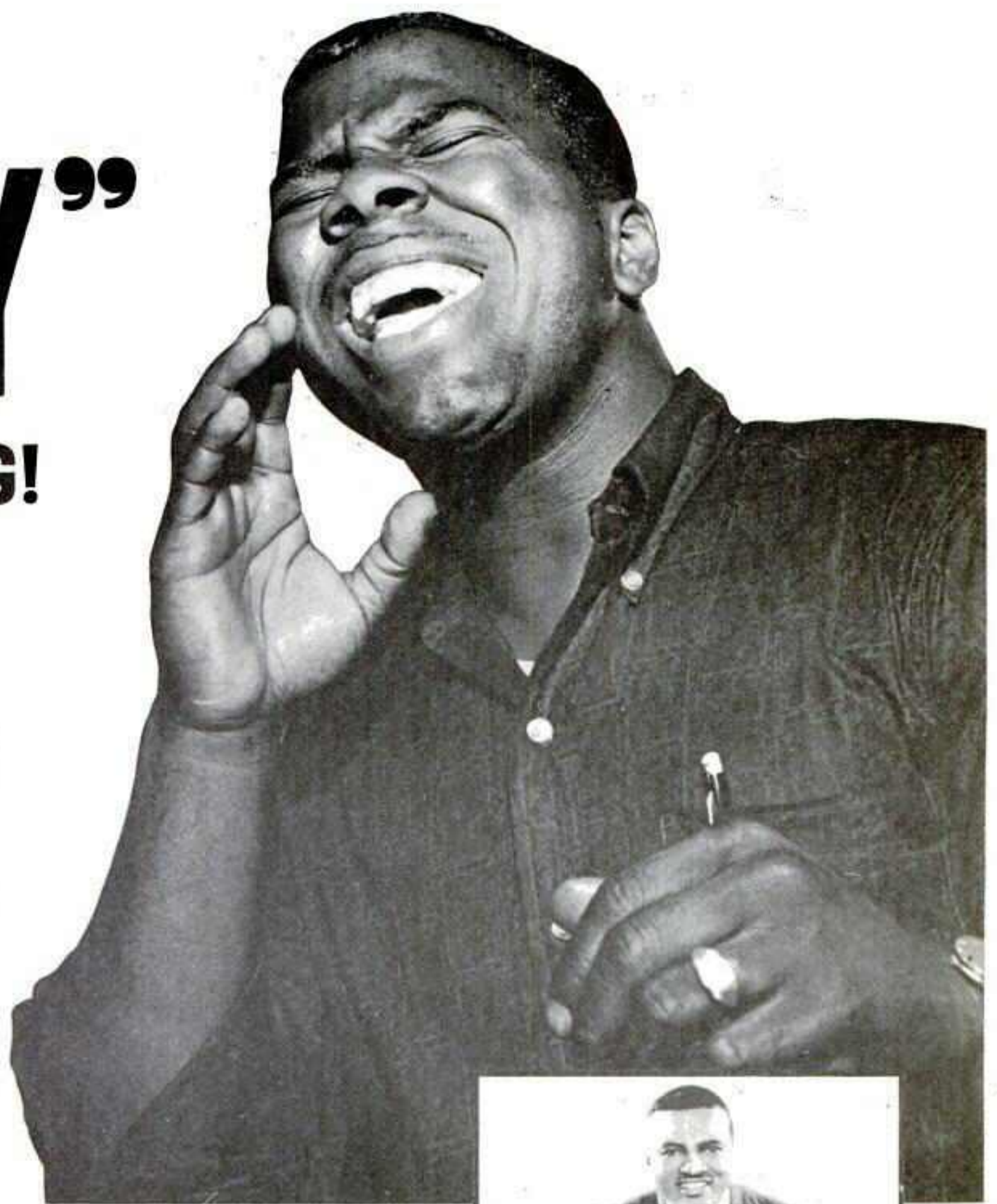
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A Great New Group!

A Great New Sound!

A Great New Single!

A Great New Album!



GARNET MIMMS AND THE ENCHANTERS



HOT NEW SINGLE!

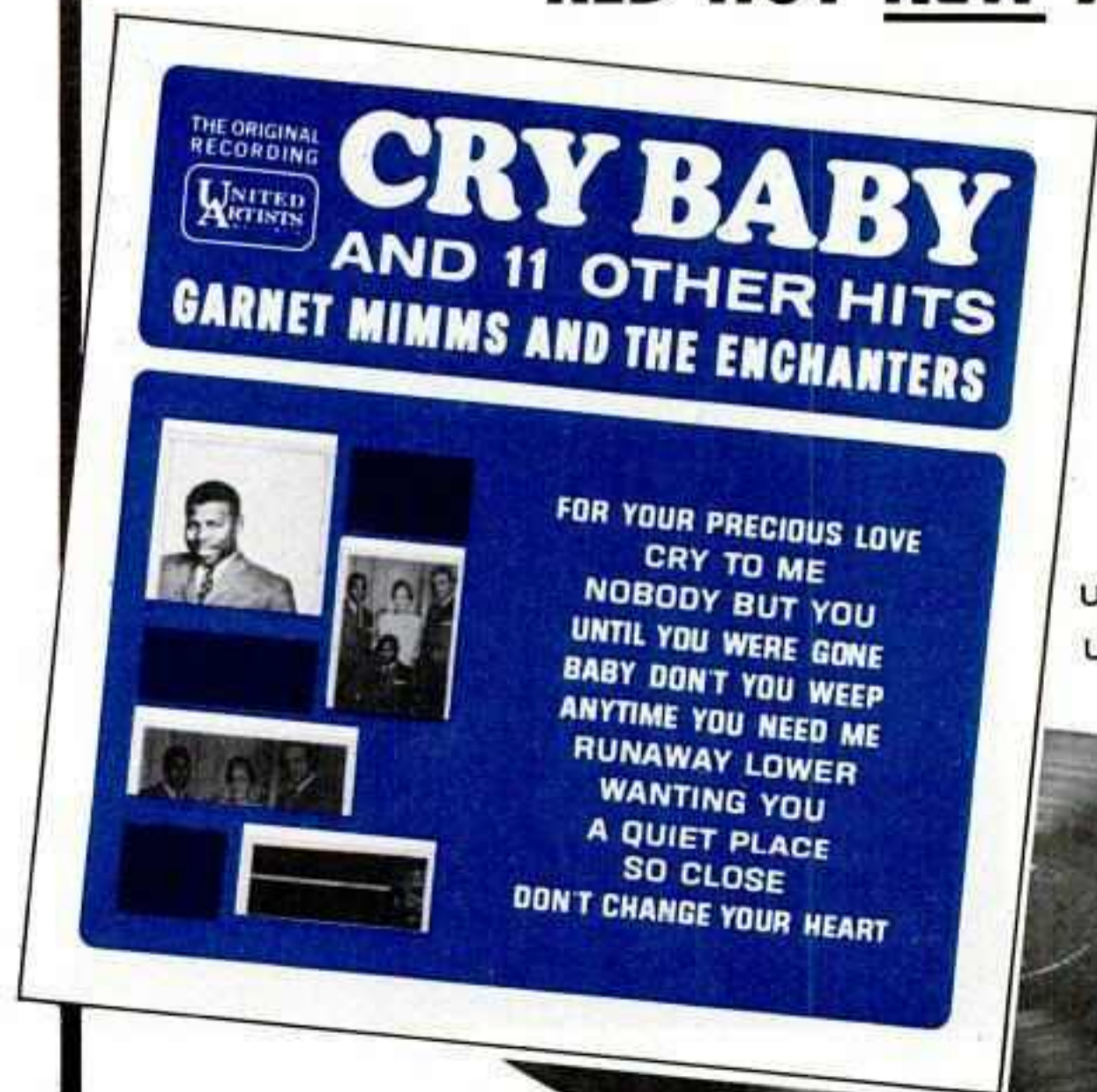
**"BABY, DON'T
YOU WEEP"**

AND

**"FOR YOUR
PRECIOUS LOVE"**

UA 658

RED HOT NEW ALBUM!



UAS 6305 (STEREO)
UAL 3305 (MONO)

TRULY THE PROUDEST NAME

**UNITED
ARTISTS
RECORDS**

IN ENTERTAINMENT



congratulates WSM
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REX ALLEN



Tear After Tear
72205

DEL WOOD



The Old Piano Roll Blues
72158



DAVE DUDLEY
Last Day in the Mines
72212



LEROY VAN DYKE
Happy to Be Unhappy
72198

America's first family of fine recordings

FARON YOUNG
You'll Drive Me Back
(Into Her Arms Again)
72201



ROY DRUSKY
Peel Me A Nanner
72204



ANITA CARTER
Running Back
72179



MARGIE SINGLETON
Old Records
72213

CLAUDE GRAY



Go Home Cheater
72156

EARL SCOTT



Restless River
72190



VANGUARD
RECORDS

JOAN

BAEZ

from her new album

VRS-9113 (Mono) & VSD-2123 (Stereo)

JOAN BAEZ IN CONCERT PART 2



*Her first
smash single!*

*"We
Shall
Overcome"*

B/W

"WHAT HAVE THEY DONE TO THE RAIN"

45 RPM VRS 35023

International NEWS REPORTS

Cover Battle Disturbs Peace of 'Neighborhood'

By AZARIA RAPOPORT

TEL AVIV — The unprecedented success of the new tune "The Neighborhood Song" is causing an unprecedented neighborhood scandal. Police, acting on court order, swooped down to confiscate all copies of the song recorded by a group other than the Roosters, who have the hit.

Rhubarb started when the "Neighborhood Song," which recounts the slang, the music and the atmosphere of old-time neighborhoods in the rapidly changing city of Tel Aviv, zoomed to popularity. The recording, by the Roosters, could not be produced by the Hed Arzi disk company fast enough to keep pace with the demand. The disputed version is distributed to retailers by the Makolit Company.

What seems a simple case of unauthorized performance not cleared through ACUM, the copyright protection agency, is becoming more complicated. Both companies (Hed Arzi, which acted as pressing plant for the Makolit version despite the fact that the original is on their own label) claim that this is a commercial struggle between the original producers and the covering company. Further complicating and irritating the scene is the fact that, prior to release of the cover version, Avraham Deshe, who cut the Roosters disks and produces their enormously successful concerts, would not release the group's disks to the general public through the usual channel of distributor and retailer. In October it was revealed that the Roosters records would only be

available at the theater at which the group played and at the offices of the producing company. This has been rescinded, however, and the Roosters disks are now in retail shows across the country.

The group that cut the cover version of "The Neighborhood Song" is reported to be composed of youngsters in an Israeli Army entertainment unit. They were not identified on the record, however. No formal charges have as yet been brought against the group, but Army authorities are going to bring them to trial, for members of the Armed Forces here are not allowed to engage in civilian employment without special permission.

BRITAIN

Beatles Soar To Success

By CHRIS HUTCHINS
News Editor
New Musical Express

Among the 19 acts chosen to take part in the Royal Variety Show next Monday (4) are the Beatles, Susan Maughan, Marlene Dietrich, Joe Loss and Erroll Garner—all making their debut in this top show business event. Tommy Steele, Max Bygraves and Charlie Drake are among those returning to the show which is being tele-recorded by ATV for screening complete a week from Sunday. Invitation accords yet another major honor for the Beatles, the sensation of the nation. The group's rise to fame is being compared here to the early success story of Elvis Presley. When the group made its debut on the Palladium-TV show on October 13, police placed a cordon round the theater throughout the day and battled with fans who tried to force their way in during rehearsals.

As sales of the Beatles' first album "Please, Please Me" soar towards the half-million mark, EMI is readying another for issue this month—again with a majority of their own compositions making up the tracks.

Other new releases from the Beatles' pens include a Parlophone single by Billy J. Kramer (for whom they have already written two chart toppers) "I'll Keep You Satisfied," and a Decca record by the Rolling Stones "I Wanna Be Your Man"—both issued yesterday to compete with a new Cliff Richard single "Don't Talk to Him" penned by Richard and Bruce Welch.

British record sales continue their astonishing increase. In August manufacturers' sales were valued at \$5,000,000—an increase of almost a third on sales in the same month last year. . . . Paul Anka flew to London from Paris to meet RCA Victor's International vice-president, Dr. Peter Baumberger in from Geneva. Anka told Bill-



SILVER PALETTE: Winner of the Belgian beauty contest presents silver disk award to Will Tura, topped sales with his hit version, "Je liegt," on the Belgian Palette label.

board that they discussed his disk plans in general and an album he was to make in Paris last week of songs in both English and French. They also had talks about the four-week European tour which Anka begins this weekend. Anka may not return to the U. S. until next June when he is booked for a stint at the New York Waldorf. The French recording scene is keeping him particularly active and in the spring he has tours of Spain and Germany scheduled.

Oriole—the smallest of the main diskeries here, which launched into the pop market last year—is to sink new funds into its promotion and distribution set ups early in 1964. Though the label has achieved precious little chart success in the pop field, it claims healthy all-round results which have encouraged the planned spending. Oriole's cheaper priced jazz series, Realm, has proved particularly successful and pop albums are to be issued under the same banner starting this month.

The reps from 40 U. S. distributors of the London label will probably be flown here by the British Decca firm shortly, to hear 12 or 15 stereo albums planned for release on London between January and March. Round-the-clock recording sessions are being supervised here by London's U. K.-based a.&r. chief Tony D'Amato to produce the platters in Phase Four stereo.

. . . A new label devoted entirely to Welsh Music has been started by John Edwards. Its title is Welsh Teldisc and several releases have already been launched. . . . Following her death EMI is rush-releasing the latest Edith Piaf album "La Reine De La Chanson." Also a single by the French lark "Polichinelle." . . . Little Richard remains in Britain to headline the first eight concerts Don Arden has set for Duane Eddy and the Shirelles — starting next week. One of the dates Vic Lewis set up for Brook Benton, Lesley Gore, Timi Yuro, Trini Lopez and Dion, was cancelled at short notice. Advance bookings for the whole tour were mediocre.

Richard Rodgers arrived last week to ready "The Boys From Syracuse" for its London opening and also to discuss writing a musical with Britain's "Oliver!" man, Lionel Bart. Bart has secured the release of Georgia Brown early next year from the Broadway cast of "Oliver!" to rehearse his new musical "Maggie May" which opens in Liverpool on March 23. . . . British promoter Tito Burns was due in New York last weekend (27) and his visit will take him to Philadelphia to see Dick Clark and to Nashville for talks with Roy Orbison about European plans. Burns partners Peter Walsh in setting up world-wide dates for Orbison next year.

ITALIANS FIGHT IMPORT OF FOREIGN VOCALISTS

ROME—Nationalism in the nature of fear of foreign name singers may cancel the grandiose San Remo plan of reprising the final songs of the 1964 festival with an international array of stars. There has been a growing resurgence among Italian vocalists against the importation of foreign singers, mostly American, French and English, on Italian TV and this has been implemented by the growing practice of issuing disks cut in Italian here during their visits.

National exposure of stars like Neil Sedaka, Connie Francis and others with the winning songs might mean that their versions rather than those of the Italian finalists would hit the top of the lists. A decision from the San Remo organizing committee should be forthcoming soon.

CANADA

Disk Talent Hot Across the Land

By WRAY RUTLEDGE

Talent is scoring everywhere across this country. More and more groups and the single acts are playing the clubs, and the one nighters. Vancouver CFUN' Red Robinson's had fabulous success with the Gene Pitney show that included Dick and Dee Dee. The Inquisition had Stan Getz and his quartet, and set for appearances soon were the Exhibition forum with Johnny Mathis, the Black Watch Royal Highlanders, the Kingston Trio and many more top acts. In Toronto, of course, the big news was the Savarin Tavern that opened a big name policy with comedian Jack Carter, to be followed by the Four Saints, Charlie Ventura and Gene Krupa. Toronto's older established clubs have Joe Williams, followed by Shirley Horn at the Park Plaza. Wild Bill Davis is breaking it up every night of the week.

CFUN's Al Jordon is playing country music 5:30 a.m. and 6:30 a.m. . . . The town that has really come alive for pop music is Calgary, long known as a no man's land of hits; this city has sprung loose three format, top 40, hit parade operations. In the months to come the Dick Clark show will be in Calgary.

EIRE

Country Cats Rolling In Green

By KEN STEWART
Irish Times, Ltd., Dublin

June Carter, Johnny Cash, the Tennessee Three and Saul Holiff arrived for a short Irish tour and were guests at a press reception hosted by local entrepreneur Tom Costello, who arranged the trip. Cash, whose "Forty Shades of Green" is a national standard, taped a segment for Telefis Eireann's "Showband Show." His latest release, "Ring of Fire," has been bubbling under the chart for the last few weeks.

At the Marian Hall, Milltown, a few miles outside Dublin, Brendan O'Dowda and Ruby Murray recorded an LP to be issued by Columbia titled "St. Patrick's Day." Norrie Paramor flew in from London to supervise the session. . . . Cameo-Parkway's Bobby Rydell and Piccadilly's Joe Brown are slated for appearances here early next year. Both are consistent sellers. . . . Helen Shapiro arrived for her first ballroom tour.

FRANCE

New Classical LP Series on Philips

By EDDIE ADAMIS
92 quai du Marcehal Joffre
Courbevoie (Seine)

Philips has marketed a new classical collection, mono and stereo, in LP form, entitled "Magie du Son." List prices are 19.95 francs (mono) and 22.90 francs (stereo). This collection includes Philips and Mercury

COMMERCIAL TV SET FOR DUTCH COAST

THE HAGUE — Plans were announced for the establishment next spring of a commercial television transmitter off the Netherlands coast. The transmitter will be installed on an island, similar to the ones used by oil companies for drilling operations at sea. The programs and the commercial spots will be transmitted by the L. C. Reclame Exploitatie Maatschappij.

records featuring such war horse works as the Liszt concerti and the Mendelssohn and Tchaikovsky violin concerti. New names and well-known symphonic orchestras are also included.

Mercury's president **Irving Green** and musical director **Quincy Jones** were in for talks with Philips' top executives. Next February and March Jones will head an orchestra which will play the Olympia for **Johnny Hallyday's** show. . . . **Brook Benton** (Mercury) and **Neil Sedaka** (RCA) made personal appearances at "Music-orama" radio program. To tie in with the tour the **Shadows** are making in France, October 17-27, Columbia rush released an EP comprised of four tunes unreleased in U.K.: "Shazam," "Dakota," "Shindig" and "It's Been a Blue Day."

Two newcomers on Decca are **Jean-Claude** with four U. S. teen tunes and **Nicolas Remon** with an LP of witty French stories. . . . Polydor added to its teen roster **Claudette et Sylvie**, **Jean Paillaud**, **Leo Carrier**, **Anne Kern**, **Les Flash** and **Guy Mardel**. . . . Newcomer **Peggy** has come out on Columbia with her

first record, "Ne me laisse pas l'aimer." . . . Festival Records announced the pressing of the six millionth record by accordionist **Andre Verchuren**.

Some trade people here say that the surf may become the new dance fad of this winter because it is easier to dance to than the twist. Many surf records have already been marketed. A new group has even called itself **Les Surfs** and record for Festival. . . . A tune that is getting some action is "Don't Make Me Over" by **Dionne Warwick** (Columbia). Of the cover versions by **Franca Di Rienzo** (Columbia) and **Nancy Holloway** (Decca) under the title, "T'en vas pas comme ca," the latter's version is undoubtedly the best seller.

GERMANY

CBS to Issue Tamla-Motown

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

CBS in Frankfurt is taking over the distribution of the Motown Record Corporation with the labels Gordy, Tamla and Motown in Germany, Austria and Switzerland.

Dr. Helmut Storjohann will change record company January 1, going from Philips to Electrola as production chief for classical music. . . . **Nana Mouskouri**, Greek singer, received the Golden UN-LP "All Star Festival" on behalf of U.N. High Commissioner for Refugees October 24 in Bad Godesberg. . . . **Pierre Monteux**, 82-year-old French conductor, had a first record session in Germany arranged by the **Paul Lazare** production in Hamburg for a French record club. . . . **Neil Sedaka** visited Berlin and recorded four German titles in the Teldec Studios. . . . Philips will release a record of the stage performance of the Gershwin musical "Girl Crazy" in Dueseldorf with **Rita Paul** in the leading roll. . . . British singer **Ken Morris** has just recorded two German titles for Polydor in Cologne and will tour several cities in November. . . . **Buona Notte**, sung by **Rocco Granata** on Columbia, reached the 250,000 mark. . . . Ariola-Athena released an LP on which film actor **Maximilian Schell** plays



INTERNATIONAL ACCORD: Decca President **Leonard Schneider** (center) shakes hands with **Shegeharu Nanko** (left), vice-president of Teichiku Records, Japan, at the signing of a new contract between the U. S. major and its Japanese licensee. Pictured are **Nanko**; **Hubert J. Stone**, foreign sales manager of Decca; **Schneider**; **Ichiro Kinoue**, Teichiku's foreign department manager, and **Martin P. Salkin**, vice-president of Decca.

Mozart. . . . Managing director **A. G. J. McGrath** from Teal Records acquired the Ariola record "Ob in Bombay, ob in Rio," sung by **Anita Traversi**, and will attempt to make a hit of it in South Africa.

HOLLAND

No Coltrane Concert Nov. 2

By **SKIP VOOGD**
Joh. Camphuysstr. 189,
The Hague

The concert which the **John Coltrane Quartet** was to have given in Kurzaal, Scheveningen, November 2, has been canceled. Coltrane came to the Netherlands earlier, October 26, but on that day Kurzaal was not available. As a result he will only give a midnight concert at the Amsterdam Concertgebouw.

Ilse Stevenson made her first record on RCA, "You're Mine" and "Swing Down Sweet Chariot." . . . **Eddy Denver** made his debut here on RCA with "I Rock My Love Asleep" and "Mean Woman Blues." . . . L. C. Inelco-Holland issued the RCA Victrola series. . . . **Jim Bailey** of Dot Records and his wife visited Phonogram, Amsterdam. . . . Another American guest of honor in Phonogram was **Bill Grauer** of Riverside Productions. . . . **Lesley Gore's** album "I'll Cry If

I Want To" was released. . . . **Brook Benton** single release is "Two Tickets to Paradise."

Bovema's Columbia label recently hit the stand with **Cliff Richard's** new LP "When in Spain," now teams up with Appel records for the promotion of national teen-age talent. A Southern rock group, the **Black Devils**, are first out. . . . Gramophonehouse's Stateside label released its sound track LP "Cleopatra."

Both winners of the first Kaaf-Festival, organized by Bovema, are now on the Dutch market with their first recordings: the **Earlstown Jazz Society** and the **Noisemakers**. The Noisemakers are also backing the **Cocktail Sisters** in "Ik Hou Van Cliff" (I Love Cliff) for Imperial. Imperial recently inked the **Mounties**, a very popular TV comedy duo in Holland. They made a new record with a Dutch version of "If I Had a Hammer."

JAPAN

New Label Set, Pacific Is Name

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

To commemorate its formation, Nippon Crown Records threw a party inviting 1,500 people at Mikado, theater-restaurant October 22. A total of 400 prizes, including a stereo phonograph, micro TV set and others are offered to lottery winners. The label will sponsor two weekly TV shows Saturday and Sunday starting in November before their first records hit the market December 1.

J. Nanko, president, and **I. Kinouye**, chief of International Music Department of Teichiku Records, succeeded in renewing their contract with U. S. Decca for another three years. The diskery is going to give a party inviting hundreds of people to celebrate its 30th anniversary at Palace Hotel November 9. Teichiku's current best seller is "Red Handkerchief," sung by **Yujiro Ishihara**, the most popular movie actor. Disk has sold about 500,000 and is expected to reach 800,000 by the end of the year.

On the heels of Nippon Crown, another new record company named Pacific Records was formed by Pacific Television Company, a distributor of various American TV films. The firm will begin its production to songs from TV films and grad-



from a
NEW RECORD COMPANY

A Smash Hit

"KEEP AN EYE ON HER"

by

The Jaynetts

Tuff #371

"DEAR ABBY"

by

The Hearts

Tuff #370

"YOU SAY YOU LOVE ME"

by

Dee Edwards

Tuba #1706

"I TRUSTED IN YOU"

by

Willie B

Hermitage #806

NATIONAL RECORD Distributors

2120 S. Michigan Avenue
Chicago 16, Ill.

HITS from CHESS

'Goodbye Mary Ann'

by

THE DELLS
Argo #5456

'Two Sides'

by

ETTA JAMES
Argo #5452

'Don't cha Know'

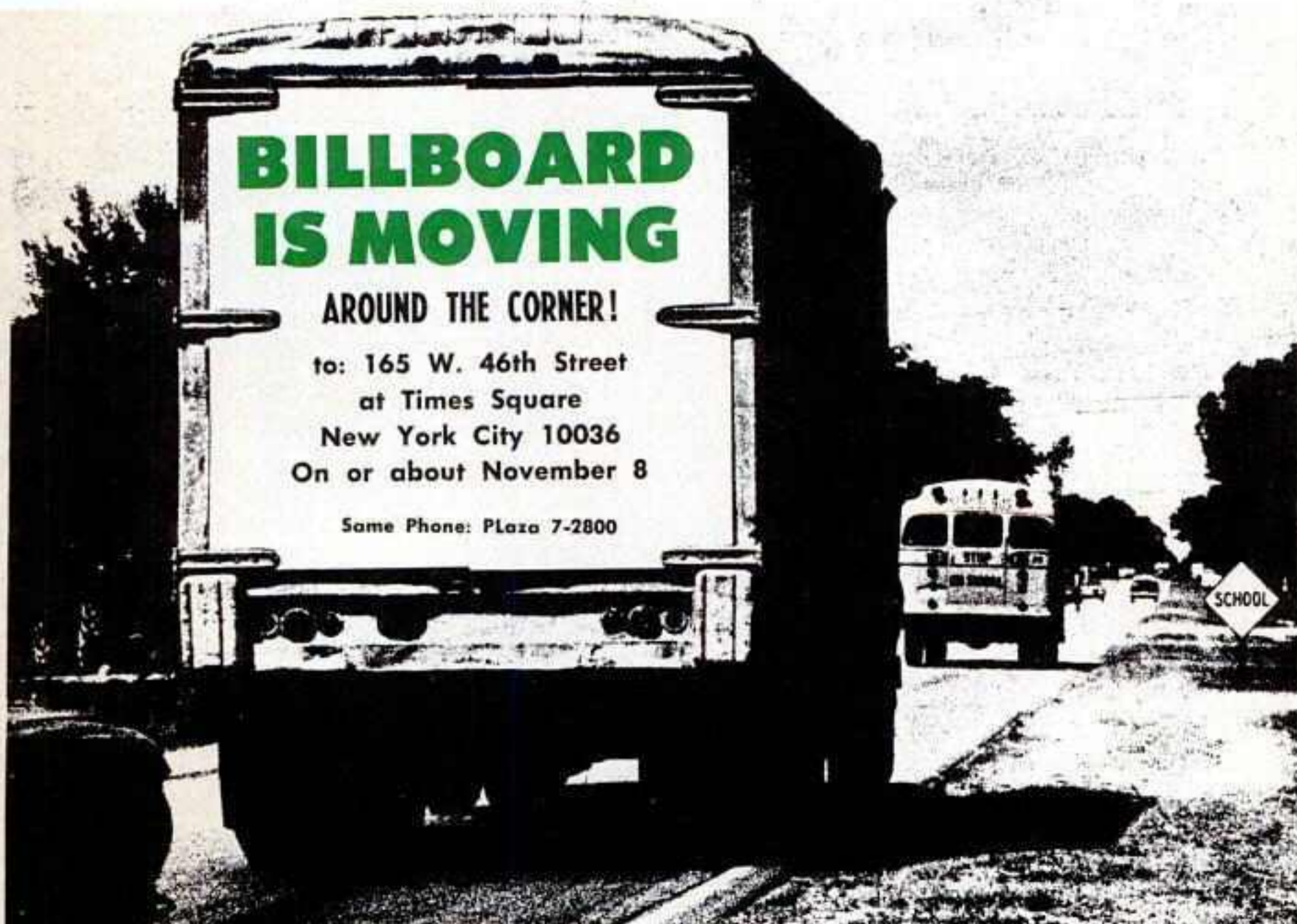
by

THE LOCKETS
Argo 5455

CHESS

PRODUCING CORP.

2120 S. Michigan Chicago 16, Ill.



ually will proceed to releasing a variety of popular songs. The company owns a studio, but pressing and distribution will be entrusted to another top-ranking record company.

Nippon Columbia is merchandising the sound track of United Artists picture "Irma La Douce," and is also releasing five albums as the fifth anniversary of stereo records introduced here. . . . Nippon Victor's new stereo phonograph manufactur-

ing plant was constructed in Yamato City and a party was given October 17 for celebration. . . .

Los Indios (Philips) came from Paraguay October 20, while Nippon Victor has also Los Indios of Japan in its roster. Both Indios are giving a joint concert in Tokyo November 8, a recording of which will be marketed December 10. The third disk of the series "Philips Classical Guide," Nippon Victor, will be released.

Concert Hall Society, which now has acquired nearly 300,000 members, announced two new series. One is entitled "Invitation to Music" for teen-agers and contains five classic LP's with explanations in Japanese by well-known actors and actresses, while the other is for children consisting of fairy tales, also spoken by Japanese actors and actresses and packed in colored books.

ITALY

De Rougemont Visits CBS

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

Peter de Rougemont, Columbia vice-president for European co-ordination in Milan and Rome to check on sales of CBS label. Nat Shapiro, who now handles company's publishing house, due in Italy to check on film music.

Voce del Padrone autumn campaign will bring Bobby Vee, Bobby Darin, Timi Yuro, Cliff Richard and Gene McDaniels to Italy for recordings in Italian and TV appearances. . . . RCA Italiana will offer 100 prizes a week to be climaxed by trips for two for 10 days to Tokyo, New York and Istanbul in its "Festival at Home" competition. Buyers of LP of that title or four 45's taken from it will be eligible to enter during the December 1-March 31 period. . . . Kyu Sakamoto is being sought as a guest for the San Remo Festival. . . . CGD has banded all of its top summer songs into an album entitled "The Summer's Over But I Won't Forget My Italian Vacation." . . . "Miss X" is the only billing given the sexy voice on the Stateside disk "Christine" for which Jaime de la Mora y Aragona, brother of Queen Fabiola of Belgium, plays the piano accompaniment.

All 10 finalists at the Castrocara Terme competition to select two new voices for San Remo have signed contracts with various diskeries. . . . Peter, Paul and Mary will appear on the Mike Bongiorno and Anna Moffo TV shows, both of which are emceed by Americans. . . . Edoardo Vianello plans to try the musical stage before making his American debut in January. . . . Ted Morra of President of Paris was in Milan to sign reciprocal agreement with Ri-Fi. . . . Quartetto Radar has now switched to Philips. . . . Universal, whose top artist is Aurelio Fierro, is now with Polydor. Also signed by Polydor is Carla Boni. . . . Graz, lots!

dered a huge shipment of Vanguard records.

Latest list of visitors from abroad include Lee Schapiro, administrator of merchandising of RCA Victor's popular and foreign albums, from New York and Mariano Rapetti, director of Ricordi's catalogs of pop music, from Milan. Expected are John Finny, from England's EMI; Helmut Haertel, managing director in charge of production of Deutsche Grammophon, and Heinz Voigt, head of Polydor's international production, from Hamburg. . . . Tomas Munoz, assistant general manager of Gamma Records, announced that his company will represent French Vogue in Mexico. Already ordered from Paris are tapes of recordings by Françoise Hardy, Petula Clark, Sidney Bechet and Aimable for local pressing.

NORWAY

Elvis, Cliff Have 4 of 5 Top LP's

By **ESPEN ERIKSEN**
c/o Verdens Gang, Oslo

Elvis Presley's "Elvis' Golden Records, Vol. III" on RCA, shot into the No. 3 position on this month's LP-charts, which is led by Cliff Richard's "Summer Holiday" on Columbia with the sound track from "West Side Story" on Philips as runner-up. Fourth on the charts, as compiled by capital newspaper Arbeiderbladet, is Elvis again with the RCA platter "It Happened at the World's Fair," and fifth is Richard again with his Columbia disk "When in Spain," also newcomer this month. Of the 20 top selling LP's in Norway last month 13 are of American origin, four are British and one each from Norway, Sweden and Germany.

A/S Nera introduced a new man to the business this week. Ernst John (real name: Ernst Johnny Ellingsen) is out with a local waxing of "Don't Ever Change," called "Nar toget gar." . . . Ray Adams, who this week puts out his own production "Mest av allt" c/w "Aloha Oe" on the Fontana label, will shortly be introduced in Germany. He tried the same with his hit version of "Violetta." He is now under contract to Norsk Phonogram. . . . August Batzen, export managing director with Electrola in Germany (handling HMV, Columbia, Capitol and other EMI labels, visited Iversen & Frogh.

MEXICO

More Classical Labels Arrive

By **OTTO MAYER-SERRA**
Apartado 8688, Mexico City.

October has been the month of classical music, which for a long time has been neglected by several leading companies. (Only Angel and London records have been imported over the years without interruption.) Philips Records, imported from Holland by Discos Universales, appeared for the first time on the local market and a big shipment of Deutsche Grammophon arrived from Hamburg. CBS issued the first 25 LP's from the Columbia catalog (locally pressed) and RCA Victor introduced (also manufactured in Mexico) the first samples of the Victrola catalog and many disks—both classical and popular—recorded with the Dynagroove system. Also this month, RCA Victor and Mexicana started its first recordings in Dynagroove. Gamma has or-



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- FA2398 New Lost City Ramblers, v. 3
- FA2399 New Lost City Ramblers, v. 4
- FH5263 Moonshine & Prohibition Songs
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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 NOVEMBER 2				
This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	SUGAR SHACK	By McCormick-Voss—Published by Dundee (BMI)	6
2	4	DEEP PURPLE	By Parish-deRose—Published by Robbins (ASCAP)	4
3	8	WASHINGTON SQUARE	By Goldstein—Published by Rayven (BMI)	4
4	7	MEAN WOMAN BLUES	By DeMetrius—Published by Gladys (ASCAP)	5
5	5	BUSTED	By Howard—Published by Pamper (BMI)	7
6	6	DONNA THE PRIMA DONNA	By DiMucci-Maresca—Published by Disal (ASCAP)	5
7	2	BE MY BABY	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	8
8	11	I CAN'T STAY MAD AT YOU	By King-Goffin—Published by Screen Gems-Columbia (BMI)	6
9	17	IT'S ALL RIGHT	By Mayfield—Published by Curtom (BMI)	3
10	18	MARIA ELENA	By Barcelaca—Published by Peer Int'l (BMI)	3
11	3	BLUE VELVET	By Wayne-Morris—Published by Vogue (BMI)	10
12	14	THAT SUNDAY, THAT SUMMER	By Weiss-Sherman—Published by Comet (ASCAP)	5
13	13	FOOLS RUSH IN	By Bloom-Mercer—Published by Bregman, Vocco & Conn (ASCAP)	4
14	12	TALK TO ME	By Seneca—Published by Jay & Cee (BMI)	5
15	20	I'M LEAVING IT UP TO YOU	By Terry Jr.-Harris—Published by Venice (BMI)	2
16	9	CRY BABY	By Russell-Meade—Published by Rittenhouse-Mellin (BMI)	8
17	10	DON'T THINK TWICE IT'S ALL RIGHT	By Dylan—Published by Witmark (ASCAP)	5
18	22	SHE'S A FOOL	By Barkan-Raleigh—Published by Helios-MRC (BMI)	2
19	23	CROSSFIRE!	By Mann-Appell—Published by Kalmann (ASCAP)	3
20	16	HONOLULU LULU	By Berry-Christian-Spunky—Published by Screen Gems-Columbia (BMI)	7
21	24	THE GRASS IS GREENER	By Mann-Anthony—Published by Screen Gems-Columbia (BMI)	2
22	25	(Down at) PAPA JOE'S	By Smith—Published by Tuneville (BMI)	2
23	—	EVERYBODY	By Roe—Published by Low-Twi (BMI)	1
24	—	500 MILES AWAY FROM HOME	By Bare-Williams—Published by Central Songs (BMI)	1
25	—	BOSSA NOVA BABY	By Leiber-Stoller—Published by Presley (BMI)	1
26	30	YOU LOST THE SWEETEST BOY	By Holland-Dozier-Holland—Published by Jobete (BMI)	2
27	15	SALLY, GO 'ROUND THE ROSES	By Sanders-Stevens—Published by Winlyn (BMI)	8
28	—	MISTY	By Burk-Gardner—Published by Vernon (BMI)	1
29	—	BLUE BAYOU	By Orbison-Melson—Published by Acuff-Rose (BMI)	2
30	—	WALKING THE DOG	By Thomas—Published by East (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- SUGAR SHACK**—Jimmy Gilmer & the Fireballs, Dot 16487.
- DEEP PURPLE**—Nino Tempo & April Stevens, Atco 6273.
- WASHINGTON SQUARE**—Ames Brothers, Epic 9630; Village Stompers, Epic 9617; Kirby Stone 4, Warner Bros. 5392.
- MEAN WOMAN BLUES**—Roy Orbison, Monument 824.
- BUSTED**—Ray Charles, ABC-Paramount 10481.
- DONNA THE PRIMA DONNA**—Dion DiMucci, Columbia 42852.
- BE MY BABY**—Ronettes, Phillies 116.
- I CAN'T STAY MAD AT YOU**—Skeeter Davis, RCA Victor 8219.
- IT'S ALL RIGHT**—Impressions, ABC-Paramount 10487.
- 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.
- BLUE VELVET**—Bobby Vinton, Epic 9614; Lawrence Welk, Dot 16526.
- THAT SUNDAY, THAT SUMMER**—Nat King Cole, Capitol 5027.
- FOOLS RUSH IN**—Rick Nelson, Decca 31533.
- TALK TO ME**—Sunny and the Sunlows, Tear Drop 3014.
- I'M LEAVING IT UP TO YOU**—Dale & Grace, Montel/Michele 921; Dick Holler, Vital 102.
- CRY BABY**—Garnet Mimms & the Enchanters, United Artists 629.
- DON'T THINK TWICE IT'S ALL RIGHT**—Bob Dylan, Columbia 42856; New World Singers, Atlantic 2190; Peter, Paul & Mary, Warner Bros. 5385.
- SHE'S A FOOL**—Lesley Gore, Mercury 72180.
- CROSSFIRE!**—Orlons, Cameo 273.
- HONOLULU LULU**—Jan & Dean, Liberty 55613.
- THE GRASS IS GREENER**—Brenda Lee, Decca 31539.
- (Down at) PAPA JOE'S**—Dixiebelles, Sound Stage 7 2507.
- EVERYBODY**—Tommy Roe, ABC-Paramount 10478.
- 500 MILES AWAY FROM HOME**—Bobby Bare, RCA Victor 8238.
- BOSSA NOVA BABY**—Elvis Presley, RCA Victor 8243.
- YOU LOST THE SWEETEST BOY**—Mary Wells, Motown 1048.
- SALLY, GO 'ROUND THE ROSES**—Jaynetts, Tuff 369.
- MISTY**—Johnny Mathis, Columbia 33042; Lloyd Price, Double L 722.
- BLUE BAYOU**—Roy Orbison, Monument 824.
- WALKING THE DOG**—Rufus Thomas, Stax 140.

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Mark Century Seminars Spark Programming Ideas

BY GIL FAGGEN

NEW YORK—The cause for better programming was forwarded a step last week through a valuable exchange of ideas and comments at the second annual programming seminar sponsored by Mark Century Corporation.

Twenty-five broadcasters and advertising men spent the better part of a day at Manhattan's Hampshire House listening to their peers delve into the myriad problems confronting station owners and managers today.

The guest speakers included Frank Gay, associate media director, D'Arcy Advertising Agency; Irv Lichenstein, vice-president for programming, WWDC, Washington; Mitch Leigh, president of Music Makers, Inc., New York City; Joe Somerset, vice-president of Capitol Cities Broadcasting, and Robert Eastman, president of Robert Eastman & Company, station representatives.

Perhaps the most thought provoking remarks of the session were made by Joe Somerset who looks after the programming of Capitol Cities stations in Buffalo, Albany, Providence and Paterson.

Speaking on "The Importance of Consistency in Programming for Today's Radio," Somerset noted that the very word consistency has become perhaps the fundamental block upon which modern radio is built.

Consistency Link

Somerset acknowledged that no matter what kind of programming stations across the nation were airing, they all have one thing in common: they stand for something which is at once recognizable to the audience. Their very consistency gives them an identity and a personality.

"I like to think of a program director as the 'ambassador from the audience'; the representative of the interests of the listeners," said Somerset. "It's his job to reconcile the needs of the station and the needs of the audience."

"A radio station cannot simply 'get' an audience. It must first establish a personality. It must stand for something; there must be a reason for its existence in the minds of the audience. It must be something—and be it regularly—consistently," he said.

The programming executive went to to point out that a station can't please everybody all of the time . . . hodge-podge programming which attempts to offer something for everyone succeeds in boring, during this half hour, the very people it delighted during the last half hour," charged Somerset.

Having established the case for consistency, Somerset then posed the question: at what point is too much of a good thing—too much?

Shake 'Em Up

"I am certain that nothing is so sure to stifle entertainment as predictability. What is predictable soon becomes tame and dull. It seems to be that what is happening now in radio programming should be a matter of deep concern to all of us. What we call 'music and news' radio is becoming predictable to the audience," Somerset suggested.

He charged that it's possible for programmers to substitute form for content, to make the package more important than the contents and to produce entertainment without entertainers, a show without showmen.

"The potential of Top 40 radio has not been scratched. Within that form—and completely consistent with it—are possibilities of entertainment, of service, of audience promotion

BIRTHDAY GIFT GOES TO LUCKY N. Y. LISTENERS

NEW YORK—Here's a promotion idea that may be utilized by any station celebrating an anniversary.

WABC, the oldest licensed radio station in New York City, is celebrating its 42d birthday this month. As a new twist, it is sending presents to its listeners. All they have to do is send a card to the station asking for anything they desire that is worth up to \$42.

If the listener's card is drawn, WABC will buy, wrap up and send the winner a present.

that we have been afraid to touch. And by not touching them we have established one station after another across the

face of this continent which sound exactly alike. And in this way we have hurt ourselves, we stand to hurt the image of radio as a medium, and we have compounded radio's most serious problem: its over-population. Now we have not only too many stations, but too many stations that sound alike," warned Somerset.

He then maintained that there is a great difference between a format and a formula: suggesting a format is necessary. "It is a plan. It makes order out of chaos." Referring to a formula, it reduces and regimentizes and mechanizes. It attempts to make a science of entertainment. There is no equation for entertainment," he stated.

"I am suggesting that we become opportunists. That we stop thinking of a formula—any formula—as the ideal, the answer to all problems," he said. "The audience wants to be entertained

(Continued on page 35)

PROGRAMMING NEWSLETTER

Skilled Managers in Great Demand

By BILL GAVIN
(Contributing Editor)

THE MANAGER OF A RADIO STATION is responsible to his stockholders for showing a reasonable profit. He is also responsible to his listeners for presenting information and entertainment. He must protect his license by adhering to FCC regulations. Engineering, sales, programming, public relations, business management and personnel are his major daily concerns. Small wonder, then, that skilled managers are in greater demand than supply.

Our older readers may recall the earlier days of radio, when the boss—or his wife—allowed personal bias to dictate some of the music or talent that went on the air. Times have changed. The concept of Top 40 programming, based as it is on an objective appraisal of sales as a criterion of music popularity, has strongly affected even the network affiliates and the so-called good music stations. Within the limits of a station's music policy, pleasing the majority of listeners has become more important than pleasing the boss.

However, the manager who turns his back on his music programming, leaving the statistical appraisals in the hands of a few sharp youngsters, risks great damage to his station. The manager must be sure that his music policies are clearly understood by his program department, and that they are followed completely.

It's all very well to set a policy of playing the 40 best selling records. There are many cities—a majority of our urban communities, in fact—where no more than 20 or 25 singles are selling in any reasonable amount. I know of many Top 40 charts whose bottom 10 are nothing more than a music director's dream of what should be selling in a week or two. The smaller the market, the lower the ratio of probability that record sales are an accurate guide to listener preferences in music. The more a station is compelled to improvise a chart, the more dependent a station becomes on the music director's judgment. Also, the greater are the chances that the manager will question that judgment.

ONE MANAGER may simply tell his program director to build ratings. If he succeeds, that's fine—regardless of what music is played. If the ratings don't come up, there's often a new PD. Another manager, while equally ambitious for ratings, will insist that the job be accomplished without recourse to records which he considers



Radio-TV PROGRAMMING

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

VOX JOX

By GIL FAGGEN



WHAT SOME GUYS have to do for a buck: KMAK (Fresno, Calif.) deejay Jim Price peers perilously out of KMAK news car suspended 100 feet above the ground during the station's

Hang-A-Thon at the Fresno County Fair. Price lived and broadcasted from the unit for the final six days of the fair while it was suspended from a crane boom.

Broadcast personnel visiting Hartford, Conn., for business or pleasure should make it a point to take a tour of the WTIC Radio and TV building. It is one of the most attractive and functional in the country (tour guide gals, there are five, are very cute, too!).

Don Abbott's "Dance Party" returned to WISH-TV (Indianapolis) Saturday (12) and he is in need of all new releases and video-taped, filmed or live talent for the show.

WEEL, Fairfax, Va., has started a new show with Jack Alix which emanates from a large Virginia record store 1 to 5 p.m. across-the-board. Record artists going down that way are invited to visit the show.

And then there was the Frankie Fontaine thank you at Mamma Leone's, too much!

HELP! WHEW, new top 40er serving the West Palm Beach area of Florida, needs disks. . . Chicagoland's WNWC FM (Arlington Heights)—now airing c.&w. music—is in need of promotional c.&w. LP's, as well as promotion tapes or open-end interviews. . . Earl Fleer, KTTR (Rolla, Mo.) music director, is calling for disks of all types. Station's signal encompasses Ft. Leonard Wood. . . Gary Van, program director of WACK (Newark, N. J.) needs "oldies" for his daily two-hour "Golden WACK's Works."

HOOTIN' IT UP in New Kensington, Pa., is Nick Corvello, whose hootenanny show is heard on WKPA Saturdays 12:30 to 3 p.m. . . WHN's soft-toned air personality, Lonnie Starr is now host on WOR-TV's wrestling show. A fella's got to find excitement somewhere.

AH TO BE a six footer! WFUN program director, Bill Holley (picture below), checks tape measure with nine-year-old Evelyn Thomas, winner of WFUN's Totem Pole Contest. Lucky Evelyn guessed the combined height of the WFUN (Miami, Fla.) deejays and won her height (57¼") in 45's. Holley's lucky she doesn't wear high heels!



obnoxious and detrimental to the station's public image. Such additional limitations pose a programming problem, especially in a competitive situation.

In most medium and smaller markets—under 250,000 population—there is seldom enough advertising revenue to support more than one top pop station. A solitary pop music station may very readily corral a 50 per cent share of audience—or even, as in one or two cities, as high as 65 per cent. However, when two or more Top 40 stations compete for audience, the tendency is often to try to "swing" harder than the competition. Unfortunately, when this happens, the total share of audience for both stations combined inevitably decreases. Listeners who reject heavy doses of the rough, tough sounds must find their radio entertainment elsewhere. This leaves only some 35 per cent share to be divided among the competitors.

There are those who maintain that the hard rock road is the sure way to rating prosperity. They do not mean simply Top 40 programming; they mean heavy emphasis in their picks on the hard rock sounds. For instance, one "pick of the week," played every hour constitutes 8 or 9 per cent of a station's entire music programming. The character of such a pick unavoidably adds a distinct flavor to the station's sound.

THE WISE MANAGER, in a competitive situation, does not sacrifice the more conservative of his listeners—the so-called adults—in order to retain the radical element that caters to the tough sounds. The manager's problem is to work out an understanding with his program director regarding the exact shade or balance of sound, designed to attract the widest possible range of audience. The "hippies" will gravitate to the tougher sounds, but in any community they are a small minority.

The median of taste among record buyers is generally conceded to lie nearer the hard rock extreme than a similar median among radio listeners. Top ratings are not found by the station whose median sound lies at either the hard or soft extreme.

Effective management is built on intelligent teamwork with the program director, in charting the station's course along a prescribed musical median.

One manager puts it in more succinct terms: "Sure, we play the hits. Two out of every three plays are from the chart. But we make sure that our picks are never extreme, one way or the other. Our jocks are instructed never to back two rockers or two slow tunes in a row. I guess you'd say we have a balanced sound. Anyhow, it works."

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

IN A TENDER MOOD—Gordon Jenkins and His Ork. and Chorus (Columbia CL 2009, CS 8809) "Just One of Those Things"

LITTLE DEUCE COUPE—Beach Boys (Capitol T 1998, ST 1998) "No-Go Showboat" (1:52)

THE CLANCY BROTHERS AND TOMMY MAKEM IN PERSON AT CARNEGIE HALL—(Columbia CL 1950 CS 8750) "Patriot Game" (Tiparm, BMI) (3:46)

CHRISTMAS

THE ANDY WILLIAMS CHRISTMAS ALBUM—(Columbia CL 2087, CS 8887) "Little Drummer Boy"

COMEDY

SONGS FOR SINGLE GIRLS—Rose Marie (Kapp KRL 4500) "Days of Wine and Roses" (3:44)

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
		TITLE, ARTIST, LABEL	
1	2	WASHINGTON SQUARE, Village Stompers, Epic 9617	7
2	5	I CAN'T STAY MAD AT YOU, Skeeter Davis, RCA Victor	9
3	7	MARIA ELENA, Los Indios Tabajaras, RCA Victor 8216	7
4	8	I'M LEAVING IT UP TO YOU, Dale & Grace, Monteli-Michele 921	5
5	6	THAT SUNDAY, THAT SUMMER, Nat King Cole, Capitol 5027	10
6	4	TALK TO ME, Sunny & Sunglows, Tear Drop 3014	9
7	1	BLUE VELVET, Bobby Vinton, Epic 9614	13
8	3	DON'T THINK TWICE IT'S ALL RIGHT, Peter, Paul & Mary, Warner Bros. 5385	8
9	9	THE GRASS IS GREENER, Brenda Lee, Decca 31539	6
10	11	500 MILES AWAY FROM HOME, Bobby Bare, RCA Victor 8238	5
11	10	TWO TICKETS TO PARADISE, Brook Benton, Mercury 72177	9
12	14	YOUR OTHER LOVE, Connie Francis, MGM 13176	3
13	20	TWENTY-FOUR HOURS FROM TULSA, Gene Pitney, Musicor 1034	3
14	13	BLUE GUITAR, Richard Chamberlain, MGM 13170	6
15	18	FUNNY HOW TIME SLIPS AWAY, Johnny Tillotson, Cadence 1441	3
16	—	THE MATADOR, Johnny Cash, Columbia 42880	2
17	17	NIGHT LIFE, Rusty Draper, Monument 823	6
18	—	DON'T WAIT TOO LONG, Tony Bennett, Columbia 42886	4
19	—	SINCE I FELL FOR YOU, Lenny Welch, Cadence 1439	2
20	—	LIVING A LIE, Al Martino, Capitol 5060	2

NAB Offers Stations Free Career Books

WASHINGTON — Two new booklets — "Careers in Radio," "Careers in Television"—are being offered to broadcasters by the National Association of Broadcasters.

Written by James H. Hulbert, manager of NAB's department of broadcast management, the booklets are designed to encourage young people to qualify for jobs in broadcasting.

The NAB suggests that radio stations could use the booklets for distribution to local public and high school libraries; teachers and vocational guidance counselors in local high schools, vocational schools, and universities; to students on "Career Days," or to station job departments and for filling requests for this type of information.

Copies of the booklets may be

obtained from the NAB, 1171 N. Street, N.W. No charge is made for single copies. Ten copies or less are 25 cents each and additional copies, 15 cents each.

Minn. KSTP Has Live Leader

(Another in a Series)

MINNEAPOLIS — This fall KSTP radio introduced a new program service, "Feature 15"—a two-hour news and talk feature block scheduled 10:50 a.m. to noon Monday through Friday.

"Feature 15" (named after KSTP's frequency, 1500) is a bold programming venture requiring research, supervision and co-ordination. It is another of the many special programs and features aired regularly by the 50,000-watt Twin Cities station.

The man behind the ambitious KSTP program schedule is program director Leigh Kam-

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 November 3, 1958

1. It's All in the Game, T. Edwards, MGM
2. It's Only Make Believe, C. Twitty, MGM
3. Topsy II, C. Cole, Love
4. Tom Dooley, Kingston Trio, Capitol
5. Rock-In' Robin, B. Day, Class
6. Chantilly Lace, Big Bopper, Mercury
7. Tea for Two Cha Cha, T. Dorsey Ork-W. Covington, Decca
8. The End, E. Grant, Decca
9. Tears on My Pillow, Little Anthony & the Imperials, End
10. Bird Dog, Everly Brothers, Cadence

POP—10 YEARS AGO October 31, 1953

1. St. George & the Dragonet, S. Froberg, Capitol
2. Yaya Con Dios, L. Paul-M. Ford, Capitol
3. You, You, You, Ames Brothers, RCA Victor
4. Ebb Tide, F. Chacksfield, London
5. Eh Cumpari, J. La Rosa, Cadence
6. Rags to Riches, T. Bennett, Columbia
7. Oh, P. W. Hunt, Capitol
8. Ricochet, T. Brower, Coral
9. Dragnet, R. Anthony, Capitol
10. Many Times, E. Fisher, RCA Victor

RHYTHM & BLUES—5 Years Ago—November 3, 1958

- Topsy II, C. Cole, Love
It's All in the Game, T. Edwards, MGM
Hold It, B. Doggett, King
Win Your Love for Me, S. Cooke, Keen
Tears on My Pillow, Little Anthony & the Imperials, End

- I'm Gonna Get My Baby, J. Reed, Vee Jay
A Lover's Question, C. McPhatter, Atlantic
Rock-In' Robin, B. Day, Class
Close to You, M. Waters, Chess
Just a Dream, J. Clanton, Ace

Mark Century Seminars Spark Ideas

Continued from page 34

and at the heart of entertainment is variety."

Somerset suggested that stations do away with carbon copying and employ new approaches and ideas. Above all a station "must be consistently creative," he said.

Irv Lichenstein, vice-president of WWDC, talking on the topic "Public Service and Its Use in Gaining Both Audience and Image," said that "stations should not throw away the public service portion of programming just to satisfy the FCC.

'State of Mind'

"Public service is a state of mind and includes everything from documentaries to music," said Lichenstein. He went on to

say that station can "snow" local community leaders with dull and pompous public service, but not its listeners.

Lichenstein played several examples of the diversity of public service efforts WWDC engages in. Included were excerpts from their "Shades of Opinion" program dealing with racial issues in the nation's capital; "Our Two Cents," a high school and college student panel show, and the station's efforts to present new talent to the public through sponsoring hootenannies at local high schools using only local high school talent. The shows are taped and act is played on WWDC once per half hour at night. The listeners vote and the winner receives an engagement at a local folk night club and an opportunity to make an album.



LEIGH KAMMAN

man, active in radio since 1940.

A graduate of the University of Minnesota, Leigh (pronounced "lay") worked and studied as a staff announcer, actor and narrator at the University's radio station, KUOM and commercial outlet, WMIN, St. Paul, from 1940 to 1942.

Radio in Army

His eight-month tour as announcer at WEBC, Duluth, was interrupted for a four-year tour with the U. S. Army. Entering the service did not keep Kamman out of radio. As an information-entertainment specialist, Staff Sergeant Kamman found himself up to his neck in communications producing daily programs for the patients and staff at the Fitzsimons General Hospital in Denver. Leigh acted in, announced and wrote

medical department broadcasts aired over NBC net, KOA, KLZ and other Denver stations.

First professional stop after the service was WLOL, Minneapolis, where Leigh handled staff announcer, deejay, special events and music selection assignments.

In 1948 Kamman tried his hand as promotion manager of KDAL, Duluth, in addition to holding down an air show, writing commercial copy, editing newscasts and producing air shows.

Promotion work at KDAL lead Kamman in 1949 to the manager's chair of a program packaging outfit where he worked all phases of radio, theater, night club, concert, sales and industrial media.

New York Stint

Leigh exited Minneapolis in 1951 to join WOV (now WADO) in New York as deejay and producer. Leigh hosted the station's music, news and interview 1280 club program—plus a nightly series of deejay shows from a Gotham night club.

Kamman, always ready to try something fresh in programming, says: "Analyze, plan, and construct your station's format. Change for change's sake is self destruction."

Another frequent Kamman pronouncement is that "radio as a practical communications medium in a democracy has to say and stand for something."

KSTP is a fine example of the Kamman programming attitudes in practice.

DANNY COSTELLO

sings

The Hit Christmas Song from the Hit Broadway Musical

"Here's Love"

THAT MAN OVER THERE

E-102

follow-up to his Big Clown Balloons

D.J.'s: Copies upon request.



ESCAPADE RECORDS

1650 Broadway

HONG KONG BABY
(T. Falcone—K. Clay)

THE TABBYS
Arr. & Directed By Tommy Falcone

b/w
PHYSICAL FITNESS BLUES

4 Mason Drive
Hazlett, N.J.
(201) 264-2296

TOP TEN MUSIC ZANH MUSIC (BMI)

2:05

A FALCON PRODUCTION

C-1 A

CLGOPATRA
RECORDS, N.Y.C.

Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER



ATTRACTIVE WINDOW DISPLAY which highlights simplicity. Doubleday's, New York, promoted Warner Bros.' latest Peter, Paul and Mary album, "In the Wind," with one of the most uncluttered and effective disk windows around town.

Emerson Radio Hooks on For \$4 Million Look Drive

JERSEY CITY — Emerson Radio has signed a \$4 million advertising contract with Look magazine. The commitment means, in effect, that there'll be an Emerson ad on home entertainment equipment in virtually every issue of Look for the next three years.

The campaign, announced jointly by Benjamin Abrams, president of Emerson, and Don Perkins, vice-president and ad director for Look, sets a record for both firms. For Emerson, it's the biggest single magazine ad campaign ever run, and for Look, it's the biggest schedule ever carried in the home entertainment classification.

Look was chosen for the schedule, Abrams said, "not only because it has the largest circulation" of the so-called "big three" but also "because there is great value to be gained by the continuity we can achieve by concentrating on the biggest magazine in its field that is read by customers in all phases of our distribution pattern — dis-

tributor, dealer, and the final consumer."

Initial ads in the campaign, which will be the basic Emerson effort for the next three years, will run in the December 3 issue. Other publications will be used from time to time on a supplementary basis.

Roberts Names 7 New Distributors

LOS ANGELES — Roberts Electronics has named seven new distributors for the firm's expanding line of tape recorders. Edward Praeger, vice-president and general manager of the firm, said the Sidles Company, with headquarters in Des Moines, will serve Roberts through offices in Fort Dodge, Waterloo and Marshalltown, Ia., and Omaha.

Also appointed, Praeger said, are Roskin Distributors, Hartford, Conn.; Bluff City Distributing, Memphis; Choquette and Company, Providence; Clairvais Corporation, Endicott, N. Y.; Allied Appliance, Cambridge, Mass., and Miller Jackson Company, Inc., Oklahoma City.

Bobby Christian Has Own Label

CHICAGO—Bobby Christian, percussionist and veteran Audio Fidelity and Mercury recording artist, is forming his own label, Mal Records, and has some seven releases coming out shortly.

First releases are "Grasshopper Jump Number II," and "White Christmas."

The record firm is a partnership between Christian and Ron Steele, one of Chicago's top musicians and engineers. Steele will manage the firm.

Summit Distributing Company will handle the line in Chicago. Other distributors are being appointed. Paul Geallis, local freelance promotion man, has also been retained.

EQUIPMENT NEWSLETTER

Flexibility, Quality the Passwords

By DAVID LACHENBRUCH
Contributing Editor
(Editorial Director, Television Digest)

DEALER FLEXIBILITY and quality of product are the passwords to profit in the high fidelity equipment field. So said Pilot Radio Corporation Vice-President and General Manager Roland J. Kalb, in reporting on a swing through the nation's major markets during the last two and one half months.

"We are in the midst of a 'quality revolution,' where price plays a secondary role in the consumer's mind," he said. This revolution is being felt in all fields—food, cars, furniture. As proof that it has extended into stereo, he cited Electronic Industries Association statistics for the first eight months of 1963, which show a 26 per cent growth in phonographs in the \$300-and-up category, and a 42 per cent increase in instruments selling for \$400 and up, as compared with the same 1962 period.

The "flexible" dealer, said Kalb, will reap the largest share of profits from the quality boom. He gave these examples of what he described as the two basic types of dealers:

"The rigid dealer has a firm, established policy—a built-in stiffness. He finds it hard to roll with the punches, to follow the market trend. By established policy, X square feet of space are allocated to the high fidelity department. It's a "me too" department. It buys only enough stock to expose the line. If it sells a portion of these sets, it can't order more because it has no 'open-to-buy'; it must sell that remaining \$99.95 set before it can order another French Provincial. The rigid dealer has no sound room, can't demonstrate the instruments properly. He's frozen in, advertising space and advertising concepts.

"The flexible dealer is the man who can make a decision. He has a good sound room, his merchandise is displayed in a proper setting. He can place special advertising when it is called for. He associates himself with quality merchandising. Most of all, he has ideas, and the authority to carry them out."

AS EXAMPLES of quality selling ideas which have been used by flexible dealers, Kalb cited these: (1) A special selective mailing to doctors, inviting them to a special showing of new high fidelity equipment, at a specified time ("an appointment is something a doctor understands"), with no sales pitch. (2) Advertising in the programs of local concerts. The flexible dealer, said Kalb, "recognizes that he's not selling an engineering budget—he's selling a his-and-hers product. 'He' is the chief engineer of the home; 'she' is the interior decorator. If we team up with these two people we have a fine sale."

Quality merchandise must be sold with a quality approach, Kalb emphasized. "You don't buy a Cadillac or a Lincoln Continental in a back-door garage. The product must be displayed in the environment in which it belongs. A fine instrument shouldn't be shown alongside \$99.95 merchandise or with a \$9.95 radio setting on top of it." Quality, he said, also implies snob appeal,

status, and time and consideration devoted by the salesman to the prospect.

Pilot makes both components and consoles, and is in a good position to spot trends in both fields. Its consoles are sold on a franchised-dealer basis, with retail prices maintained. Pilot is currently experimenting with fair-trade prices on components in three market areas—California, New England and Pennsylvania. "We've just started it this fall, but we're happy with results so far, and we'll make a final decision on component fair-trading next spring," said Kalb.

Kalb sees the discounter's influence waning in the quality sound equipment market. "With a narrow margin, you can give only narrow service. Discounting is no threat from where we sit. If anything, I think the trend is going the other way." People want and expect good service, he added, and they know this means a reputable trade name and a reputable dealer.

THE COMPONENT HIGH-FIDELITY BUSINESS will undergo a big expansion, in Kalb's opinion, with more large dealers entering the field. "Every day we see more major merchandisers successful in the component business. Unfortunately, many small component dealers don't know the difference between selling, merchandising and marketing. Some component dealers are so in love with their product that they can't recognize their customers' budget limitations. They may spend several hours trying to sell a prospect something he can't afford; when they finally get down to something that's within his budget, he is completely demoralized."

The component business will "get out of the little stores and be exposed by major merchandisers," he added, to become a much bigger field—due, in part, to the concept of "component packages" or preselected groups of components. It's really the manufacturer's job, he believes, to train dealers to sell quality component packages. "Some merchandisers have a need for components, but have had a bad experience in that field in the past. They have had nobody around to answer technical questions. They'll go back into components if we can give them a component package. We can't look for the dealer to do it. We must do it for him."

In the component field, Kalb feels that prices are going up, and list prices eventually will have more meaning. This is related to the basic growth of the component market. It's no longer a matter of the owner and his wife getting enough to eat, but a department which must show a profit. Eventually, he thinks, prices will be maintained on all brand-name equipment, with private-label merchandise supplying the bulk of cut-rate retail and catalog business.

ON OTHER SUBJECTS, Kalb expressed these views: (1) Although all sound equipment eventually will be 100 per cent transistorized, Pilot is moving cautiously. "In certain areas of engineering, transistors can give better performance dollar for dollar—but not everywhere. This is why we use tubes in some applications, such as the tuner front end." (2) Pilot expects to offer color TV-stereo combinations late this fall, but will not make its own TV chassis at the start. (3) "FM stereo is the greatest blessing we've ever experienced in the industry."

Taking a Look at Transistor Box Score in Hi-Fi Phonographs

NEW YORK — The use of transistors in hi-fi phonographs raises a number of questions. If they're good, why doesn't every manufacturer use them? Why are some units fully transistorized and others not? If they are used in portable units, why aren't they used in more consoles? Will transistors affect sales of high-end phonos? What should salespeople know about them? What questions are prospects likely to ask?

Before attempting answers, let's look at the transistor box score. Three manufacturers (Magnavox, Admiral, and Electrohome of Canada) offer fully transistorized consoles. Two (RCA Victor and Philco) use none at all. Between the two extremes, the majority of phono manufacturers stand with partial-

transistorization. In general, the majority use transistors in the amplifier stage; most tuners still use tube devices.

So much for packaged phonograph manufacturers. What firms? Makers of "hi-fi in parts" have been more conservative than producers of hi-fi packages. Until the recent High Fidelity Music Show here (September 11-15) transistorized components were the exclusive province of the smaller firms—companies like Acoustech, Transistronics (now defunct), and Omega. Larger firms—such as Fisher, Scott, and Sherwood—moved very slowly toward solid-state devices, using them only where they could do so economically and where performance was assuredly superior to a vacuum tube device. Harman-

Kardon alone, of the more important firms, actively promoted transistor use.

Everybody In

Then came the New York High Fidelity Music Show. Now, virtually every component manufacturer offers transistorized units. But they remain conservative. Vacuum tube units are still the staples in their lines. It seems almost as though their entry into solid-state componentry is a reluctant one, pretty much a token offering. How hard-core audiophiles will respond at the sales counters remains to be seen. Transistorized units, for one thing, are appreciably higher in price.

The reluctance of manufacturers to transistorize is understandable. First, for all of its

(Continued on page 37)

NAMM MOVES TO THE HILTON

CHICAGO — The Music Industry Trade Show, sponsored by the National Association of Music Merchants, for years a fixture at the Palmer House here, will move next year to the Conrad Hilton Hotel. Increasing numbers of exhibitors and their demands for greater space were given as reasons for the move.

Dates for the 1964 show were set for June 28 to July 2. Both decisions were made by unanimous vote of the NAMM's show advisory committee. The Hilton also will get the 1965 and 1966 shows, breaking another NAMM precedent of having every third Music Show in New York. New York is under consideration for the 1967 event, but no decision is expected for some time.

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$61 AND \$80

POSITION			BRAND	% OF TOTAL POINTS
This Issue	8/3/63 Issue	5/4/63 Issue		
1	2	1	Magnavox	30.0
2	4	3	Masterwork	15.7
3	1	2	Decca	12.2
4	10	8	Motorola	6.5
5	8	—	Zenith	5.4
6	6	7	General Electric	5.0
7	3	5	Voice of Music (V-M)	3.5
8	—	—	Capitol	3.1
			Others	18.6

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.

8/4/63 Issue: RCA Victor (5); Webcor (7); Symphonic (8).
5/4/63 Issue: Webcor (4); RCA Victor (6); Phonola (9).

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.

PRESTIGE—Expires November 30, 1963. Started November 1, 1963. New 16000 jazz series. Suggested list \$3.98. A 10 per cent discount to dealers for the month.

MERCURY-WING—Expires December 15, 1963. Started October 15, 1963. Sales Power Program. One free with four purchased on classical only. Pop not included.

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.

RCA CAMDEN—Expires December 31, 1963. Started October 15, 1963. A 12 per cent discount on new and catalog Camden Christmas record and tape product. A 100 per cent return privilege.

20th CENTURY-FOX—Expires December 31, 1963. Started October 15, 1963. "Holiday on Wax" sales program. A 10 per cent discount on eight new and catalog Christmas albums.

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.

ROULETTE—Expiration indefinite. Started October 15, 1963. A 15 per cent discount in free merchandise on 11 new albums between RCA Camden and Reprise.

Atlantic Pushing Surfin' Singles

NEW YORK — Atlantic and Atco, who are distributing the Vault label, are really serious about being in the surfin' and the hot rod trend. Besides the Vault surf albums by the Challengers and by an assortment of artists in the Vault "Hot Rod City" LP, they are now issuing singles by the Quads "Surfin' Hearse" and "Foot Tapper," by the Challengers.

RELIABILITY—QUALITY RECORD PRESSING
Originators of the Patented rim drive; thick-thin type record
RESEARCH CRAFT CO.
1011 NORTH FULLER
HOLLYWOOD 46, CALIF.

INSLEY WARNS ON PIRATES

HONG KONG—Ted Insley, Far East manager of Electrical and Musical Industries, Ltd., told a meeting of the Rotary Club of Hong Kong that the record industry in Hong Kong would come to an end if pirated records continued to enter the Colony on the same scale as in the past year.

Insley said that the total loss of sales to the record industry here because of piracy was HK \$20,000 to \$30,000 per month. Forty factories in Taiwan produce not less than 350,000 long-playing disks every month of which at least 50,000 find their way into Hong Kong.



ONE EXAMPLE of solid state stereo circuitry now on the market, Admiral's Kingshaven, Model Y6191, which includes stereo phono, AM-FM and FM stereo radio. The cabinet is Danish modern.

Taking a Look at Transistor Score

• Continued from page 36

relative faults (power consumption, heat generation, size), the vacuum tube is a stable, dependable, and predictable device. Second, amplifier design—of all the components in the hi-fi chain — had reached a high degree of fine performance; why mess with something that operates beautifully? Third, cost. While many solid-state devices have steadily dropped in price, others remained at an uneconomical level. Fourth, transistor use presented engineers with a new set of problems; many engineers consider their use more an art than a science.

No Answers

These facts being so, why are transistors widely used in portable radios, tape recorders, and phonographs? The answer is obvious: portability is more important than sound quality. The user doesn't demand that these units go far out in frequency response.

Aside from small size, what advantages do transistors offer? What factors will you drive home to a prospect? Actually, the small size is not a feature that manufacturers have exploited in their console lines. Consoles, transistorized or not, have the customary bulk. And the space saving isn't that appreciable. One major benefit is the favorable power-input power-output ratio. Per watt expended, the user gets more music power. From a practical point of view, this means the unit runs cheaper.

Tubes have to heat up, transistors don't. This gives the minor benefit of "instant-on." It also explains why transistors do not consume as much power.

Heat's the Enemy

Heat is the greatest enemy of any electronic device; it causes fast deterioration of small component parts and results in poorer performance. Transistors generate less heat. Don't make the mistake of thinking that they don't heat at all. They do. And fully transistorized units such as Maganovox's use a heat "sink" to dissipate it. An important reason why output transformers are eliminated; these are real heat-producers.

Another sales point built into fully transistorized units is a five-year warranty. Both Admiral and Magnavox offer them. It's an exceptional guarantee—but it's also reasonable. Figure it out. The reason tube devices don't offer such a long guarantee is because vacuum tubes are the major replacement item. Should the day come when a tube will run for five years without needing replacement, we might see a five-year warranty on tube sets too.

In sum, the move toward

transistors is an important one. As a sales handle, however, it seems of less consequence than the many other features of today's consoles. Few of your women customers are going to go behind the set to examine its innards. Furniture, convenience of controls, sound quality, stereo-FM, and smooth, noise-free operation of a record changer are still the factors that will sway the prospects easier.

If a prospect wants to know about the advantages of transistorization, however, you'd better be able to tell him.

Brand New—
Their 3rd Smash in a Row!
THAT BOY JOHN
THE RAINDROPS
Jubilee 5466
Nationally distributed thru
JAY-GEE RECORD CO., INC.
318 W. 48 St., N.Y. 36, N.Y.

Exposed in San Francisco!
"AMEN"
(Lilies of the Field)
C 281
CLARK TERRY
THE BIG ONES ARE ON CAMEO/PARKWAY

TOO SMALL FOR A FULL TIME PROMOTION MAN . . . BUT BIG ENOUGH TO HAVE A HIT RECORD!
Let Me Help You in
NEW ENGLAND-BOSTON
WORCESTER
PROVIDENCE
NEW HAMPSHIRE
MAINE
For Information contact
DISC PROMOTIONS, INC.
JERRY FINE
739 Boylston St., Boston, Mass.
(phone: 617 KENmore 6-4470)

B. B. KING
"SLOWLY LOOSING MY MIND"
b/w
"HOW DO I LOVE YOU"
ABC 10486
ABC-PARAMOUNT
FULL COLOR FIDELITY

HITSVILLE STRIKES AGAIN
THE MARVELETTES
'AS LONG AS I KNOW HE'S MINE'
Tamla 54088
TAMLA/MOTOWN RECORDS
Detroit, Mich.

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

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

—Attention—
SINGERS—PRODUCERS
MASTERS—SONGWriters
SEND YOUR DEMOS, SONGS, PICTURES TO A HIT-MAKING RECORD & PRODUCTION FIRM.
•
WE ARE LOOKING FOR MASTERS, ARTISTS, WRITERS.
•
F.D.S. PRODUCTIONS
2428 So. Broad St. Philadelphia 45, Pa.
DO NOT CALL!!

Billboard Buyers & Sellers

CLASSIFIED MART

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

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

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 7-7322. no9

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

WANTED TO BUY

WANT RECORDS—45'S, SURPLUS RETURNS, overstocks, cut-outs, etc. Harry Warriner, Knickerbocker Music Distributors, 453 McLean Ave., Yonkers, N. Y. Phone: Greenleaf 6-7778. no16

USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

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

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.

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

OFFICE SPACE FOR RENT

Prime Midtown Location
8700 square feet
will divide

Centrally air-conditioned
Acoustical ceiling in parts
Asphalt tile flooring
Accessible to all modes of transportation
Unusually Low Rental

Contact:

KENNETH D. LAUB
Collins Tuttle & Co.
261 Madison Avenue
N. Y. City 16, N. Y.
Tel.: MU 2-4020

EMPLOYMENT SECTION

HELP WANTED

WANT EXPERIENCED PINBALL AND Music Box Mechanic to relocate. References and resume of experience. Salary commensurate with ability. Reply Box C-BMW 30, c/o Billboard, 2160 Patterson St., Cincinnati 14, Ohio. no2

SITUATIONS WANTED

**ANNOUNCING
A NEW LOW RATE FOR SITUATIONS
WANTED ADS**
to help people in the allied fields of
MUSIC, RECORD, COIN, PROMOTION,
ENTERTAINMENT

to make the right, best paying connections. THIS IS THE PERFECT MEDIA FOR SELLING YOURSELF TO PROSPECTIVE EMPLOYERS.

\$2.00 will do the trick for a 1/2" ad in one issue . . . maximum 15 words, plus name and address.

MAIL COPY AND PAYMENT TO: Martin Thau—BILLBOARD CLASSIFIED MART, 1564 Broadway, New York, N. Y., 10036.

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
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

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

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for _____ consecutive issues.
Classification: _____ Size: _____
 Set regular classified style. Set boxed classified style.
 Amount enclosed _____
Copy: _____

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SINGLES REVIEWS

Continued from page 23

POPULAR

DELLA REESE
★★★★ Angel D'Amore (Marks, BMI) (2:32)—★★★ Forbidden Games. RCA VICTOR 8260

JACKSON JILLS
★★★★ Pretty Little Dutch Girl (Vin-Sun, ASCAP) (2:27) — ★★★ Mommie's Little Baby (Vin-Sun, ASCAP) (2:13). DOT 16541

BOB AND EARL
★★★★ Harlem Shuffle (Marc Jean-Keyman, BMI) (2:30) — ★★★ I'll Keep Running Back (Marc Jean-Keyman, BMI) (2:50). MARC 104

BOB JAXON
★★★★ Do the People (GII, BMI) (2:08) — ★★★ Weep, Mary, Weep (GII, BMI) (2:00). 20th CENTURY-FOX 441

FOUR FRESHMEN
★★★★ Charade (Southdale-Nothorn, ASCAP) (2:12) — ★★★ Funny How Time Slips Away (Pamper, BMI) (2:32)—CAPITOL 5083

LEW COURTNEY
★★★★ The Man With the Cigar (Blackwood, BMI) (2:02) — ★★★ Come On Home (Grand Canyon, Canyon, BMI) (2:42). IMPERIAL 66006

RONNIE AND THE HI-LITES
★★★★ You Keep Me Guessin' (Jildana, ASCAP) (2:32) — ★★★ The Fact of the Matter (Jildana, ASCAP) (2:30). WIN 251

TOMMY BROOKS
★★★★ She Called Me Baby (Central Songs, BMI) (2:00)—★★★ Lovesick (Central Songs, BMI) (2:43). IN-SIGNIA 101

JACK McDUFF
★★★★ Rock Candy — ★★★ A Real Good Ya'. PRESTIGE 273

HANK JACOBS
★★★★ Monkey Hips and Rice (Saturn-Five Point, BMI) (2:18)—★★★ So Far Away (Saturn-Five Point, BMI) (2:23). SUE 795

THE SHERWOODS
★★★★ Cold and Frosty Morning (Wemar, BMI) (2:36) — ★★★ True Love Was Born (Wemar, BMI) (2:00). Dot 16540

BARBARA LYNN
★★★★ Everybody Loves Somebody (Crazy Cajun-Hatchet, BMI) (2:21). ★★ Dedicated the Blues to Me (Crazy Cajun, BMI) (2:12). JAMIE 1265

SARAH VAUGHAN
★★★★ Show Me a Man (T. M.-Old Lyne, BMI) (2:14) — ★★★ Gone Hansen, ASCAP) (2:10). MERCURY 72187

ROY TYSON
★★★★ Oh What a Night for Love (Prigan-Elevator, BMI) (2:35)—★★★ Not Too Young to Sing the Blues (Prigan - Elevator, BMI) (2:20). DOUBLE L 723

THE HUNTSMEN
★★★★ Goin' Down Town (Burlington, ASCAP) (1:55)—★★★ The Peddler's Song (Rogallen, BMI) (2:30). TARHEEL 061

NELSON RIDDLE
★★★★ It's a Mad, Mad, Mad, Mad World (United Artists, ASCAP) (2:10). ★★ My Special Dream (Screen Gems-Columbia, BMI) (2:35). RE-PRISE 20230

THE EAGLES
★★★★ Stalactite (BIEM) (2:05) — ★★★ Christine (BIEM) (2:45). SMASH 1837

TROY DONAHUE
★★★★ Live Young (Witmark, ASCAP) (1:52) — ★★★ Somebody Loves Me (New World, ASCAP) (2:03). WARNER BROS. 5394

BOBBY CANDEE
★★★★ Queen of the Teens (Meadow-lark, ASCAP) (2:01)—★★★ Comin' Down the Track with Bobby (Meadow-lark, ASCAP) (2:06). DORE 689

MOMENTS
★★★★ Surf'n' Train (Pattern, ASCAP) (1:52) — ★★★ Mamu Zey (Bamboo, BMI) (2:05). ERA 3114

JERRY VAN DYKE AND STEFONIE POWERS
★★★★ McLintock's Theme (Unart, BMI) (2:30)—★★★ Just Right for Me (United Artists, ASCAP) (1:30). UNITED ARTISTS 655

WANDERERS
★★★★ You Can't Run Away From Me (Mellin, BMI) (2:43)—★★★ I'll Know (Frank, ASCAP) (2:54). UNITED ARTISTS 648

RAMSEY LEWIS TRIO
★★★★ Come on Baby (Newroads, BMI) (2:10) — ★★★ Lonely Avenue (Progressive, BMI) (2:50). ARGO 5454

POLKA

FRANK WOJNAROWSKI AND HIS ORK
★★★★ Far Away Polka (Dana, BMI) — ★★★ Twilite Oberlick (Dana, BMI)—DANA 3299

JOHNNY PECON AND HIS ORK
★★★★ Rain, Rain, Polka (Dana, BMI) — ★★★ Clarinet Polka. DANA 3300

L'L WALLY
★★★★ Boy, Oh Boy Polka (Jay Jay, BMI)—★★★ Night After Night (Jay Jay, BMI). JAY JAY 292

THE NEW YORKERS
★★★★ Polka Pops (Jay Jay, BMI) (2:45) — ★★★ Uncle Mike's Waltz (Jay Jay, BMI) (2:55). JAY JAY 291

GENE WISNIEWSKI
★★★★ Open the Door-Polka—★★★ My Fanny-Polka (Dana, BMI). DANA 2145

COUNTRY

BENNY MARTIN
★★★★ 2-1 = Lonesome (Two Take Away One Equals Lonesome) (Starday, BMI) (2:12)—★★★ Down in the Shinery (Starday, BMI) (2:17). STARDAY 646

HANK THOMPSON
★★★★ Twice as Much (Brazos Valley, BMI) (2:12)—★★★ Reaching for the Moon (Brazos Valley, BMI) (2:12). CAPITOL 5071

BILL GOODWIN
★★★★ I Won't Wait Up Tonight (Yonah, BMI) (1:54) — ★★★ The Stand In (Yonah, BMI) (1:57). VEE JAY 564

WARNER MACK
★★★★ This Little Hurt (Moss-Rose-88 Keys, BMI) (2:07) — ★★★ Surely (Moss-Rose, BMI) (2:14). DECCA 31559

HANK COCHRAN
★★★★ Just for the Record (Pamper, BMI) (2:35) — ★★★ If She Could See Me Now (Pamper, BMI) (2:41). GAYLORD 6432

TILLMAN FRANKS
★★★★ Tadpole (Gallico, BMI) (1:34) — ★★★ Pretty Little Girls (Starday, BMI) (1:40). STARDAY 651

HAWKSHAW HAWKINS
★★★★ Caught in the Middle of Two Hearts (Lois, BMI) (2:50) — ★★ If I Ever Get Rich Mom (Lonat, BMI) (2:32). KING 5810

BILL DUDLEY
★★★★ Top Ten in Heaven (Starday, BMI) (2:46)—★★★ I'm Just Here to Get My Baby Out of Jail (Dudley, BMI) (2:40). HI-POINT 1001

JOHNNY WADE-SKITTER BOB AND THE FORK MOUNTAIN BOYS
★★★★ Please, Please Come Back (Dunrobyn, BMI) (2:38)—★★★ Since I Know You're Really Gone (Dunrobyn, BMI) (2:09). PETAL 1280

JEFF JOHNSON
★★★★ Flight 404 (Keeson, BMI) (3:00)—★★★ Movies No. 2 (Blue-book, BMI) (2:30). RENEK 121

DEL REEVES
★★★★ I Closed My Eyes and Saw the Light (Yonah, BMI) (2:17)—★★★ Once a Fool (Yonah, BMI) (2:15). REPRISE 20228

AL CHANEY
★★★★ Return to Sandra (Yonah, BMI) (1:56) — ★★★ That's Why I Want You (Yonah, BMI) (2:12). SABER 1012

FRIEDLANDER OPENS OFFICE

NEW YORK—Buddy Friedlander, recently with United Artists Records, has opened his own office as independent promotion and personal management firm. Friedlander has acquired national promotion for 20th Century-Fox Records as one of his first indie promotion clients. The office is also handling the Danny Costello single on Escapade Records, "The Big Clown Balloons" from the Meredith Willson Broadway musical "Here's Love." Friedlander will continue to handle personal management of Tito Rodriguez and will also add other acts to his p.m. list.

OPERATORS MAKE GOAL LINE STAND

Casola Rallies Ops; Alternative Sought

By NICK BIRO

CHICAGO—Juke box operators have an excellent chance of defeating the Celler Copyright Bill, according to Lou Casola, Music Operators of America president. Casola said he was taking exception to a Billboard editorial (October 19) which said, "It will take a miracle to prevent passage of the measure." Casola said several chances exist in the House and several more if the bill ever reaches the Senate. "I'm very optimistic," the MOA chief said. "We've defeated this type legislation for 14 years, and I see no reason to be pessimistic now."

Casola said he was "calling on all segments of the coin machine industry" to help MOA. The MOA chief noted that while the bill was now in the House Rules Committee, it had been reported out of the Judiciary Subcommittee without hearings.

May Return Bill

He said there was an excellent chance the Rules Committee would return the bill to the subcommittee for such hearings. Or, said Casola, the bill could be defeated in the Rules Committee by vote.

If the bill does reach the floor of the House, it could again be defeated by vote, Casola said.

Gilbert Bailey Named Head of Virginia Ops

RICHMOND, Va. — Gilbert Bailey, Gloucester operator, was elected president of the Music Operators of Virginia at the group's annual convention here last weekend. Bailey had been first vice-president.

Moving up from second vice-president to first vice-president was Harry Fake, Strasburg, Va.; Dick Lumpkin, Ashland, Va., was elected second vice-president, and Kenneth O'Connor, (Continued on page 50)

Heart Attack Fells Paul F. Hott, 45

COLUMBUS, Ohio—Paul F. Hott, 45, long-time office manager of Royal Distributing Company here, died in his home Saturday (19) of a heart attack. Hott had apparently recovered from an earlier attack last January, but succumbed after a second attack last week.

He started as a routeman with the Columbus Machine Company in 1938, and worked with (Continued on page 50)

John Britz Back With Bally As Operations Gen. Mgr.

CHICAGO—John Britz, plant manager of Seeburg's coffee vending division, joins Bally Manufacturing Corporation as general manager of all operations. Britz originally started with Bally in the mid-30's, joining Seeburg when that firm bought Bally's vending properties several years ago.

In making the announcement, Bill O'Donnell, Bally president, said: "The Bally organization is greatly strengthened by John Britz's decision to come back

home." O'Donnell credited Britz with many improvements in Bally's game technology.

He noted that when Bally originally began manufacturing its coffee venter, Britz was tapped for the tough job of setting up and operating the new department. "All of us at Bally welcome John back home and look forward to the beneficial results of his wide knowledge of the industry, his enthusiasm and his energy," O'Donnell concluded.

November Meeting

Casola said such a meeting is tentatively slated for late November. He said it will be arranged by Bob Blundred, MOA managing director. News that MOA officials were seeking a last ditch meeting with record companies to explore alterna-

(Continued on page 48)

California People Help Trade

LOS ANGELES—California's population explosion is helping to keep the coin machine business here healthy—just like the people. Virtually every city has had an influx of industry, and juke box and game operators have prospered accordingly.

One big distributor described last summer as the best in his history. "The business is there—if you're there to get it, it's yours."

While the number of operators has remained approximately the same over the past year, the number of locations has expanded substantially. Virtually all types—motels, hotels, restaurants, lounges and taverns—have increased.

Diversification

Diversification has also contributed to keeping operators healthy. A spot check by Billboard last week revealed a surprising number of traditional juke box and game operators now taking an interest in such things as cigaret, cold drink and coffee equipment.

The general feeling among

Coin Machine OPERATING

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



SOUTH CAROLINA VISITORS: Representatives from various manufacturing companies who attended the South Carolina Coin Operators Association meeting in Columbia recently included left to right: George Hincker, Rock-Ola; John Hickman, Rowe AMI; Art Daddis, Irving Kaye Company; John Casola, United Manufacturing Company; Sol Lipkin, American Shuffleboard Company; R. E. Riehl, United Manufacturing Company; Clayton Nemeroff, J. H. Keeney Company; Harry Gregg, The Wurlitzer Company; Mort Score, Chicago Coin Machine Company; C. W. McKelvey, Rowe-AMI, and C. B. DeSelm, United Manufacturing Company.

many operators is that they have to diversify to keep their business. The locations seem to want more equipment and the operator is in danger of losing the spot if he doesn't put everything in.

One interesting development

here is the relatively new "family billiard hall." This is a more respectable cousin of the old-style pool hall, but the only similarity is in use of billiard tables in both.

The new family billiard halls (Continued on page 47)

Virginia Operators All Business During Annual Richmond Meet

RICHMOND, Va. — Operators from all over Virginia gathered at the John Marshall Hotel here Friday and Saturday (18-19) for the fifth annual convention of the Music Operators of Virginia. Some 200 operators and their guests turned out for the annual banquet Saturday evening.

While major emphasis was on the Celler Bill (see separate story), operators attending the two solid days of business sessions were briefed on many aspects of the industry.

Hy Lesnick, outgoing president, urged operators to become more active in local civic affairs. He said that while the donations of equipment to institutions helps the operators from a public relations viewpoint, it is more important for the individual operators to be known in their communities.

MOA Growth

Bob Blundred, MOA managing director, reported that as of October 1, MOA had 920 members, 325 of whom joined during 1963. He said the current membership is the second highest in the history of the organization.

He said that MOA is in the process of setting up a working public relations program, the details of which will be announced at a later date.

Aaron Sternfield, Billboard coin machine editor, told operators to take full advantage of the adult stereo programming plans available, pointing out that in many cases falling collections are due to placing teen-age records in adult locations.

Official Greeting

MOV members were greeted at the opening business session by Phil Bagley, vice-mayor of

Allen Predicts Massive Drive On Celler Bill

• Continued from page 1

ture by which the Celler Bill was reported out of the House Judiciary Committee. He pointed out that while public hearings were held on the original bill—which would place a \$5 annual levy on juke boxes for performance rights—no hearings were held on the substitute—which would be a blanket removal of the exemption.

He maintained that the original hearings did not deal with the content of the final bill, and that the interests affected by the final bill are not the same interests affected by the original bill.

"If the Celler Bill passes," said Allen, "operators would be vulnerable to any fee—and the fee would be what the traffic will bear."

ASCAP Lobby

He charged that the ASCAP lobby is now the strongest in its history, and that two ex-congressmen have been put on the ASCAP payroll. The ASCAP campaign, he added, is by letter, telephone, telegraph and personal contact.

Bob Blundred, MOA managing director, said that the national group's position—complete opposition to the Celler Bill—has remained unchanged.

MOA is seeking support from the record companies in its stand and is seeking a meeting with representatives of top labels. The meeting, tentatively set for New York, will be exploratory in nature.

Blundred said, "It is not the (Continued on page 48)

Richmond and a close friend of many of the operators.

Sol Lipkin, American Shuffleboard Company, Union City, N. J., and Art Daddis, Irving Kaye Company, Brooklyn, each spoke on the potential of billiard tables.

In a spirited session Friday night, Bob Blundred, MOA managing director; Nick Allen, MOA legislative counsel; Bob Minor, MOV secretary-treasurer, and Jim Minor, MOV counsel, presided over a forum on depreciation and the Internal Revenue Service Form 1099.

IRS Policy

Blundred said that while the depreciation schedule is often determined by the local IRS agent, the IRS is attempting to arrive at a formula based on operator purchases. On music machines, he said, this formula will probably be based on a five-year period.

Chris Christensen, Norfolk distributor, said that unfavorable local rulings can be corrected by appeals to higher jurisdictions.

At the Saturday session, Hank Petee, Wurlitzer field service engineer, told operators that stereo is much more important to the location patrons than most operators think.

He explained that stereo music makes an impression at the subconscious level, and that patrons are more prone to play the second selections if it is stereo rather than monaural, all other factors being equal.

Zav Hovespian, Eastern Distributors, Seeburg distributor, spoke on accounting practices, and Jack Bess, Roanoke Vending, Rowe-AMI distributor, discussed the moral environment for the industry set by trade associations.

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Seen at Virginia Meeting



JIM MINOR, MOV attorney, tells Virginia operators about the Celler Bill. Left to right: Nick Allen, Music Operators of America legislative counsel; Bob Blundred, MOA executive director; Hy Lesnick, convention general chairman; Bob Minor, MOV secretary-treasurer, and the stenographer.



MISS MUSIC OPERATORS OF VIRGINIA tests her skills with the cue stick as interested conventioners look on.



NEWLY ELECTED OFFICIALS OF MOV pose for the official photograph. Front, left to right: Harry Lubman, Hy Lesnick, Mrs. Blanche Lubman, Gil Bailey and Bob Minor. Rear, left to right: V. E. Martin, George Rollo, W. C. Colgate, W. M. Showalter, M. L. Holland, F. D. Colbert and Ken O'Connor.

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Wurlitzer 2400, 2404, 2410..	\$545.00
Wurlitzer 2500, 2504, 2510..	645.00
Wurlitzer 2300	445.00
Seeburg 200 Sel. WB	39.50
Wurlitzer 5210 WB	49.50
Wurlitzer 5207 WB	25.00
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SEEBURG AQ160-SH	725
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AMI G-120	195
AMI H-200 Hideaway	195
AMI J-200	375
AMI CONTINENTAL-200	595
AMI CONTINENTAL 2-200	725
RICK-OLA 1468	345
ROCK-OLA 1475-200	425
ROCK-OLA PRINCESS	645
WURLITZER 2404	545

VENDING	
ROWE COFFEE RV-750	
(Fresh Batch)	\$375
NATIONAL 11ML CIG.	145
NATIONAL 111 (Slant)	175
SEEBURG 800-E2	195
SEEBURG 800-E1	165
CORSAIR "20"	165
ROWE 11—COL. COMMANDER	85
APCO 4-FLAVOR, Ice (Vendo Front)	995
ROWE L-1000	545
ROWE PASTRY	150
ROWE SANDWICH (Refr.)	295
ROWE HOT FOOD	325
STONER CANDY, 6-Col.	110
VENDO ICE CREAM #210 (Post-All Bars)	475
VENDO ICE CREAM #210 Pre-Sel.—Bars)	325

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10. Past due Taxes	6,500

P.S. We are trying to work off the most important items #1-4-5-6-7. Your cooperation will be greatly appreciated.
 — Pat Cohen

PAT COHEN, PAT'S ONE STOP, bares his financial condition to sympathizers. Left to right: Bob Blundred, Cohen, Billy Colgate and Aaron Sternfield.

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 Counter Game
 5-Ball Play, 16-56-106
 Size 12"x17"x3"
 In line scoring, all high scoring. All natural wood cabinet.
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2 1/4" Balls, 1-15 w/Cue Ball ..	14.00
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COINMEN IN THE NEWS

New York News Notes

Jack Shawcross, Rex-Bilotta, Syracuse, will move to larger quarters November 1. The company's new address will be 501 West Fayette Street.

Barry Berger, U. S. Billiards, is back at his desk after a brief bout with virus... Abe Lipsky was missing from his showroom late last week with a similar affliction.

Ed Doris, Rock-Ola sales manager, last week visited his local distributor, Al Simon.

Barney Sugarman, Abe Green and Lou Walberg were busy all week with showings of the new AMI Tropicana at their showrooms in Springfield, N. J.; East Hartford, Conn., and New York. Among the operators on hand in Runyon's Manhattan showrooms were Marty (The Great Solicitor) Green, whose daughter, Bernice, was married last weekend; former middle-weight champion Barney Ross; Chippy Schildkraut, Chipson Amusement; Dave and Stan Lutzger, Elliot Amusement; Irv Fenichel, Janel Music; John Tartaglia of County Vending and Ted (Champ) Sedel.

Others of the Runyon staff greeting the operators included Perry Lowengrub, Irv (Kissing Salesman) Kempner, Wally Zucker and Sid Gerber. Seen with them were Moe Bitter, Circle Music; Kiddy Budinoff, Bud's Amusement; Sheldon Simon, Simon Vending; Willie Levy and George Holzman, Paragon Supreme Automatic Music; Marge Majden and Frank Majden, Old Reliable Music; Harry Zell, Elliott Music, and of course, Runyon's own Barbara Sherman.

Also seen at the Runyon showrooms were Art Daddis, just back from trips to Canada

and to the South Carolina Coin Operator's first annual convention; Irving Kaye and Howard Kaye. Kaye says the new Continental professional tables will be ready to ship in three weeks.

Nick Melone, American Shuffleboard, has fully recovered from his recent surgery. Sol Lipkin, American's sales chief, was on hand for the South Carolina convention, also attended the Virginia Operators meetings in Richmond.

Bert Betti, Eastern Novelities-Betson Enterprises, is slightly worn out after the tremendous turnout last weekend for the second anniversary of the new building. More than 500 operators and their families turned out for the event and Fisher factory representatives Bill Weikel and Pat Parrish also came by. The children enjoyed the free games and rides while their folks socialized and savored Bert's hospitality. Eastern will exhibit some of its professional home pool tables at the Tea-neck, N. J., Home Show next week. DENIS HYLAND

Carolina Cullings

Pat Cohen, Pat's One Stop, Richmond, Va., was among the many out-of-State visitors to the South Carolina Coin Operators first annual convention. He also attended the Virginia Operators convention in Richmond last weekend.

Prominent at the South Carolina convention were John Kaiser, Le Sturgeon Distributing, and his wife. John is public relations man for the South Carolina operators. Avna Fisher, Sparks Specialty, Columbia, did such an outstanding promotion job (in addition to handling many other details for the convention) that she was recipient of a special award for her efforts.

Among the operators attending the exhibits were Bill Oberst and R. C. Barnhill, Winyak Amusement; Mr. and Mrs. James Rooney, Brookey Music, Greenville; Jeff and Helen Sikes, Galloway Music, Columbia; Ernest and Margaret Nichols, Nick's Music, Greenville; Fred Ayers, Ayers Music, Greensboro; Sonny Pierce, Pierce Music, Raleigh, N. C.; Pete Sasso, Southern Amusement, Greenville, and John Flowe, Greenwood Music, Greenwood.

Los Angeles Angles

R. F. Jones, Carl Lawson, Dean McMurdie, James Newlander, and Jim Abato were in town from San Francisco and Chicago for the Western Conference and Exhibit of NAMA held at the Ambassador Hotel. Chuck Klein of the R. F. Jones Company here hosted about 30 students of the vending machine repair class at the Los Angeles Trade Technical School under the direction of Tom Young and Don Fisher.

Ed and Frances Wilkes went to Sacramento to welcome their son, Dennis, back from overseas military service... Dorothy Leonard, wife of Jack Leonard, is coming along well following minor surgery... The many friends of Mrs. Mike Gomez, whose husband is in the M & G Music Company, Bakersfield, will be happy to learn that she is recuperating from a recent illness.

Norman Davis, Sherman Oaks music and games operator, and Lydia Lloreda, who was with R. F. Jones and more recently Amco Music and Vending, were recently married.

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EUROPEAN NEWS BRIEFS

Girlie Film Crackdown

PARIS — C.A.M.E.C.A., the manufacturer of the film juke box Scopitone is cracking down on the exposure of girlie films in the box.

The company said it has been discovered that the box is ideal for clubs and stag locations, where operators load their Scopitones with spicy films.

C.A.M.E.C.A. executives say that the "take it off" films are giving the box a bad name and tarnishing its image. The producer has begun to write new sales contracts stipulating that the purchaser or operator will screen only films in good taste and featuring fully clothed entertainers.

Ops Petition Parliament

VIENNA—Austrian coin machine operators are petitioning Parliament for a thorough study of the coin machine trade to develop data for new legislation.

The trade is asking a complete new set of laws regulating taxation and operating. The Austrian Federation of the Coin Machine Trade contends that present laws are negative and help neither government nor operator.

Instead, the trade is seeking enlightened legislation which will stimulate coin machine operating while producing reasonable tax revenue and protecting the legitimate public interest.

Pinball Imports Up

BRUSSELS — There is a steady increase in U. S. pinball imports into Belgium. The rise appears to be a reflection of uncertainty over the bingo's future.

Imports are running nearly 30 per cent above last year and the increase has continued from month to month since last March. The imports are partly the result of a skillful promotion program by Belgian importers working in co-operation with U. S. export firms.

Belgian operators are being induced to stock pinballs as a hedge against a sudden ban on the bingos. The Belgian authorities are holding a sword of Damocles over the bingos, extending their life on a quarter-to-quarter basis.

'Flip Tennis' Born

MUNICH—The firm Leonhart, Germany's leading manufacturer of soccer games, has just introduced a table tennis game, "Flip Tennis," for which it is seeking a patent.

"Flip Tennis" gives each of two players nine balls, which are served by means of a paddle arrangement. The game is novel and compact. It can be sited with the wall of location, the players taking up station at the end of the playing field.

The game is entirely non-electric and manually operated. It points up the general European preference for manually operated games requiring the barest minimum of servicing.

Novel Wall Pinball

BOCHUM, West Germany—Elektronik-Apparatebau Aisch & Melchers KG of Bochum is planning a global export sales drive for its novel wall pinball game, Euromat Super.

Elektronik says Euromat makes "any location a pinball location." The highly miniaturized game is enclosed in a small wall cabinet which is

mounted as easily as a cigaret machine.

The game is entirely electronically operated and play is automatic. The machine is sold with a year guarantee.

Marchant's New Phono

PARIS—Marchant will bring out its new Emaphone Compact phonograph at the Paris hotel equipment fair from October 10 to 21. The box is an economy model with smart styling.

It has been designed for ease and simplicity of maintenance (although Marchant claims it requires less attention than any box of comparable size and class). All parts requiring replacement are located for easy removal.

The Compact's mechanism has been developed for minimal servicing, with the aim of promoting the machine as ideal for operation in juke box "frontier" countries where phonograph technicians are in short supply.

Payout Adds Features

BINGEN—NSM Aparatebau has introduced a new payout, Rotamint-Rheingold, which is designed as a replacement for the firm's Rotamint-Duett and Rotamint-Gold.

The new machine retains the unique playing system of the Duett and Gold but offers additional features. The housing has been redesigned, and starting and braking levers rearranged for easier operation.

The machine has an NSM technical innovation, for which a patent is being sought—the NSM-suspension bar. The cross-shaped bar permits easy siting of the machine on any wall area, including square and circular-shaped pillars. With the suspension bar, the machine can be mounted or removed without special tools.

German GIs Get French

VERDUN, France—German Army units stationed in France are being encouraged to place phonographs in their day rooms—object: to learn French.

German defense ministry officials are cooperating with French juke box operators. The phonographs, by agreement between the German army and the operators, will be "linguistically programmed." This means that records will be supplied primarily from the standpoint of helping German soldiers stationed in France under troop-exchange agreements between the two countries to learn French.

French pop will prevail, but an effort will be made to pick records for vocabulary and clarity of pronunciation of the lyrics. A certain number of language training disks will be programmed regularly.

Soccer Still Hot

COLOGNE — West German games manufacturers are continuing to concentrate production for 1964 on soccer games, still the staple of German games operation.

Soccer games are not only sure-fire in West Germany, but also have a wide Continental market ranging from behind the Iron Curtain to behind the Pyrenees.

This is mainly because soccer is the great European sport, with a tremendous following in every country. The manually operated soccer game still dominates the field, but sophistication is growing.

German models just intro-

Exhibitors Host Ops at Richmond Meeting

RICHMOND, Va.—Five exhibitors went all out to make sure that the social schedule at recent Music Operators of Virginia convention here matched the busy business schedule.

The exhibitors were Diamond Coin Machine Exchange, Eastern Distributors, General Vending Sales Corporation, Pat's One-Stop and Roanoke Vending Exchange.

Diamond displayed the new Wurlitzer, the American Shuffleboard Company and Valley Sales Company pool lines and the DuGrenier line of vending machines.

Chris Christensen and Jim Donnelley were in charge of the exhibits.

Eastern Exhibit

Eastern Distributors, with Zan Hovsepian and Nat Solow acting as hosts, showed the Seeburg Little LP and the firm's vending machine line.

Pat Cohen of Pat's One-Stop was on hand to assist operators with programming problems.

General Vending Sales, with Herman Perin and Herb Golombek manning the booth, displayed the new Rock-Olas, Fischer pool tables, and Chicago Coin, Gottlieb and Williams games.

Roanoke Display

Roanoke Vending Exchange, with Jack Bess and Harry Moseley greeting the operators, showed the Rowe AMI Tropicana and the vending line, as well as the Irving Kaye pool table line, Williams games, Chicago Coin bowlers, shuffles and pinballs, J. H. Keeney games and Nix-Pix Super-Locks.

The exhibitors played host to the operators at two cocktail parties and served two buffet luncheons.

At the annual banquet, big prize winners were Ben Rowe, Skyline Music, Front Royal, and Okay Amusement, Richmond. The former won a 1964 Cadillac coupe, donated by Roanoke Vending Exchange, while the latter won a 1964 Pontiac Grand Prix, donated by Diamond Coin Machine Exchange. Eligibility was based on the purchases of the music machines represented by the respective distributors.

Other Winners

Other prize winners included: Moe Holland, Roanoke, a new AMI donated by Roanoke Vending; D. B. Tyree, Rustberg, a

duced offer an increased choice of electronic models and four-player models. Italian producers are offering a "live ball" model with nets to halt errant balls.

New models are being promoted more resourcefully than ever before. For example, a French manufacturer is stationing well-known soccer stars at his premises to hand out autographs.

Oppose W. Ger. Tax

BONN—West German operators have lined up against introduction of the French-type "added value"—Mehrwertsteuer—tax in West Germany.

The added value tax is being introduced in replacement of the present turnover tax, a move to unify taxation within the European Common Market. The German operators' association, ZOA, has gone on record with "the greatest reservations and heaviest fears" against the tax.

ZOA is mobilizing its 11 state associations for a full-dress battle against the tax, which, it is held, will complicate business transactions and bring no real benefits.

Fischer Empress, donated by General Vending; Eddie Bess, Roanoke Vending, a transistor phonograph, donated by Pat's One-Stop; T. S. Shields, Waynesboro, \$1,000 donated by Diamond Coin Machine; Earl Tomlin, Logan, W. Va., a color television set donated by Roanoke Vending; A. E. Edwards, Charlottesville, a mink stole do-

nated by Roanoke Vending, and 13 \$100 prizes, donated by Diamond Coin Machine.

In addition, about 20 door prizes were given by Music Operators of Virginia.

The Eddie Allen orchestra played dance music at the banquet, and the entertainment program consisted of two dance acts and a comic.

Mid-South Operators See Rowe AMI at Southern

MEMPHIS — The Southern Amusement Company staged the showing of its new Rowe AMI Tropicana phonograph to Memphis and Mid-South operators last week at its showroom at 628 Madison.

Charles V. McDowell, vice-president and general manager, was enthusiastic about the response and the product.

Paul Barnett, Southern's director for the newly formed background music division, reported to visiting operators the establishment of three background music operators from formerly exclusive phonograph operators.

Southern Greeters

Greeting operators as they arrived were: W. E. Dotson, phonograph sales manager; Allen C. Smith, manager of vending sales division; Jesse Burse, music service manager; Gordon Rhinehart, music service; Frank Maclelland, office manager, and Luther Ballew, parts manager.

Office staffers Mary Millington and Dorothy Lawrence and Mrs. Charles McDowell and Mrs. Wolf Lebovitz, wives of company officials, served visiting operators a "Southern" barbecued buffet luncheon throughout the showing.

Among operators who attended the showing at press time were:

Adam Scott, Scott Amusement Company, Ripley, Tenn.; Leroy Williams and J. B. Staf-

ford, S & W Amusement Company, Bernie, Mo.; Drew Canale, Canale Enterprises, Inc., Memphis; Pete Smith, Smith Amusement Company, Dyersburg, Tenn.; Jim Kendall, Kendall Amusement Company, Sikeston, Mo.

Bill Adams, Ozark Vending Company, Batesville, Ark.; Billy Foster, Foster Music Company, Pine Bluff, Ark.; Robert Garrett, Kirspel-Hollenberg Music Company, North Little Rock, Ark.; Ray Uttz, Shorty Hopper and William V. Forsythe, Forsythe Amusement Company, Millington, Tenn.

Roy Morris, Morris Amusement Company, Somerville, Tenn.; Don Mafouz, Canale Distributors, Inc., Memphis; Mr. and Mrs. Charles Kahn, Tri-State Amusement Company, Memphis; Mr. and Mrs. J. W. Butler, Clarksdale Music Company, Clarksdale, Miss.; John Brunner, John & Frank, Inc., Marked Tree, Ark.

Cy Puckett, the Music Man, Lambert, Miss.; Eddie Bodenheimer, Shelby Amusement Company, Memphis; Johnny Wofford, Tri-State Amusement Company, Memphis; Robert Smith, Smith Amusement Company, Dyersburg, Tenn.; Alfred Butcher, Butcher Music Company, Ridgely, Tenn.; Clinto Collins, Crystal Amusement Company, Grand Grenada, Miss., and Elmer Womack, Womack Music Company, Jonesboro, Ark.

Southern Amusement Co. Expands Into Alabama

MEMPHIS — The Southern Amusement Company, oldest distributor in the Mid-South, announced last week it is expanding its territory into the entire State of Alabama.

Southern previously has been distributor for North Mississippi, West Tennessee, Arkansas and a few counties in Missouri, Kentucky and Alabama.

Southern was appointed exclusive distributor for Rowe AC Manufacturing Company's phonograph, Customusic background music unit and Rowe Celebrity full-line vending equipment.

Mrs. Celia G. Hodge, president of Southern, said the new territory makes her company one of the South's largest coin machine distributors.

Other Lines

A 25-year fixture in the Mid-South, Southern handles such lines as Gottlieb pin games, Rowe vending machines, AMI phonographs, American shuffleboards, Fischer, Bally and Chicago Coin Machine Company games.

Mrs. Hodge said offices will be opened in Birmingham in the near future. The company will stage a showing of the new Rowe Tropicana phonograph and the Customusic background

music unit at the Downtowner Motel in Birmingham.

Additional showings are planned for the new models in the Rowe AMI line in Alabama and Arkansas during the next few weeks, Mrs. Hodge said.

Southern has been expanding in the past few years under Mrs. Hodge. Charles V. McDowell, who has been with the company a number of years, is vice-president and general manager.

Mrs. Hodge several years ago brought a nephew from Chattanooga, Wolf Lebovitz, to be secretary and treasurer. Sales manager for vending is Allen C. Smith; William E. Fotson is sales manager for phonographs, and Paul Barnett heads background sales force.

Auto. Canteen Co. Picks Up Yankees

CHICAGO — All concession operations at Yankee Stadium will be handled by Automatic Canteen Company of America.

Patrick O'Malley, Canteen president, said his firm is making a capital investment in excess of \$500,000 in new facilities for the stadium. These will include vending and retail operations.



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NEW

Rowe AMI Top Talent Tune display spectacularly presents your new money-making stereo service, prompts customer play with colorful album covers in miniature. Album covers and special title strips come complete with each MOSS 5-Pack you receive.

MOSS PACK #8 10 SELECTIONS

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- I Want a Girl
Diamantina
CALL ME MISTER • ATCO • MR. ACKER BILK
- I'll Be Seeing You
Remember the Alamo
RING OF FIRE—THE BEST OF JOHNNY CASH • COLUMBIA • JOHNNY CASH
- Peace in the Valley
The Hawaiian Wedding Song
THE SONGS I LOVE • RCA VICTOR • PERRY COMO
- When I Lost You
Irma La Douce Theme
IRMA LA DOUCE • UNITED ARTIST • SOUND TRACK
- Meet Irma



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Features galore. Smart new styling—clean, low, slim, elegant, dramatic. All the gorgeous sound of stereo in one self-contained unit. "Three-in-One" programming so you can change from 200 to 160 or 100 selections right on the spot. Location-pleasing features like full-width personalization display. Quality features like a diamond stylus good for 50,000 plays. Versatility features like the new, silver stepper that permits use with competitive wall boxes. Features that add up to the sound of money—for you.



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Coin Bowling Boom On in State of Ohio

CINCINNATI—Ohio is rapidly becoming "bowl-conscious," thanks to the State's flourishing bowling leagues and their young originator, Joe Westerhaus Jr.

The coin-operated bowling leagues are abounding in Cincinnati, Dayton and Columbus and are rapidly spreading to other cities in the State. In this city alone, more than three-fourths of the city's taverns have leagues.

Their effect on the coin machine business, and the tavern business in general, is best summed up by a big distributor's comment about sales: "It's been very good since August; before that, pretty slow."

The leagues run from September through spring.

A spot check of operators indicates that tavern collections jumped from an average of \$15

per week to \$45 since the leagues got under way. Location owners also report bar business substantially increased.

How They Operate

The leagues are run much like a regular bowling league. Contestants and taverns both contribute a fee, which then takes care of administrative expenses and prizes.

Contestants bowl weekly, and often separate matches are arranged. At the end of the season, there are semi-finals by county and finals by State.

Eventually, Westerhaus plans to hold national finals with leagues organized throughout the country.

Run under the name Diamond Bowl, Westerhaus' coin-operated bowling leagues are in their third year of operation.

(Continued on page 50)

Chi Ops in Healthy State; Number Constant for 5 Years

CHICAGO—This is one of the few cities in the country where the number of operators has remained constant during the past five years. The reason, as one distributor put it simply, "it's a good operator town."

One of the best tests is to go out and try to buy a route. They're virtually impossible to find at any price. It's a pretty good sign of the times.

A spot check of coin machine traders here last week showed that operators feel confident about the future. The year has not been spectacular, but it has been good.

Fall is off, chiefly because of an unusual period of unseasonably hot weather. People are staying outdoors and the taverns are crying. It's a small thing, however, and not enough to cause too much complaining.

Tax Spurs Operators

Interestingly, a \$10 State juke box tax passed recently was enough to spur operators to form their first State association. But it's more in the spirit of preventing future problems than in negating anything done so far.

A distributor's comment was interesting. "Operators are not happy about the tax, but they're not complaining about it either. Taking the State as a whole, I don't think too many were hurt."

In Chicago, operators are holding off buying equipment until the November tavern license period is over. Traditionally, this is a time for many taverns to go out of business, and there is a certain amount of relocating of juke boxes and games.

By Christmas, however, business is always back to normal, and normal at that time of the year is quite good.

Like many large urban areas, Chicago has been hit with its share of slum clearance and urban renewal, and for the most part this has hurt the coin machine business.

Many of the top honky-tonk locations bit the dust when the

properties were condemned. Much of this, however, is in the past, and operators have readjusted their routes.

Locations Down

While the total locations in the city are down (from the past five years) the decrease is not enough to cause any great alarm.

Several interesting explanations were given for the healthy situation here. For one, the city has seen little turnover in operations.

The operators in business today are the ones that were here five or 10 years ago. Thus, they've stayed in business and

(Continued on page 50)

Recent STEREO RELEASES

for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

THE NEW CHRISTY MINSTRELS—Ramblin'... Columbia

Pop Instrumental

Mantovani—Latin Rendezvous... London

Jazz/Rhythm & Blues

VARIOUS ARTISTS—Dance Tunes from the Vault... Chess

International-Hawaiian

ALFRED APAKA—Sing Me a Song of the Islands Decca

Country & Western

PATSY CLINE—The Patsy Cline 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.

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
YOU LOST THE SWEETEST BOY MARY WELLS, MOTOWN 1048
WHAT'S EASY FOR TWO IS SO HARD FOR ONE
BOSSA NOVA BABY ELVIS PRESLEY, RCA VICTOR 8243
WITCHCRAFT
COME BACK JOHNNY MATHIS, MERCURY 72184
YOUR TEEN-AGE DREAMS
CAN I GET A WITNESS MARVIN GAYE, TAMLA 54087
I'M CRAZY 'BOUT MY BABY
BE TRUE TO YOUR SCHOOL BEACH BOYS, CAPITOL 5069
IN MY ROOM

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.
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My check in the amount of \$ _____ is enclosed. (PAYMENT MUST ACCOMPANY ORDER)

Company Name _____

Address _____

City _____ Zone _____ State _____

Signature _____ Title _____

SELECTIONS	ARTIST	LABEL	ALBUM TITLE
(1) Shine On Harvest Moon (2) I Want a Girl	FRANK FONTAINE	ABC-Par.	Frank Fontaine Sings Like Crazy
(1) Diamantina (2) I'll Be Seeing You	MR. ACKER BILK	Atco	Call Me Mister
(1) Remember the Alamo (2) Peace in the Valley	JOHNNY CASH	Columbia	Ring of Fire—The Best of Johnny Cash
(1) The Hawaiian Wedding Song (2) When I Lost You	PERRY COMO	RCA	The Songs I Love
(1) Irma La Douce Theme (2) Meet Irma	SOUND TRACK	U.A.	Irma La Douce

JUKE BOX DISTRIBUTORS... ONE-STOP

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.

BULK VENDING

Oak-King Koin Suits Dropped

By SAM ABBOTT

LOS ANGELES—Patent infringement charges against King Koin by Oak Manufacturing Company have been dropped and Harold Probasco, owner of Harby Industries-King Koin, has withdrawn his action for dissolution of Oak and its subsidiary companies (Billboard, October 12).

The settlements were announced jointly by Oak Manufacturing Company through its

officers, Sidney Bloom and Samuel Weitzman, and Probasco. The conclusions were described as "amicable settlement of the various law suits which have been filed against each other."

The statement also pointed out that Probasco, as a result of the settlement, will continue to manufacture and sell King Koin vending machines and that he is no longer associated "in any capacity with Oak Manu-

facturing Company or its affiliated corporations."

In the agreement withdrawing the infringement charges, Oak agreed that it will no longer "assert the said patent (United States Letters Patent 2,537,317) against Probasco or his customers by reason of the said Probasco's manufacture and sale of a machine known as the King Koin machine or the

use thereof by others of machines the same as or similar to the King Koin machine originally manufactured by Probasco or against the said Probasco or his customers for using any other machine having the same or similar construction and mode of operation as the said King Koin machine, whether said machine is known as the King Koin machine or not."

The agreement also points out that the "species embodied" in the Acorn machine is not a "Species of the invention embodied in King Koin." The agreement is irrevocable, non-exclusive and will extend for the full term of the Letters Patent.

Oak had brought suit in the (Continued on page 50)

EDITORIAL

The Law Is an Ass

"If the law supposes that," said Mr. Bumble, "the law is an ass, an idiot."

This quotation, from Charles Dickens' "Pickwick Papers," had a special meaning in Buffalo last week. For a Buffalo judge ruled that a Long Island bulk vending operator had violated the New York State penal code by operating a ball gum machine and an all-charm vender. Such an operation, the judge ruled, was gambling.

The defendant, the Folz Vending Company, Inc., Oceanside, N. Y., has now been convicted of a criminal act. The crime? Placing on a public location two merchandise vending machines which dispensed goods of equal value and of fair value.

Here are the facts:

The ball gum machine is of the baseball variety. Gum is vended for 1 cent. All gum in the machine is of the same size, shape, color and flavor. The only thing that distinguishes one piece of gum from the other is the imprint. Some say "single." Others say "double." Still others say "home run."

The other machine is an all-charm unit of the 10-cent capsule variety. It dispensed Shrunken Head charms exclusively. Some of the heads were grinning and others were sulking (depending on their frames of mind at decapitation time we suppose). But they were all of the same size, shape and composition, and they were all of equal value.

No charge was made that the toddlers who put their coins in the machines were gambling. The ruling was based on a provision in the New York State penal code that the element of "unpredictability" is gambling per se.

That the New York State penal code is a loosely drawn document is beyond dispute. But we doubt that the legislators who enacted it had anything like the Buffalo case in mind.

We have always opposed "winner balls" and the placement of charms of varying value in bulk vending machines. We have not, do not and will not defend gambling.

But the recent Buffalo ruling makes a mockery of justice. If this ruling is valid, then the issuing of prizes in Cracker Jacks is the handiwork of the Cosa Nostra.

If Folz Vending broke the law once by vending baseball gum, then the operator who mixes green gum, black gum, red gum and white gum has broken the law four times.

If vending ball gum of the same flavor is illegal, what about the operator who vends ball gum of several flavors?

And what about the peanut machine that sometimes delivers seven nuts and at other times delivers eight nuts. This has all the earmarks of a syndicate operation.

Not being lawyers, we don't know whether the fault lies with the State penal code or its interpretation. We suspect it's both. But we do feel that the Buffalo ruling is a perversion of justice.



NEW CARD-LAMINATOR by Perma-Vend Corporation, Chicago, features all-mechanical operation, with no electricity or heat required. Machine is made of heavy-gauge steel, can be refilled in a matter of seconds, and takes in \$87.50 on a single roll of plastic. Price is around \$100.

USED VENDING MACHINES

N.W. Model 49, 1¢ or 5¢	9.95
N.W. Tab Gum	15.00
N.W. 5¢ Package Gum	17.50
Mills 1¢ Tab Gum	10.00
3-Col. Trading Card with 3,000 cards	20.00
Victor Toppers, 1¢ capsule	8.50
Victor Baby Grand, 5¢ capsule	7.50
Victor Vendoramas	12.50
Victor 10¢ Pen Vendors	19.50
Ajax 3-Col. Hot Nut (as is but complete)	15.00
Reacto Game, like new	19.50
Single Stands	5.50
Double Stands	7.50
4-Place Racks w/wheels	10.50

BULK MERCHANDISE

	Pack	Lbs.	Per
Cashews, 450 ct.	30	.66	
Mixed Nuts	30	.55	
Spanish Peanuts	30	.33	
Virginia Splits Peanuts	30	.35	
Rainbow Peanuts (Candy)	30	.32	
Boston Baked Beans	30	.32	
Licorice Lozenges	30	.32	
Confection Mix	30	.32	
Leaflets (M&M Style Candy)	25	.37	
Teeny Jelly Beans	33	.32	
Hersheyettes	25	.47	
Chicle Base Cub Chicks 520	30	.42	
Chicle Base Cub Chicks 320	30	.42	
Rainbow Tabby-Lets 520	30	.32	
Maltettes (Ball Style, 100 count)	35	.35	
Leaf Centuries, 100 ct. grape, orange, cherry and assorted colors	18	.34	

1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. WRITE FOR CATALOG.

Rake Coin Machine Exchange
609 A Spring Garden St.
Philadelphia 23, Pa. WALnut 5-2676

Oak Releases Teenie Weenies, Capsule Series

MIAMI BEACH, Fla.—The Teenie Weenie, a new capsule series of miniature animals, was released by Oak Sales Company here last week. The six-item series, manufactured from soft vinyl, features replicas of monkeys, lions, poodles, ducks, pigs and elephants. The Teenie Weenies are available painted or unpainted, with or without key chains.

According to Meyer Abelson, president of Oak Sales, the release of these new items will offer added versatility to the items operators may obtain to qualify for the free trip to the Bahamas offered by the firm. As previously announced, operators buying \$2,000 worth of charms or capsules items from Oak will receive a free trip to the island resort at the end of the National Vendors' Association convention in Miami next April.

Scripto Pen VENDORAMA



CABINET NOW AVAILABLE IN METAL OR SOLID OAK
Improved mechanism
Write for Beautiful Illustrated Circular and Prices.
PARKWAY MACHINE CORP.
715 Ensor Street
Baltimore 2, Md.

Folz Convicted On Gaming

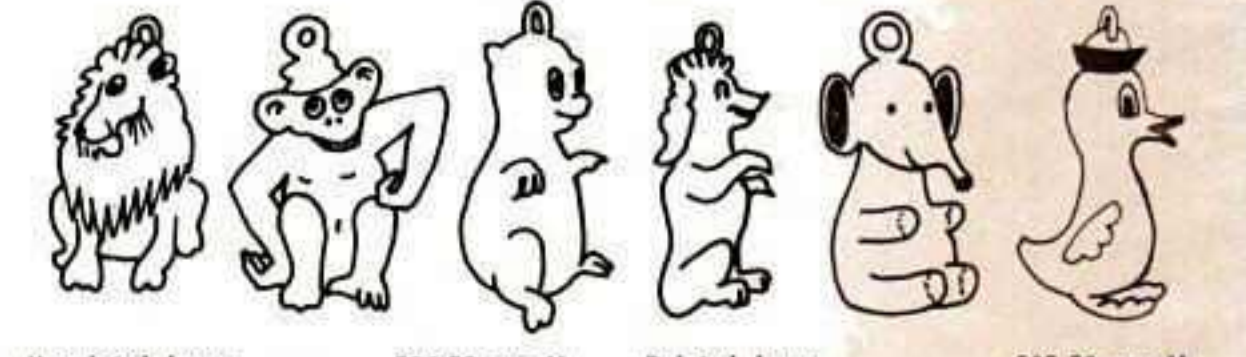
BUFFALO—The Folz Vending Company, Inc., Oceanside, N. Y., bulk operation, was found guilty in Buffalo city court of operating gambling devices.

The "gambling devices" were 10-cent all-charm machine. The one-ball gum machine and one former had baseball designations such as "single," "double," "out," etc., while the latter had shrunken head charms.

City Judge Joseph J. Sedita made the ruling. The conviction was under the New York State penal code.

J. SCHOENBACH
Distributor For
oak Manufacturing Co., Inc.
715 LINCOLN PLACE, BROOKLYN 16, N. Y.
PResident 2-2900
PHONE or WRITE FOR PRICES

"TEENEE WEENEE"—New Capsule Item



Unpainted loose \$24.50 per M
Unpainted Capsuled \$33.50 per M
Painted loose \$29.50 per M
Painted Capsuled \$38.50 per M

Write - Wire - Call **OAK SALES COMPANY**
2033 Fifth Ave., Pittsburgh, Pa. (412) AT 1-6478
1121 71st St., Miami Beach, Fla. (305) UN 5-9545

HORROR! CHILLS!

Papco's spine tingling **HORROR SERIES**

Scares Up Loads of Sales!

Series consists of five different monster heads including Frankenstein, Cyclops, Fishface, Wolfman, etc. All are molded of same life-like plastic as famous Scare 'Ems. Heads can be stuck to hands, foreheads, tables, etc.

ONLY \$38.00 Per M Capsuled Assorted. Labels available.

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Vends flat packs up to 1/8" x 2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

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1c, 5c, 10c, & 25c Or Foreign Coins
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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 1/2 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

oak MANUFACTURING CO., INC., 11411 Knightsbridge Ave., Culver City, Calif.
Write for the name of your nearest OAK distributor

Record Turnout Assured for Coast NAMA Conference-Show

LOS ANGELES — A record 3,576 registered for the National Automatic Merchandising Association Western Conference and Exhibit at the Ambassador Hotel here for three days ending Sunday (20).

Los Angeles Trade Technical College, which inaugurated the first vending machine repair school last February, came in for honors as a progress report

was made by Dean Franklin R. Johnson, and colored slides were shown by instructors Tom Young and Don Fisher.

Dean Johnson received a plaque in recognition of his work in starting the school. It was the first NAMA award to an educator.

The conference-exhibit opened Friday (18) at noon with the ribbon cutting ceremony by Mrs. Charles Mananian to open the show. That evening was devoted to the Coffee Institute. Unmarked urns were on hand for sampling with operators marking their preference to be checked against those of the Coffee Brewing Institute. On the panel for "How to Vend the Best Cup of Coffee" were Jack Leach, Western representative, Coffee Brewing Institute; Tom Boone, Boone's Vending Service, Roseburg, Ore.; Donald Warren, Davidson Bros., Los Angeles, and David Hartley, Public Health Counsel, NAMA, Chicago. A question and answer session followed and concluded the evening.

The General Conference Session was held on Saturday morning with Paul Mercy, Automatic Company, Inc., Yakima, Wash., presiding. Dean Johnson spoke on the Trade Tech classes. Thomas B. Donahue, presi-

dent, Universal Match Company, spoke on "Commissions—Operators Are Their Own Worst Enemies." NAMA President Louis Risman addressed the group in the Embassy Room on "New Answers to Attacks on Cigaret Machines."

Sunday was devoted to the show in the afternoon and a membership services consultation. Following a cocktail party from 6 to 7 p.m., the banquet was held in Coconut Grove.

Charles Mananian, California Automatic Vendors Association president; George M. Seedman, past president, NAMA; James R. Worden Jr., Tacoma, president, Northwest Automatic Retailers Council of NAMA were honorary chairmen.

Conference officers were Paul Mercy, general chairman; Robert Natoli, Canteen Service of San Diego, program chairman; Charles Kaplan, National Vendors, Inc., promotion and arrangements chairman; Mrs. Charles Mananian, ladies hospitality chairman, and Arch Riddell, Cigaret Vendors Institute, Pasadena, conference committee secretary.

Thomas B. Hungerford, executive director, and Sidney S. Kallick, Western manager and counsel, conference director, represented NAMA.

Price Brings Out 2-for-5¢ Capsule

ROSLYN, N.Y.—A two-for-a nickel capsule is being offered operators by the Paul A. Price Company here.

Capsules containing two rings—one plated, the other plastic—are available. One of the rings is fitted with a stone while the other is plain. Available either capsule or assorted, the rings come in many varieties and offer multiple combination possibilities.



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CABINET NOW AVAILABLE IN METAL OR SOLID OAK

Improved mechanism

Write for Beautiful Illustrated Circular and Prices.

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1784 N. Decatur Rd., N.E.
Atlanta 7, Ga.
Phone: DRake 7-4300

Full Line of Mixed Charms Put Out by Guggenheim

JAMAICA, N. Y.—A complete mix package of charms, featuring a display card, feature charms and fill items is now available to operators from Karl Guggenheim, Inc.

A skin-pack display on colored cardboard highlights the feature items in the mix. The feature charms come in a separate bag within the larger package containing the display and the fill charms. The display is reusable and operators may order the package without it at a lower cost.

Two new warehouses have

also been announced by the company. Vend-All Distributing Company, Minneapolis, and Veedco Sales Company, Philadelphia, were appointed recently. Earl Grant, veteran bulk operator in the Midwest, and Sam Kopf, long-time Philadelphia distributor, are the respective owners of the companies. Each will carry the full line of Guggenheim product and will serve as the sole source for the merchandise in their territories.

California People

Continued from page 39

are modern, well lighted, clean establishments, usually run by a single proprietor or a husband-and-wife team, featuring six or eight billiard tables (non-coin-operated), a bank of vending machines and a handful of games.

The locations are popping up all over Los Angeles and are natural gathering places for teenagers as well as the older folks. Entire families are spending their time there.

The quality of the location—as far as the coin machine operator is concerned—depends upon the individual management. If the place is well run and properly managed, it can be an excellent coin machine stop.

On the other hand, there's so inherent magic in the family billiard halls—any more than in the old-style pool halls. A bad hall is a bad hall, and these don't do anybody any good.

Growth Period


One of the best things about operating out here is the prospect of things getting even better. California appears to be in the middle of a big growth period and there appears little prospect of a let-up.

If things continue as they have, the coin machine business should be healthy for a long time to come. Operators and distributors are betting this is exactly what will happen.

BOLENS ABOARD TRADE GROUP'S EUROPEAN TRIP

MORRIS, Ill.—When Gov. Otto Kerner headed the 78-member Illinois Trade Mission to Europe recently, the party included Waldo E. Bolen Jr., Northwestern president, and Richard K. Bolen, Northwestern vice-president.

The group had an initial conference with President Kennedy in Washington, after which everyone flew to Frankfurt, Germany. The 20-day tour is designed to establish trade contacts for increasing Illinois exports.



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.

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

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Coin Vending Mach.	18.00
N.W. Model 232 1c Perc. Converted for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.77
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Shell, Red	.58
Cashew, Whole	.64
Cashew, Butts	.63
Peanuts, Jumbo	.45
Spanish	.28
Mixed Nuts	.57
Baby Chicks	.38
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.47
Hershey's	.47

Rain-Bio Gum, 72 ct. \$.32
Maltette, 100 ct., per 100 .35
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct. .32
Rain-Bio Ball Gum, 100 ct. .34
300 lb. minimum prepaid on all Rain-Bio Ball Gum.

Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct. .45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY
VICTOR GLOBE STYLE TOPPER DELUXE

1c or 5c

For Ball Gum and Charms. Also available for Peanuts and Bulk Candies. Packed and sold 4 to a case.

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Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

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HEADQUARTERS FOR LARGEST SELECTION OF SUPER 10c CAPSULE MIXES

Write for free information on 10c Capsule Vending and illustrated price lists of other vending items.

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



10c **ATLAS MASTER Capsule Vender**

Domestic & Imported Ring Assortment for 5¢ Capsule Vending

\$18.50 per 1000 capsules

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OPERATORS REPORT FABULOUS EARNINGS FOR VENDORAMA V2 25c & 50c Capsule Vendor

HOLDS 200 V2 CAPSULES

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VICTOR VENDING CORP.
5711 W. Grand Ave. Chicago 39, Ill.



New V2 Capsule shown actual size.

World's Most Beautiful Coin Pool Table!



Empress SERIES by FISCHER

The design "breakthrough" you've been waiting for!

Available in 101-inch and 92-inch models

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2900 Main Street, Kansas City 8, Mo.
Phone: JEFFerson 1-5715

Goal Line Stand

• Continued from page 39

MOA intent to place the burden of our industry ASCAP situation on the shoulders of anyone else. Our industry is capable of standing on its own two feet. We recognize our responsibilities. All we ask is that the record companies approach our intent and this proposed meeting with an open mind."

MOA seems to have turned down the increased mechanical royalty approach as a substitute for performance royalties. While the mechanical royalty offer never officially was MOA policy, a body within the group felt that it was an alternative.

However, with record companies dead set against any increase in mechanicals, it is unlikely that the operators will push such a proposal.

What the record labels and operators will discuss is not known. One possibility is a special impost on records for juke box play, with the money collected at the point of sale to the operator.

Minor Talk

James M. Minor Jr., MOA counsel, said the Celler Bill was reported out of committee primarily because of the superior organization of the ASCAP forces and the apathy of juke box operators. Minor represented MOV at the House Judiciary Subcommittee hearings.

However, Minor said the measure could be defeated on the floor of the House if the music machine industry exerts enough pressure.

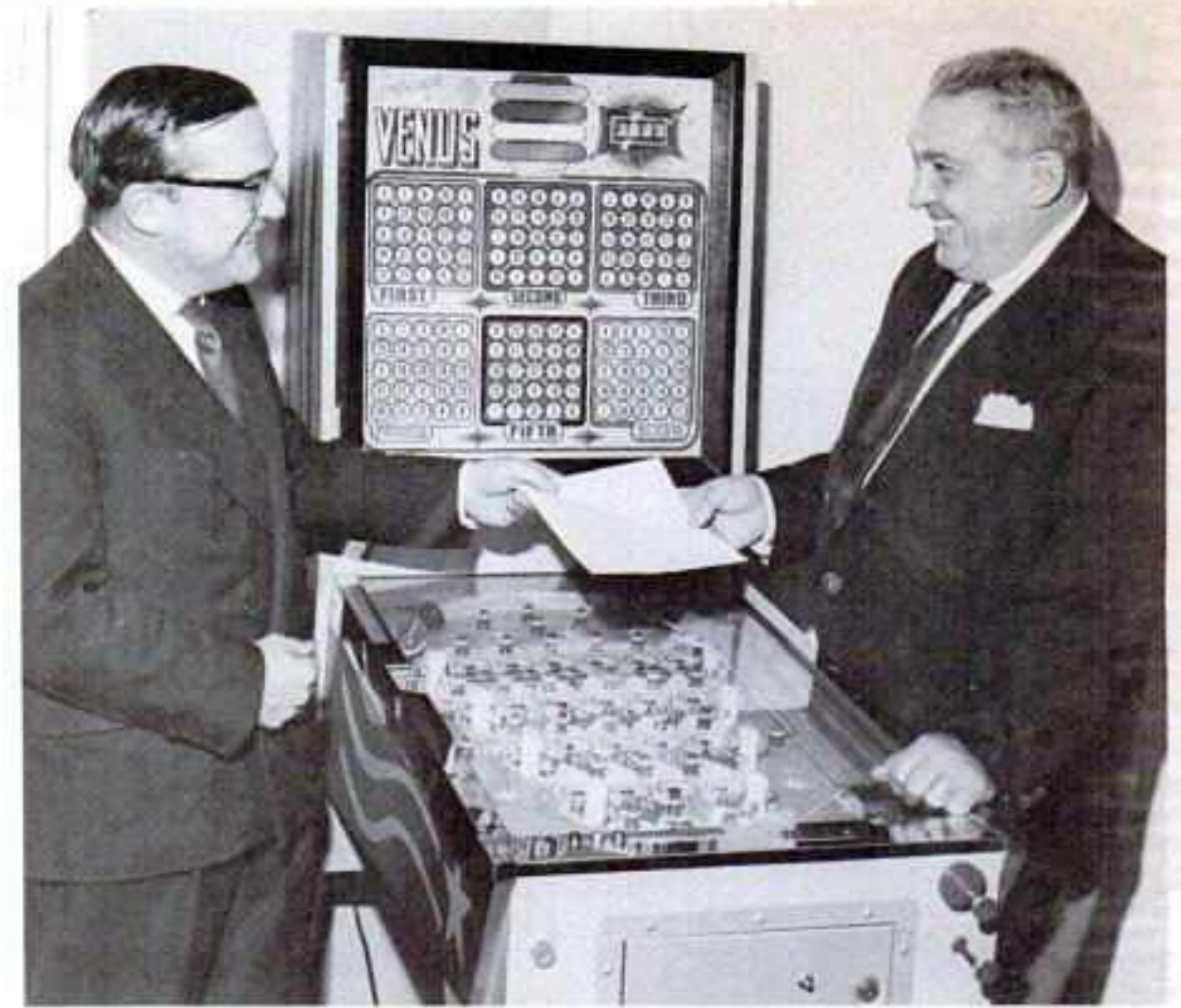
The mood of the operators at the show was "no compromise." They will not concede an inch.

Casola Rallies Ops

• Continued from page 39

tives to removal of the copyright exemption appeared in an exclusive Billboard story (October 19).

Casola said that passage of the Celler Bill would be a death blow to the coin machine industry and would put countless marginal operators out of business. He said he had no idea what a meeting with the record companies would produce, but that very possibly the diskeries could shed some new light on the situation.



ART ROSETT (right) gets his contract from G. H. Grange, general sales manager of Mar-Matic Sales, Ltd., United Kingdom and European representative for Keeney and Jennings amusement equipment. Rosett will be based on the Continent, but will report to the main London office. Rosett's background includes 17 years in the U. S. Marines, a stint as a Hollywood public relations man, editor and publisher of an English language weekly in Morocco, and several years with Billboard as European correspondent and later as European director. He was also a correspondent for the Associated Press.

Empire & Rock-Ola Hold Service School in Milw'kee

MILWAUKEE — Empire Coin Machine Exchange and Rock-Ola held a service school here following a regular meeting of the Milwaukee Phonograph Operators Association at the Ambassador Hotel last week (14).

Some 35 operators and servicemen were in attendance. Jack Barabash, Rock-Ola engineer conducted the school. Gil Kitt and Joe Robbins hosted the buffet after the school.

Among operators in attendance were Doug Opitz, Ernest Spitznagle, Glen L. Grubb, Phil

Savasta, Richard H. Rugg, Albert Spandertime, W. R. Kaiser, Paul Nadolny, Pat Savasta, James Edwards, Ronald Edwards, Jerome Jacomet, Dick Jacomet, Peter Merschdorf, Robert Gronowski.

Also Jerry Dittman, William Divatke, Robert Kout, Sam Hastings, Jack Hastings, Pat Gaffney, Earl Gebaner, Leo F. Dinon, Harry A. Gromacki, Dick Kadlec, Jack Zimmerman, Elmer Schmitz, Yasoo Gromzirtws, Chuck Hartman, Arnold Jost, Jim Stecher, Ed Puzia and Dave Jacobowski.

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16 ball-bearings

4 heavy leg-adjuster

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Available in 101-inch and 92-inch models

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WURLITZER
2700
Greatest Money-Maker of Them All



PUT YOUR PRODUCT in a pleasant setting is the motto at Miller-Newmark, and the firm has one of the most attractive reception rooms in the business. Here's the entrance to M-N's new Grand Rapids, Mich., showroom.

300 Operators Turn Out For Grand Rapids Showing

GRAND RAPIDS, Mich.—Some 300 operators and guests attended Miller-Newmark's showing here last week of the new Rowe-AMI Tropicana phonograph. Operators received a total of 25 prizes donated by Miller-Newmark, Rowe-AMI, American Shuffleboard, Valley Sales and Irving Kaye.

Gene Daddis, American Shuffleboard, demonstrated the firm's new American Electra model. Phil Glover and Bruce Elenger showed the Rowe-AMI phonograph.

Hosting the reception for Miller-Newmark were: Bill Miller, president; Lieut. Don Miller (on leave from the Air Force), vice-president; Jack Gallagher, sales chief; Jerry Van Gessel, treasurer and manager of the gum

and charm department; Laura Heileman and Ann Wilcox, secretaries; Joe Janicke, sales; Frank Dies, service manager; Carl Castle, parts and supplies; Peter Lamberts, Earl Stropaul and Norm Peterson, field representatives; Ross Runyon, expeditor, and Roy Donovan, Ken Johnston and Roosevelt Sims, mechanics.

Guests included: Mr. and Mrs. Herman Trail, Mr. and Mrs. Neil Davis, Don Griffin, Wayne Brent, Don Rasmussen, Ralph Shagena, Lloyd Sebastian, Lillian Chesney, Patrick McCann, Phil Glover, Mr. and Mrs. Ed Jaworski, Mr. and Mrs. James Silman, Mr. and Mrs. Willford Barnes, Mr. and Mrs. L. W. Bodell, Mr. and Mrs. Everett Stockham.

George Christopoulos, Doug Ingram, Loren Ray Silman, Edward Kabodel, Edwin C. Stevens, Russell Lee Edwards, Earl L. Edwards, George Mankin, James J. Brennan, Jimmy Allen, Della Duga, Campbells Music, Mr. and Mrs. L. Van Dette, Mr. and Mrs. L. Scherer, Mr. and Mrs. James Ewanzo Sr., Mr. and Mrs. George Rossman, Mr. and Mrs. Ivan Gardner, R. J. Emmitt and wife, Norman and Velma Peterson, Mr. and Mrs. Thomas McCormack, Mr. and Mrs. Frank McCormack, Mr. and Mrs. J. Wakeland, James H. Cottner, Casey Gallagher, Ray Agosta, Jim Moerland.

Mr. and Mrs. Edward Dibble, Lewis Shank, Mr. and Mrs. Hugh D. Clow, Charles and Helen Hardy, Charles and Irene Worcher, Fred and Eleanor Hunt, Ambro Amusement, Mr. and Mrs. Larry V. LaFave, Carl Bowen, Mr. and Mrs. Lee Templar, R. B. Stone, Mr. and Mrs. Warren Behern, Dave Essenberg, Donald E. Walter, R. F. Roberts, Mary E. Van Dette, Leon Arnold, Richard Van Dette, Lewis Butters, Marshall Chavez, Margie Durham.

Freda Palmer, Jack Payne, Mary M. Van Dette, Leo Van Dette, E. A. Stanton and wife, Mr. and Mrs. Marion Peplinski, Mr. and Mrs. Pat Yeo, Jack Yeo, Mr. and Mrs. Acel Nash, Mr. and Mrs. M. Grinwis, Harlan Mapes, R. Schelhos, Mr. and Mrs. Kenneth E. Vachos, Mr. and Mrs. Gordon Blanchard, Mr. and Mrs. Robert Tycznski, Mr. and Mrs. Hub Mooney, Ed Schultz, Mike Ambrow, Joe Lipinski and Bill Van Gessel.

6-POCKET POOL TABLES \$175

BIG BALL BOWLERS	Mutoscope \$125	Bally DeLuxe Club . . . \$195
United Royal \$195	Jet Pilot 195	Bally ABC 145
Bally Trophy 195	Pollard Football . . . 125	Bally Congress, Reg. . . 145
Bally Lucky 185	Field Goal 95	Bally Lucky 145
Bally Challenger 295	9' Am. Bank Shot . . . 145	United Handicap . . . 145
United Holiday 695	Wms. '62 World Series 375	Keeney Diamond 95
	Keeney Sportsman . . . 145	Keeney Bonus 95
	Exhibit Rifle Gallery 85	United Mars 125
		Chicago Coin Bliker . . 125
ARCADE		Keeney Pallasades . . 145
Wms. Ten Pins \$145		Chicago Score Line . . 125
Squirt Gun 295		United Shooting Stars 75
United Sky Raider . . . 225		
Hole-in-One 75		
	PUCK BOWLERS	
	Bally Monarch \$195	

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WAGON TRAIN	185
FOTO FINISH	250
SHOWBOAT	250
BIG CASINO	275
EGG HEAD	275
OLYMPICS	295
SLICK CHICK	315

2-Player

DOUBLE ACTION	\$150
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AROUND THE WORLD	195
CAPT. KIDD	215
MELODY LANE	225
ALOHA	375
FASHION SHOW	375

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Highest Prices Paid!
GOTTLIEB ROCK-A-BALL,
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GOTTLIEB'S GREAT NEW
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Available for
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COIN MACHINE EXCHANGE
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BUCKINGHAM 1-8211

World's Most Beautiful Coin Pool Table!



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The design "breakthrough" you've been waiting for!
Available in 101-inch and 92-inch models
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with Quality to match
Available in 101-inch and 92-inch models
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Sun Valley
PIN GAME

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NOW!
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ADDED BALL
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Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD.
CHICAGO 14, ILLINOIS

Empress SERIES by FISCHER
The design "breakthrough" you've been waiting for!

SPECIALS	FLIPPER PIN GAMES—Completely Shopped
FOOT VIBRATOR . . . \$125	Big Deal \$310
Fortune Theatre . . . 50	Coquette 310
Kiddie Color Cartoon 375	Four Roses 310
Deluxe Kiddie Color . . 475	Hollywood 250
Cartoons 475	King Pin 285
World's Fair Gun . . . 450	Mardi Gras 425
Midway Rifle Range . . 350	Metro 310
Road Racer 275	Reserve 225
Harvard Metal Typer 185	Serenade 175
Plastic Vendors on . . . 195	Ten Spot 195
stands 75	Three Coins 225
Tic-Tac-Toe 185	Tic-Tac-Toe 185
Grammes Change- . . . 95	Tom Tom 375
maker, 10¢ & 25¢ . . . 95	Trade Winds 275
Jr. Deputy Sheriff . . . 125	Valiant 325
Gun 125	Viking 260
	Brite Star 150
	Captain Kidd 250
	Continental Cafe . . . 125
	Criss Cross 150
	Cover Girl 315
	Double Action 195
	Duetto 185
	Falstaff 185
	Flag Ship \$135
	Fiesta 225
	Golden Gloves 150
	Hi-Diver 185
	Jolly Joker 185
	Kewpie Doll 225
	Lancer 375
	Lightning Ball 210
	Melody Lane 245
	Majestic 125
	Oklahoma 360
	Preview 395
	Race Time 225
	Seven Seas 265
	Silver Pretty 140
	Sittin' 150
	Super Circus 165
	Telecard 135
	Texan 275
	Whirlwind 185
	World Beauty 210
	Flipper 185
	Flipper Parade 225
	Clipper Clown 260
	Merry Go Round 295

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Coin Bowling Boom

• Continued from page 45

Their success is largely responsible for what has generally been a rebirth in the operating picture throughout the State.

Ohio, like many other areas, has seen a gradual decrease in the number of operators. In Cincinnati, for example, the total

operators have dropped from 50 to 22 in the last five years.

Chief reason is the tighter profit margin that has affected all businesses. Equipment costs are up, overhead is higher, and collections have failed to keep pace.

Interestingly, the operators that are left are in better shape. As one distributor put it, they've learned to run their business like a business.

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Chi Ops Healthy

• Continued from page 45

put their houses in shape.

For another, a strong local association has helped keep operators healthy. Recorded Music Service Association meets regularly and has always had strong leadership. The tempo of the business reflects it.

A third reason has to do with the type of equipment in use. As one distributor noted, a few years ago the big bowlers were the thing. They cost about \$1,000 each, and an operator buying a dozen or more was in tight financial straits.

Today the pool table has taken the big bowler's place. The investment is substantially less and operators are in better shape. The fellows still around have straightened themselves out.

Paul Hott Dies

• Continued from page 39

a number of local coin machine firms until World War II, when he served in the Navy.

In 1953, he started Century Music here with Dick Gilger. The pair sold out to Royal in July, 1962, but both remained to manage the firm.

Hott was active in the Lions, the Columbus Coin Machine Operators Association, and numerous civic and religious projects. He is survived by his widow Dorothy, a son, Paul Douglas, and father, Frank.



Suit Dropped

• Continued from page 46

United States District Court charging Probasco with infringement and unfair competition. The complaint said that Probasco was engaged in "inventing, designing, improving, manufacturing and selling vending machines from 1947 through October 20, 1962.

At the time he was an Oak vice-president, stockholder, director and production manager and had worked with Weitzman, Bloom, and Norman Weitzman in jointly inventing and designing and improving certain machines and parts.

Allegations

It was alleged that these features had been incorporated into the King Koin machine. Probasco had invented a bulk vender prior to his affiliation with Oak.

After leaving the Oak organization on October 20, 1962, Probasco sought dissolution of the corporation, an accounting, a winding up of affairs and appointment of a receiver. He

pointed out that he owned "not less than 25 per cent of the stock." He asked for damages not less than \$250,000, attorney fees of \$50,000, interest at 7½ per cent from October 20, 1962, and exemplary damages of \$100,000.

Probasco said that he had sold his stock for an undisclosed sum, withdrawn his action and was no longer affiliated with Oak.

Gilbert Bailey

• Continued from page 39

Richmond, was elected secretary-treasurer.

Hy Lesnick, who served as president in 1962-1963, and Robert H. Minor, the retiring secretary-treasurer, were both named to the board of directors.

Other board members, all re-elected for one-year terms, were B. R. Christensen, Norfolk; W. M. Showalter, Harrisonburg; F. D. Colbert, Danville; Charles Holbrook, Lynchburg; Claude Smith, Roanoke, and W. H. Sullivan Jr., Richlands.

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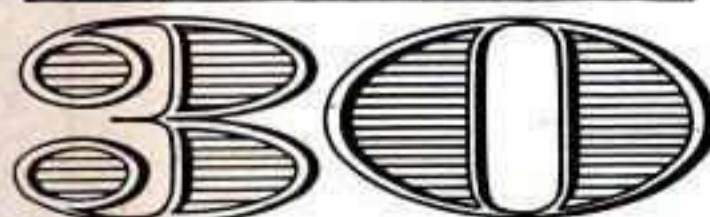


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BRENDA LEE All Alone Am I, Vol. II	DECCA
TONY BENNETT I Wanna Be Around	COLUMBIA
FRANK SINATRA/COUNT BASIE Sinatra-Basie	REPRISE
LAWRENCE WELK 1963's Early Hits	DOT
RONNIE ALDRICH And His Two Pianos	LONDON

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JONAH JONES Jazz Bonus	CAPITOL
RAY CHARLES Modern Sounds in Country and Western Music, Vol. I	ABC-PARAMOUNT
RAY CHARLES Ingredients in a Recipe for Soul	ABC-PARAMOUNT
PETE FOUNTAIN Let the Good Times Roll	CORAL
STAN KENTON Adventures in Jazz	CAPITOL
ZOOT SIMS Down Home	BETHLEHEM
DUKE ELLINGTON/COUNT BASIE First Time!	COLUMBIA
JIMMY SMITH Bashin'	VERVE
BILLIE HOLIDAY Lady in Satin	COLUMBIA
EDDIE HARRIS Goes to the Movies	VEE-JAY

FOLK/COUNTRY & WESTERN

KITTY WELLS Kitty's Choice	DECCA
ERNEST TUBB Golden Favorites	DECCA
RED FOLEY The Red Foley Show	DECCA
WANDA JACKSON Wonderful Wanda	CAPITOL
EDDY ARNOLD Let's Make Memories Tonight	RCA VICTOR
MARTY ROBBINS Devil Woman	COLUMBIA
JIM REEVES A Touch of Velvet	RCA VICTOR
BUCK OWENS You're for Me	CAPITOL
BURL IVES Funny Way of Laughin'	DECCA
PATSY CLINE Sentimentally Yours	DECCA

Billboard Photo Gallery OF NEWSMAKERS



TALK ABOUT A WINNER: Jimmy Smith's new Verve LP, "Any Number Can Win," was the topic of conversation between WNEW deejay Ted Brown and French model-actress Nicole Harris. Title was taken from a French film of same name.

A TASTE OF HOME COOKING: Mexican pop star Pedro Vargas was treated by RCA Victor executives to lunch at La Fonda del Sol, New York Mexican restaurant, during a recent visit. Seated with Vargas are, left to right: Herman Diaz Jr., Robert Cook, Lee Schapiro, Herman Diaz and Carlos Aruzza.



FLOWERY WELCOME FOR FRANCOISE: Upon arrival in Barcelona, pretty Francoise Hardy is greeted by Luis Calvo of Hispavox, who presents her with a bouquet of flowers, as Billboard correspondent Raul Matas performs behind his mini camera.

GARNER'S FIRST SOUND TRACK LP: Erroll Garner's new sound track album for the Paramount film "A New Kind of Love" was inspected in Chicago during advance screening by (left to right) Billboard's Peter Heine, Mercury's Ken Myers, Billboard's Nick Biro, Mercury's Irwin Steinberg, Billboard's Dick Wilson and Mercury's Morris Diamond.



ON THE WINGS FOR MERCURY: Off on her first European junket is young Lesley Gore, who Pan-Am's it to London for a 10-day tour, thanks to "It's My Party."



GINNY BEWITCHES FANS: At a pre-Halloween party held by MGM singer Ginny Arnell for her fans, Ginny previewed her new release, "Dumb Head."

SOMETHING TO CROW ABOUT: Frank Fontaine (right) threw a big reception to thank all the people in the record industry who helped his albums become top sellers. With him here are (left to right) Larry Newton and Sam Clark of ABC-Paramount.



STAYING AFTER SCHOOL: Ray Anthony (left) meets television's Mr. Novak (James Franciscus) on the set to discuss Ray's latest Capitol single, "The Theme From Mr. Novak." Gets an "E" for effort.



FAMILY PORTRAIT: Relaxing with their six-month-old daughter Stacey are Don Everly and his lovely wife, Venetia Stevenson. During European tour of Everly Brothers, Don took the family along.



DAVID TROY AND MENTORS: Old friends from Canada days are Paul Anka and David Troy. Anka recently introduced Troy on the CBS "Talent Search" show, where Hugh Downs (right) joined in to to shop and examine Troy's guitar.