

LEE ZHITO

WOOD—Capitol has the merchandising to push the sale of its new "middle music" series. It will be the first in the Southern Baltimore-Wash- before launching on a national scale.

The album, to be sold for \$1, contains a 100 well-known classical themes drawn from Capitol's Promenade catalog and, indirectly, serves as a sampler for the line. Its basic consumer appeal, however, is that of a musical game to test the memory of the listener in identifying the selections.

The package comes complete with a check list divided into blocks of 10 titles. Each block

corresponds to a band of 10 melodies on the disk. The listener is invited to test his musical knowledge or memory in naming the selections. The accompanying check list simplifies playing the game.

#### Subtle Sales Pitch

Capitol injects a subtle sales pitch in its check list folder with the query, "Wish the excerpts were longer?" Its answer points up the fact that each of the

melodies presented in fragment form are available in their entirety. To simplify finding the source, Capitol lists the LP title and number. Furthermore, the check list insert also pictures more than 50 albums in the Promenade series with accompanying blurbs concerning the music, artists and performance of each LP.

Lloyd Dunn, Capitol Records, Inc., vice-president in charge of

the firm's classical and international operations, has fashioned this merchandising device to kindle an interest in the well-known classical repertoire through the "game" approach. Once the musical appetite has been stimulated, he believes, this will spill over into actual sales.

Dunn feels that the "middle music" area is a broad and highly lucrative market which

*Continued on page 8*

OCTOBER 26, 1963 • SIXTY-NINTH YEAR • 50 CENTS

# Billboard

The International Music-Record Newsweekly

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

## Shutters Bram Branch

OLLYWOOD — Dot Records has shuttered its New York branch and sold the franchise to Jerry Blaine's Cosnat Distributors, making this the fifth branch closed since last June 21. Label still maintains wholly owned branches in Boston, Dallas, Miami, Nashville, New Orleans and San Francisco. Locally, the label has been represented by Dot Records Distributors of L. A., a franchised operation since December 1961.

Decision to close the New York branch was made by Rany Wood, Dot's president, who just returned from a trip East. Of the six employees at the branch, two remain. They are Mickey Addy, director of Eastern operations who moves his office to the Cosnat headquarters at 315 West 47th Street, and Joanna Cockran, saleslady.

Let go were Jimmy Sacca, branch manager; Ron Bieneri, salesman, and two shipping boys.

The New York branch was opened April 5, 1963, and had been located in Long Island City. Branch was officially closed October 15 and the transfer of merchandise was completed last week.

Dot's four other franchised distributors are Dot-Sea Way (Cleveland); Dot-Affiliated (Newark); Dot-Universal (Philadelphia) and Dot-Distributing (St. Louis), taking the place of the closed branches.

In other markets, label is serviced by non-franchised indie distributors.

## WEXLER BATS DOWN A RUMOR

NEW YORK—Jerry Wexler, vice-president of Atlantic Records, vehemently denied rumors that Atlantic and Atco will merge with or sell to Cosnat Distributing Corporation. Wexler not only denied any such transaction to sell Atlantic, but also said: "Our only relationship with Cosnat is that they distribute for us in some areas, but I never mind taking Blaine's money on the golf course."

## Frank B. Walker, Dean, Dies at 74

NEW YORK — The record business lost a true friend and champion last week. Frank B. Walker, veteran recording man and disk industry executive, and founder of MGM Records, died in his sleep Tuesday (15) at his home in Little Neck, Queens, N. Y.

Often regarded as the dean of the record industry and known to a legion of friends simply as "Uncle Frank," Walker would have been 75 on Thursday (24). Hale and hearty to the last, he was seldom slowed down by illness and attributed his good health to his rugged early life of hard work on his family's farm in Fly Summit, N. Y.

Walker broke into the business world in Albany, N. Y., and made his first move into the show business arena in the early '20's when he was closely associated on an agent-personal management basis with the late Enrico Caruso. Later he enjoyed success as a Wall Street broker.

Following this, Walker made his way into the record business for keeps and served for a number of years with the old Columbia Gramophone Company, predecessor of Columbia Records. Later he took on an assignment with RCA Victor, headquartered for a time in the company's Camden, N. J., home offices. He became head of the company. He left Victor in 1945 to start the MGM label.

Among others, Walker is credited with having found a 16-year-old barefoot singer, known as Bessie Smith, performing in a club in the deep South. Later, he sent a representative, Clarence Williams, to bring her to New York for her first recording sessions.

The artists with whom Walker was closely identified over the years number in the scores. They include Gene Autry, Al Jolson, Paul Whiteman, Riley Puckett, Clayton McMichen, Dinah Shore, Glenn Miller, David Rose, Artie Shaw, the Dorsey Brothers, Benny Goodman, Frank Sinatra, Perry Como, Roy Acuff, Eddie Cantor,



FRANK WALKER

Eddy Arnold, Ruth Etting, Joni James, Connie Francis, Ethel Waters, Marvin Rainwater and Hank Williams.

In the case of Williams, Walker played a key role in developing the man and his talent and later became a close personal friend and adviser of the singer. For many artists, Walker, with his homespun, down-to-earth approach to life and its problems, was a sort of father confessor and it was a rare occasion when he couldn't pull out of his pocket "a letter

*(Continued on page 6)*

## See Steve Sholes In Post Vacated By Bob Yorke

NEW YORK—Bob Yorke, RCA Victor vice-president in charge of the commercial records creation department, has resigned from the company. It is expected that Steve Sholes, manager of RCA Victor's West Coast operation, will be named to take over the slot.

Yorke, who had been with the company for 16 years, stated that "it has long been my desire to move my family and locate permanently on the West Coast, and, needless to say, it is with the utmost reluctance that I take leave of RCA Victor to do so." Yorke hopes to announce a new affiliation soon.

Sholes, a pioneer record executive, has been with RCA Victor for 28 years, during which time he has operated on both the creative and administrative levels. He has had an exceptionally long tenure in many facets of the company's a.&r. operation—playing a key role in building the label's pop and country catalogs. His experience in the a.&r. area also includes jazz, rhythm and blues and other segments of the field. It was Sholes, of course, who pulled off the greatest artist coup of the modern record business by acquiring Elvis Presley from Sun Records in 1955—since which time Presley has sold \$75 million worth of records.

In later years with the company, Sholes did much administrative activity—both in the the New York and West Coast offices.

Yorke, who joined Victor in 1946, has been in all phases of the Victor operation, including field sales, planning and promotion and a.&r. At 37, after heading the label's West Coast operation, he became division vice-president and head of the commercial records creation department in January 1960.

Norman Racusin, division vice-president and operations manager, stated: "Yorke's services shall be missed. During the

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last decade . . . he has made many important contributions to the success of the RCA Victor Record division. In addition to spearheading major talent development, Yorke played a significant role in establishing our current position in the Broadway show and sound-track areas."

## NAB Hears Record Men

By GIL FAGGEN

*(Editor's Note: See Page 4 for story on second of NAB regional conference)*

HARTFORD, Conn. — The National Association of Broadcasters shattered precedent here Monday (14) with the inclusion of a panel discussion on music record matters and music programming as a part of the first of a series of eight NAB fall regional conferences.

The NAB, which plans similar panel discussions in each of the

seven other cities to be visited during this month and November, allotted 30 minutes for the discussion and questioning from the 100 or more broadcasters packed into the Statler Hilton Hotel meeting room.

Representing the record industry (RIAA) on the panel was William Gallagher, vice-president for marketing at Columbia Records. Other panelists included Howard L. Green, owner of WOND, Pleasantville, N. J.; WENY, Elmira, N. Y., and an FM outlet; Fred Ruegg, chief of CBS-owned-and-operated ra-

dio stations and Daniel W. Kops, owner of WAVZ, New Haven, Conn.

Ruegg, whose seven CBS outlets feature little music, told the assembled broadcasters that a station must have a music policy for two reasons. First, to "define the character of the station" and second, "to avoid payola."

#### Warns Station

Ruegg warned station management not to abdicate the responsibility of music programming to talent. "Radio can't stand another outbreak of pay-

*(Continued on page 52)*

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## Billboard BACKSTAGE

**T**HE international phonograph record market represents an all-industry consumer dollar volume that reaches far over the billion mark.

As a record label here in the U. S. gains recognition through its single or album hits, that product is eagerly sought by world-wide manufacturing and distributing companies. On the other hand, European, Far Eastern, South American or Canadian hit products make a market themselves and send U. S. record firms scrambling for manufacturing rights to these international hits.

Billboard's market research department recently issued a report on the world record market showing a percentage breakdown of world record sales. U. S. now accounts for only 53 per cent of the total market. Marketing and promotional activity being carried on by world-wide record companies has done much to build healthy global sales grosses.

While all major labels have been active in the international field, it is interesting to note the development of the independents in this area. Bobby Weiss is one American, based in Europe, who has made a full-time profession out of the independent international record market.

It was Bobby who, under the direction of Glenn Wallichs and Alex Porges, early in 1950, placed Capitol and its artists prominently throughout the world. In recent years Bobby has been instrumental in developing the world-wide manufacturing and distributing facilities for the now big Warner Bros. record label.

We've observed Bobby at work overseas in setting up complex licensing agreements. His knowledge of international record marketing and promotion practices helps both licensee and licensor. His closeness to the international record, music publishing, radio-television and talent areas has enabled Warner's artists to receive world-wide acclaim.

Several months ago, Columbia Records in a special Billboard supplement kicked off the CBS Records label around the world. Last week, RCA Victor launched the Dynagroove process on an all-out basis with a special Billboard announcement.

The development of the Common Market, the increased interest by consumers in music records and talent the world over make the international record market an exciting aspect of the total record music business.

*Hal B. Cook* PUBLISHER

## Merc Says It Had Best 30 Days Ever

CHICAGO—Mercury Records chalked up the best 30-day sales period of its history during September, according to Irwin H. Steinberg, executive vice-president, who said sales were up 54 per cent over the previous high. Steinberg credited all of the Mercury divisions—Mercury, Philips, Smash and Fontana—for the achievement.

Steinberg also revealed that the Mercury Phonograph Division also "bypassed its initial sales projection completely and all available product inventory is dissipated at this time." Steinberg said the "over-all corporate sales spurt was the result of the past two years of management's planning and development program."

### Winokur Predicts

Perry Winokur, phonograph division sales manager, predicted the firm would become a major factor in the phonograph and related areas of the appliance field during the next five years, said Steinberg.

Kenneth Myers, vice-president in charge of Mercury sales, reported pop sales brisk with such artists as Brook Benton, the Chad Mitchell Trio, Clebanoff, Sarah Vaughan, the Platters and Xavier Cugat. Myers said further that c.&w. strength was coming from Faron Young, and jazz sales from Buddy DeFranco and Gumina and the Three Sounds. Myers reported that the firm's recently introduced Storyteller series of 99-cent LP's for children had "caught on beyond expectations."

"Catalog sales have been proved better than normal and our early Christmas releases by

Johnny Mathis, Harry Simeone and the Platters are very well received," Myers said. He noted, too, that the Smothers Brothers were "really hot," and cited classical strength with Janos Starker, Byron Janis and Gina Bachauer.

Among singles artists, Myers mentioned Lesley Gore, the *(Continued on page 8)*

## Leslie Folds; B. Boorstein Opening Firm

NEW YORK — Leslie Distributors, one of the pioneer one-stops in the nation, was busy going out of business at press time. Stock was being liquidated and proprietor Lou Boorstein said he had no future plans to announce at the moment. The liquidation was being effected in both the Manhattan and Long Island branches.

Several years ago, the Leslie New York firm entered a Chapter 11 situation under the bankruptcy laws. Since then a settlement was made with all creditors and the company continued in business. According to Boorstein, there is no connection between the earlier Chapter 11 proceedings and the current liquidation of the firm.

Two weeks ago, the Leslie Connecticut operation in Hartford was sold off to Roskin Distributors there. More recently, Lou Boorstein's nephew, Bernie Boorstein, a long-time associate at Leslie, left the firm and started a new company of his own in Freeport, L. I., N. Y.

This firm will be known as Double B Record Corporation, and will one-stop accounts in both the juke box and dealer fields. Don Liberatore is sales manager for the new firm.

## Dave Carroll Forms Unit

CHICAGO—David Carroll, a name virtually synonymous with Mercury Records the past 10 years, has left the firm's a.&r. staff to form his own independent record producing firm. Carroll, however, continues under contract to Mercury as an artist.

The resignation was "announced reluctantly" by Irwin Steinberg, Mercury executive vice-president, and was described as "most amicable" by both Steinberg and Carroll.

Steinberg added: "We are pleased that Carroll will continue his affiliation with Mercury as a recording artist and

## SAM GOODY POLICY NOT SO HOT, DISKERIES SAY

NEW YORK—Sam Goody's suggestion (Billboard, October 19) that dealers can beat the current conservative pricing policies of manufacturers by buying from rack jobbers who will sell product at a break-even price, or even at a loss, drew a note of warning from several key executives this week.

A major company executive pointed out that such a racker, in order to be operating legally, would have to make the same price available to all of his clients, lest he be in violation of the Robinson-Patman Act. "Such a move would drive him out of business," the executive pointed out.

He added: "In the event the racker sold product, say at \$1.90, without offering the same price to other customers, then the buyer would also be guilty of violation of the law.

These points, incidentally, were carefully spelled out at the last convention of the American Record Merchants and Distributors Association by Earl Kintner, ARMADA counsel and Washington representative. In his talk to the convention on June 25 in Miami, Kintner warned that the Federal Trade Commission had on file many complaints regarding practices in the record business. He stated the industry needs Robinson-Patman "like pagan nations need God."

Meanwhile, Columbia Records, whose stabilization policy has irked Goody, is known to be carefully checking and authenticating the customers to whom rackers are selling.

## Mills Records & Tape Fill 50th Anniversary Bash

NEW YORK—What promises to be one of the most nostalgic celebrations in a long while will take place November 2 when Irving Mills, vice-president of Mills Music, marks his 50th wedding anniversary. To mark the occasion, Sidney Mills, son of Irving and Bessie and general recording manager of the firm, will present his father with a collection of 400 records and tapes — all of them made by Irving during his career as a pioneer recording and publishing executive.

Sidney has been working on

he will continue to record certain of our artists as an independent producer."

Carroll said the move would permit him "more freedom to do some of the things I've always wanted to do."

As an artist, Carroll's material has been primarily in the "good music" category. Through the years, he's consistently been one of the label's top sellers.

In addition to independent recording, Carroll's new firm will also do radio jingles and television commercials.

the collection for many months, dealing with collectors around the country—and the different jazz items are being set up in chronological order, listing date, matrix number and label and record number. A lot of the records go back to 1926 and 1927. "Naturally, some of these are very hard to find," says Sidney, "and I have been reading 18 discographies to guide me in finding some sides."

Irving, of course, was closely associated with many great jazz personalities over the decades, and he headed up the Mills Artists Bureau which in the 1930's handled such great bands as Duke Ellington, Hudson-DeLange, Cab Calloway and many others.

Irving Mills' New York offices in those days were the tops in glamor, and tradesters today still remember the gold telephones.

Amidst such high life Irving left his mark on the jazz, publishing and record worlds. He was a pioneer in coupling publishing with talent management—considered the thing today.

Mills recorded the first Benny Goodman sides under the name of The Modernist, and he cut all the "Whoopie Makers" sides featuring Goodman, Glenn Miller, Gene Krupa, Tommy and Jimmy Dorsey, Phil Napoleon, Jimmy McPartland and Joe Venuti. Mills met Duke Ellington in 1926 and recorded him until 1939. He also recorded Johnny Hodges, Rex Stewart, Barney Bigard, Cootie Williams, Hudson-DeLange, Red Nichols.

He also recorded himself under many names, such as Mills Musical Clowns, and Irving Mills and His Hotsy Totsy Boys. In fact, many credit him with starting Swing Street when he began putting such names as Louis Prima and Wingy Manone into spots on 52d Street.

Irving cut sides with Lud Gluskin's ork, with Buddy Clark as vocalist — and countless others. He was one of the Hotsy Totsy Boys — the other being cleffer Jimmy McHugh. The duo played over WMCA, Jimmy playing piano to Irving's smart vocals.

Among other activities, Irving Mills produced the Cotton Club shows for many years. Mr. and Mrs. Irving Mills for years have resided in Beverly Hills. The November 2 event will unite all of the family—which includes 5 boys, 2 girls and 16 grandchildren.

## Columbia Waxing Eloquent



**TWO EARLY ENTRIES** which caused great excitement during the current Broadway season have been recorded by Columbia Records. At left, Goddard Lieberson, president of Columbia Records, words with Laurence Naismith and Valerie Lee, two of the cast members of Meredith Willson's "Here's Love." At right is Betty Garrett, one of the stars of "Spoon River Anthology," which was given the green light by all seven of the leading New York critics. Both albums will be rushed for release.

# Minnny Conference Tackles Problems

MINNEAPOLIS — A frank exchange of views on the mutual problems of broadcasters and the record industry occurred here Thursday (17) at the second of a series of eight regional programming conferences, being sponsored by the National Association of Broadcasters.

The session, moderated by John Meagher, included a four-man panel, consisting of Jack Burgess, division sales vice-president, RCA Victor Records; Don French, program director of KDWB, Minneapolis; Larry Benston, owner-manager of WLOL, Minneapolis, and Robert B. King, from WSOY, Decatur, Ill.

Discussion ranged over such topics as meetings with record promotion men, how stations select disks for airing and attitudes of broadcasters toward record people and vice versa.

French, whose station is a part of the Crowell-Collier group, said all C-C jockeys are

## Chess Gets Dick La Palm

CHICAGO — Dick LaPalm, formerly promotion chief for Nat King Cole's KC Records in New York, has been named national album promotion chief for Chess Records' stable of labels.

Before joining KC, LaPalm was a local public relations and promotion man here handling such artists as Tony Bennett, Cole and Tony Martin. He'll reside in Chicago.

## LIGHTS STILL ON AS MUSICIANS SAY OKAY

NEW YORK — Broadway theater marquees continued to burn brightly last week when pit band members of Local 802 American Federation of Musicians ratified the settlement agreed upon by union officials and leaders of the League of New York Theaters the previous Friday (11).

The new, three-year settlement averted a strike that would have blacked out 21 Broadway musicals. It was ratified 238 to

## SPIKE JONES BACK IN ACT

HOLLYWOOD—Spike Jones, an early innovator in disk comedy, is banishing his police whistle-fog horn for the folk-Dixie sound currently gaining popularity.

Jones, who has quietly been on the Liberty label for the past several years, is being presented in a straight musical vein on the cover LP "Washington Square."

required to sign what he called "clearance certificates," in which the jockey states his position on receiving new records, meetings with promotion people, accepting favors for play, etc. French also detailed methods employed by C-C's Los Angeles outlet for seeing close to 100 local record promotion men.

King stated that he felt the disk industry should be congratulated for developing hi-fi and stereo records. As far as programming goes, King said his station was not in business to sell records but to program for its audience.

Benston, speaking of the problem of contact with promotion people, said there are no restrictions on this at his outlet. The jockeys all take part in disk selection and have meetings during the early part of each week to determine the new list of play for the week.

Next in the NAB conference series will be at the Pittsburgh Hilton Hotel, Pittsburgh, Monday and Tuesday (21-22).

# Natt Hale Dies After Illness



NATT HALE

NEW YORK—Natt Hale, a 25-year veteran in the record business, and a charter member of the executive staff of ABC-Paramount Records, died here at Roosevelt Hospital Tuesday (15). Hale, who was 47, had been ill for six weeks.

He had served earlier with Columbia, Decca and MGM among other record firms. He joined the ABC-Paramount fold at the company's inception in 1955 as director of promotion and publicity and later became assistant to the president, Sam Clark.

Hale began in show business as the operator of a motion picture house in Chicago. Later, he was a member of a night club comedy team. At one time, he was head of promotion for Liberate. He was also a writer of considerable talent and during career prepared a number of political campaign speeches.

Clark, in a tribute to Hale, said that "Natt was responsible for numerous innovations that have contributed immeasurably to the success of the label. His unusual creativity resulted in many extremely successful promotional and advertising campaigns, distributor conventions and meetings. He was an invaluable employee and a dear friend to all of us."

Hale was born in New Haven, Conn., and was graduated from Northwestern University. Army service during World War II included a tour of duty in India and other overseas posts. He is survived by his father and a sister, both of Portland Ore. Services were held in Portland.

## NEWS REVIEW

### Wonderland, Ah Wonderland

Wonderland (a division of Riverside) has brought out a varied menu of product, all under the general heading of "educational" as its latest contribution to the kiddie field. Four of these (Nos. 1488-1491) fall into the "Introduction to the Masters" series, part of the Parents Magazine Music Appreciation Library.

In this case, the scripting of Joseph Machlis is expertly (in terms of child appeal) handled by Norman Rose in explaining the life stories of Robert Schumann, Joseph Haydn, J. S. Bach and Claude Debussy. Floating behind the story of each is a full orchestral treatment of a broad sampling of the particular composer's works. There are few direct references to the works themselves but the chil-

## DOMESTIC TAKES OVER

# Bendiksen Sparks Trend For Local Norway Product

By ESPEN ERIKSEN

OSLO—The Norwegian platter market, usually very dependent on foreign material, has been dominated by domestic production during 1963. It all started when Triola artist Arne

## A. S. Bennett Announces Big Plans

LONDON — When he announced his re-acquisition of Liberty at a reception at London's Savoy Hotel (10), Alvin S. Bennett also revealed extensive plans for the company involving Europe as well as the U. S. He spoke of theatrical and television projects in which his company was now interested that would include activity on both continents.

Bennett said Liberty would continue its association with EMI. International sales director had already been discussing future policy with EMI and planned to visit the company's offices throughout Europe for the same purpose.

Liberty a.&r. chief Tommy Garrett spent time investigating the possibility of adapting the smash-hit "Mersey Liverpool Sound" for the U. S. recording market. The company has already issued Billy J. Kramer and the Dakotas in America.

## Cameo-Parkway Names Schwartz

NEW YORK—Red Schwartz, who recently exited Vee Jay Records, has been named national promotion manager for Cameo-Parkway, effective at once. He will head up the firm's field staff and distributor promotion men in connection with their duties on the radio-TV level.

Cameo, headquartered in Philadelphia, has opened a new office in New York. National Sales Manager Herman Kaplan said the new layout, at 1650 Broadway, will be used by Clark Geartner, East Coast sales rep; Dave Edelman, album coordinator and Elliot Mazur, a.&r. rep.

Bendiksen managed to reach the top of the Hit Parade with his local rendition of "Toy Balloon" in February. Since then the Top 10 has been up to 50 per cent domestically dominated.

This domestic success mirrors the kord done by Jorg-Fr. Ellertsen A-S, during a number of years. Right now he is represented three times on the Top 10 with local recordings, two by Wenche Myhre and one by Ase Thoresen. In addition, his Sonet platter, "You Don't Have to Be a Baby to Cry," by British duo, the Caravelles, enters the parade this week.

Other diskeries are on a similar domestic drive. Norsk Phonogram — which discovered Olkabilamo—is traveling all over the country to pick up new singing talent.

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## LATE SINGLE SPOTLIGHTS

### Pop

#### THE SINGING NUN

**DOMINIQUE (General, ASCAP) (2:53)**—Another import that is already getting strong jockey action around the country. Soeur Sourire is her name, she is Belgian, and this is a beautiful folk-styled side sung in her native language in multi-tracks and with a lovely soft sound. The flip is "Entre Les Etoiles (Among the Stars)" (Editions-Tutti, BIEM) (3:13). **Philips 40152**

#### THE JAYNETTES

**KEEP AN EYE HER (Winlyn, BMI) (2:40)**—The Jaynettes swing with the follow-up to "Sally, Go 'Round the Roses" here with another solid sound. Side has the same driving quality and should go the big route. The flip is an instrumental version of the same tune (Winlyn, BMI) (2:40). **Tuff 371**

#### GARNET MIMMS AND THE ENCHANTERS

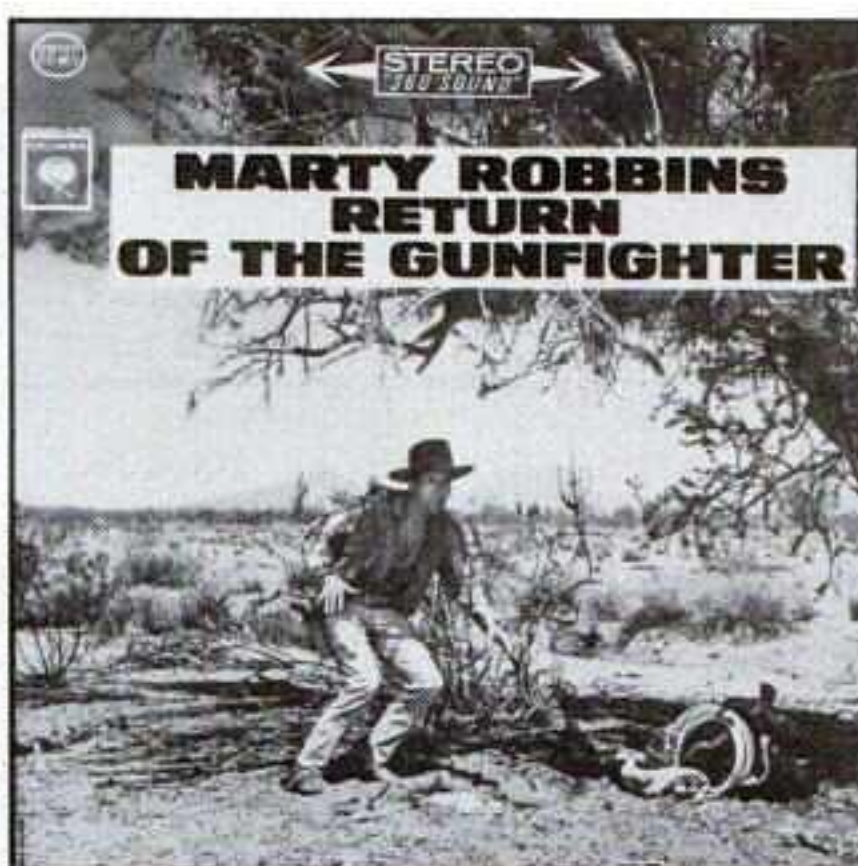
**BABY DON'T YOU WEEP (Rittenhouse-Mellin, BMI) (3:22)**—FOR YOUR PRECIOUS LOVE (Gladstone, ASCAP) (3:00)—Mimms and his exciting gospel-like group have had a smash with "Cry Baby" and here's a new one ("Baby Don't You Weep") patterned strongly on the original. It has the sound. The flip is just as smartly done, in a slow ballad framework. It could also happen. **United Artists 658**

# IN EVERY CATEGORY

## Popular...



CL 1950/CS 8750\*



CL 2072/CS 8872\*



CL 2069/CS 8869\*

## Show...



OL 5990/OS 2390\*

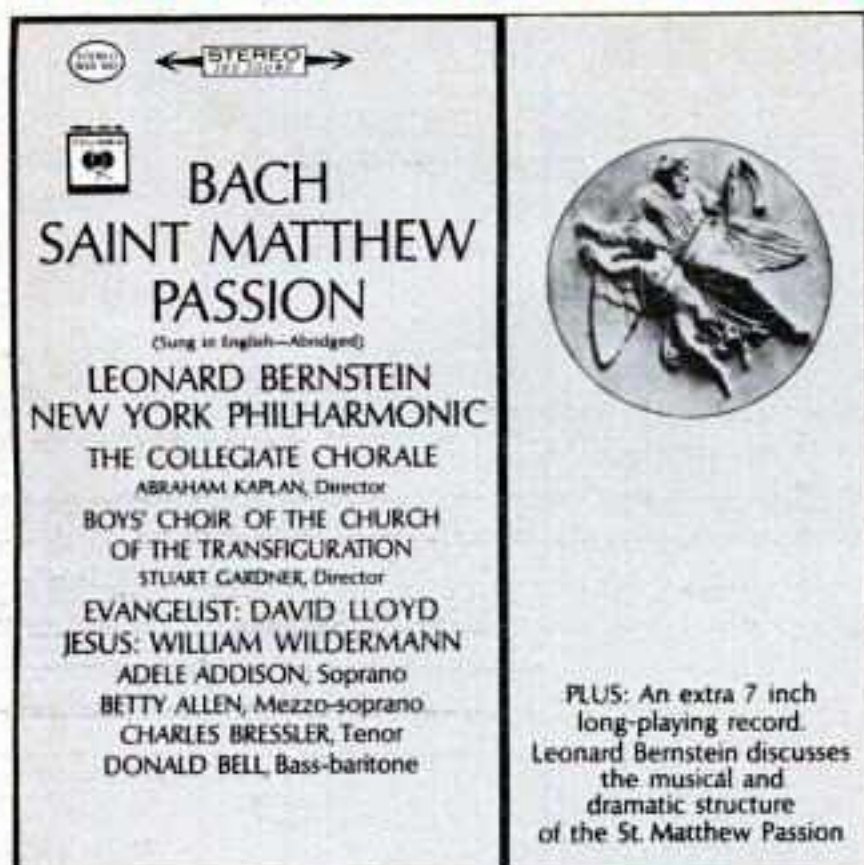


KOL 6000/KOS 2400\*



OL 6010/OS 2410\*

## And Masterworks...



M3L 292/M3S 692\*



ML 5908/MS 6508\*



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# Lots of Smoke, No Fire In Chi Distrib Picture

By NICK BIRO

(Editor's Note: This is the first of a series on the distribution picture in key market areas, with reference to such aspects of distribution as 1) broadening territories; 2) diversification, i.e., rack jobbing, etc.; 3) Number of lines carried; 4) general outlook.)

CHICAGO — A little more than a year ago, Lenny Garmisa rocked the trade by setting up large rack jobbing and leased department store operations in addition to his already sizable distributing organizations.

When later, distributors at various ARMADA meetings spoke repeatedly of going into this type of diversification to survive, it appeared just a matter of time before most of the major distributors in the Chicago area would do just that.

To date, however, the moves haven't materialized. This is not to say there haven't been overtures—in fact, often a great deal of smoke. Just no fires.

Virtually every major one-stop, independent distributorship and rack-jobbing organization has been approached directly or indirectly about possible mergers—but again, the actual moves never have taken place.

Meanwhile, the two Garmisa firms—Pioneer with its leased departments in discount houses and Eagle Sales with its racks—retrenched by cutting back their territories. What were essentially national operations became primarily regional ones.

**Just Cautious**  
All this doesn't mean the distributors have closed the door to mergers—it merely means they're cautious. Very cautious.

A spot check of major independent distributorships here last week—and in total there are

around 10—revealed that the firms are very much aware of marketing changes in the industry. It's just exactly which direction the changes are going to take that they're not sure. Until they find out they're not about to take a lot of wild chances.

None of the distributors checked by Billboard is interested in expanding territories. Most feel—and several have found out the hard way—that the local distributor, with his sales and promotion force well entrenched, can do the job better.

Also, none is too eager about

## Victor Plans Two Tracks For Mancini

HOLLYWOOD — RCA Victor is preparing two Henry Mancini sound-track LP's for blockbuster films booked into New York's Radio City Music Hall.

Project, under the supervision of a.&r. producer Joe Reisman, centers around the comedies "Charade" and "Pink Panther" booked during the Christmas and Easter holidays, respectively. "Charade" stars Cary Grant and Audrey Hepburn; "Panther," Peter Sellers.

Reisman recently returned from New York after cutting label's new instrumental group, the Page 7, at Basin Street East. He's also just completed the Cascades' second single, due for an early November release and is preparing a single session for Mike Landon, "Little Joe," of the "Bonanza" TV series.

taking on other non-record products. Several have experimented with such items as subsidiary supplies and phonographs, but the romance has been short-lived.

One large independent distributor with a past history of carrying other items said that "if the right accessory or electronic line comes along—we'd invest. But we would have to feel it (the product) has a good chance and is a meaningful product to us—not just something for the sake of diversification."

### About New Lines

How about new lines? That's another story. Over the past number of years, the number of independent distributorships in the city has decreased. This of necessity means that fewer distributors are handling more lines.

Consensus, however, is that the water has gone out of the market and with the exception of minor fluctuations, the number of distributors in the city

*Continued on page 8*

## Nashville or Bust, Says the ASCAP Troupe

NEW YORK — A contingent of ASCAP personalities will descend on Nashville on Thursday (31) to attend the WSM annual country music festival, which will occur in conjunction with national country music week. ASCAP recently became a part of the Nashville scene for the first time when it opened an office there in the West End Building.

Attending the Festival on behalf of the Society will be Sylvia Dee and Arthur Kent, writers of "The End of the World," a substantial hit earlier this year for Skeeter Davis; writer-publisher Johnny Marks; Eddie Heyman (clefver of "Boo Hoo" and "Body and Soul"); Jack and Stanley Mills of the venerable Mills Music publishing empire; ASCAP Sales Manager Jules M. Collins; public relations head Dick Frohlich, and David Nelson, ASCAP Southern division manager.

The Society will toss a fete and reception on Friday (1) at the Andrew Jackson Hotel. The party is being arranged by Juanita Jones, in charge of the Nashville office, and Asa Bush, district manager.

## 'Opry's' Roy Drusky Inked by Mercury

NASHVILLE — Roy Drusky, popular "Grand Ole Opry" artist, was signed to an exclusive recording contract last week by Mercury Records.

Drusky is known for such hits as "Anymore," "Three Hearts in a Tangle" and "Another." The pacting was negotiated here last week between Drusky; Irving B. Green, Mercury president; Shelby Singleton, Mercury vice-president and a.&r. chief, and Hubert Long, Drusky's manager.

On Mercury, he joins a number of other big c.&w. names including Faron Young, Earl Scott, LeRoy Van Dyke and Rex Allen.



VISITORS: Arthur Major, center, and Tony Van de Haar, right, Philips of Australia officials, drop in Billboard office in New York to say hello to Lee Zhitto, editor in chief.

## Portnoy Group Buys Potter Distrib

CHICAGO — Potter Distributing Company, renamed Apollo Record Distributors of Chicago, Inc., has been purchased by a group of Eastern investors, headed by Ed Portnoy, who owns the Floyd Bennett stores in New York.

Potter was formerly owned by Kirk Potter and Joe Cerami, who left the firm some weeks ago. In the interim, Potter was run by Riverside Records, Potter's chief supplier.

Bert Loeb, manager of the new Apollo Record Distributors, Inc., emphasized that the firm no longer has any connection with Riverside. Portnoy is president of the new corporation, Loeb is vice-president and treasurer.

Much of the organization has also been changed. John Muso continues as promotion manager and Edward Kaminski continues on the sales staff. Arnold Orleans, previously manager of King Distributors here, has

joined the sales department, and a number of other administrative changes were made.

Apollo's lines remain the same. Chief ones are Riverside, Jazzland, Battle, Wonderland, Fleetwood, Tood-Briar, Montilla, Peerless, Request, Vesuvius and a host of smaller singles lines. Loeb says he plans to add a number of new lines shortly.

## Frank Walker Dies at Age 74

• *Continued from page 1*

I just got today" from one of these artists.

In his earlier days Walker was one of the pioneer roamers of the South seeking out new talent. He was one of the earliest to employ the portable recording technique for country and what were then known as race artists in hotels, garages, wherever the equipment could be set up. He made some of the early Moran and Mack recordings and hustled them in demonstrations put on in empty stores using a wind-up phonograph.

During his tenure as head of MGM Records, where he was a vice-president of the parent firm MGM, Inc., he originated the concept of the sound-track album. He also helped establish the Canadian firm, Quality Records, Inc., now partly owned by MGM, Inc. During World War II, at the request of President Roosevelt, Walker organized the record industry for the war effort and established the V-Disk program.

Walker is also credited with having been a major force in developing the custom pressing business.

Funeral services were held Friday (18) at St. Anastasia's Roman Catholic Church, Douglaston, N. Y. Walker leaves a wife, Laura; a son, John; two daughters, Joan and Jean; a brother, the Rev. George Walker of St. Nicholas of Tolentine Church, the Bronx, and nine grandchildren.

### 20th Change

NEW YORK — The 20th Century-Fox label has made a change of distributors in the Miami area. New outlet for the label in the city is Tops which is under the direction of Babe Elias.

## Jazzman Jack Crystal Dies

NEW YORK — Death claimed another music man this week when Jack Crystal, long-time jazz promoter and record man, died Tuesday night (15).

Crystal, who was 54, had most recently been promoter for the weekend jazz sessions at the Central Plaza Hotel in Manhattan. In record circles he was best known as the operator of the Commodore Record Shop, a hangout for many jazz fans in the past, which has been out of existence more than five years.

He is also remembered as one of the producers, with Milt Gabler (Decca a.&r. executive) and the late Lou Blum, of the Commodore Record label, an independent jazz label that featured such stars as Eddie Condon, Billie Holiday and Lester Young. Crystal is survived by his widow; three sons, Joel, Richard and Bill, his mother Mrs. Sophie Crystal, a brother Bernhard and sister, Mrs. Sophie Gluckman.



JACK JONES, one of the successful second generation singers in the business today (he's son of Alan Jones), is shown here signing his renewal disk pact with Kapp Records. Beaming at right is Kapp President Dave Kapp.

## Chi Firms In Merger

CHICAGO — Jimmy Martin, long-time distributor here, is combining his two firms — James H. Martin and Company and Music Distributors managed by Jack Solinger—under one roof.

Both firms will now operate out of the James H. Martin quarters. All personnel and lines will remain the same.

Martin said he hopes to cut overhead and administrative costs by the move. The two Martin distributing houses handle some one dozen of the city's top lines.

## Decca Managers Meet in N. Y.

NEW YORK — Decca branch and division managers went into two regional meetings last week. Sydney Goldberg, the label's vice-president in charge of national sales, and a home office delegation conducted the confabs in New York, Friday (18) and Chicago, Thursday (19), to acquaint the managers with the firm's new product for November and to fill them in on details and promotions on the new merchandise.

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THE LATEERS  
WA 1009

"HI YO CAMEL"  
THE PEEPLE  
WA 1010

"I'M GOING HOME"  
COACHMEN THREE  
WA 1011

"STOLEN HOURS"  
THE ARVETTES  
IDEAL RECORDS  
I 1000



# 8 of Smoke, No Fire, In Chicago Distrib Picture

• Continued from page 6

will remain constant—and so will their number of lines.

A large diversification-minded distributor (who, coincidentally, up to a few months ago, was dynamically opposed to distributors doing such things as racking or operating leased departments) summed up much of the thinking when he said, "I don't want more territory, just more lines. I don't mean just any lines either, I mean good, salable, quality merchandise-type lines."

The same distributor said he now was very much interested in investing in a good rack or leased department operation—"if a good one comes along." Other distributors agreed heartily, even including one-stops into the category.

## Bullish

One interesting note carried throughout all the interviews: distributors, without exception, feel very bullish about their future. This is in marked contrast to six to 12 months ago, when many were shaking their heads, predicting gloom.

Most now feel the trend toward price stabilization will help the dealer, the entire record industry and particularly them. One pundit observed, "that if it doesn't, we might as well start thinking about opening a bait shop in Eagle River."

Three schools of thought exist on the future. One group of distributors feels the trend is toward "dual distribution." This means the large discounters and retail users, especially chains, being serviced directly by manufacturers, with distributors handling the smaller accounts.

Another group feels the trend is toward more factory branches, with all but the smallest labels having their own outlets. This could take a variety of forms, and of course the centralized warehouse concept would be very much in evidence.

A third group feels the business will evolve into a number of "super" distributors servicing each area. Each "super" distributor would handle all lines (much as is done by news and

magazine jobbers) and would be responsible for a territory.

Which direction the business takes is a matter of conjecture, but it is a fact that the distributors are very cautious about jumping into anything.

Many feel price stabilization is a necessity for any form of organized growth—that is, growth accompanied by an organized distribution pattern.

Thus they expect such large discounters as Korvette and Shoppers World to eventually stop using records as loss leaders, with this in turn serving to help the traditional record dealer survive.

They point also to such developments as Columbia, Warner Bros., MGM, Mercury and ABC-Paramount moving to increase their factory-owned distributorships as an indication of the labels' desire for stability, concentrated distribution and a corresponding confidence in the business.

## Sales Sanity

One other point bears mention—and in fact, no discussion of distributor activity is complete without it—financing.

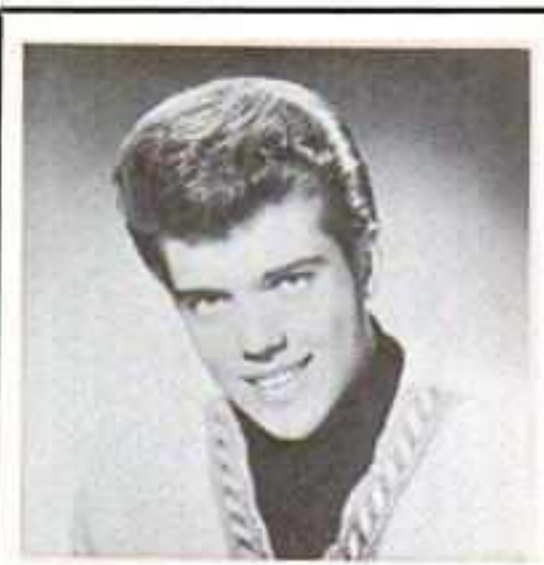
Most distributors are of the opinion that the record business will continue to grow, but they don't expect the rabid, mushrooming, wild growth of a few years ago. They feel that stability will necessarily be accompanied by more sanity in sales.

In effect, they expect to do less business but make more money doing it.

With this thought in mind, the distributors are very conscious of money, financing, credit and, in general, the dollar.

A good current example is James H. Martin, who is moving to combine his two distributorships—James H. Martin and Company, and Music Distributors—under one roof, and thereby saving some \$30,000 per year by centralizing his operation.

Another example is Summit Distributing, which recently parted company with Warner Bros. by mutual agreement, because as a Summit spokesman



ORDERS! ORDERS! ORDERS! That's what is keeping the wires busy at Hickory Records these days. And it's all because of Kris Jensen's "Big as I Can Dream." Hickory 1224 is the number that is causing all the action.

(Advertisement)

as least said, "our inventory cost is way down, and our cash position is materially improved."

Another example—or perhaps a better term would be proof of the need for prudence—is Potter Distributing Company, which recently was taken over by Riverside Records, its biggest line and consequently, biggest creditor.

Potter fell into the now-common pitfall of allowing too much credit to its accounts. Once allowed, the debts were difficult to collect unless the distributorship was able to keep generating hits the accounts needed. The distributorship finally ran out of time—and money—and Riverside stepped in to salvage what it could.

## Capitol Tests Middle Music With Game LP

• Continued from page 1

lies between the serious or heavy classical realm and the regular pop field. The so-called "middle music" is the repertoire covered by the Promenade Series. These lighter classics, he feels, enjoy a substantial market because their following consists of both long-hairs as well as people who are basically uninitiated in classical music. Such selections as Offenbach's "Barcarolle," Debussy's "Clair de Lune," for example, have a universal audience which goes beyond the boundaries of the usual pop and classical categories.

### Moves Into Another Era

In launching an all-out push of its Promenade Series, Capitol moves into another area of the classical field to round out its complete coverage of the long-hair market. Through the Angel label, it is already firmly entrenched in the full-priced, serious side of the classical field. Recently, it unveiled its "Paperback" Series to step into the moderate-priced area of long-hair. Promenade Series provides an identifying banner to the lighter repertoire selling at a suggested \$3.98-\$4.98 (mono-stereo) price level.

The 100-melody Promenade Preview Disk test will start next week in the two market areas named and will run for approximately a four-week period. It will be announced in full-page ads in the Sunday papers in the Los Angeles and Baltimore-Washington areas. Ad copy stresses the sensational approach, using the tag: "You've Never Heard Anything Like It!" It plays up the \$1 price for the al-

## EDITORIAL

# The Tie-Up Is Right

An important step toward a more fruitful relationship between the record and radio industries occurred Monday (14) in Hartford, Conn., when Bill Gallagher, Columbia Records' marketing vice-president, appeared on the NAB's panel devoted to music problems (see separate story). Gallagher, who appeared as the representative of the Record Industry Association of America, urged upon the broadcasters the necessity for a closer liaison between two industries which are so heavily dependent upon one another.

With diplomacy and forthrightness, Gallagher fielded some difficult questions from the broadcasters—having to do with the latter's jaundiced view of record promotion men.

He noted the music industry's problem in obtaining sufficient air time for new artists and new songs; and he spelled out the significance of the creative element to both industries. He finally urged the broadcasters to be vocal about their music programming problems in order that the RIAA might help solve them.

It is to be hoped that this kind of give and take is merely the beginning. It is no secret that radio management's view of the record industry is not a kind one. Similarly, it is true that record people often take a dim view of the broadcasters.

Each one's view of the other is distorted and results from lack of knowledge—ignorance—more than any other factor.

The irony, of course, is that each needs the other. Records helped rescue radio from the doldrums years ago—when the stations could no longer afford house bands and needed economical, name programming. Similarly, record manufacturers found in radio the supreme exposure medium.

Each industry can best advance by talking out its problems and embarking upon an era of co-operation.

Meanwhile, we commend the RIAA and the NAB for initiating an interchange of ideas. If pursued with understanding, this interchange will have real benefits for the record industry, the radio industry and the consumer—upon whose good will and interest both industries depend.

## Mercury Has Best 30 Days Ever

• Continued from page 3

Pixies Three, Ray Stevens, Diane Ray, Benton and Mathis.

Philips national sales manager Lou Simon said much of the label's success is due to the stature it has been able to achieve because of its product.

He mentioned good action on Philips' de luxe-packaged Connoisseur Collection, with hottest albums being "The Singing Nun" and "The Missa Luba."

Simon also credited Lou Reizner, import co-ordinator, with selecting salable product from the international Philips organization, latest of which is "Bach's Greatest Hits" by the Swingle Singers.

Simon said heavy sales support is coming from such artists as Woody Herman, Dizzy Gillespie, Jerry Mulligan, Paul and Paula, Teresa Brewer and Wes Harrison.

Charles Fach, Smash sales manager, said "My Boyfriend's Back," by the Angels, was the biggest single record in Smash history. He said that the group's LP was likewise the label's largest album hit.

Fach said it was too early to evaluate the label's new Cum-

bum, and the "100 World's Great Melodies on One Amazing 12-inch LP."

Ad copy suggests that the reader go to his favorite record shop, or use a coupon for factory-direct service. Reason for the coupon is that Capitol is anxious to get consumer results as quickly as possible as to the LP's acceptance. Actually, the album's \$1 price does not provide the label with any profit on a direct-mail basis, hence, the firm strongly features the pitch first that the consumer go to his dealer.

Fact that Capitol is market testing this device marks one of the rare times in the record industry that a manufacturer first tests product or a sales approach before kicking it off nationally. On the basis of the test's results, Capitol will determine the manner in which it will handle the disk in its national Promenade campaign.

berland c.&w. subsidiary, but that the first release of eight albums would be out within a week and that he anticipated an excellent consumer reaction.

Equally important is the addition of such new artists as Jerr Lee Lewis, Fach said.

Commenting on the complete Mercury corporate picture, Steinberg said: "Our organization has researched and reorganized our distribution pattern, added an imposing array of established artists, developed a group of young, exciting new artists, and coupled them with the talent and experience of our a.&r. staff.

"With the help of James Ladwig and Desmond Stroebel, Mercury's creative design department, we have employed a new, highly creative look to our packaging and have gone into the consumer market extensively to help our dealers and distributors promote the sale of our product."

## Kapp Names Dennis Ganim

NEW YORK—Kapp Records has upped Dennis Ganim, the label's Midwest promotion director, to the new post of national promotion director for the recently acquired Congress Records subsidiary. Ganim was Kapp's Midwest representative for two years and spent time prior to that with M. S. Distributing, Cleveland. Replacing Ganim in the Midwest is Barry Freeman, former national promotion chief for Harmon Records. Freeman will report to Moe Preskell, Kapp's national promotion boss.

The Kapp label has also resigned Jack Jones to a long-term contract. The singer will be cutting new albums and singles shortly.

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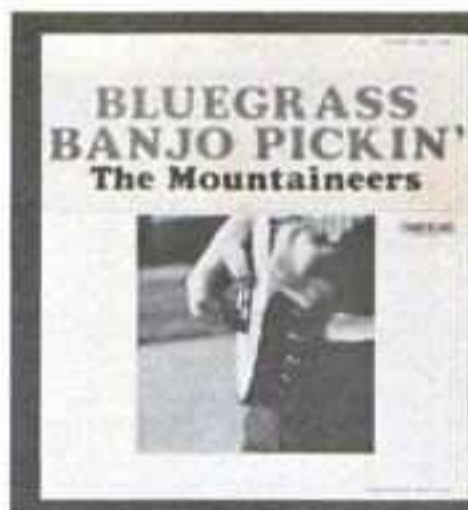


# Now! A TOTALLY NEW COUNTRY & WESTERN LINE AT VOLUME SELLING PRICES

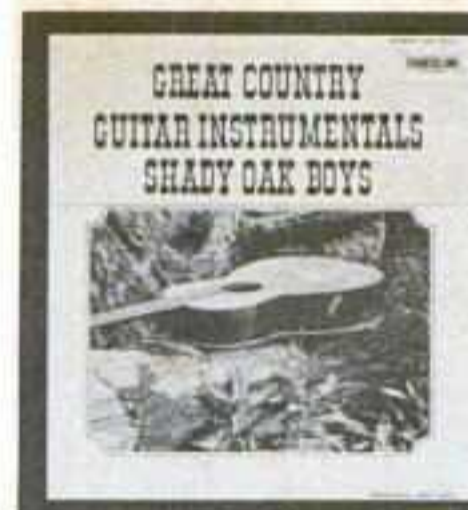
## CUMBERLAND RECORDS



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SRC 69501/MGC 29501  
Bluegrass Banjo Pickin'  
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the Five String Banjo  
The Mountaineers

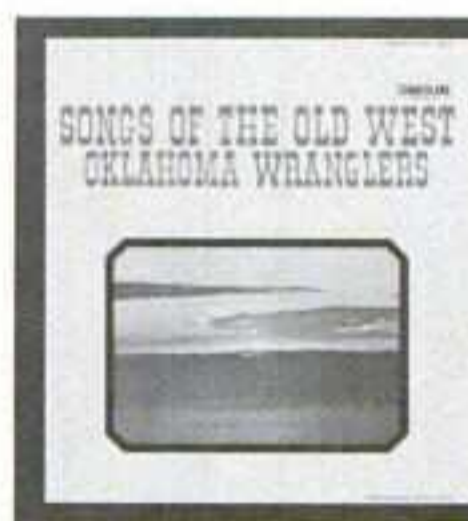


SRC 69502/MGC 29502  
Great Country Guitar Instrumentals  
Guitar Instrumentals Played  
on the Flat-Top Martin  
The Shady Oak Boys



SRC 69503/MGC 29503  
Country Steel Guitar  
Ten Top Steel Guitar Instrumentals  
Pete Drake

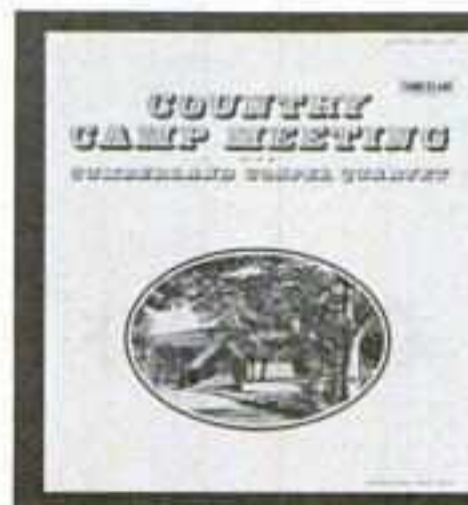
- \* All newly recorded in Nashville
- \* All top quality vinyl pressings
- \* All album jackets in full color
- \* All albums skin wrapped



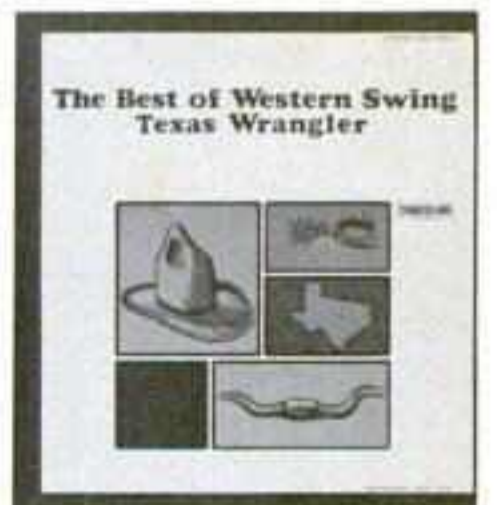
SRC 69504/MGC 29504  
Songs of the Old West  
Vocal Stylings of Western Songs and Tales  
Oklahoma Wranglers



SRC 69505/MGC 29505  
Good Ole Mountain Music  
Authentic Blue Grass Pickin' and Singin'  
Tennessee River Boys



SRC 69506/MGC 29506  
Country Camp Meeting  
Real Down Home Gospel Singing  
The Cumberland Gap Gospel Quartet



SRC 69507/MGC 29507  
The Best of Western Swing  
The Greatest Hits of the West  
The Texas Rangers

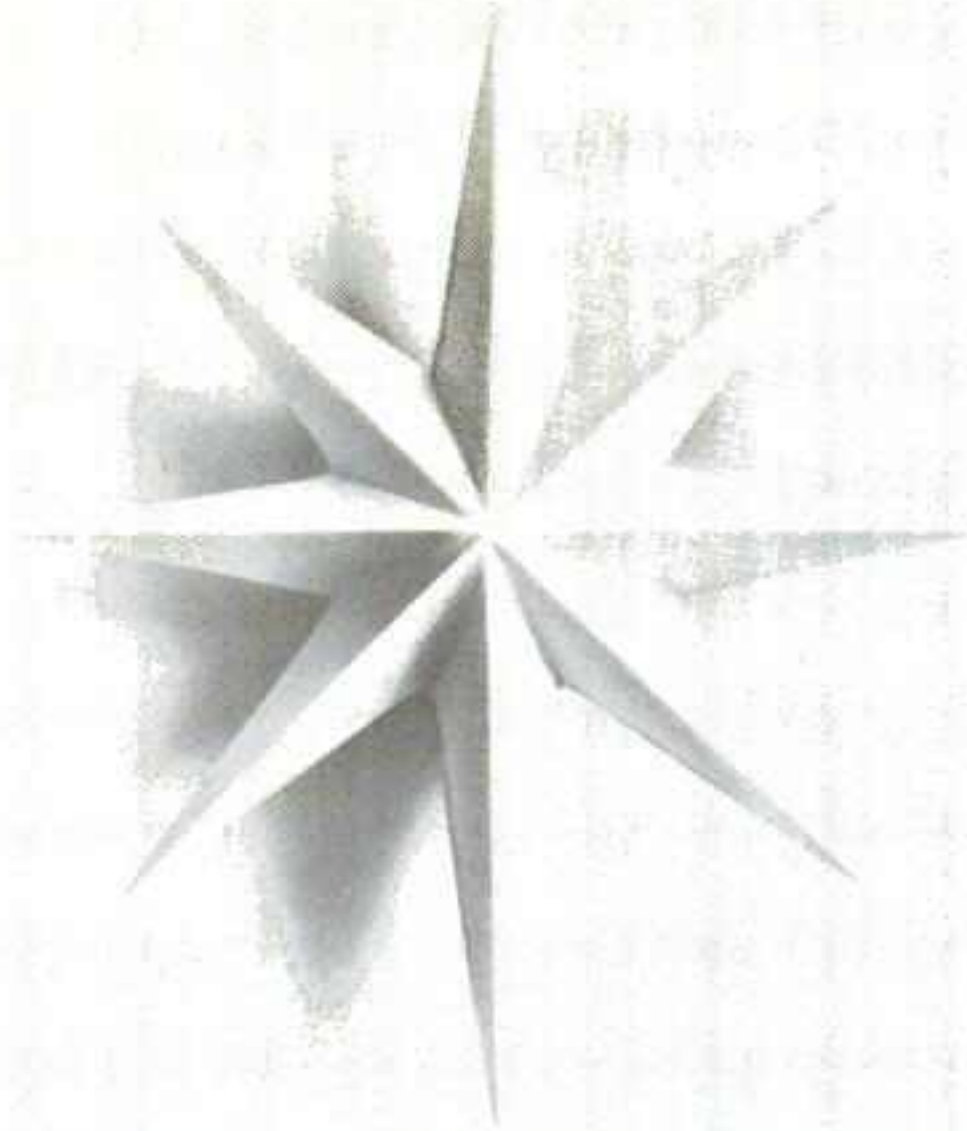


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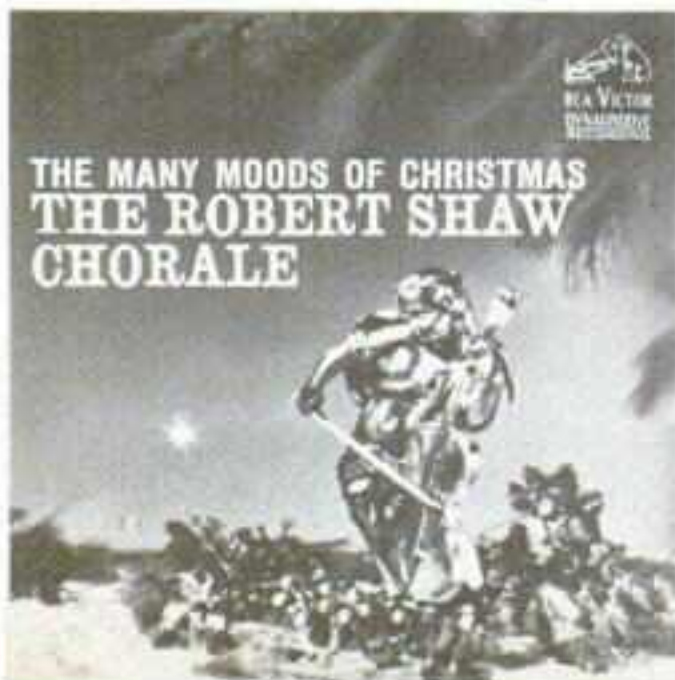
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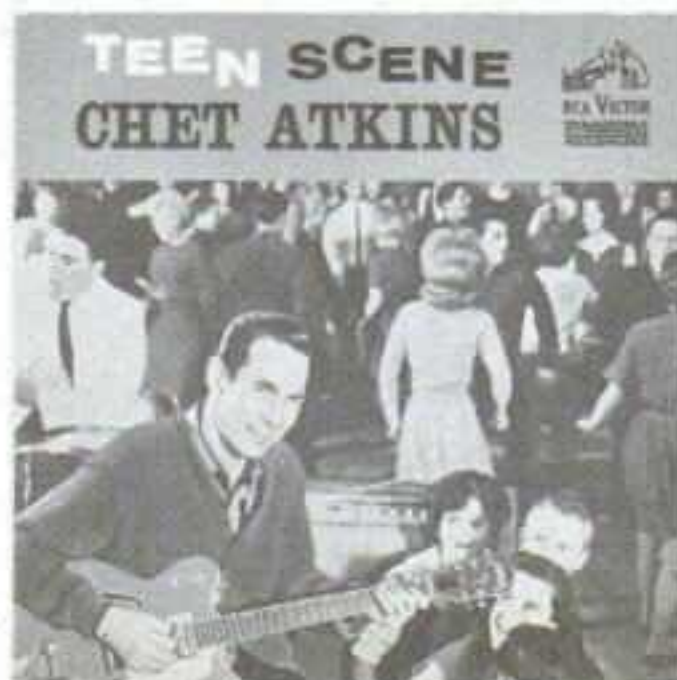
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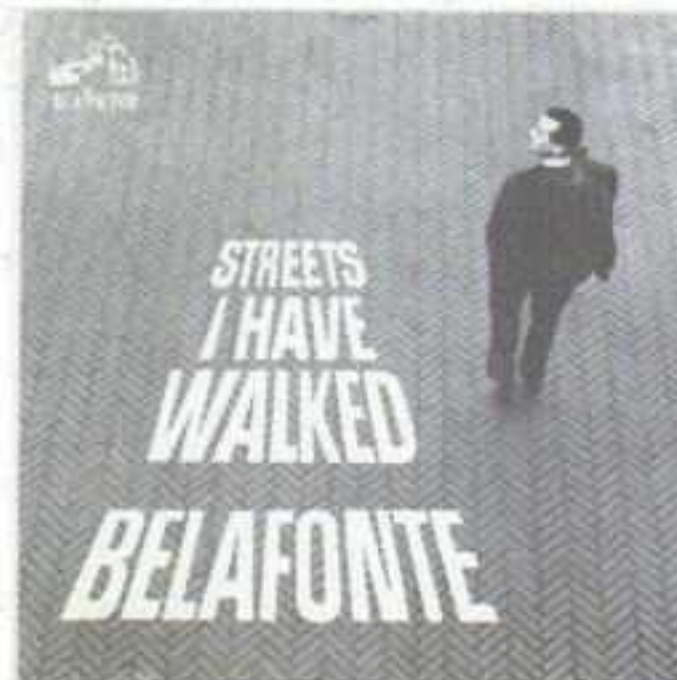
# Do your Christmas with the brightest



A spectacular new Christmas album in **Dynagroove!** Arrangements by Robert Russell Bennett. LM/LSC-2684.



Chet's teen romp is bound to be a gift favorite. "Rumpus," "Walk Right In," "Alley Cat," 9 more. LPM/LSP-2719.



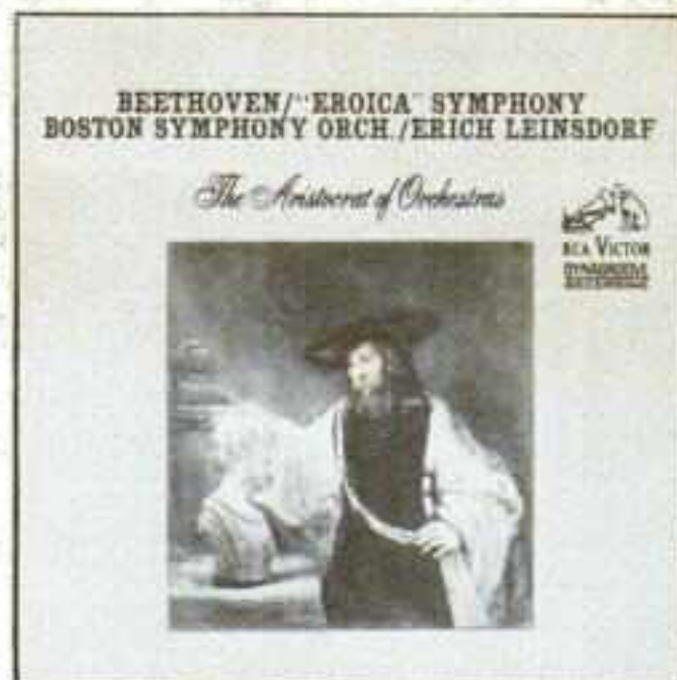
Belafonte is always a sure bet for gift sales. "Waltzing Matilda," "Tunga," "Sakura," 9 more. LPM/LSP-2695.



A top seller — a big gift item! What man wouldn't like hearing Ann-Margret anytime? Stock up! LOC/LSO-1081.



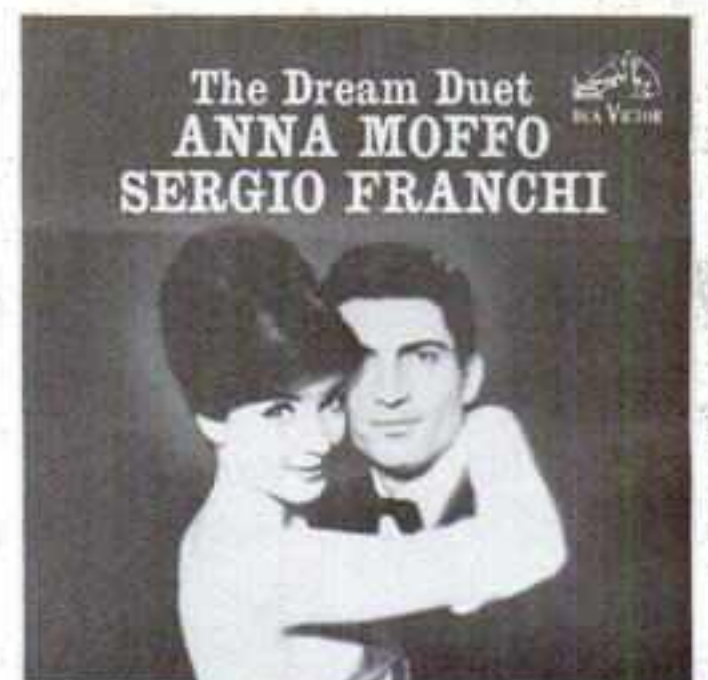
A new hit album in time for Christmas! Anka sings 15 great new standards such as "Moon River." LPM/LSP-2744.



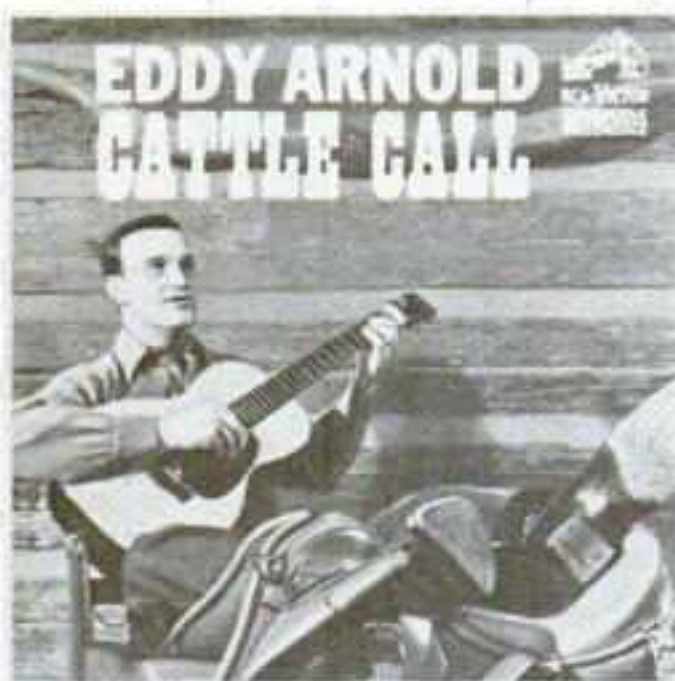
Outstanding! Erich Leinsdorf's 1st Beethoven album with the Boston Symphony. Great gift! LM/LSC-2644.



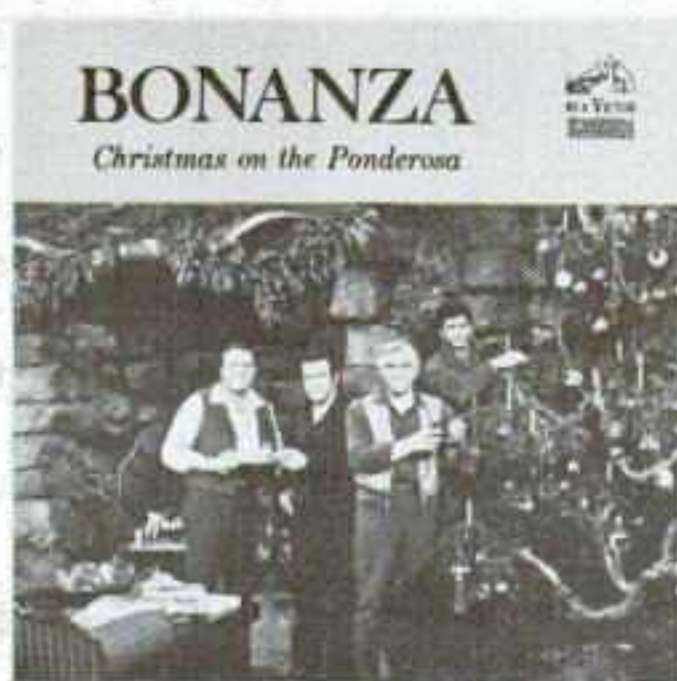
Tops for gift lists! This chart entry has "Wedding Dance," "Galop Chromatique." Stock up! LM/LSC-2677.



A sure-fire coupling of top stars! Nostalgic ballads such as "Sweethearts," "A Kiss in the Dark." LM/LSC-2675.



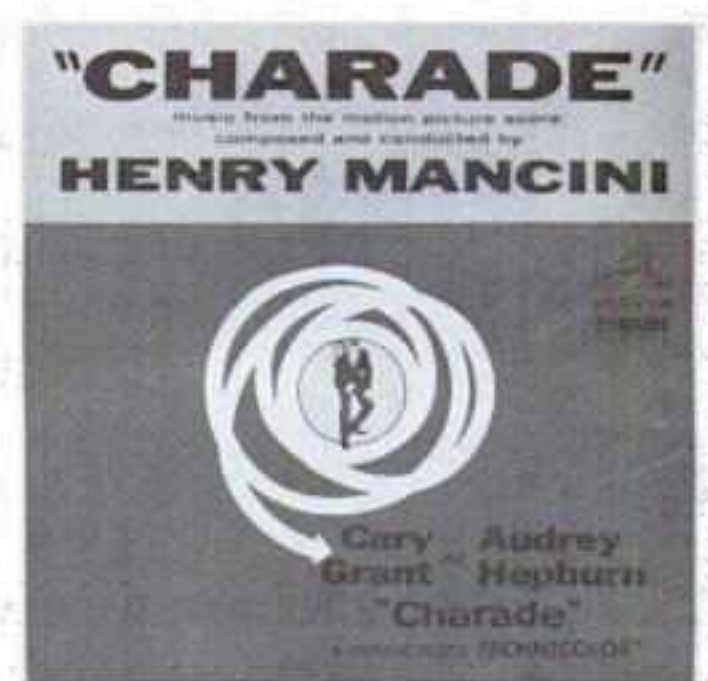
Classics such as "Cool Water," "Streets of Laredo" for Country and Western music fans. LPM/LSP-2578.



Christmas with TV's famous Western family! "Oh, Fir Tree Dear," "Merry Christmas Neighbor." LPM/LSP-2757.



Van Cliburn's sensitive interpretation of the Beethoven Concerto makes a most delightful gift. LM/LSC-2680.

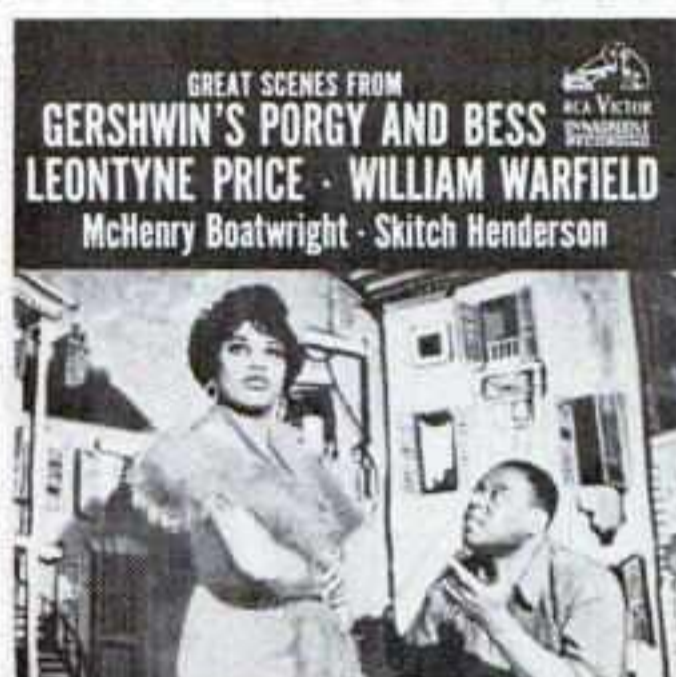


Another Mancini winner! Music from the new hit movie scored and arranged by Henry Mancini. LPM/LSP-2755.

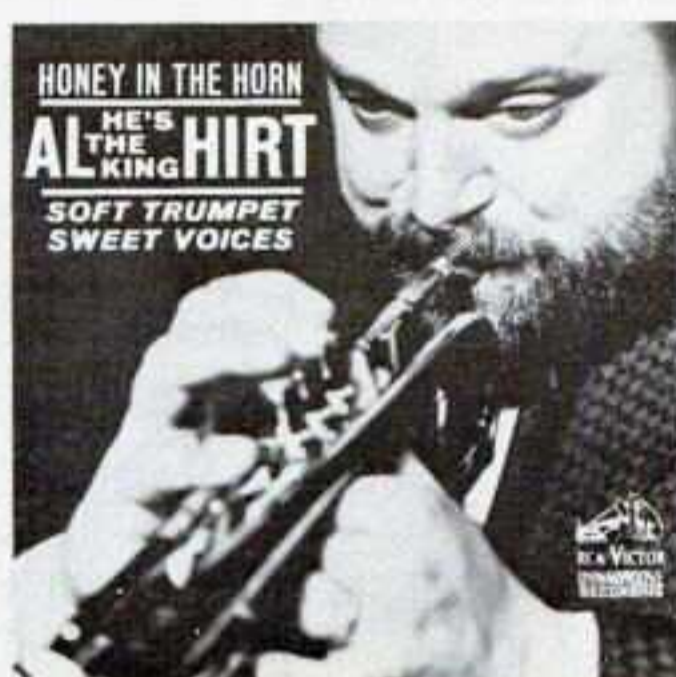
Win beautiful 'Linde' Star jewelry set  
*'Linde' is a trade mark of Union Carbide Corporation*  
 in big exciting window display contest!



# stocking early... stars on **RCA VICTOR**



"A glorious thing it is!" Cue. Miss Price sings all 3 female roles in this great new album. LM/LSC-2679.



Big man! Big sales! Al backed with voices on "I Can't Get Started," "Java" and 10 more. LPM/LSP-2733.



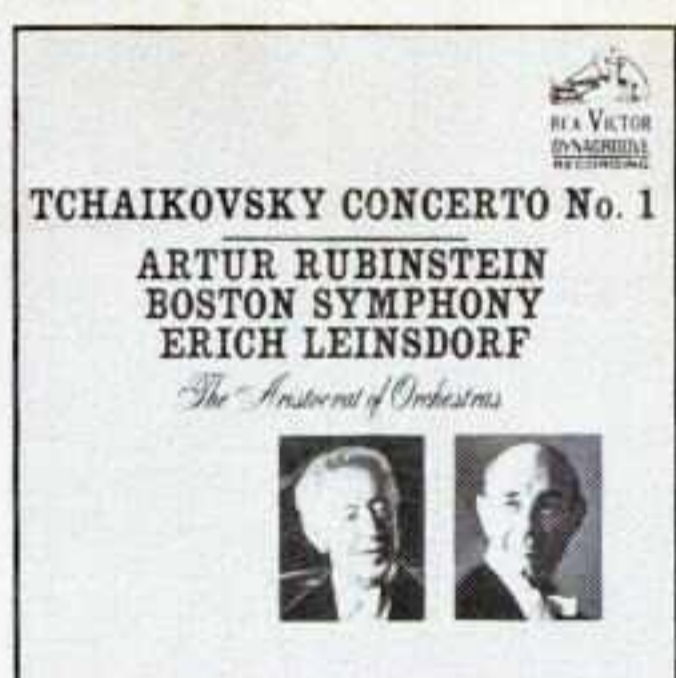
At the height of her career, Price in the role that made her famous! Album is beautifully packaged. LD/LDS-7022.



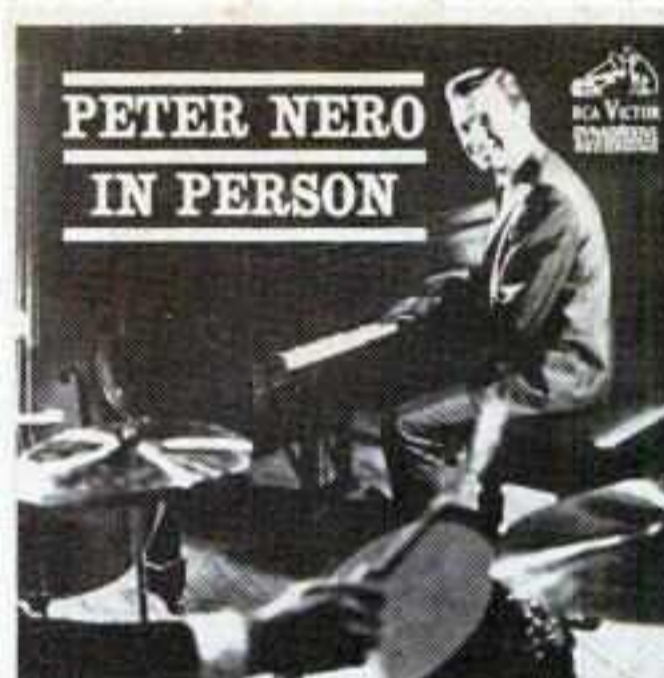
The album from the smash hit long-run Broadway musical is sure to be a big Christmas gift! LOCD/LSOD-2004.



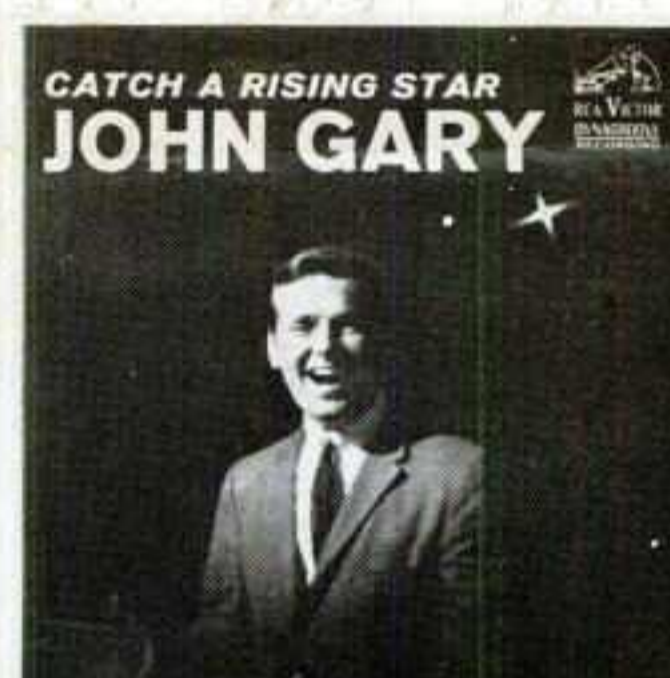
Watch this one sell! Mr. C. sings the songs his fans love. "My Coloring Book," "Carnival." LPM/LSP-2708.



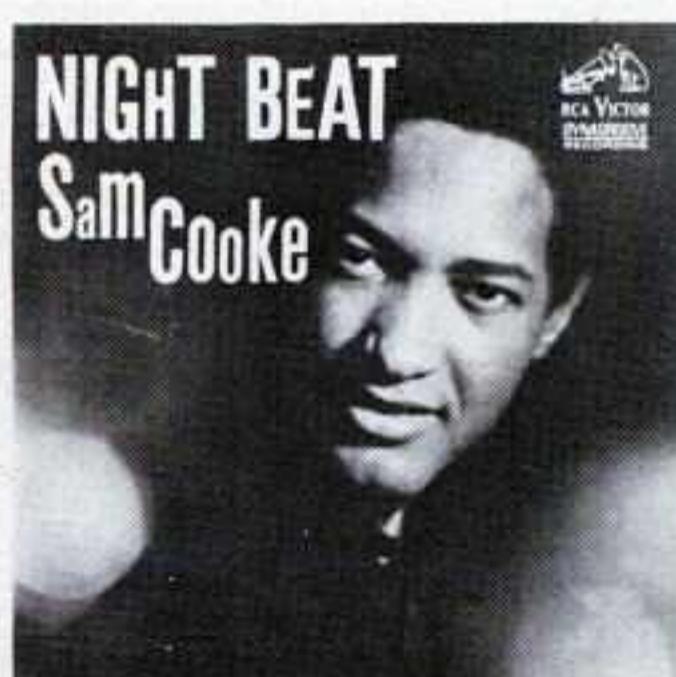
The 1st recording by Rubinstein and Leinsdorf together! A *Dynagroove* album with real appeal! LM/LSC-2681.



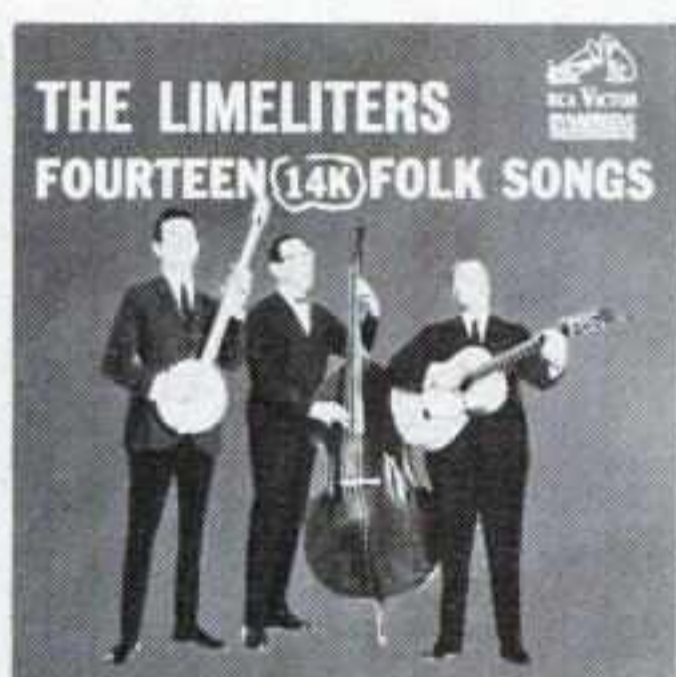
Top man on piano in his 1st album recorded "live." "Button Up Your Overcoat," 7 more. LPM/LSP-2710.



An exciting 1st album by a sensational new star. "This Is All I Ask," "Yellow Bird," 10 more. LPM/LSP-2745.



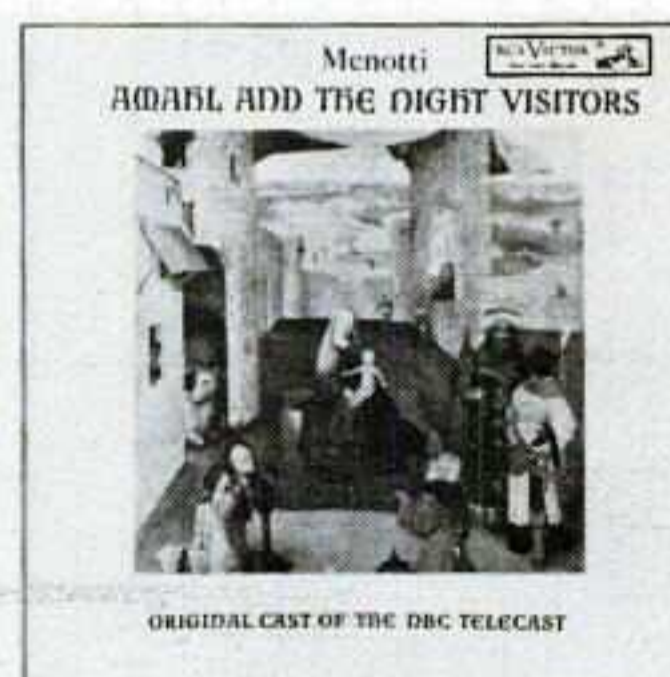
This album has Sam's newest hit, "Little Red Rooster." Great Christmas gift for his many fans! LPM/LSP-2709.



Today's top folk trio with a 14K gift! "John Riley," "The Midnight Special," "Gambler's Blues." LPM/LSP-2671.



The great Odetta gives special magic to "900 Miles," "Blowing in the Wind," "Yes I See," 9 more. LPM/LSP-2643.



The original album from the NBC telecast of the Menotti opera written for TV. In monaural only. LM-1701.

**RCA VICTOR**



The most trusted name in sound

*Ask your distributor for details of this  
Christmas promotion. Stock up now!*

**BASIN STREET EAST**

**Dick Gregory Wry, So Who Needs the Scotch?**

If there is one thing unifying the diversity of the current show at Basin Street East in Manhattan it's humor.

Headliner Dick Gregory is as wry as Levy's seedless and even

**IN CHICAGO**

**Chad Mitchell's Better Than Ever**

The Chad Mitchell Trio is better than ever. Just ask the close to 2,000 screaming teenagers and young adults who packed Chicago's Orchestra Hall last week for the opening of the city's fall concert season.

If the audience reaction is any criterion, Chad and the boys should sell a lot of albums. Impresario Frank Fried should have the most successful folk concert season of his young life, and Chicago patrons are in for a great year of folk hootenannies.

The trio's strength is its dry wit and caustic humor. The barbs flew freely in "Lizzie Borden," "The John Birch Society," "The Twelve Days of Christmas," "Ole Miss," and a few more. Such lines as "... my girl was only 17 when she was chosen riot queen" (from Ole Miss) came as close to bringing down the house as anything we've ever heard.

The trio should get points, too, for a wonderful sense of timing. There were ballads like "Blowin' in the Wind," a couple of great solos by Chad—"Nobody Knows You When You're Down and Out" was one—good lively folk tunes like "Joy, Joy, Joy"—and a couple of traditional folk songs like "Moscow Nights" and "When Johnny Comes Marchin' Home."

The trio also gave the audience a sample of its next Mercury album with such tunes as "The Banks of Sicily," "Stu Ball," "The Hip Song" and "The School Song."

If one is to fault the evening, it can only be in the area of Orchestra Hall's notoriously poor microphone system. The Chad Mitchell Trio relies, of necessity, on complete understanding of its intricate lyrics. The poor sound often made this difficult. This, however, is a single minus in a long string of plusses and the evening can't really be rated other than wholly successful.

NICK BIRO

manages to get a few kicks himself from the things his audience says and does. The Ramsey Lewis Trio gets the strong swing feel and adds high spirits to everything it does to the pleasure and happy astonishment of audience and themselves. Page Cavanaugh's Page Seven big little band draws much fun from playing and amuses the crowd with bandstand high jinks started most often by the bearded, dead-pan trombonist Dave Wells.

Gregory touches all topics with his acid wit. Some typical comments "I don't worry much about going to war. Kennedy isn't going to start anything as long as he's young enough to get drafted." "Notice Valachi hasn't mentioned any Negroes in his current testimony. He's got enough trouble with all those gangsters; he doesn't want the NAACP after him too." "Cosa Nostra is also ready to give him a special prize for his Senate performance. An all-expense paid trip to Chicago." "Kennedy is probably the only naval officer in history who won an election by losing a PT boat. Most others would have been court marshaled."

Argo Records' Ramsey Lewis Trio accomplishes the rough chore being loose and precise in its playing through a tight rapport between the pianist-leader, drummer Red Holt and bassist Eldee Young. Their elongated versions of "Love for Sale" and "Looka Here" were bright precise and imaginative

**NEW WHEEL IN TOWN**

NEW YORK — A new jazz society was officially brought into being last week when a group of founders and future members voted the Jazz Action Movement (JAM) into existence.

The organization is dedicated to research into and improvement of conditions for jazz musicians with emphasis on social, spiritual and psychological factors. This meeting also resulted in a decision on a sliding scale of dues and an outline for future action in the areas of union relations; an investigation of employment possibilities for jazz musicians and discrimination in the various areas of the music industry.

Yearly dues on a sliding scale start at \$5, \$10, and \$15 with sponsors and patrons naming their own amounts in excess of these figures. New members are being sought and information on the organization can be had from any of the original founding group which includes Father Norman O'Connor and Stanley Dance.

examples of musical give and take.

The Page Cavanaugh Page Seven group is a modern boppy jazz outfit that swings with two trombones, sax and four rhythm. The leader plays piano but doesn't do much singing. Something that must disappoint New York fans who remember him when he fronted a trio that sang and played in unison. Page Seven has recorded an LP for RCA Victor and cut live at the Basin Street over the weekend (18-19).

JACK MAHER



COMEDIENNE ROSE MARIE, who has a new album on Kapp, "Songs for Single Girls," is greeted at Boston Airport by another comedienne, Bobbie Barrett. With national promotion director Moe Preskell, Rose Marie covered Boston and Washington.

**TALENT TOPICS**

**CHICAGO**

Jack Sterling, morning man at New York's WCBS, celebrated his 15th year on the air by doing a broadcast at WBEM here last week, where Sterling started out and was program director before leaving for New York. . . . WBBM will soon add a new air personality to its roster. . . . RCA Victor's John Gary had to cancel a Chicago appearance because of illness last week. Gary is getting a big push from the label. . . . Mercury brass held a private screening of "A New Kind of Love," music for which was written by Erroll Garner.

NICK BIRO

**TV GUEST APPEARANCES BY RECORD TALENT**

- OCTOBER 21-27  
(All Times Eastern Daylight Saving)
- TUESDAY 22—NANETTE FABRAY, LISA DELLA CASA, NICOLAI GEDDA, CESARE SIEPI, BYRON JANIS  
All will perform on the Telephone Hour (NBC-TV, 10-11 p.m.).
  - TUESDAY 22—LOU RAWLS  
Blues singer will be one of the many guests on the Westinghouse tape-syndicated Steve Allen show.
  - WEDNESDAY 23—PETE FOUNTAIN  
Fountain will perform on the Steve Allen show.
  - FRIDAY 25—MARTHA RAYE, JANE RUSSELL, CONNIE HAINES, BERYL DAVIS  
Talent line-up of stars is to appear on the Bob Hope Comedy Special (NBC-TV, 8:30-9:30 p.m.).
  - FRIDAY 25—HELEN O'CONNELL, BILL COSBY  
The singer and comedy star will appear in guest spots on the Jack Paar show (NBC-TV, 10-11 p.m.).
  - FRIDAY 25—JAYE P. MORGAN, COPACABANA QUARTET  
Steve Allen plays host to the above talents on tonight's airing.
  - SATURDAY 26—CHAD MITCHELL TRIO, JO MAPES, LEON BIBB, MIKE SETTLE, RICHARD & JIM, THE BIG THREE, WOODY ALLEN  
All will perform on Hootenanny (ABC-TV, 7:30-8:30 p.m.) in taped sequence from Boston University. Jack Linkletter hosts.
  - SUNDAY 27—LEE J. COBB, MARTIN GABLE  
An encore performance of the critically acclaimed "Vincent Van Gogh: A Self Portrait" (NBC-TV, 3-4 p.m.). Caedmon plans to release the television sound track to this show.
  - SUNDAY 27—STEVE LAWRENCE, JUNE ALLYSON  
Both will appear on the weekly Judy Garland show (CBS-TV, 9-10 p.m.).

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

**ARTISTS' BIOGRAPHIES**

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



**LOS INDIOS TABAJARAS (RCA Victor)**

**NAMES:** Natalicio and Antenor Moreyra Lima. **BORN:** Ceara, Brazil. **BACKGROUND:** Born in the isolated jungles of Northeastern Brazil, Los Indios are said to have found a guitar in the jungle, which had been left there by a party of white men who had been exploring the vicinity. Self-taught at first, the boys became proficient instrumentalists prior to going to Rio de Janeiro, where they made their debut playing the guitar as an accompaniment to their tribal folk songs. A theatrical agent spotted them and arranged for formal instruction as well as bookings in Mexico. They have since been completely schooled in the classics and folklore literature. Concertizing followed in South America and the European capitals. "Marie Elena" is their first single to be released in this country, though they have been album artists for RCA Victor for some time.

**LATEST SINGLE:** "Maria Elena" is No. 18 on this week's Billboard Hot 100.

**TALENT ON TOUR**

(Top record talent in top record towns this week)

**EAST**

Carnegie Hall holds promise of some exciting musical activity this week with the "Sounds of Ed Montgomery" (24), Bob Dylan (26) and the New Christy Minstrels (27). . . . The Embers will feature Tyree Glenn and Harold Quinn from October 21 through November 2. . . . Canada's David Troy is on stage for two more weeks at the Cellar Door, Washington, D. C. . . . Also in Washington are Stiller and Meara, at the Shadows, through November 2. . . . Shelley Berman is at the Latin Casino in Cherry Hill, N. J., for two weeks. . . . Jackie Mason will hold court at the Town and Country in Brooklyn starting Friday (25) through November 17.

**MIDWEST**

Anita O'Day headlines Le Bistro in Chicago for two more weeks. . . . Leo's Casino in Cleveland offers nice bashin' by Jimmy Smith through Sunday. . . . Oscar Peterson can be caught at the Ember's Club in Ft. Wayne, Ind., this week. . . .

College tours on the agenda for Brown and Dana this week include Fenn College (23), Franklin College (Ind.) (24) and Kent State, Ohio (25).

**WEST**

Dinah Shore returns to the Riviera Hotel, Las Vegas, on October 21 for one month. Last season she scored a triumph there. . . . Lionel Hampton also opens at the Riviera this week (23) for a six-week gig. . . . Travelers Peter, Paul and Mary provide campus excitement this week at the University of Colorado (22), Central Washington College (23), University of Puget Sound (24) and South Nevada U. (26). On Friday (25) they'll appear at the Civic Auditorium in Stockton, Calif.

**CANADA**

Chubby Checker opens in Montreal (25) for two weeks at the Macommo. . . . Addiss and Crofut are in Toronto at the Purple Onion for two weeks, starting Wednesday (23). . . . The Four Saints open (21) at the brand new Savarin Restaurant in Toronto for two weeks.

Unsurpassed in Quality at any Price

**GENUINE 8"x10" GLOSSY PHOTOS**

**7¢ EACH**  
IN 1,000 LOTS

**\$9.88 per 100**

POST CARDS  
\$32.00 per 1,000  
Copy Negatives \$1.95

MOUNTED ENLARGEMENTS  
Size:  
20"x30" .....\$4.85  
30"x40" .....\$7.50

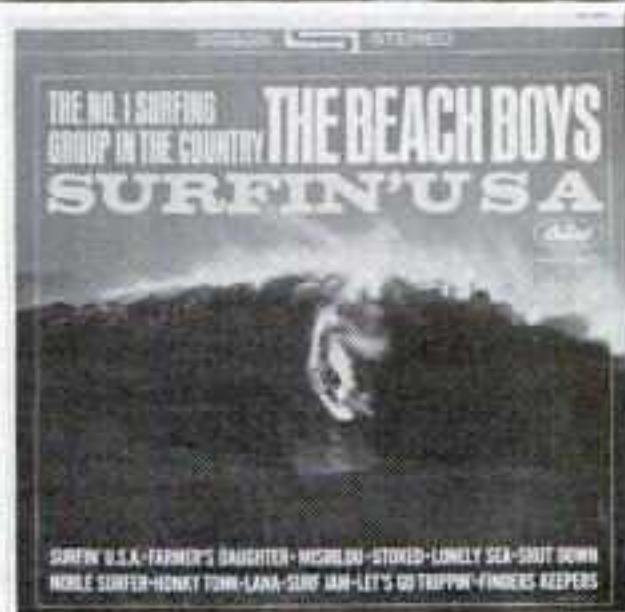
Plaza 7-0233

**JJK COPYART PHOTOGRAPHERS**

A DIVISION OF JAMES J. KRIEGSMANN  
165 W 46th St NEW YORK 36, N. Y.

**\* Remember "SURFIN' USA" b/w "SHUT DOWN" and SURFER GIRL b/w "LITTLE DEUCE COUPE"? Well, here's another two-sided smash by**

**THE BEACH BOYS  
BE TRUE TO YOUR SCHOOL  
b/w  
IN MY ROOM**



COUNTRY MUSIC CORNER

By BILL SACHS

Don Gibson concluded a string of one-nighters in Washington and Oregon for Seattle promoter Jack Roberts October 12. Don was accompanied on the trek by the Evergreen Drifters. As a finale to the tour, Gibson appeared on "Evergreen Jubilee" Saturday (12) over KOMO-TV, Seattle. Promoter Roberts also had Stonewall Jackson set for a Seattle appearance October 16. . . . The gospel-singing Blackwood Brothers Quartet is routed for the remainder of October as follows: Charleston, W. Va., October 23; Huntington, W. Va., 24; Kalamazoo, Mich., 25; Flint, Mich., 26; Newport, Ky., 29; Muncie, Ind., 30; Mansfield, Ohio, 31.

Norman Mackey and His Playboys have been signed for a year's work on the club circuit in Europe by New York agent Marcus Lowe. Mackey and his lads presently work out of Canada and Florida under the management of J. E. Carter of Winnipeg, Man. . . . Johnny Cash is set for a shot on Eddie Zacks' "Hayloft Jamboree" over WRIB, Providence, R. I., Thursday, November 14. Zacks' platter "Jamboree" show is heard seven hours daily over WRIB and is featured each Saturday night at Witschi's in Attleboro,

Mass. . . . Tom Cash announces the opening of Johnny Cash Music at 812 16th Avenue, South, Nashville. Tom is putting in his time scouting for new songs and writers.

Bobby Boyd, head of Boyd Records, Oklahoma City, has just bought a master on James Kent, a country yule ditty titled "Christmas Without You." Bobby plans to release it at the forthcoming country music conclave in Nashville. . . . Kathy Dee hops into Chicago Saturday (26) for a guest shot on WGN's "Barn Dance" radio show. From Chi, Kathy makes a swifty flight to Denver to promote her new United Artists release, "Unkind Words," and then heads for Nashville and the country music fest. . . . Buck Owens and His Buckaroos will spend the next month picking and singing on the West Coast.

Johnny Cash, Roy Drusky, the Carter Family, with June Carter, and a coterie of local talent played to 4,000 paid at the Russell County Fair and Horse Show held recently in Russell County, Va. Verlin Mays, veteran country and gospel deejay of WBBI, Abingdon, Va., emceed the proceedings. . . . Charline Arthur and sister Dottie are slated to cut their second session soon for Galen Arrington's El Dorado label of Mesa, Ariz. Charline formerly recorded for RCA Victor. . . . Tex Roe has just had his initial release on Robin Records, a new label with headquarters in Cortlandt, N. Y., and is presently plugging the platter on personals in the New York State. Sides are "All the Time" and "Stop Trying to Tell Me."

Billy Hayes, of Dawn Music Publications, reports that he has a dozen new sides on his Yule tune, "Blue Christmas," including coverage in the country music field, either as a single or part of an LP, by such artists as Elvis Presley, Jim Reeves, Chet Atkins and the Browns, on RCA Victor; Johnny Cash, Columbia; Reno and Smiley, King; Glen Campbell, Capitol, and Webb Pierce, Kitty Wells and Ernest Tubbs, Decca. . . . Hank Snow and His Rainbow Ranch Boys are currently on a Canadian swing for W. E. (Lucky) Moeller, of the Jim Denny Artists Bureau, winding up with stops at the Auditorium, Estevan, Sask., October 21; the Corral, Calgary, Alta., 22; the Arena, Edmonton, 23; the Tropicana, Grand Centre, 25, and Memorial Center, Red Deer, Alta., 26. Hank and his lads have an eight-day Texas tour coming up for A. V. Bamford, starting November 9.



A little bird told me:  
**ONLY BEAUTIFUL**  
by **JERRY VALE**  
on Columbia Records  
is a smash!

**"TEENAGE LETTER"**  
Jerry Lee Lewis  
b/w  
**"SEASONS OF MY HEART"**  
SUN #384  
Jerry Lee Lewis  
With  
Linda Gail Lewis  
Sun Records  
639 Madison Memphis, Tenn.

Not Since "Raining in My Heart" Has Slim Had One Like This!

**"I LOVE THE LIFE I'M LIVING"**  
SLIM HARPO  
Excello 2239  
NASHBORO RECORDS, 177 3rd Ave. No., Nashville, Tenn.

CMA Banquet, Ball Looms As Sellout

NASHVILLE—The Country Music Association's fifth annual banquet and dance, featuring some of the biggest names in the country music industry, a plush banquet and after-dinner dancing to the music of Hank Thompson and His Brazos Valley Boys, is this year being moved to the Municipal Auditorium in order to make room for the crowds which have been turned away in past years. The affair is a regular sellout.

Arrangements for this year's event, to be held Friday, November 1, were handled by a committee chaired by Jim McConnell, chief of the Acuff-Rose Artist Corporation, with Bill Denny, general manager of Cedarwood Publishing Company, and New York RCA Victor exec, Ben Rosner. This year's show will highlight Tex Ritter, Eddy Arnold, Flatt and Scruggs, Leroy Van Dyke, Jean Shepard, the Plainsmen and Hank Thompson and band.

Tickets for the affair are \$10, and CMA Executive Director Mrs. Jo Walker reports early sales heavy.

CMA's dinner-dance will top a week of heavy International Country Music Week activity, including the organization's annual membership meeting and election of directors. The first annual Connie B. Gay President's Award will be presented at the banquet to an outstanding CMA member (not an officer or director) by Gay, who is the founding president. A premiere showing of the feature-length "Country Music on Broadway" film, shot here last summer, will be staged at a local theater during the WSM birthday celebration, October 31-November 2.

Phoenix Station Goes to C.&W.

PHOENIX, Ariz.—KRDS, in changing its call letters from KZON, has amended its programming from all-Spanish fare to four hours daily of country and western music.

C.&w. deejay Lonesome Long John Roller holds down the 5-9 a.m. slot and reports outlet is in dire need of c.&w. disks. Station is located in Tolleson, outside Phoenix.

KRAK Celebrates Anni With Country Layout

SACRAMENTO — Station KRAK here celebrated its first year of broadcasting country music to Northern California last week with its fifth country music spectacular at Memorial Auditorium.

More than 3,500 people witnessed the show emceed by KRAK's Dick Haynes. Marty Robbins was the headliner, along with Sheb Wooley, Bobby Bare, Mac Wiseman, Marion Worth and the Collins Kids.

KRAK, a 50,000-watter, has been scheduling country music shows since the start of 1963, and to date has amassed a total attendance in excess of 30,000.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY FOR WEEK ENDING 10/26/63

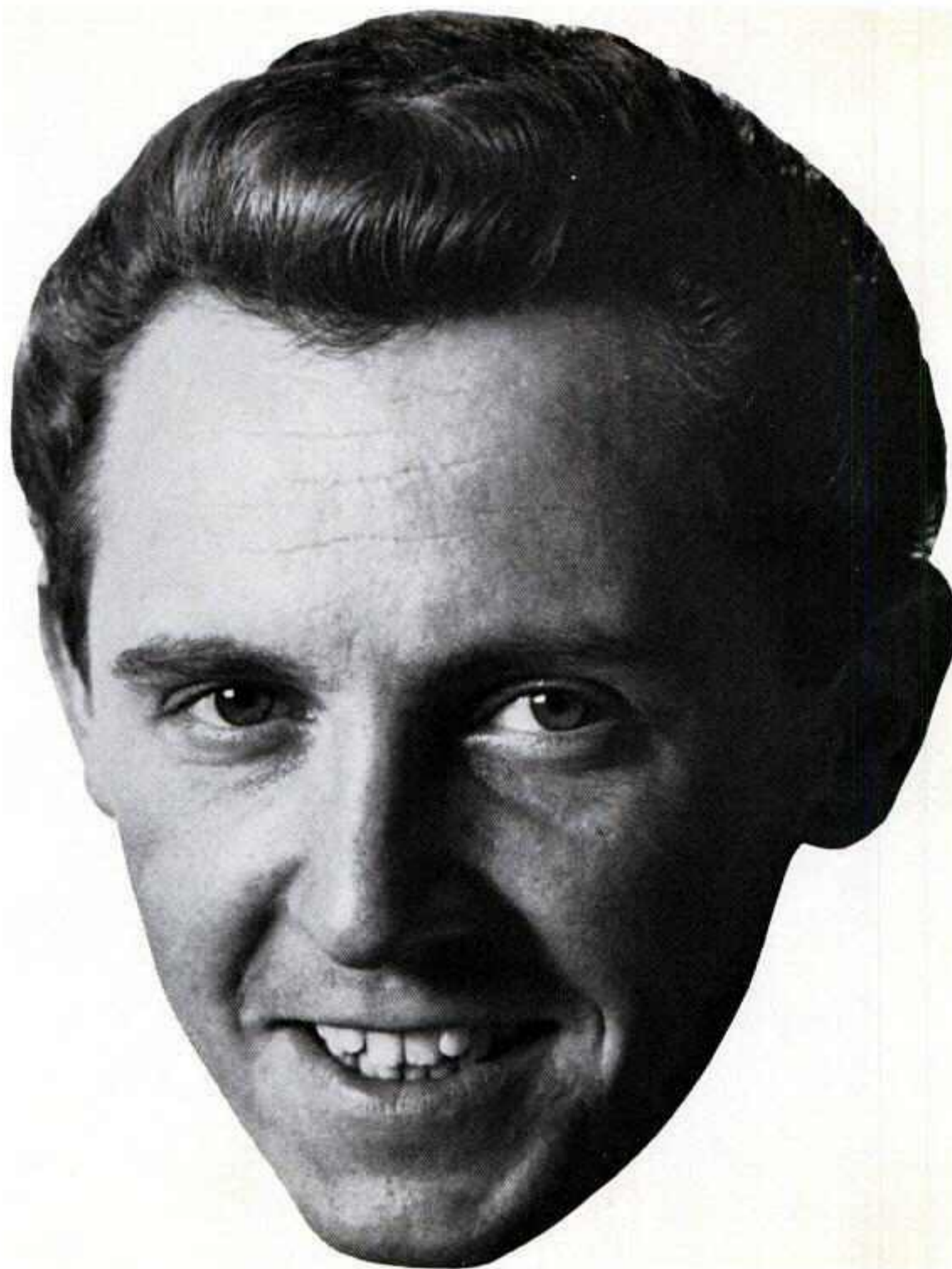
This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	LOVE'S GONNA LIVE HERE . . . . .	6
		Buck Owens, Capitol 5025	
2	4	8 X 10 . . . . .	10
		Bill Anderson, Decca 31521	
3	2	MAKE THE WORLD GO AWAY . . . . .	12
		Roy Price, Columbia 42827	
4	5	TALK BACK TREMBLING LIPS . . . . .	19
		Ernest Ashworth, Hickory 1214	
5	3	ABILENE . . . . .	20
		George Hamilton IV, RCA Victor 8181	
6	9	GUILTY . . . . .	16
		Jim Reeves, RCA Victor 8193	
7	6	YOU COMB HER HAIR . . . . .	16
		George Jones, United Artists 578	
8	16	MOUNTAIN OF LOVE . . . . .	2
		David Houston, Epic 9625	
9	8	RING OF FIRE . . . . .	21
		Johnny Cash, Columbia 42788	
10	7	FADED LOVE . . . . .	7
		Patsy Cline, Decca 31522	
11	18	THANKS A LOT . . . . .	5
		Ernest Tubbs, Decca 31526	
12	27	YOUR BEST FRIEND AND ME . . . . .	3
		Mac Wiseman, Capitol 5011	
13	12	WE MUST HAVE BEEN OUT OF OUR MINDS . . . . .	26
		George Jones & Melba Montgomery, United Artists 575	
14	14	HAPPY TO BE UNHAPPY . . . . .	11
		Gary Buck, Petal 1011	
15	15	TELL HER SO . . . . .	6
		Wilburn Brothers, Decca 31520	
16	11	LITTLE OLE' YOU . . . . .	15
		Jim Reeves, RCA Victor 8193	
17	10	DETROIT CITY . . . . .	17
		Bobby Bare, RCA Victor 8183	
18	20	COWBOY BOOTS . . . . .	4
		Dave Dudley, Golden Ring 3030	
19	29	CALL ME MR. BROWN . . . . .	5
		Skeets McDonald, Columbia 42807	
20	-	WE'VE GOT SOMETHING IN COMMON . . . . .	1
		Faron Young, Mercury 72167	
21	13	NOT SO LONG AGO . . . . .	8
		Marty Robbins, Columbia 42831	
22	-	IF THE BACK DOOR COULD TALK . . . . .	1
		Webb Pierce, Decca 31544	
23	-	NINETY MILES AN HOUR (Down a Dead-End Street) . . . . .	1
		Hank Snow, RCA Victor 8239	
24	23	I CAN'T STAY MAD AT YOU . . . . .	3
		Skeeter Davis, RCA Victor 8219	
25	-	500 MILES AWAY FROM HOME . . . . .	1
		Bobby Bare, RCA Victor 8238	
26	28	NEW YORK TOWN . . . . .	3
		Lester Flatt & Earl Scruggs, Columbia 42840	
27	25	TOO IN LOVE . . . . .	4
		Hank Thompson, Capitol 5008	
28	19	THE MINUTE YOU'RE GONE . . . . .	15
		Sonny James, Capitol 4969	
29	30	TIE MY HUNTING DOG DOWN, JED . . . . .	2
		Arthur Smith, Starday 642	
30	26	A MILLION YEARS OR SO . . . . .	12
		Eddy Arnold, RCA Victor 8207	

WITH THE COUNTRY JOCKEYS

By BILL SACHS

The hottest records on the charts at WCMS, Norfolk, Va., these days, according to Carolina Charlie, the Swinging Cat in the Cowboy Hat, are Buck Owens' "Love's Gonna Live Here"; Wanda Jackson's "Memory Mountain"; "If Is a Mighty Big Word," by Marvin McCullough; Don Deal's "A-11"; Jimmy Dean's "Thumb-Pick Pete" and Dave Dudley's "Cowboy Boots." . . . Steve Shuma, of WEND, Ebensburg, Pa., sends out an S.O.S. for country records. . . . Uncle John Brunell, operations manager at WVTR, White River, Vt., typewrites: "Your mention of my name and needs has helped, but I still drastically need c.&w. releases. The library just isn't building as fast as I'd like. Still lack some of the Top 30. I'm still guaranteeing air play on each and every release sent me."

Ken Crook of WKSR, Pulaski, Tenn., and Bill Moore of WLVN, Nashville, are new staffers at WKRM, Columbia, Tenn., replacing Bill Stewart and Victor Poag, who have moved to the brand-new WKRM sister station, WPHC, in Waverly, Tenn. . . . Doug Bruner has joined WHHL, 1,000-watter at Holly Hill, S. C., where he functions as program director and holds down the sign-on to 9 a.m. and noon till 3 p.m. slot. Also serving as deejays at WHHL are Tony Glenn and E. Rickenbacker. Doug reports getting excellent reaction to Buck Owens' latest single, "Love's Gonna Live Here." . . . One of the latest to make the switch to all-country is Station KOYN, Billings, Mont. Records should be mailed to Gary Todd, KPEG, also all country, Spokane.



**HE'S NEW  
HE'S YOUNG  
HE'S VERY TALENTED  
HIS NAME IS **JERRY COLE**  
& HIS FIRST CAPITOL SINGLE IS  
**MIDNIGHT  
MARY****

**#5056**



# 10 BLAZING NEW SINGLES BREAKING BIG ALL OVER!



**IS RED HOT—AND SO IS**



**Connie Francis**  
**YOUR OTHER LOVE K13176**

**Richard Chamberlain**  
**BLUE GUITAR K13170**

**Ginny Arnell**  
**DUMB HEAD K13177**

**Johnny Tillotson**  
**TALK BACK TREMBLING LIPS K13181**

**George Hamilton**  
**DON'T ENVY ME K13178**

**Bobby Hendricks**  
**LOVE IN MY HEART K13179**

**Jimmy Smith**  
**ANY NUMBER CAN WIN VK10299**

**Kai Winding**  
**THE LONELY ONE VK10301**

**Jobim**  
**THE GIRL FROM IPANEMA VK10303**

**Ella Fitzgerald / Count Basie**  
**SHINY STOCKINGS VK10305**

**THE HOT ONES...  
FROM MGM/VERVE!**

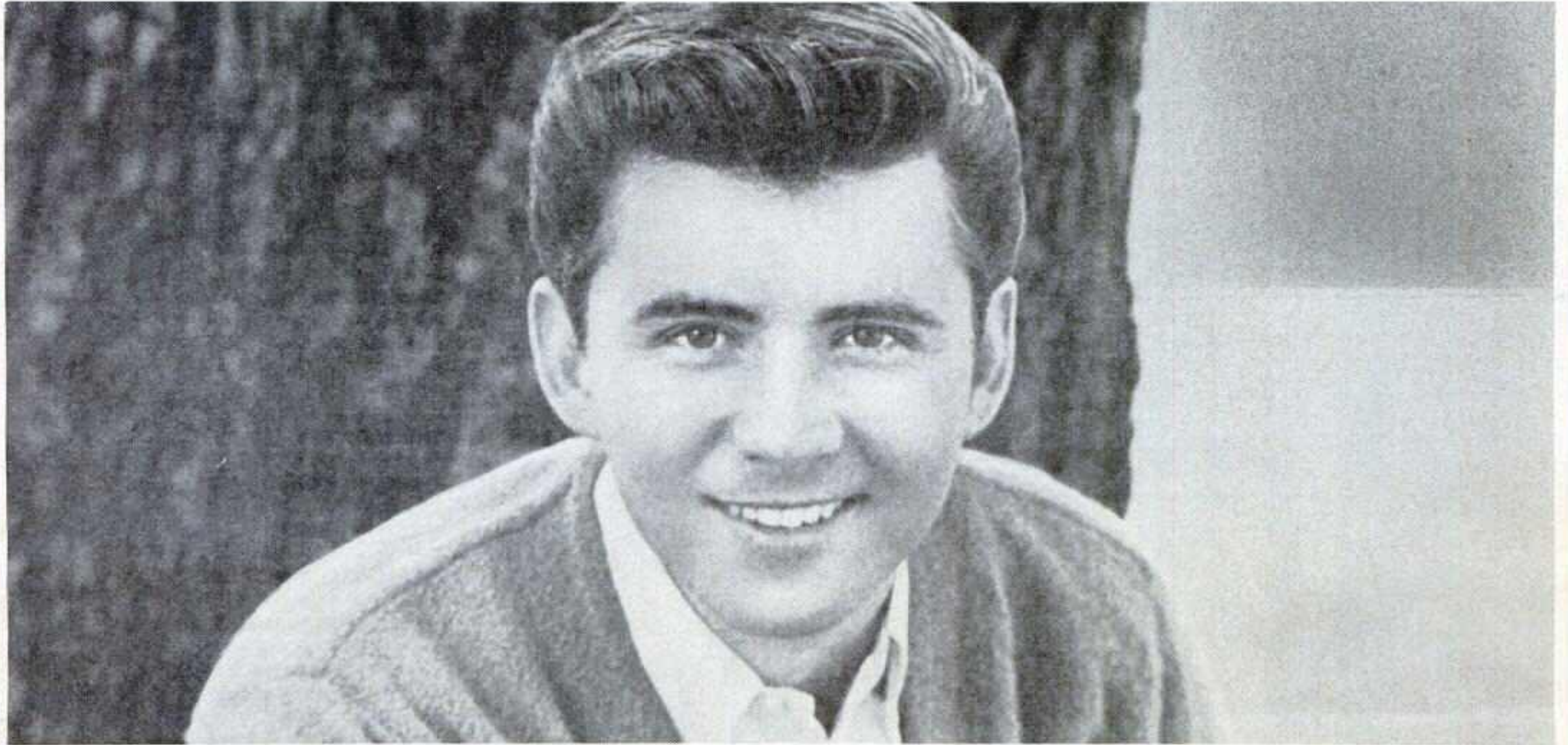
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# MGM'S SIZZLER!

## JOHNNY TILLOTSON



**TALK BACK TREMBLING LIPS**  
C/W **ANOTHER YOU** **K13181**

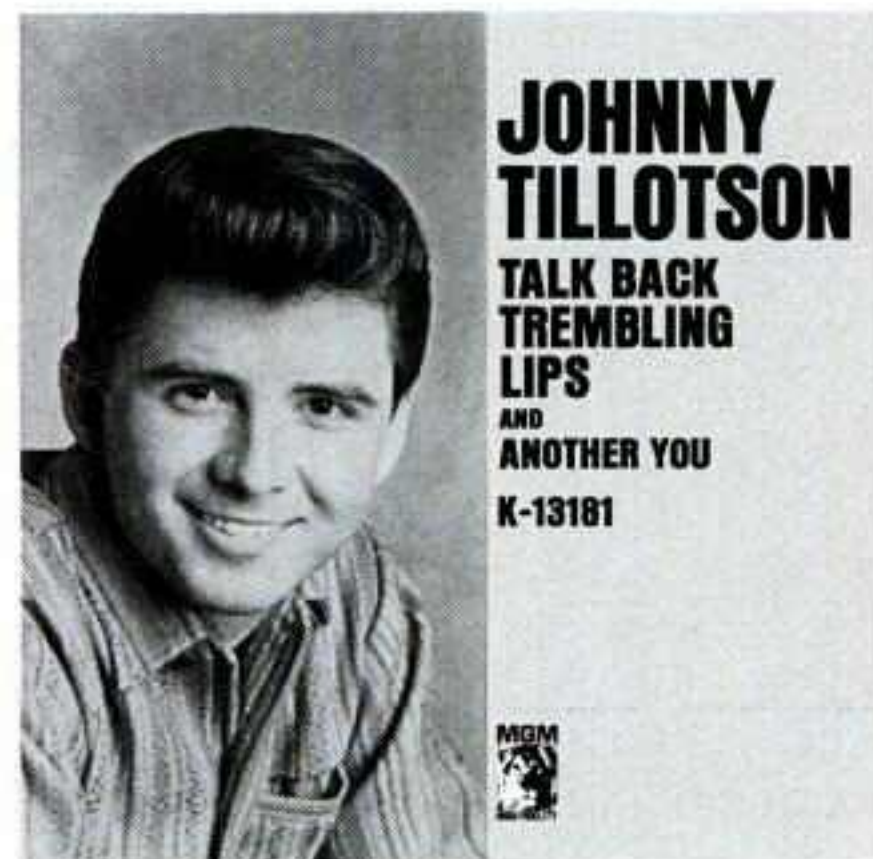
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## RAVE REVIEWS! TOP AIR PLAY!

SHIPPING NOW IN EYE-CATCHING,  
FOUR-COLOR SLEEVE!

A TANRIDGE PRODUCTION

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



**JOHNNY  
TILLOTSON**  
TALK BACK  
TREMBLING  
LIPS  
AND  
ANOTHER YOU  
K-13181



# R & B ROUNDUP

By NICK BIRO

New York's 5,000-watt r.&b. outlet, WWRL, has been purchased by the Sonderling chain. Programming will remain unchanged. Price was in excess of \$2,000,000 and is subject to FCC approval. Sonderling also owns WOPA-AM-FM, Chicago; WDIA, Memphis; KDIA, Oakland, Calif., and KFOX, Long Beach, Calif. . . . **Billie Jean Brown**, of Detroit's Tamla-Motown group, became **Mrs. David Stoudmyre** recently. She plans to continue her record career. . . . **Chuck Smith and the Presidents** have been signed by Tow-

er. The group appears at the El Morocco Club in suburban Chicago. . . . Chicagoan **Jim Lounsbury** is getting action on the Chimp, new dance done by Tower recording artists, the **Galaxies**.

**Ewart Abner's Dart Records** is national distributor for **Gene Chandler's "It's No Good for Me,"** on Constellation, first release by Chandler not on Vee Jay. . . . **Johnny Prince**, of WBBQ, Augusta, Ga., says he's looking for new copies of r.&b. and pop records. Local promo men please heed. . . . Columbia's **Adrienne Hyman** will wed **Larry Lasker** here December 29. . . . **Billy Butler** and the **Four Enchanters** (he's Jerry Butler's brother) are being recorded on Okeh by **Carl Davis**. . . . Four Chicago boys are getting action on their version of "Dawn" on the Dee Dee label (division of BOSS) featuring the **David Rockingham** trio and **Raymond Pettis**. Pettis is from Evanston, Ill.; Rockingham from Waukegan, Ill.; **Chante Hamilton** is



**RANDY PROFITT and Carol Chipman** at a Budland performance in Chicago's Budland recently. **Jim Reese, WBEE, and Big Jay, of WOPA,** emceed the evening.

from Chicago, and **Bobby Robinson** from Evanston.

**Dee Downey** at KJR, Seattle, is kicking off a herd of "fly jokes," his answer to the elephant-joke craze: Why do flies wear loafers? The elephants bought all the sneakers. Why do flies have wings? To carry the elephants from tree-top to tree-top. If there are two flies in the kitchen, which one's the cowboy? The one on the range. Downey claims he asked listeners to send in others and got 312 responses, of which only 16 were usable. . . . **William H. Ley** is personal manager for **Jimmy Peterson**.

## UA Buys Lyle And Catalog

**NEW YORK**—United Artists Music Company has purchased Lyle Music and its entire catalog, according to **Murray Deutch**, UA general professional manager. The Lyle catalog includes "Roses Are Red," "Happy Go Lucky Me," "Johnny Will" and many other songs.

**Paul Evans**, co-writer on many Lyle songs, has been signed to an exclusive writer pact by UA.

**Deutch** stated that additional acquisitions were in the process of negotiation, in line with UA's expansion plans.

## Smash Taps Dennis For Coast Role

**CHICAGO** — **Lou Dennis**, veteran East Coast promotion man, has been named West Coast regional man for **Smash Records**. Dennis, whose home is in Hartford, will headquarter in Los Angeles.

**Dennis** was one-time Mercury promotion man in the Hartford area, and more recently was promotion man for Seaboard Distributors, East Hartford. He started as a New England disk jockey.

**Dennis** replaces **Jay Swint**, who recently launched his independent promotion firm in Seattle.

# HOT R&B SINGLES

## Billboard SPECIAL SURVEY

FOR WEEK ENDING 10/26/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	<b>CRY BABY</b> . . . . . <b>8</b> Garnet Mimms & the Enchanters, United Artists 629	
2	1	<b>PART TIME LOVE</b> . . . . . <b>11</b> Little Johnny Taylor, Galaxy 722	
3	3	<b>BUSTED</b> . . . . . <b>5</b> Ray Charles, ABC-Paramount 10481	
4	7	<b>BE MY BABY</b> . . . . . <b>6</b> Ronettes, Philles 116	
5	9	<b>SUGAR SHACK</b> . . . . . <b>6</b> Jimmy Gilmer & the Fireballs, Dot 16487	
6	4	<b>SALLY, GO 'ROUND THE ROSES</b> . . . . . <b>7</b> Jaynetts, Tuff 369	
7	5	<b>HEAT WAVE</b> . . . . . <b>12</b> Martha & the Vandellas, Gordy 7022	
8	6	<b>MICKEY'S MONKEY</b> . . . . . <b>9</b> Miracles, Tamla 54083	
9	15	<b>IT'S ALL RIGHT</b> . . . . . <b>4</b> Impressions, ABC-Paramount 10487	
10	16	<b>DEEP PURPLE</b> . . . . . <b>4</b> Nino Tempo & April Stevens, Atco 6273	
11	17	<b>A WALKIN' MIRACLE</b> . . . . . <b>6</b> Essex, Roulette 4515	
12	21	<b>TALK TO ME</b> . . . . . <b>6</b> Sunny & the Sunglows, Tear Drop 3014	
13	14	<b>CRY TO ME</b> . . . . . <b>5</b> Betty Harris, Jubilee 4556	
14	29	<b>MISTY</b> . . . . . <b>2</b> Lloyd Price, Double L 722	
15	8	<b>THE MONKEY TIME</b> . . . . . <b>13</b> Major Lance, Okeh 7175	
16	10	<b>THEN HE KISSED ME</b> . . . . . <b>9</b> Crystals, Philles 115	
17	11	<b>MOCKINGBIRD</b> . . . . . <b>19</b> Inez Foxx, Symbol 919	
18	30	<b>MEAN WOMAN BLUES</b> . . . . . <b>2</b> Roy Orbison, Monument 824	
19	19	<b>THAT SUNDAY, THAT SUMMER</b> . . . . . <b>4</b> Nat King Cole, Capitol 5027	
20	23	<b>TWO TICKETS TO PARADISE</b> . . . . . <b>4</b> Brook Benton, Mercury 72177	
21	28	<b>IT'S TOO LATE</b> . . . . . <b>12</b> Wilson Pickett, Double L 717	
22	—	<b>WHAT'S EASY FOR TWO IS SO HARD FOR ONE</b> . . . . . <b>1</b> Mary Wells, Motown 1048	
23	12	<b>MY BOYFRIEND'S BACK</b> . . . . . <b>10</b> Angels, Smash 1834	
24	—	<b>WALKING THE DOG</b> . . . . . <b>1</b> Rufus Thomas, Stax 140	
25	26	<b>DONNA THE PRIMA DONNA</b> . . . . . <b>2</b> Dion Di Muci, Columbia 42852	
26	22	<b>DOWN THE AISLE</b> . . . . . <b>9</b> Patty LaBelle & the Blue Belles, Newton 5777	
27	—	<b>WASHINGTON SQUARE</b> . . . . . <b>1</b> Village Stompers, Epic 9617	
28	—	<b>I'LL TAKE YOU HOME</b> . . . . . <b>3</b> Drifters, Atlantic 2201	
29	—	<b>SPEED BALL</b> . . . . . <b>1</b> Ray Stevens, Mercury 72189	
30	—	<b>YOU LOST THE SWEETEST BOY</b> . . . . . <b>1</b> Mary Wells, Motown 1048	

## Pickwick Acquires

**NEW YORK** — Pickwick International has purchased the Weiss and Barry Music catalog, according to **Cy Leslie**, Pickwick president. Leslie said the move marks a further step in the company's diversification program. Purchase was a strictly cash deal.

**Leslie** added that a number of other firms are also being examined with a view toward acquisition at a later time.

## Epic Signs Kalen

**NEW YORK**—**Frankie Kalen** has been signed to an exclusive contract by **Epic Records**. **Bob Morgan**, executive producer, said the young chanter's first single, "Here's Where Make Believe Ends," and "That's What Girls Are Wearing This Year," will be out this week. A.&r. producer **Bobby Gregg** cut the session.

—SMASH—  
**JOE HINTON'S BETTER TO GIVE THAN RECEIVE**  
BACKBEAT 539  
-----  
Breaking—Breaking—Breaking!  
**JAMES DAVIS' BLUE MONDAY**  
DUKE 368  
-----  
This One Is a Swinger!!  
**PEACOCK'S NEW FIND LITTLE FRANKIE LEE WITH FULL TIME LOVER**  
PEACOCK 1929  
-----  
**DUKE & PEACOCK RECORDS, INC.**  
2809 ERASTUS STREET  
HOUSTON 26, TEXAS  
OR 3-2611

Headed for All National Charts!  
**DAWN**  
DAVID ROCKINGHAM TRIO  
Josie 913  
-----  
Nationally distributed thru  
**JAY-GEE RECORD CO., INC.**  
318 W. 48 St., N.Y. 36, N.Y.

Coast to Coast Smash  
Headed For #1  
**"I'M LEAVING IT UP TO YOU"**  
**DALE & GRACE**  
MONTEL #921  
-----  
J/S JAMIE/GUYDEN DIST. CORP. PHILA. 21, PA. J/S

Don't Miss **Boots Till's**  
**"RUN ALONG" b/w "I'M DREAMING ON THE PILLOW"**  
Capa 116  
-----  
95% Excellent DJ Ratings. DJ's, Write:  
**Capa Records, 803-R Government St., Mobile, Alabama**

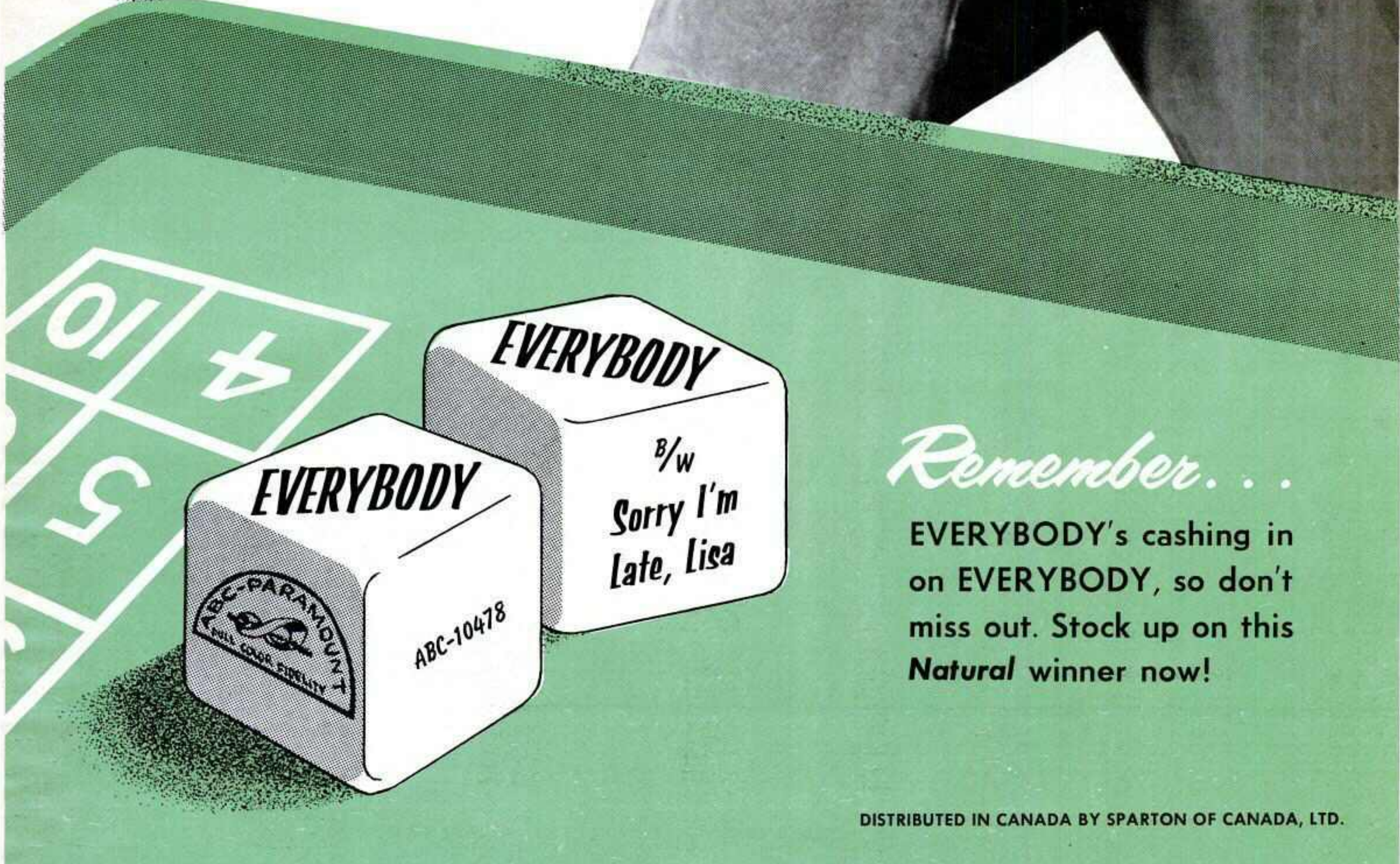
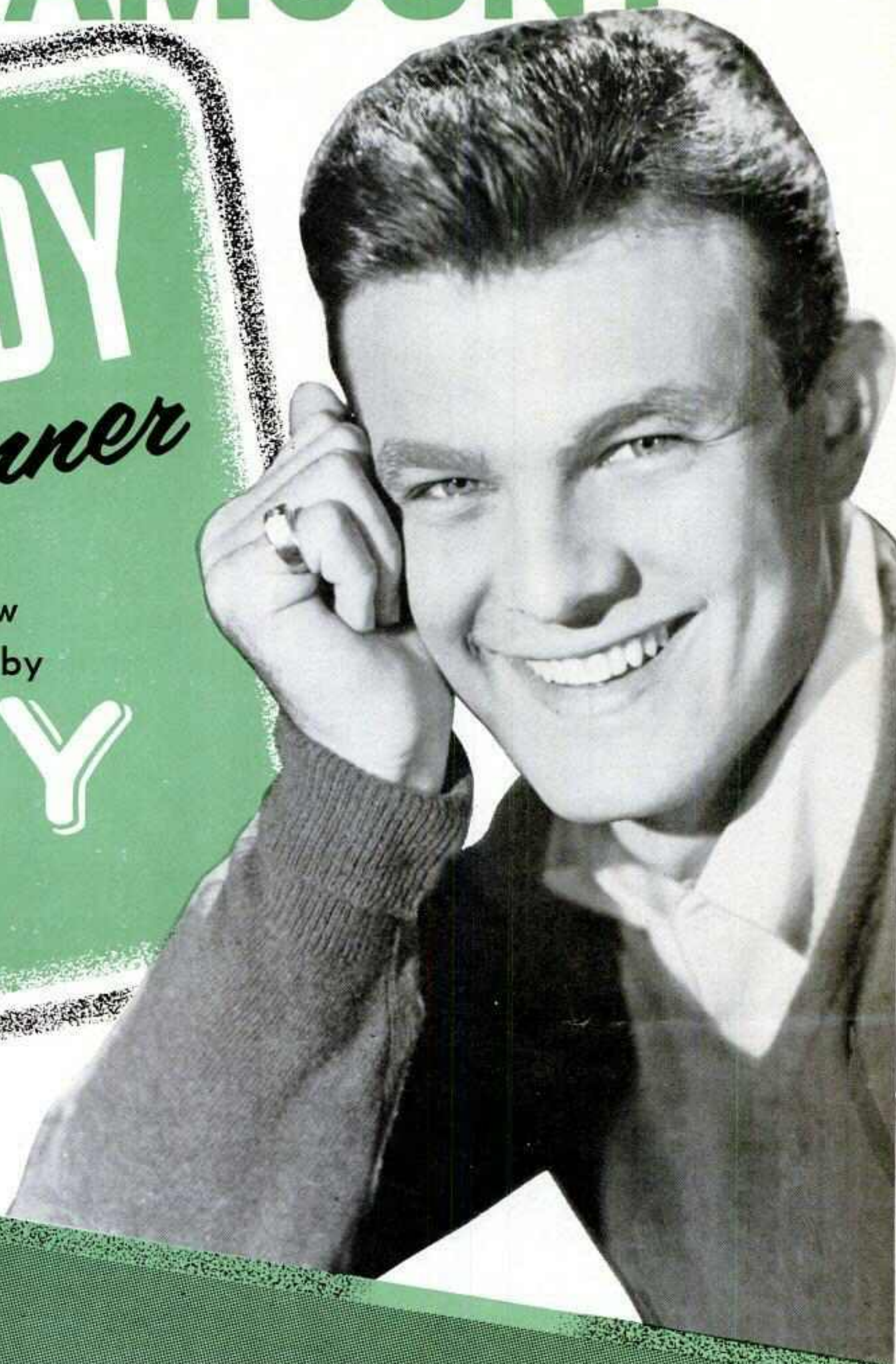
**A WINNER FOR KRIS!**

**BIG AS I CAN DREAM**  
c/w Donna, Donna  
**KRIS JENSEN HICKORY 1224**

Exclusive Management  
**ACUFF-ROSE ARTISTS CORP.**  
Nashville 4, Tennessee  
Cypress 7 5366

# ABC-PARAMOUNT

**EVERYBODY**  
*comes up a winner*  
with this  
sensational new  
national breakout single by  
**TOMMY  
ROE**



*Remember...*

EVERYBODY's cashing in on EVERYBODY, so don't miss out. Stock up on this **Natural** winner now!

DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.

HOT 100

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

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

Table with columns: 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100. Contains songs 33-100.

Table with columns: 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100. Contains songs 68-100.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A-Z with their chart positions.

Table listing songs A-Z with their chart positions.

Table listing songs A-Z with their chart positions.

BUBBLING UNDER THE HOT 100

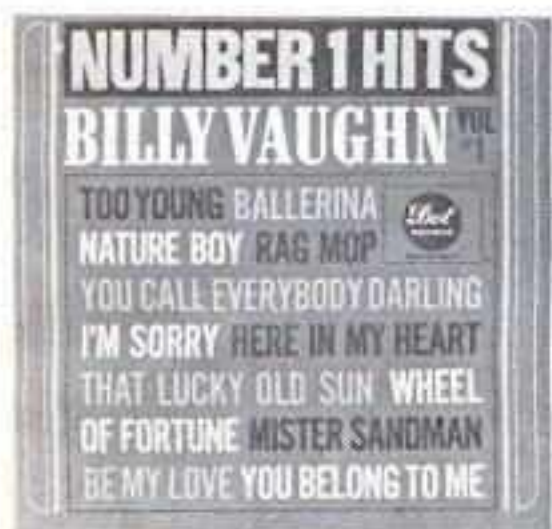
Table listing songs bubbling under the Hot 100 with their chart positions.

# Dot Records "The Nation's Hottest Label"

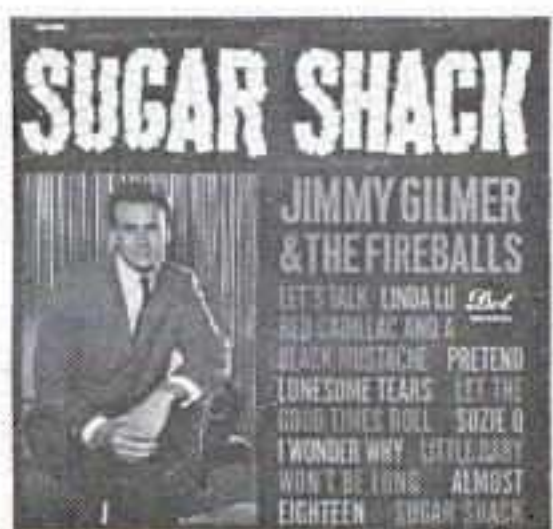
## BEST SELLING SINGLES

- #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



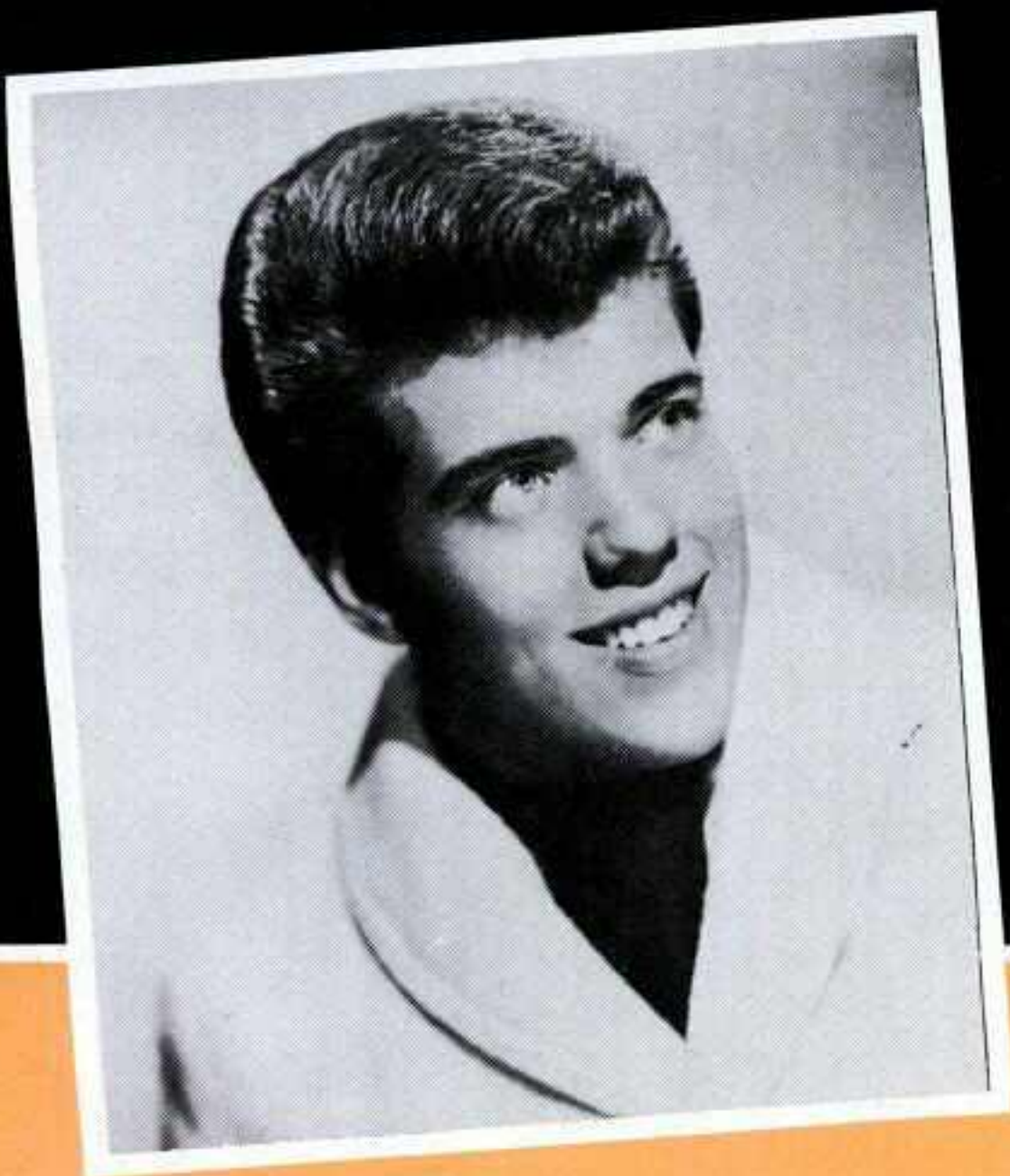
A WINNER FOR KRIS!

"BIG GAS I  
CAN DREAM

c/w DONNA, DONNA

Kris Jensen

Hickory 1224



*Hickory* RECORDS, INC.  
2510 Franklin Road Nashville 4, Tennessee  
HOME OF THE NASHVILLE SOUND

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ACUFF-ROSE ARTISTS CORP.  
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# AN EXPLOSION IN POP SOUND! AN EXPLOSION IN POP SALES!



LPM/LSP-2734

**RCA VICTOR**   
 The most trusted name in sound

# 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**

**THE VERY BEST OF CONNIE FRANCIS**  
(Connie's 15 Biggest Hits)  
MGM E 4167 (M); SE 4167 (S)

Here's a great collection of Connie's stand-out hits over the years, starting with her very first smash, "Who's Sorry Now." The tracks include "Everybody's Somebody's Fool," "Lipstick on Your Collar," "My Happiness," "My Heart Has a Mind of Its Own," "Stupid Cupid" and "Breakin' in a Brand-New Broken Heart," among others. Fans should be delighted.



**POP SPOTLIGHT**

**THE SURFARIS PLAY**  
Decca DL 4470 (M); DL 74470 (S)

The Surfari's, recently pacted to Decca, re-create their initial hit (which appeared on another label) on this, their initial Decca package, along with a flock of rousing, rocking surf beat items, some with vocals, mostly instrumental. The quintet (three guitars, drums and tenor) play "Point Panic," currently on the Hot 100; "Waikiki Run," "Surfer Joe," "Surfari Stomp" and "Jack the Ripper," among others.



**POP SPOTLIGHT**

**IT'S TOO LATE**  
Wilson Pickett. Double L SDL 8300 (S)

Wilson Pickett broke into the scene some months back with his disking of "If You Need Me," which created a good bit of noise. Latest outing, "It's Too Late," is doing good business, too, and both these sides are included here. Other titles include "I'm Gonna Love You," "Baby Don't Weep," "I'll Never Be the Same," etc. Could do brisk business.



**POP SPOTLIGHT**

**PALM SPRINGS WEEKEND**  
Sound Track. Warner Bros. W 1519 (M); WS 1519 (S)

Here's a sort of Westernized version of "Where the Boys Are," in which the film deals with Easter-time collegiate vacation activity at Palm Springs, Calif. The picture boasts a lot of name value—Troy Donahue, Connie Stevens, Bob Conrad, Stefanie Powers and Ty Hardin, among others. "What Will I Tell Him" by Connie Stevens has possibilities and so does "Ox Driver," by the Modern Folk Quartet.



**ERROLL GARNER**  
WITH FULL ORCHESTRA  
PLAYS MUSIC FROM THE MOTION PICTURE "A NEW KIND OF LOVE"

**POP SPOTLIGHT**

Mercury MG 20859 (M); SR 60859 (S)

Pianist Garner plays music from his first picture score, Paramount's "A New Kind of Love." Album features the artist surrounded by full orchestra with strings conducted by Leith Stevens. Exciting LP features three standards and four flick tunes composed by Garner.



**JIMMY SMITH**  
ANY NUMBER CAN WIN

**POP SPOTLIGHT**

Verve V 8552 (M); V6-8552 (S)

Jimmy Smith's current single, "Any Number Can Win," a title tune from a current MGM flick, is the title tune from the album. On the set Smith is caught in a variety of moods from the thumping and groove-moody blues to soft ballads with chorus and ork. He also plays with small combo as on "What'd I Say," "Georgia on My Mind" is a fine example of the ballad groove.




**PAUL DESMOND**  
TAKE TEN

**POP SPOTLIGHT**

RCA Victor LPM 2569 (M); LSP 2569 (S)

Paul Desmond has a potentially hot album here. Brubeck's alto sax star has written the follow-up to his own hit recording "Take Five," in "Take Ten." It's built on a similar theme but has a more earthy, funky sound, especially with Jim Hall's fine guitar. There's also a touch of the bossa beat in "El Prince" and "Black Orpheus Theme." A classic and classy set of improvisations.




**DICK SCHORY'S PERCUSSION POPS ORCHESTRA**  
POLITELY PERCUSSIVE

**POP SPOTLIGHT**

RCA Victor LPM 2738 (M); LSP 2738 (S)

Another light, swiny, inventive stereo album for those who bought Schory's previous Dynagroove LP. It uses a percussion section in an easy and teasing way, with voices and full ork thrown in, in an imaginative guise. Two-speaker techniques are entertaining, with "I Get a Kick Out of You," "Summer-time," "Satin Doll," "Baubles, Bangles and Beads" among the better tracks.



**MOZART: COSI FAN TUTTE (3-12")**  
Various Artists. Deutsche Grammophon 138 861/3 (S)

**CLASSICAL SPOTLIGHT**

An all-star cast is featured in this three-disk coverage. Spotlights are Irmgard Seefried, Nan Merriman, Herman Prey, Ernst Haefliger, Erika Koth and Dietrich Fischer-Dieskau. The handsome package also includes a booklet containing the story of the opera, plus the act-by-act dialog in French, Italian, German and English.

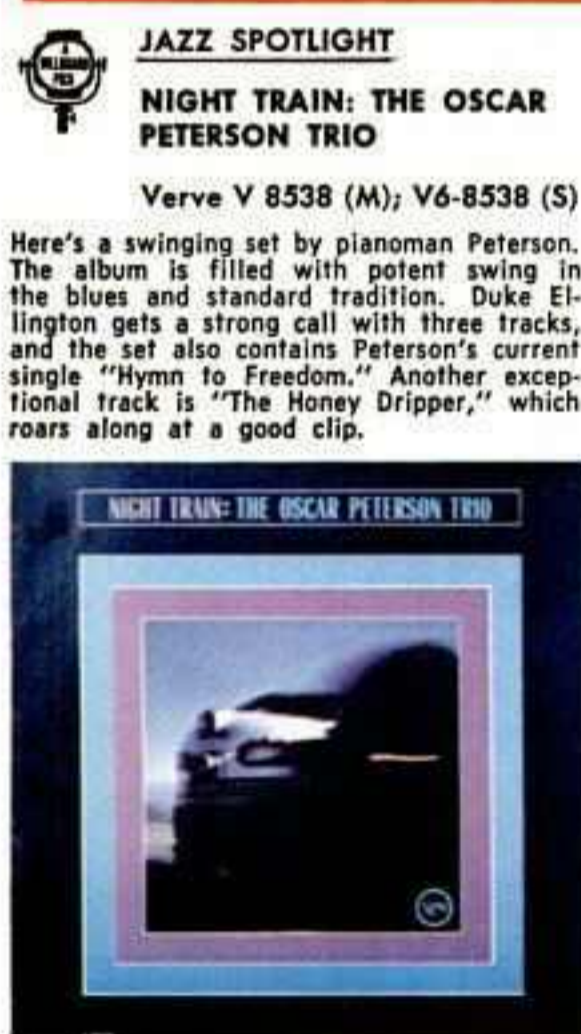


**NIGHT TRAIN: THE OSCAR PETERSON TRIO**

**JAZZ SPOTLIGHT**

Verve V 8538 (M); V6-8538 (S)

Here's a swinging set by pianoman Peterson. The album is filled with potent swing in the blues and standard tradition. Duke Ellington gets a strong call with three tracks, and the set also contains Peterson's current single "Hymn to Freedom." Another exceptional track is "The Honey Dripper," which roars along at a good clip.



**FEELIN' THE SPIRIT**  
GRANT GREEN

**JAZZ SPOTLIGHT**

Blue Note 4132

Here's an unusual album that could prove to be one of Grant Green's best sellers to date. The set is composed of interpretations of great spirituals, some with a beat, and some in slow salubrious tempo, but all played with great feeling by the guitarist. His range of emotion moves from delicacy to an earthy whoo-ee. "Just a Closer Walk With Thee," "Jericho" and "Go Down Moses" are a few of the fine tracks.

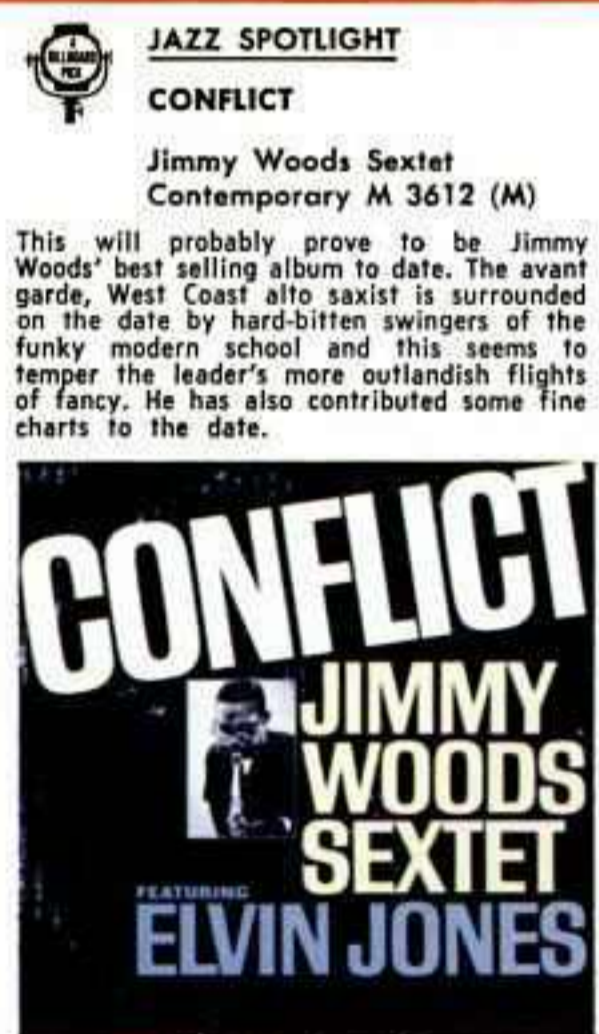


**CONFLICT**  
JIMMY WOODS SEXTET  
FEATURING ELVIN JONES

**JAZZ SPOTLIGHT**

Contemporary M 3612 (M)

This will probably prove to be Jimmy Woods' best selling album to date. The avant garde, West Coast alto saxist is surrounded on the date by hard-bitten swingers of the funky modern school and this seems to temper the leader's more outlandish flights of fancy. He has also contributed some fine charts to the date.



**THE BLACKWOOD BROTHERS QUARTET**  
FEATURING THEIR FAMOUS BASS J. D. SUMMER

**SACRED SPOTLIGHT**

RCA Victor LPM 2752 (M); LSP 2752 (S)

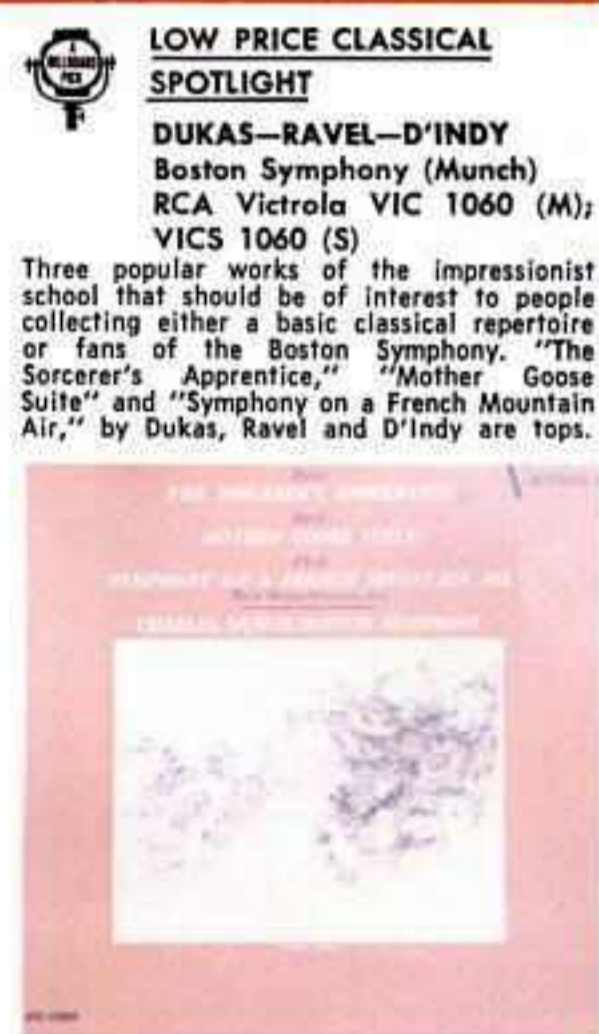
Another in the continuing string of Blackwoods LP's on the label, with all the familiar good close harmony touches, gospel piano accompaniment, and this time spotlighting the great basso voice of J. D. Summer: "There's a Light," "I've Got to Walk That Lonesome Road," "It Must Be the Man" and "I Must Have Jesus," are samples. Good, stirring wax.



**DUKAS—RAVEL—D'INDY**  
Boston Symphony (Munch)  
RCA Victor VIC 1060 (M); VICS 1060 (S)

**LOW PRICE CLASSICAL SPOTLIGHT**

Three popular works of the impressionist school that should be of interest to people collecting either a basic classical repertoire or fans of the Boston Symphony. "The Sorcerer's Apprentice," "Mother Goose Suite" and "Symphony on a French Mountain Air," by Dukas, Ravel and D'Indy are tops.



**Bluegrass Classics**  
JIM AND JESSE

**COUNTRY SPOTLIGHT**

Epic LN 24074 (M); BN 26074 (S)

One of the classy bluegrass groups, currently operating, and stars of the "Opry," Jim and Jesse turn in a lot of good down-home pickin' and singin' on this collection. Fine recording includes "Nine-Pound Hammer," "The Grass Is Greener," "Take My Ring From Your Finger" and "When My Blue Moon Turns to Gold Again." Students and collectors of the authentic sound, well recorded, will like this one.



**The Last Ride**  
HANK SNOW

**LOW PRICE COUNTRY SPOTLIGHT**

RCA Camden CAL 782 (M)

Hank Snow fans will be glad to get this newest low-priced addition to the catalog in order to round out their collections, since many of these sides have not previously been re-released in album form. "Keep Your Promise, Willie Thomas," "Yellow Roses" and "The Blind Boy's Dog" are a sample of the dozen selections.



**The Spirit of Christmas**  
WITH THE LIVING STRINGS

**LOW PRICE CHRISTMAS SPOTLIGHT**

RCA Camden CAL 783 (M); CAS 783 (S)

As nice a low-priced Christmas gift as anybody could want. The popular string ensemble mixes a raft of holiday items, both sacred and secular. Strings are a strong setting for "O Come All Ye Faithful," "O Little Town," "We Wish You a Merry Christmas" and "Little Drummer Boy."



**SPECIAL MERIT PICK**

## 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**

**TODAY'S ROMANTIC HITS—FOR LOVERS ONLY**  
Jackie Gleason  
Capital W 1978 (M); SW 1978 (S)  
Another in the long series of Gleason's "for lovers only" mood series, this time devoted to what might be called the standards of tomorrow—that is, the best of today's hits. Included among these are "Danke Schoen," "I Left My Heart in San Francisco," "Make Someone Happy," "As Long as He Needs Me," and others, all given the lush, twin-string ork treatment. Great spin material here for late-night hours.

**POP SPECIAL MERIT**

**MISTY GUITAR**  
Harold Bradley  
Columbia CL 2073 (M); CS 8873 (S)  
Nashville guitarist Harold Bradley is well known on the studio scene there and recently had an album mingling country music themes with a bossa nova rhythm. Here the mood is perhaps a bit more sophisticated, with the fine solo guitar showcased among a rich orchestral setting on a group of well-known city (rather than country) type standards. "Exodus," "Laura," "Misty" and "Tenderly" are all here. An album that could very easily take off.



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 51 entries including Peter, Paul & Mary, Bye Bye Birdie, My Son, The Nut, Moving, The Second Barbra Streisand Album, etc.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 50 entries including Oliver, This Is All I Ask, Johnny's Greatest Hits, Modern Sounds in Country & Western Music, Let's Go, I Love You Because, My Boyfriend's Back, etc.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 40 entries including Shirelles Greatest Hits, Wonderful World of Love, Knockers Up, In Person, Surf City & Other Swingin' Cities, Paul Anka's 21 Golden Hits, etc.

Regional Today

# Breakouts

National Tomorrow



**PATSY CLINE**

"I'LL SAIL MY SHIP ALONE"  
"WHEN YOU NEED A LAUGH"  
DECCA 31552



**BOB BECKHAM**

"GRABBING AT RAINBOWS"  
DECCA 31547



**THE DEMENSIONS**

Featuring **LENNY DELL**  
"DON'T WORRY ABOUT BOBBY"  
CORAL 62382



**LINDA HOPKINS**

"WONDERFUL"  
(I'm So Glad You're Mine)  
"AM I THAT EASY TO FORGET"  
BRUNSWICK 55252



**LORETTA LYNN**

"BEFORE I'M OVER YOU"  
DECCA 31541



**CARL PERKINS**

"HELP ME FIND MY BABY"  
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# 'WHERE IS THE BOY' DIANE RAY

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# International NEWS REPORTS

## IN HOLLAND

# Edison Awards Go to Top Talent

THE HAGUE—The annual Edison awards were given to artists with the best records of the year given October 4 in the Concertgebouw, Amsterdam, to the artists in the sector of classical music.

Thirteen awards were given to pianist Sviatoslav Richter for his interpretation of Tchaikovsky's Piano Concerto No. 1; Pierre Monteux for his recording of works of Ravel and Debussy; Bruno Walter for his recording of Mahler's Symphony No. 9; Helmut Winschermann for his achievement as a soloist and his conducting for the recording of the concert for violin, oboe and string orchestra of J. S. Bach; Frans Bruggen, Gustav Leonhardt and Anna Bijlsma for a Handel recording; Henryk Szeryng and Arthur Rubenstein for a Brahms recording; Pierre Fournier for his Bach recording; John Culshaw for the technical arrangement of the recording of Wagner's Siegfried; Gre van Swol Brouwenstein for her co-operation in the recording of Wagner's Walkure; David Willcocks for a Haydn recording and to

Vittoria de los Angeles for "Cantos de Espana."

Two Edisons were awarded in the group "Literature and Drama" — to Sir Lawrence Oliver for his recital of the Old Testament in the production "The Living Bible," and to the Dutch actor Guus Hermus for his title part in the play "Cyrano de Bergerac" by Edmond Rostand.

H.R.H. Princess Irene attended the Grand Gala du Disque Classique in the Amsterdam Concertgebouw on Friday night, October 4. The former Minister of Education, Arts and Sciences, Mr. Cals, presented the Edisons awards to this year's winners. The popular

part of the Grand Gala du Disque was held at the Kurzaal, Scheveningen, on Saturday, October 12. H.R.H. Princess Margreit visited this Grand Gala du Disque Populaire.

The Edisons for light music have been awarded to Marlene Dietrich, girl singer Corry Brokken, Duke Ellington, the Dutch Swing College Band, the quintet Jan Morks, Francoise Hardy, Wim Sonneveld and Paula van Alphen.

The program was released by Dutch radio and TV for broadcast by Eurovision. The singer Trini Lopez appeared at the Grand Gala and gave two concerts Sunday, October 13, in Amsterdam and The Hague.



**MYSTERY SOLVED:** The hottest newcomer on the German record scene is Thomas Fritsch (center), 19-year-old son of the 1920's movie idol, Willy Fritsch. While four German record producers were searching for him in Germany and Austria, Polydor producer Gerhard Mendelson (left) had him in the firm's Munich studio behind closed doors producing two sides of his first single disk. Titles are "Wenn Der Mondschein Nicht So Romantisch Waer" and "Yokohama Baby," by Werner Scharfenberger (right).

## AUSTRIA

### Opening Boosts 'Lady' Up LP List

By FRED ZILLER  
Moellwaldplatz 1, Vienna 4

A host of dignitaries and personalities led by Austrian President Dr. Adolf Schaerf hailed the opening of "My Fair Lady" at Theater an der Wien here. The musical, which is sold out until November 2, has boosted the LP of the score into the vaunted top three of the best selling charts. The Austrian cast stars Karin Hueber, Aul Hubschmied, Bruno Fritz, Friedrich Schoenfelder and Franco Duval. On hand, too, was composer Fredrick Loewe. Producers here are Hans Woelffer, Lars Schmidt and Gustav Wally, who also produced it in Berlin.

The Vienna Society of Culture started a composers contest for Austrian and foreign composers of light music. Works may not take more than 20 minutes playing time. Works may be written for orchestra, or orchestra combined with instrumental or vocal solos or choir. Deadline



**TRAVEL LIGHT:** Happy times seem to be the order of the day for the forthcoming Caterina Valente tour of the U. S. The songstress is in a light mood as she outlines plans for her soon-to-come visit to Billboard Austrian rep. Fred Ziller (left) and orchestra leader Johannes Fehring.

for remittances is March 14, 1964. Prizes are 10,000 schilling first prize, 5,000 schillings second prize, and third prize performance only. Address: 21 Neubaugasse, Vienna 7, Austria. . . . The French song "Un Ange Est Venu" (Losing You) has two German versions here sung by Lale Andersen (Electrola) and Dalida (Ariola). . . . Count Jaime de Moray Aaragon, brother of the Belgian Queen, wrote the pop tune "Christine" (Keeler Story), now released on the Odeon label here. . . . Philips just released the "Annie Get Your Gun" album with the original Berlin cast of Heidi Brühl and Robert Trehy.

## BELGIUM

### French Stars Set for TV

By JAN TORFS  
Stuivenbergvaart 37, Mechelen

During the next winter season several French artists of the Philips label will do TV performances on the Belgian channel. Johnny Hallyday, Claude Francois, Sheila and Lucky Blondo are the talents. A new stereo LP by Sarah Vaughan (Mercury) has just been released. . . . Andy Anka, visiting his Spanka-affiliate Robert Bosmans in Brussels, assured that Paul will definitely appear in Belgium before the end of October. A filmed appearance, to be broadcast later on television is a possibility.

The Italian residents in this country organize their second Italian Song Festival, called "Medaglia d'Oro" on October 20 and 27 in Vucht. . . . CBS-Belgium officially announced that Dion di Muci will come to Belgium November 8 and 9.

Siemens soon will get distribution of the Spotnicks records and is also agency of the well-known Verve. . . . Polydor is bringing out the Christmas record by the Compagnons de la

Chanson. . . . Flemish No. 1 singer Bob Benny has issued four titles of Flemish Christmas songs. . . . Emile Garin, of EMI Belgium, reports that he had the visit of A. Batzem, export manager of Germany, who presented him their latest German recordings. . . . Other visitors were Gerry Oord and Hutter of Bovema, Holland (with whom distribution of American catalogs was discussed); M. Gottlieb, the new general manager of EMI-Denmark, who was introduced to Jacques Bevierre, EMI supervisor, and John Kirsch, general director.

Ardmore & Beechwood here obtained the rights for the title "Ballade" sung by Marc Aryan on Markal Records. . . . De Boeck went to Holland with Adamo where they recorded a Dutch version of several numbers. The French version of "Tie Me Kangaroo Down, Sport" is by Alice Dona. The title: "Chante moi to chanson Jack." . . . Show Records signed a contract with hte Argentinian label Music Hall for distribution in Benelux. . . . Georges Delfosse, of Decca Records Belgium, told us that Belgian teenager Tonia, who covered Sheila's "L'ecole est finie," arrived first on the Canadian record scene and is selling well there. . . . To celebrate the appearance in Brussels of John Lee Hooker, Polydor has issued his famous success "Shake It Baby."

The CBS sales office in Belgium, Interphono, has now been officially renamed Disques CBS Fonoplaten. Pascal Robiefroid and all associates of the CBS sales office in Brussels recently visited CBS head office in Haarlem, Holland, and visited the pressing and printing plants. . . . Jules Nijs, of Show Records (distributors of the Roulette label), told us that he is bringing Joey Dee and His Starlitters to Belgium for appearances in Hasselt and Bruges October 19.

Marco Remez recorded in Brussels German version of "If I Had a Hammer" and "Mama mai aus Bahia" for German CBS label. Intervox has Belgian and German sub-rights on new Bobbejaan record "Weer een cafe" (yet another pub!). Same company produced new recording by Belgian top group, the Jokers. Label is Discostar.



**SEDAKA BELGIQUE:** Neil Sedaka and wife (center) take a moment to pose for a picture on their arrival in Belgium October 11. Sharing the spotlight with them are Willy Roelans, sales manager, and P. J. Goemaere, general manager of Inelco, RCA reps in Belgium.

## BRITAIN

### Italian Wax In Timi's Tour

By CHRIS HUTCHINS  
News Editor  
New Musical Express

Timi Yuro arrived for her tour with Brook Benton, Lesley Gore and Dion Di Muci. Early in November she leaves for a promotional visit to France and then goes on to Rome for recording sessions in Italian—a language she speaks fluently, of course.

The condition of Leslie Grade—head of Britain's vast Grade Organization whose artists include Cliff Richard, the Shadows and Frank Ifield—was reported to be "improving favorably" after he was rushed into the London Clinic following a collapse.

The business has been shocked by an illness which forced guitarist Jet Harris—former Shadow and partner in a hit-making Decca duo with Tony Meehan—to walk out on a TV show and disappear the night he was due to begin a tour with Gerri and the Pacer-makers and Del Shannon. Harris later returned to London saying that he had "quit the business for good" and saw a doctor who told him he must rest for six months. Days later Harris was held on a drunk charge in Brighton.

The Beatles are now assured of a gold disk for their fourth record—and third consecutive No. 1—"She Loves You." As home sales soar toward the million mark world-wide release is being set for it. Following America and Scandinavia the

disk is being issued in Australia, Israel, France, Benelux, Italy, Germany, South Africa, Sweden, Denmark, Finland and Holland. . . . Joe Brown's next Pye single features a song made famous by the late George Formby—"Little Ukulele." . . . Television dates are already being set for the Crystals, due here in the New Year for an extensive tour. They guest on ABC's "Thank Your Lucky Stars" on February 15 and AR's "Ready Steady Go" the previous day.

Little more than a week after Little Richard was rushed in to join the Everly Brothers-Bo Diddley package, Trini Lopez arrived as a surprise addition to Vic Lewis' tour starring Brook Benton and Lesley Gore. He plays nine of the 10 States. . . . Lauri Rokkanen, head of EMI's Finnish licensee Pohjoismainen Sahko-Osakeyatio, arrived with M. Piha—head of the company's music department on one of his rare visits for discussions at EMI. . . . Another visitor to EMI was Bill Richmond—chairman of the company's South African and Pakistan associate firms. He reported favorable business in South Africa although hampered by a political boycott on exports to East Africa.

## FRANCE

### Europe No. 1 Debs A-Z Record Label

By EDDIE ADAMIS  
92 quai du Marechal Joffre  
Courbevoise (Seine)

Radio Station Europe No. 1 has created a new record label called A-Z which will be distributed by Vogue Records.



Lucien Morisse will handle the production and the a.&r. departments. First record to be marketed is "Je," by Danyel Gerard, which, according to Morisse, has sold 45,000 EP's and 20,000 singles in three weeks. The U. S. publishing rights of "Je" have been taken over by Paul Anka. In his second record, Gerard will record "America" from "West Side Story." The second A-Z record will be waxed by Pierre Barouh. A-Z Records will be exclusively devoted to teen talents. No heavy catalog is foreseen.

Neil Sedaka, Timi Yuro and Dion Di Muci, will make personal appearances at the Olympia on October 15, November 5 and 12 respectively. Morisse, also active in talent areas, set these dates.

Europe No. 1 has also changed format and will exclusively broadcast news and music. In 1963 income for station is estimated at \$16 million.

Count Basie and his orchestra with Jimmy Rushing played Salle Pleyel October 1. . . . In the same theater October 6 an "American Folk Blues Festival 1963" was presented. . . . John Coltrane will be in November 1.

**GERMANY**

**Club Finds Film, Disk Unit Hot**

By JIMMY JUNGERMANN  
102 Ismaninger Street,  
Munich 27

Munich's night life has a new novelty sensation, the first Cine Stereo Discothek. Every night the new Gaslight Club is packed with fans who are eager to see and hear this new novelty. Gaslight Club boss Abrasha Arluc has a disk and film program of more than two hours featuring artists like the Kessler Twins, Petula Clark, Juliette Greco, Hazy Osterwald, Heidi Bruehl, Dalida, Vivi Bach and Johnny Halliday in stereo sound and on 16mm. color film.

Some 100,000 records have been sold of both Petula Clark's "Cheerio" on Vogue, and "Souvenir" by Peter Kraus on Polydor, and 50,000 records have been sold within four weeks of the new Siw Malmkvist hit "1990." . . . Munich music publisher Hans R. Beierlein visited Milano, Italy, to meet Durium boss and Saar execs Krikor and Elizabeth Mintangian and Walter Guertler, and publishers Franz Leonardi, Bruno Porzand and Alfredo Rossi. . . . Lyricist Max Colpet visited Munich to meet Ariola - Sonopress boss Rolf Engleder.

German jazz organist and clas-

sic pianist Ingfried Hoffmann has been contracted by U. S. Mercury label. . . . German Vogue started a new label, Mode, featuring dance, operetta, pop and light music. Price is \$3.50 per album, a very low price for Germany. . . . Former German, now U. S. arranger-composer Claus Ogerman wrote the music for the new Connie Francis movie, "Looking for Love." U. S. arranger Russell Garcia will stay in Germany now. He signed a contract with the Second German TV Network and will arrange for the Max Greger big band. . . . Philips producer Theo Knobel recorded an album featuring Rita Paul and the Klaus Doldinger quartet with music from George Gershwin's musical, "Girl Crazy," premed in Duesseldorf, West Germany. . . . Peter, Paul and Mary recorded the German version of their U. S. hit "Blowin' in the Wind" for the Warner Bros. label. Bobby Weiss supervised the session.

The winter will see an invasion of U. S. jazzmen on the German concert circuit. The John Coltrane quartet is next up, with dates set for October 26, Berlin; October 31, Frankfurt; November 3, Munich, and November 4, Stuttgart. Also scheduled to tour Germany are the Duke Ellington band, Ella Fitzgerald and Oscar Peterson, the Cannonball Adderley sextet. The German Albert Mangelsdorff sextet will tour Asia from December to March. Concerts are scheduled for India, Ceylon, Thailand, Indonesia, Vietnam, Hong Kong, Japan and the Philippines.

**Rita Pavone Sings Words in German**

By CHRISTIAN TOERSLEFF  
48 Uhlenhorster Weg,  
Hamburg 22

The 16-year-old teen-ager star Rita Pavone from Italy coming to Hamburg for participation in the Werner Mueller TV show and to make her first German records.

Kars-Guenther Thorsting, former editor of film festivals, is the new press chief of Teldec in Hamburg. . . . Heidi Bruehl, who is playing the lead in "Annie Get Your Gun" in Berlin, will be engaged to the Hollywood actor Brett Halsey. . . . David Miller, chief of Miller International, will start his own pressing plant near Hamburg. . . . Fontana released an LP with cuts from the Jazz Festival 1960 in Essen, featuring Oscar Pettiford, Coleman Hawkins and Bud Powell. . . . DGG South African rep Erio Gallo, of Gallo, Ltd., was in Hamburg to confer with executives.

**HOLLAND**

**Panel Probes 2d TV Network**

By SKIP VOOGD  
Joh. Camphuysstr. 189,  
The Hague

Dutch Minister of Education, Arts and Sciences, Dr. Th. H. Bot, has sent a letter to the five floor leaders of the largest political parties in the Second Chamber, the five broadcasting societies and the 10 other applicants for a license to operate the second TV network, asking them to appoint their representatives for the commission which is to deal with the problem of the second television network.

In his letter the Minister has suggested that the 10 commercial applicants should appoint one joint representative.

Holland's well-known pop singer Anneke Gronloh's single "Vladimir" is being pushed as an international hit. "Vladimir" is the Dutch version of the German song "Nitschewo" and the rights are controlled by Belinda of the Aberbach group. The Gronloh record soon will be brought out in Germany, Belgium and England.

During a concert of the Rotterdam Philharmonic Orchestra, Gov. A.F.C. de Casenbroot delivered to the conductor Eduard Flipse an arts & sciences prize.

A special press conference was held in Holland to introduce the British Decca album of Lionel Bart's "Oliver!" October 4 the Dutch premiere of "Oliver!" took place at the Luxor Theater in Rotterdam. Early January of this year, Dutch Philips released a series of "Parlando"—LP's, introducing famous Dutch literature (among them Anne Frank's Diary), spoken by Holland's leading actors. Now the Parlando series was extended with an EP, offering "Martin Luther's Speech at The Reichstag At Worms, April 18, 1521," spoken by actor Han Bens van den Berg.

The Netherlands String Quartet, consisting of Nap de Klin, Jaap Schroder, Paul Godwin, and Carel van Leeuwen Boomkamp, will make a tour of the United States of America. The first concert will be given in Baltimore on October 13. Other towns included in the Quartet's tour are Chicago, Toledo, Indianapolis, Boston and Pittsburgh. . . . Bovema's Gramophonehouse-Classics series has been enlarged by a series of violin concertos, all performed by Menuhin. Bovema's Colum-

bia label presented a live performance by the Benedetto Marcello String Ensemble to its dealers, who visited Bovema's Dealer Day 1963. . . . Bovema's Imperial label surprised everyone by an impressive in-person performance of Brother Bonifatius, a guitar-playing and singing monk from the St. Adelbert abbey at Egmond.

Dutch disk jockey Jos Brink (AVRO-broadcast) has just made his first record: "Pas Goed Op Jezelf" (Take Good Care of Yourself) and flip side "Tos Jos" (To Jos). . . . Adamo, who taped his "Amour Perdu" in a Dutch version (Alleen Voor Jou). All recordings by Adamo are now being plugged extensively on radio and TV. This is also the case with the version of Hans Boekhout on Fontana with "Alleen Voor Jou." . . . Bovema's Warner Bros. label recently released Allan Sherman's "My Son the Nut." The label also is working on a new Everly Brothers single. Stateside, in Holland, has the Janyettes' "Sally Go Round the Roses."

**HONG KONG**

**Local Artists Make Hit Lists**

By CARL MYATT  
27 A Estoril Court,  
Garden Road

The Crown Colony, now obviously on the map as far as top-class entertainment is concerned, will later this month see Eartha Kitt at the City Hall. The show is again being sponsored by the Diamond Music Company.

Music by local artists is enjoying a surge of popularity as never before. Occupying top positions on the chart are "Sunshine" by the Fabulous Echoes, and "Jamaican Mash" by a new group, the Satellites.

Latest releases include "The Woodpecker Song"/"Little Queenie," by Bobby Rydell; "Sooner or Later," by Johnny Mathis (CBS), and "I Can't Stay Mad at You," by Skeeter Davis (RCA Victor).

**JAPAN**

**King Brass Take to Road**

By J. FUKUNISHI  
108 Kakinokizaka, Meguroku,  
Tokyo

S. Noma, chairman, and R. Machijiri, president of King Records, accompanied by M. Maruyama, chief of International Department, left for Europe and the U. S. A. October 1. They will make a market survey and hold business talks with affiliated companies. The label is releasing a debut batch of four LP's from French Barclay November 10.

Toshiba Records' chairman, president and all other directors (excluding H. Ishizaka and Glenn Walich and W. Birkenhead, both of whom represent EMI interests outside of this country), resigned September 20.

H. Terajima, chief of International Operations of Nippon Columbia, joined Toshiba to help Toshiba's International Record Department. To boost "Monkey Dance," Toshiba is coming out ahead of other companies with Freddy Cannon's "Everybody Monkey" (Swan) October 15 along with Frank Chappel's "Carnival Girl" (Lau-

(Continued on page 50)



**HITS from CHESS**

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# International News

• Continued from page 49

rie). The firm is further releasing an album embodying operatic arias by **Mario Del Monaco** in conjunction with his appearance in Tokyo as a member of the Italian Opera Company, and also an initial single of **Barbara Chandler** (Kapp) September 20. Nippon Victor added 12 more indie labels to its repertoire and

is marketing them under the logo of **Globe**. They are **Tamla**, **Motown**, **Gordy**, **Workshop Jazz**, **Hickory**, **Sue**, **Symbol**, **Duke**, **Peacock**, **Fraternity** and **Jubilee**. It will be in the immediate future that the **Miracles**, **Thompson** and other talents take a bow here. The dog-mark firm is also releasing **Peanuts Hucko's** album

containing "Blues on Parade," "March of the Toys" and other selections October 20 in time for his visit to Japan. The recently established **Crown Records** will commence operation November 1 awaiting the formation of personnel structure. Ten singles scheduled to be put on sale December 1 will be all stereotypes etched at **Hikokan Studio** and pressed by **Toyo Kasei Company**.

According to the survey made by the **Dance and Music** magazine, the best singles sellers dur-

ing August were "Diciotenni al Sole" (**Jimmy Fontana**, Victor), "Hey Paula" (**Paul and Paula**, Philips), "I Will Follow You" (**Little Peggy March**, Victor), "Arturo's Island" (**Elio Bruno Orchestra**, Victor), and "March From the Great Escape" (**Mitch Miller** orchestra). LP's: "Poetry in Japan" (**Carmen Cavallaro**, Decca), "Belafonte Carnegie Hall Concert, Vol. 2" (Victor), "T a n g o Notturmo" (**Alfred Hause** and his orchestra, Polydor), "West Side Story," sound track (Columbia), and "Best of King Cole" (Capitol).

## SWITZERLAND

### Tamoure & Slop Get Dance Push

By JIMMY JUNGERMAN

Edition Coda Zurich gets the season rolling in Switzerland with two new dance trends: the **Tamoure** with "Tahiti Mafatu" and "Tamoure Guitar," and the **slop** with "Veedeboom Slop Slop" and "Shu-Bi-Du-Bi-Do the Slop."

**Frederick E. M. Day**, Mrs. Day and nephew **David** spent a week in Zurich. . . . The Coda background and film music archives, Zurich, have acquired the German **Beco** and **Hans Martin Majewski** catalogs for representation in Switzerland. . . . **Cedric Dumont** will represent his country at the "International Festival of Light Music" organized by the Bavarian Radio Network. He conducted his own "Divertissement Helvétique" at the concert in Munich on October 27.

The Swiss **Ex Libris** label reports 21,000 sales of a set of evergreens featuring **Coda** music. . . . British music publisher **Fred Jackson** stopped over in Zurich for talks with his Swiss reps **Jane** and **Anton Peterer** on a flight to Milan. . . . Coda's German version "Liebe Kaelter Als Eis" of U. S. hit "Love in Disguise" is No. 1 in Switzerland now.

## URUGUAY

### APSA Gets Nod, Issues RCA Disks

By ALBERTO MARAVI  
Bme. Mitre 1275, Montevideo

American Products S. A. (APSA) now presses and distributes the **RCA** catalog in Uruguay. **Jorge Errasquin**, general manager of APSA, says as soon as the factory is finished, production will be intensified. Even though the new organization is working with the co-operation of **RCA Argentina**, APSA will deal directly with **RCA U. S.** in obtaining samples of disks.

**Leon Jurburg**, managing director of **Clave IEMSA**, has returned from an extensive journey through **Venezuela**, **Puerto Rico**, **New York**, **Madrid**, **Paris** and **Milan**, having included in his catalog the following labels: **Panart**, **Marvela**, **CGD**, **Roulette**, **Tico** and **Decca Francesa**. The **Clave** label has an LP of one of the latest hit artists, **Amibal Sampa Yo**, harp player and composer of "Dio de los Pajaros," a folk success in Uruguay during 1963. A **Combo Camaguey** LP will be pressed by **Venevox** (Caracas) and **Marvela** (Puerto Rico).

**Tonodisc** presents two new LP's from **Kapp** by **David Rose** and **Roger Williams**. It also has first LP's of the European **Sonet** label, with **Jerry Williams** and **Los Violentos**. . . . Phillips is introducing **Mercury**, **Polydor** and **MGM** labels with **Xavier Cugat**, **Bert Kaempfert**, **Connie Francis** and **Brigitte Bardot**.



## NEW ZEALAND

### College Revue Is 'Nuts' Album

By FRED GEBBIE  
Box 5051, Auckland

**Colin Broadley**, comper of the successful weekly teen-age TV show, "In the Groove," has produced a double record album, "Nuts IN May." Material on the package has been taken from the local **Auckland University** Student revue of the same name.

Rumors are flying about a large merger between two of the indies here. . . . **Graham Dent** left the **Harry Wren** troupe and has taken up a similar position of publicity man for **Jim Haddleton**, **Auckland** show promoter.

**Surf** sound has broken with the kids here. **New dance hall**, **Surf City**, operated by two **Australians**, opened here last week and drew capacity houses. **Aussies** are offering three bands, up to six vocalists, coffee and pastry for a fair entrance fee of four and six pence. Local lad **Ernie Garnier** is fronting for the diggers. . . . **Octagon** record stars the **Sheratons** have a version of "Martian Hop," a cover of the U. S. hit. The lads had great success with the unheard of **4 Seasons' "Peanuts"**. . . . **Peak Records** will distribute the album "Fool Britannia." . . . The **Convairs'** first album for **HMV** scored at the retailers; their second, "I'll Give My Love an Apple," is well up in the best selling lists this week.

## PUERTO RICO

### Cuba Is Hot With Big Three

By ANTONIO CONTRERAS  
2020 Espana St., Santurce

**Seeco Records** has had an unprecedented record set by its album "Steppin' Out" by the **Joe Cuba Sextette**. Three numbers from this album, "A las seis," "Oriente" and "To Be With You" have placed second, third and seventh respectively in the **Puerto Rico Teen Age Hit Parade** that appears every Wednesday in **Puerto Rico's** oldest and most important daily, **El Mundo**. On the strength of the showing by this album, there is a scramble by local bookers to bring **Cuba** to **Puerto Rico**. It is almost sure that they will arrive here sometime in **November**.

**Daniel Riobobos**, Argentinian vocalist (**RCA Victor**), now appearing at **El Convento** night club and **WAPA** television. . . . The **Treniers** (**Epic**) swing group just opened at the **Port-O-Call** room of the **Americana Hotel** here.

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the  
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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.

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	<b>SUGAR SHACK</b>	By McCormick-Voss—Published by Dundee (BMI)	5
2	2	<b>BE MY BABY</b>	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	7
3	3	<b>BLUE VELVET</b>	By Wayne-Morris—Published by Vogue (BMI)	9
4	10	<b>DEEP PURPLE</b>	By Parrish-Rose—Published by Robbins (ASCAP)	3
5	6	<b>BUSTED</b>	By Howard—Published by Pamper (BMI)	6
6	8	<b>DONNA THE PRIMA DONNA</b>	By DiMucci-Maresca—Published by Disal (ASCAP)	4
7	7	<b>MEAN WOMAN BLUES</b>	By DeMetrius—Published by Gladys (ASCAP)	4
8	19	<b>WASHINGTON SQUARE</b>	By Goldstein—Published by Rayven (BMI)	3
9	4	<b>CRY BABY</b>	By Russell-Meade—Published by Rittenhouse-Mellin (BMI)	7
10	12	<b>DON'T THINK TWICE IT'S ALL RIGHT</b>	By Dylan—Published by Witmark (ASCAP)	4
11	11	<b>I CAN'T STAY MAD AT YOU</b>	By King-Goffin—Published by Screen Gems-Columbia (BMI)	5
12	17	<b>TALK TO ME</b>	By Seneca—Published by Jay & Cee (BMI)	4
13	15	<b>FOOLS RUSH IN</b>	By Bloom-Mercer—Published by Bregman, Vocco & Conn (ASCAP)	3
14	14	<b>THAT SUNDAY, THAT SUMMER</b>	By Weiss-Sherman—Published by Comet (ASCAP)	4
15	5	<b>SALLY, GO 'ROUND THE ROSES</b>	By Sanders-Stevens—Published by Winlyn (BMI)	7
16	13	<b>HONOLULU LULU</b>	By Berry-Christian-Spunky—Published by Screen Gems-Columbia (BMI)	6
17	25	<b>IT'S ALL RIGHT</b>	By Mayfield—Published by Curtom (BMI)	2
18	23	<b>MARIA ELENA</b>	By Barcelaca—Published by Peer Int'l (BMI)	2
19	9	<b>MY BOYFRIEND'S BACK</b>	By Feldman-Goldstein-Gottelher—Published by Blackwood (BMI)	12
20	—	<b>I'M LEAVING IT UP TO YOU</b>	By Terry Jr.-Harris—Published by Venice (BMI)	1
21	20	<b>SURFER GIRL</b>	By Wilson—Published by Guild (BMI)	11
22	—	<b>SHE'S A FOOL</b>	By Barkan-Raleigh—Published by Helios-MRC (BMI)	1
23	30	<b>CROSSFIRE!</b>	By Mann-Appel—Published by Kalmann (ASCAP)	2
24	—	<b>THE GRASS IS GREENER</b>	By Mann-Anthony—Published by Screen Gems-Columbia (BMI)	1
25	—	<b>(Down at) PAPA JOE'S</b>	By Smith—Published by Tuneville (BMI)	1
26	18	<b>HEAT WAVE</b>	By Holland-Dozier-Holland—Published by Jobete (BMI)	10
27	24	<b>PART TIME LOVE</b>	By Hammond—Published by Cireco-Escort (BMI)	6
28	26	<b>I'LL TAKE YOU HOME</b>	By Weil-Mann—Published by Screen Gems-Columbia (BMI)	3
29	21	<b>MICKEY'S MONKEY</b>	By Holland-Dozier—Published by Jobete (BMI)	8
30	—	<b>YOU LOST THE SWEETEST BOY</b>	By Holland-Dozier-Holland—Published by Jobete (BMI)	1

**RECORDINGS AVAILABLE**  
 (Best Selling Record Listed in Bold Face)

- SUGAR SHACK**—Jimmy Gilmer & the Fireballs, Dot 16487.
- BE MY BABY**—Ronettes, Phillies 116.
- BLUE VELVET**—Bobby Vinton, Epic 9614; Lawrence Welk, Dot 16526.
- DEEP PURPLE**—Nino Tempo & April Stevens, Atco 6273.
- BUSTED**—Ray Charles, ABC-Paramount 10481.
- DONNA THE PRIMA DONNA**—Dion DiMucci, Columbia 42852.
- MEAN WOMAN BLUES**—Roy Orbison, Monument 824.
- WASHINGTON SQUARE**—Ames Brothers, Epic 9630; Village Stompers, Epic 9617.
- 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.
- I CAN'T STAY MAD AT YOU**—Skeeter Davis, RCA Victor 8219.
- TALK TO ME**—Sunny and the Sunlows, Tear Drop 3014.
- FOOLS RUSH IN**—Rick Nelson, Decca 31533.
- THAT SUNDAY, THAT SUMMER**—Nat King Cole, Capitol 5027.
- SALLY, GO 'ROUND THE ROSES**—Jaynetts, Tuff 369.
- HONOLULU LULU**—Jan & Dean, Liberty 55613.
- 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.
- MY BOYFRIEND'S BACK**—Angels, Smash 1834.
- I'M LEAVING IT TO YOU**—Dale & Grace, Montel/Michele 921.
- SURFER GIRL**—Beach Boys, Capitol 5009.
- SHE'S A FOOL**—Lesley Gore, Mercury 72180.
- CROSSFIRE!**—Orions, Cameo 273.
- THE GRASS IS GREENER**—Brenda Lee, Decca 31539.
- (Down at) PAPA JOE'S**—Dixie-belles, Sound Stage 7 2507.
- HEAT WAVE**—Martha & Vandellas, Gordy 7022; Rene Paulo Group, Hi-Fi 5075.
- PART TIME LOVE**—Little Johnny Taylor, Galaxy 722.
- I'LL TAKE YOU HOME**—Drifters, Atlantic 2201.
- MICKEY'S MONKEY**—Miracles, Tamla 54083.
- YOU LOST THE SWEETEST BOY**—Mary Wells, Motown 1048.

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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**

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 Chicago 16, Ill.

# NAB Breaks Precedent, Includes Disk Representative on Panel

• Continued from page 1

ola. Establish a policy and police it," he emphasized.

Daniel Kops echoed Ruegg's feeling that music programming is a management function. He said that all records are brought to the program manager of his station as well as all records mailed to the station, no matter to whom addressed.

"Music is a very important part of a station's operation with a direct relationship to advertising," said Kops. "There's a great hazard in station representations, advertising agencies or anyone characterizing a radio station strictly according to the music it plays. This is an oversimplification and few stations in the country can be characterized in this fashion," he said.

Howard Green's two AM's feature pop music formats, and the FM outlet, light classical music. Green said he noticed a great influx of record promotion men into WOND during the summer. The station is located not far from Atlantic City.

"I noticed an extra raunchiness in our music during this period of visiting record promoters and Atlantic City cocktail parties given by music and record people to which our air personnel were invited," Green said.

## Panelist Gallagher

The honor of being the first guest panelist from the record industry ever to sit on a NAB panel was given to Bill Gallagher. Gallagher reminded the broadcasters that the record industry had grown from a \$13 million gross in 1951, to a \$600 million gross in 1963.

"Radio is our most important product and records are your most important product," said Gallagher.

The RIAA exec called for more liaison at the top executive level between the record industry and the broadcasting industry. Gallagher said he was appalled in learning that radio management knows so little of the record industry.

The Columbia Records executive also expressed concern at radio's turn toward short play lists. "Many new artists and some excellent material never reaches the listener's ears because they cannot get played on tight-list stations," he said.

## Hip Clothes

In answer to a broadcaster's question as to why the average record promotion man makes such a poor appearance by wearing extreme styles in clothing, long haircuts and using hip talk, Gallagher replied that the record industry is aware of the problem and is making every effort to remove the aura of suspicion surrounding promotion men and their work.

"Now I think it's a psychological problem stemming from past problems," said Gallagher. "I urge all broadcasters to take a new look at today's promotion man," he said.

A broadcaster asked how Columbia and other record companies determine which stations get free promotion records and which do not.

Gallagher said that there was no rule of thumb. All stations are offered Columbia's subscription record service and the company gives promotional singles and albums to stations through its distributors where economically and physically feasible, he said.

The first NAB attempt to include a discussion of music matters and programming into a regional meeting was welcomed

with enthusiasm by most in attendance. However, complaints were registered that 30 to 40 minutes was hardly enough time to scratch the surface of such a vital component of station operations.

Dissatisfaction was also regis-

tered by a number of broadcasters who felt that the panel should have consisted of prominent program manager — the music experts — representing small, medium and large market stations programming music primarily.

## Hot Sports Panel in Cleveland Pulls Lots of Second Guesses

CLEVELAND — There's something fresh in the world of sports programming with the successful entry here of a 15-minute controversial sports show called "Second Guess."

The show, which premiered September 15 on WGAR-Radio, has moved over to WERE now that the baseball season is over (WERE carries the Indians games). "Second Guess" features three gridiron experts who listen and watch each game, then

jump into an off-the-cuff unrehearsed discussion of what the teams did right and wrong. The program is slotted immediately after each Cleveland Browns pro football battle.

Former KYW execs Charles L. Getz Jr. and Bud Wendell, partners in local advertising agency, Wendell & Getz, are creators of the program.

"Sports and controversy go hand in hand," says Getz. "The

(Continued on page 53)

## PROGRAMMING NEWSLETTER

# Now: Promo Men's Time at Bat

By BILL GAVIN  
(Contributing Editor)

SAN FRANCISCO—In previous Newsletters we have looked at the promotion fraternity through the eyes of radio people. We have also reported various comments from local record promoters about their colleagues at the national level. Now let's find out what record promoters say about the people with whom they deal every day—the program directors, the music directors and the disk jockeys.

The program director who works in splendid seclusion is the target of more complaints than any other. He takes no phone calls; he never returns a call; he accepts no visits from record people. In most cases, the new records for his consideration are delivered to a secretary or clerk in the outer lobby. The promo man is denied the opportunity to point out significant facts about his records. The local distributor is usually kept in the dark about the acceptability of his records until he happens to hear them on the air. He is therefore unable to plan his orders accordingly and may lose sales opportunities by not having stock available when needed.

If this solitary and unapproachable radio man applied the same standard of conduct in his relationships with all record people, it could at least be said that he afforded fair and equal treatment to all. Unfortunately, this is not always the case. It usually happens that these kings of the ivory tower have two or three special favorites among the record people, and with these favored few they wine and dine extensively.

## PD's in Trouble

One discerning record man recently mentioned to me the names of four of these hard-to-get PD's, and pointed out that each one was in serious rating trouble. The implication was that an ivory tower is not the best possible place from which to program a radio station.

A second class of radio man who draws the ire of the record people is the complete opposite of the one just described. He makes things difficult by hyping the record companies. This is accomplished in any one of several ways. The deejay may telephone "the man" (collect) to report that he has been playing a locally produced record for the past few days and that the listener response has been "fantastic."

"The man" is always national a.&r. or promo head of a smaller label, who is known to be interested in picking up hot masters. The deejay may or may not have a material interest in the master that he is recommending for national distribution. He may only be seeking a measure of prestige for breaking the big hit. Occasionally the information turns out to be accurate, and the record becomes a national best seller. More frequently, however, the record is a stiff, and by the time that it is in national distribution its original herald has recognized its worthlessness, stopped shouting about it, and dropped it from his playlist. The ill-advised record manufacturer is stuck for front money and pressing charges. Meanwhile the deejay has probably found another "hot" master on which he is lavishing his enthusiasm in the ear of another record man (collect). Chances

are that if the deejay pursues these tactics he will sooner or later come up with a bona fide hit. His boastings to the trade—and to his listeners—will contain no hint of the number of records that he has backed with equal enthusiasm and insistence which have been total failures.

## Hype-Prone Broadcaster

The second type of hype-prone radio man will tout a record company on its own products. He will phone (collect) the New York or Hollywood office to announce, "You gotta smash!" Such enthusiasm is always pleasant to hear from any disk jockey, for it seems to guarantee that this particular station will give this particular record heavy play. Unfortunately, this is the kind of call that may be all that is needed to convince the unwary manufacturer that he indeed has a hit record. (He is seldom hard to persuade to this conclusion anyhow.)

This spiral of self-invited praise can lead to larger pressing runs, large guarantees to distributors and an enlarged budget for promotion and advertising. Hardly any record men now in business who have ever gone overboard on such a deejay type have ever bitten on it a second time. The successful record man hasn't necessarily become a cynic—he is simply realistic in separating the chaff of deejay enthusiasm from the hard kernels of sales.

A third kind of deejay hyping is simply the falsehood, told to the record man to make him happy: "Man, we're really high on this one—we're wailing on it." Careful investigation of the facts often reveals that the record has not and does not make the play list.

If it does, it is only an honorary listing, which all the deejays understand is for political reasons only. It is ignored accordingly. Yet I am repeatedly told by record men—who are either incredibly naive or deliberately misleading—that a certain record is being played by a certain station whose music director has already told me that it meant nothing.

## Favoritism Scored

We could go on for quite a few paragraphs detailing the complaints by record people about radio people. Perhaps some day we'll do just that. For this particular Newsletter one more "gripe" will suffice. It concerns the worst offender of all, and I hope that the printer will set him up in boldface type. He is:

**The radio man who plays favorites.** The record company that sends him advance exclusives receives preferred play on its product. The artists who appear at his hops have their releases picked and plugged to an extreme degree. The companies and artists who do not—or cannot—"co-operate" in this manner are shunted off to the bottom of the priority list.

Discrimination of this nature may seldom be recorded in the FCC files. It should be. In the American system of free enterprise in broadcasting, record plays are not a currency to be offered in exchange for favors. There is only one acceptable criterion: an honest evaluation of a record's potential to please the radio listener. An unbiased appraisal of this sort is all that any reasonable record promoter asks for. He deserves it.

# Radio-TV PROGRAMMING

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

## VOX JOX

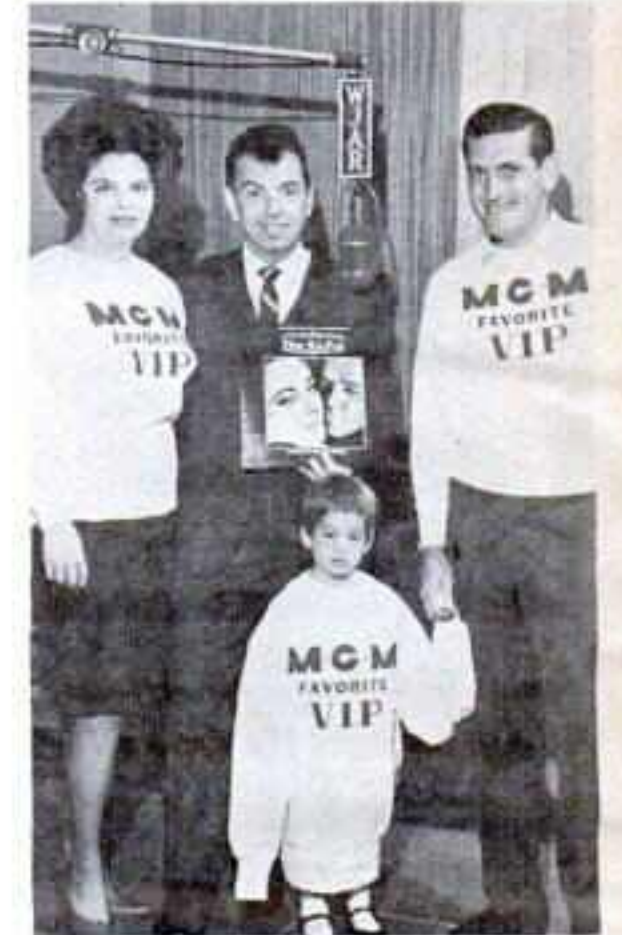
By GIL FAGGEN

**WATCH OUT MEN!** There are three lovely gals from Endicott Junior College in Beverly, Mass., who are out to make their niche in the broadcasting field. The gals, attending the NAB Regional Conference in Hartford, Conn., as representatives of campus Station WEJC, are **Donna Mae Daley** (who aspires to be an engineer), **Karen Esser** (a programmer) and **Terri Ann Dimlou** (a future time buyer—and who could refuse?).

**Bill Atkins**, program director at KILE (Galveston, Tex.), writes

that the station has added an air team, the "Paul & Terry" show to their schedule Monday through Friday 6 to 10 a.m.

**Paul Brenner** of WJRZ (Newark, N. J.) has added a new bit to his "Requestfully Yours" show entitled "Celebrity Request." Paul plays the record requests of top showbiz celebrities after a telephone interview.



**THE V.I.P.'s:** Ken Garland of WJAR (Providence, R. I.) enlisted the help of his daughter Jill and secretary Mimi in promoting a V.I.P. contest in which sweatshirts, MGM V.I.P. soundtrack LP's, and guest tickets to the boring picture were the

(Continued on page 54)

## SEGUE

On his way soon to Gotham is Pittsburgh KQV's Neil MacIntyre, who is reported joining the WINS production department. MacIntyre was music director of WHK (Cleveland) before joining KQV in a music-production capacity.

**Robert Taylor**, WHK (Cleveland) staffer, appointed music director of the Metromedia outlet replacing **Ron Shaeffer** who exited several weeks ago.

**Johnny Dark**, recently with WBBM (CBS - Chicago), took over all-night show (1-6 a.m.) Wednesday (16) on New York's WMCA, replacing **Don Davis**, station's all-nighter for the past four years.

**Alan Bickley** has made his bow on WFAA (Dallas) in a three-hour program titled "Southwest Hit Parade" aired 7 p.m. Monday, Wednesday and Fridays. He will play the top 30 singles, selections from the 10 top LP's and cuts from the five best selling pop comedy LP's.

**John Riley** appointed director of radio production for WFBG (Triangle Radio, Altoona, Pa.), replacing WFBG's morning man, **Al Wolfe**, who has purchased part ownership of WOTT (Watertown, N. Y.). Riley will also handle an air stint (5:45-10 a.m.), moving from the present afternoon slot now hosted by **Dan Resh**.

# 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

**ERROLL GARNER WITH FULL ORCHESTRA PLAYS MUSIC FROM THE MOTION PICTURE "A NEW KIND OF LOVE"**—(Mercury MG 20859, SR 60859) "Paris Mist" (Famous, ASCAP) (4:18)

**ANY NUMBER CAN WIN**—Jimmy Smith (Verve V 8552, V6-8552) "The Ape Women" (New Continent, BMI) (3:31)

**TAKE TEN**—Paul Desmond (RCA Victor LPM 2569, LSP 2569) "Take Ten" (BMI) (2:59)

**POLITELY PERCUSSIVE** — Dick Schory's Percussion Pops Ork. (RCA Victor LPM 2738, SLP 2738) "Baubles, Bangles and Beads" (ASCAP) (2:29)

### JAZZ

**NIGHT TRAIN: THE OSCAR PETERSON TRIO**—(Verve V-8538, V6-8538) "Honeydipper" (Northern, ASCAP) (2:23)

**FEELIN' THE SPIRIT**—Grant Green (Blue Note 4132) "Just a Closer Walk With Thee"

**CONFLICT** — Jimmy Woods Sextet (Contemporary M 3612) "Conflict" (Contemporary, BMI) (5:41)

## 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
Week	Week	TITLE, ARTIST, LABEL	
1	1	BLUE VELVET, Bobby Vinton, Epic 9614	12
2	6	WASHINGTON SQUARE, Village Stompers, Epic 9617	6
3	2	DON'T THINK TWICE IT'S ALL RIGHT, Peter, Paul & Mary, Warner Bros. 5385	7
4	5	TALK TO ME, Sunny & Sunglows, Tear Drop 3014	8
5	3	I CAN'T STAY MAD AT YOU, Skeeter Davis, RCA Victor	8
6	4	THAT SUNDAY, THAT SUMMER, Nat King Cole, Capitol 5027	9
7	7	MARIA ELENA, Los Indios Tabajaras, RCA Victor 8216	6
8	11	I'M LEAVING IT UP TO YOU, Dale & Grace, Montel-Michele 921	4
9	9	THE GRASS IS GREENER, Brenda Lee, Decca 31539	5
10	10	TWO TICKETS TO PARADISE, Brook Benton, Mercury 72177	8
11	12	500 MILES AWAY FROM HOME, Bobby Bare, RCA Victor 8238	4
12	8	WONDERFUL! WONDERFUL! Tymes, Parkway 884	11
13	—	BLUE GUITAR, Richard Chamberlain, MGM 13170	5
14	49	YOUR OTHER LOVE, Connie Francis, MGM 13176	2
15	13	SEPTEMBER SONG, Jimmy Durante, Warner Bros. 5382	8

16	17	TWO SIDES (To Every Story), Etta James, Argo 5452	4
17	18	NIGHT LIFE, Rusty Draper, Monument 823	5
18	—	FUNNY HOW TIME SLIPS AWAY, Johnny Tillotson, Cadence 1441	2
19	20	YOUR TEEN-AGE DREAMS, Johnny Mathis, Mercury 72184	3
20	—	TWENTY-FOUR HOURS FROM TULSA, Gene Pitney, Musicor 1034	2

## YESTERYEAR'S HITS

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

### POP—5 YEARS AGO October 27, 1958

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

### POP—10 YEARS AGO October 24, 1953

1. St. George & the Dragonet, S. Frerberg, Capitol
2. Vaya 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. Oh, P. W. Hunt, Capitol
7. Rags to Riches, T. Bennett, Columbia
8. Dragnet, R. Anthony, Capitol
9. Crying in the Chapel, J. Valli, RCA Victor
10. No Other Love, P. Como, RCA Victor

### RHYTHM & BLUES—5 Years Ago—October 27, 1958

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

- Hold It, B. Doggett, King  
I'm Gonna Get My Baby, J. Reed, Yoo Jay  
A Lover's Question, C. McPhatter, Atlantic  
It Don't Hurt Anymore, N. Brown, Savoy  
Ten Commandments of Love, Harvey & the Moonglows, Chess

## Hot Sports Panel

• Continued from page 52

three experts converse in layman's language about what happened during the game.

"This is a fun series. No one is out to hurt, nor criticize anyone—players or coaches—intentionally," Getz explained. "We want listeners to second guess 'Second Guess.'"

"The program idea is readily adaptable in any market and could be used in connection with local high school, college or pro

sports contest," said Wendell.

Getz was in professional sports for many years prior to taking over duties as public relations director at KYW-Radio and TV in 1958. He was formerly with the Brooklyn Dodgers in the administrative end of baseball. He also did promotion-publicity work for several years with the New York Giants baseball club.

Panelists are Ken Hildebrand, WERE - Radio personality; Cliff Lewis, former star back and quarterback understudy of the great Otto Graham, and John Ray, head football coach at John Carroll University in Cleveland.

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2½ rms., 530 sq. ft., \$200 mo.

3 rms., 725 sq. ft., \$225 mo.

3½ rms., 800 sq. ft., \$250 mo.

See Supt. Seidel on premises.

**HERBERT W. TUTTLE CO.**

Inc.

157 WEST 57 ST. JU 6-8200

when answering ads . . .

**Say You Saw It  
In Billboard**

# HIT MAN

Leroy Van Dyke

PORTRAIT OF A MAN

WHO HAS LEARNED

HOW TO BE "HAPPY

BEING UNHAPPY"

Who wouldn't be with the big new hit—

## "HAPPY TO BE UNHAPPY"

MERCURY #72198



# Editorials Spotlights At Broadcast Meeting

HARTFORD, Conn.—Highlighting the first of eight regional National Association of Broadcasters conferences held here Monday and Tuesday (14-15) was a discussion on the handling of controversy and editorializing by local radio and TV stations.

With broadcasters riddled with confusion regarding the FCC's interpretation of the Fairness Doctrine (all stations must allow opportunity for presenta-

tion of equal time for responsible groups or individuals with opposing views), frank panel discussions did much to shed light on the problem for many broadcasters.

Jack Atwood, of WCSH-TV, Portland, Me., declared that the "discussion of controversial issues gives a station and the industry stature . . . and it's good programming."

Sydney Byrnes, owner of WSOR, Windsor, Conn., said that he tries to be fair in the presentation of controversial issues but "does not go looking up alleyways for opposing views."

Byrnes stated that his station presents editorials every day on a variety of subjects and that it would be an impossibility for him to make copies of the editorials on a daily basis for mailing to those who may wish to present the other side. Byrnes said that equal time is offered after each editorial is aired.

Sam Slate, vice-president and general manager of WCBS, New York, said that broadcasters should not be afraid of controversy. "It is the station's job to determine what is to be broadcast, who, when and why—not the FCC or Congress," he declared.



I'm getting my reorders in for  
**ONLY BEAUTIFUL**  
by JERRY VALE on  
Columbia Records  
You'd better hurry too

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

Douglas Anello, NAB counsel, pointed out that NAB also feels strongly that the judgment of individual stations should take precedent over any FCC rule-making or interpretation of the Fairness Doctrine when it comes to the presentation of controversial subjects.

A survey conducted in July of this year by the NAB revealed that 1,546 radio and TV stations are now editorializing (2,584 stations replied out of 4,800 stations surveyed). The total represents 32 per cent of all stations surveyed and is an increase of 490 stations over those reporting editorial activity in December, 1961, the date of the first survey.

Of the 1,546 stations that editorialize, 1,357 are radio and 189 are TV. The percentage of radio and TV stations currently editorializing is the same, 32 per cent.

## VOX JOX

Continued from page 52

prizes. Winners of the natty sweatshirts and the fine Miklos Rozsa score came out ahead. Those who got tickets to see the flick will no doubt sue Garland.

George Schindler has released his newest deejay gagfile called "Sound Effect Bits" which should prove a great boon to those programming comedy. George's Show - Biz Comedy Service headquarters at 65 Parkway Court, Brooklyn, N. Y.

AWAY HE GOES: Dick Smith of WORC (Worcester, Mass.) has won the recent Connie Francis "If My Pillow Could Talk" national radio contest. Smith won a seven-day all-expenses paid vacation for

## FOCUS ON DEEJAY

### A 'Good Guy' in a Go-Kart



—Photo by Christopher Smith, Toronto

ON THE GO FOR CKEY RADIO: Lee Vogel, CKEY air personality (white suit) gets set to blast off in a recent Good Guys Go-Kart event at Toronto's Goodwood International Race Track. Lee, heard on CKEY from 10 a.m. to 1 p.m. Monday through Friday and Sunday 9 a.m. to 12:30 p.m., joined the station in the fall of 1962, coming from NBC's WJAS in Pittsburgh. The English teacher turned deejay maintains an active schedule of outside activities ranging from Go-Kart riding to 50-mile hikes and fishing expeditions at which CKEY listeners attend in droves.

The former Pennsylvanian is rapidly becoming a favorite with Torontoes as well as his Canadian Good Guy colleagues: Bill Brady (6-10 a.m.) from Windsor, Ontario; Duff Roman (1-4 p.m.) from Swift Current, Saskatchewan; J. P. Finnigan (4-8 p.m.), a native of Toronto; Glenn (Big G) Walters (8-midnight), who hails from Welland, Ontario, and Scott Cameron (midnight to 6 a.m.), from Kitchener, Ontario.

two at Puerto Rico's Americana Hotel.

WTAC (Flint, Mich.) featuring airmen Bob Dell, Joe Franks, Ron Turner, Johnny Cole, Ed Sheppard and Ed Berryman is using a "Musical Report Card" for a top 60 tune vehicle. The records are broken down into "Seniors," "Juniors," "Sophomores," and "Freshmen" categories.

KJOE (Shreveport, La.) — now programming top 50 —

would like to trade music charts and contest ideas with other pop music outlets. Bob Kidd is program director.

Alan Boyd, music director at WTAY (Robinson, Ill.), has added a new twist to surveying local record stores for the best sellers. Boyd talks to the manager of the local record store directly over the air by beeper telephone and then plays the top selling record mentioned by the manager.

# HAVE YOU GOT IT?

The Original

## VOLUME 2 HotENanny

America's Greatest Folksingers on One album with all the Excitement of a live Performance


GINSON & CAMP <i>Shuffle Good and Gracious</i>	THE LIMELITERS <i>Emerson's Tractor</i>	THEODORE BINEL <i>Folkways</i>
NOVY ANTON <i>Drumhead Tune</i>	JOSH WHITE <i>Trouble</i>	JUDY HENSHE <i>Hardy Tune</i>
JUAN SERRANO <i>Balnear</i>		
DIAN & THE GREENBRIAR BOYS <i>Sally, Eat Your Beans, Home, Ours</i>	ELARA WARD SINGERS <i>It's a Soldier</i>	
ERIC DARLING <i>Oh What A Beautiful Day</i>	VANBOROUGH & CHILD <i>Many had a Trick</i>	THE TRAVELERS 3 <i>Cotton Fields</i>

# The Original HotENanny VOLUME 2

available on special discount terms. Ask your CRV distributor!  
Crestview Records are distributed by the Elektra Corp.

CRESTVIEW RECORDS • 51 WEST 51st STREET • NEW YORK, NEW YORK 10019

CRV 807 mono  
CRS 7807 stereo



# Singer Tells Its Music Plan: Make Buyer Return Often

By REN GREVATT

NEW YORK—Fast on the heels of announcement of stockholder acceptance of its merger plans with Friden, Inc., office and data processing equipment manufacturer, the Singer Company last week outlined detailed plans for its latest diversification, the move into record retailing. Initial announcement of Singers' disk merchandising plans appeared early last month in Billboard.

Singer Vice-President Alfred di Scipio said the move into records marks the adoption of a "blades-with-the-razor" philosophy, the records being an obvious facet of the firm's marketing of home entertainment equipment products through many of its 1,700 Singer outlets, just as it has recently announced plans to carry lines of fabrics and notions as an obvious part of its sewing machine merchandising.

"The philosophy is simply to create a reason to get the customer coming back into the store again and again," de Scipio said.

"When you sell him a fairly high ticket item, such as a good sewing machine, he may not return to the store for 10 years. The machine is that good. So you have to provide the reason to come back. The woman of the home who uses the sewing machine is a natural market for the raw materials for sewing. We now offer her that.

"It's the same way with stereo phonographs and records. We can't see any reason why we should sell the customer a high quality phonograph and then lose him forever. Records can bring the customer back time and again, and at the same time, expose him to our select and limited line of products."

## On Two Fronts

Actually, Singer is working with records on two separate fronts. The company is in the catalog mail-order business, which it is currently operating in association with the John Plain organization of Chicago. The catalog contains a substantial selection of record titles at competitive prices, which customers can order direct through Singer store or by mail through the Plain organization.

More recently, the retail operation has got under way, again in association with a "knowledgeable partner," Manny Wells of the racking firm

## 10-Year-Old Disk Swings In Capital

WASHINGTON — Old rock hits keep cropping up to make new rock hits (and more money for dealers) and the latest example has turned up here in the nation's capital in the form of the 10-year-old Coral disk of "True Love Gone," by the Enchanters.

A limited re-release of the disk was carried out by Coral through Lou Seebock, of the Decca-Coral New York office, at the instigation of local dealer Joe Goldberg, who operates the Variety Records outlets in near-by Wheaton and Bethesda, Md.

Goldberg said he had received a number of requests for the disk in recent years, and during the past summer Coral made up a number of new pressings. "It's become found money for both Coral and myself," Goldberg said, adding that one of the leading pop stations, WDON, is programming the disk as frequently as a new pop hit. DeeJays Don Dillard and Barry Records have been handling the spins at the station.

## RCA YULE CAMDEN DRIVE

NEW YORK—RCA Victor has launched a major promotion campaign, geared to Christmas sales, of its Camden disk and tape line. Ray Clark, manager of product planning, said all new and catalog Christmas production (records and tape) on Camden will carry a 12 per cent discount for distributors and a 100 per cent return privilege.

Campaign will feature a heavy ad program, extensive point-of-sale materials including streamers, consumer supplements including the complete catalog, Christmas music browser cards, ad mats and a Christmas header for Camden bin racks with the slogan, "Give the Gift Americans Love Best—RCA Victor—RCA Camden."

known as New York Record Distributors.

"Initially, we are not working with budget items," de Scipio said, "not with cu-touts, and not

with full line materials, but with surplus merchandise. The records feature top artists and even though some of the companies

(Continued on page 56)

## EQUIPMENT NEWSLETTER

# Brave New World Looks Back . . .

By DAVID LACHENBRUCH

OCTOBER 23, 1973—The psycho-socio-economic phenomenon of audio transference, which has now run its course, had its beginning just 10 years ago, in 1963.

If you will hark back to this period, the phonograph industry seemed to be on a tranquil and even keel. It had been five years since the commercial acceptance of the stereo record. Although the equipment used in those days now appears primitive, it was then considered that the industry had reached a plateau of performance and technical excellence.

Consumer confusion appeared to have been allayed, and most families were buying audio equipment for the sheer joy of hearing music. You must remember that this period occurred some years before The Great Obsolescence, when (for good scientific reasons too well known to be detailed here) it was decided that records should turn in a counter-clockwise direction; and before the introduction of the 2-r.p.m. disk.

But what we wish to record here is another matter. It involves the two great groups of sound-equipment purchasers—the audiophiles and the non-audiophiles. The audiophiles, of course, have always been the pioneers, the innovators, the avant garde. It was they, in fact, who once coined the phrase "high fidelity," which may have a nostalgic sound to your ears. (It may come back into use in 1974, when the Federal Trade Commission is expected to issue its official definition.)

The audiophiles gave birth to the high-fidelity industry shortly after World War II when they started building their own sound equipment, or hooking together crude components. These members of the taste-making elite thus dedicated to the vast majority of Americans the joys of good musical reproduction in the home.

Soon the mass manufacturers were at work supplying the demand for record-playing equipment to the average man. These machines were turned out by the millions in neat furniture cabinets or suitcase-like packages in a wide variety of formats. They had only one thing in common: They were self-contained.

Thus, for a time, the home music lovers of America enjoyed a happy dichotomy. The audiophile, or taste maker, enjoyed his music from little cases spread all around the living room, while the mass non-audiophile listened to music from a single piece of furniture. In the language of the era, components were "in" (meaning fewer people had them). Consoles and portables were "out," because they were popular.

No one knows when the first spark was ignited, but in 1963 began the evolutionary process which is now complete.

It was undeniably "smart" to have components, and the component manufacturers encouraged this image with an effective promotion campaign. It became generally known that all the

"ins" owned component systems. Some of the "outs" began surreptitiously buying components and hiring technicians to plug them together.

Then one of the package manufacturers came up with the remarkable concept of "non-audiophile components." In 1963 alone, such manufacturers as Webcor, V-M, Magnavox and GE were turning out components to appeal to the consumer who formerly had confined his equipment to packages, but who now wanted to move up. These components were designed for Everyman. Easy to install and easy to tune. Now, at last, the non-audiophile could give his home that "in" look.

Soon components were being turned out by the millions. People scrapped their consoles and decorated their homes with mass-produced components. But the audiophile was in no mood to take this lying down. Popularity was rapidly driving the components "out." On the other hand, that quaint relic, the console, was so far out that it was coming in.

Some of the traditional audiophile component manufacturers, either through skill or luck, had recognized this early. First came the combination tuner-amplifier, which was really a package without cabinet or speakers. By 1963, old-line component makers such as H. H. Scott, Fisher and KLH were putting together self-contained units. KLH was actually making a portable, and Fisher—of all things—a table model with drop-down record changer.

Of course, the interchange occurred gradually. To help ease the transition, at first the audiophile manufacturers called their consoles and portables "packaged components," while the non-audiophile mass manufacturers called their product "component packages."

Now, of course, the turnabout is complete. It's well known to every true audiophile, for example, that the best stereo reproduction comes from two-speaker systems in the same cabinet (acoustically isolated, of course), and that only the uninitiated will exaggerate the stereo effect by the use of wide-spaced separate speaker cabinets. The average non-audiophile prefers the simplicity of components to the complexity of the control panel, for example, on the magnificent one-of-a-kind Icelandic Modern console in the home of the audio connoisseur.

To younger readers, it may seem strange—even unbelievable—that audiophiles once preferred components. But this is just one facet in the remarkable change which has taken place in American homes in the last decade or so. For example, incredible as it may seem, more sedans were sold in 1963 than sports cars.

**NOTE TO AUDIOPHILES:** Before you write that nasty letter, this was only a dream. Actually, the real point is this: There no longer is a "component elite." Good musical equipment comes in all formats, and the dealer who overlooks any one of them may be passing up business.

## Phono-Tape

### MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS  
• EQUIPMENT NEWSLETTER

## Sylvania Ups Budget For Fall Campaign

NEW YORK—Sylvania Electric Products, Inc., has blueprinted a 25 per cent increase in its already record-breaking fall advertising appropriation of \$1 million. The firm thus joins other top-line producers of home entertainment equipment in the big budget battle to gain the Christmas gift buyer's favor.

John T. Morgan, merchandising vice-president for Sylvania's Home and Commercial Electronics division, said the additional funds will be used to purchase double-page spreads in full color in Look, Saturday

Evening Post, Newsweek, Fortune, Forbes, Business Week, Harpers, Nation's Business, Time and U. S. News and World Report.

The new schedule of ads commences the last week in November and the first week of December, and copy will stress quality, performance, styling

(Continued on page 56)



## Can you afford to sell cheap needles?

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



Fidelitone, Inc.  
Chicago 26,  
Illinois



I can see it now!  
**ONLY BEAUTIFUL**  
by  
**JERRY VALE**  
on Columbia Records will be No. 1

# Singer Tells Music Plan: Make Buyer Return Often

• Continued from page 55

may have overstocks of many of the items, we are already finding that the new market we can expose records to will buy them, in quantity."

### Selects Product

Wells' organization selects the product, as few as 50 LP's in some cases, which are put out near the Singer store's cash register. They sell for \$1.49, and, as di Scipio says, "We are on the right track because our people are already placing reorders. We select by product category—jazz, classical, pop, etc.—and

the reorders are placed in the same way.

"We also have a Christmas special that will go on soon, consisting of three major label Christmas albums at \$2.47 each. In addition, we have a special Christmas selection on an album of our own which, with a coupon, is available for \$1.

"This, however, is just the start of our program, Phase 1, if you will," di Scipio said. In home entertainment equipment, we are now in cameras, stereo, and TV. Just as we do in equipment, we expect to have in records, first line product, our own specially produced items and surplus merchandise. At the moment, we feel we're getting into records with a minimum investment and we're giving our retail people a chance to become educated to the product and how to sell it.

"With our controlled distribution facilities—we own our own outlets, 1,700 of them—we are in a very strong position. We feel we can become a major factor in record distribution, and next year we do expect to be in records in full-line depth in many of our stores.

"It is also a fact that we have 9,000 door-to-door salesmen, all specially trained who are associated with the Singer stores, in their specific areas. They already sell our products from the other major divisions of sewing machines and home care equipment such as vacuum cleaners.

"They will also be involved in the Friden product lines of office equipment and there is every reason to believe they will be involved in records and home entertainment products. Unlike many door-to-door operations that swoop down on a territory and work it for a few days, these men will instill confidence in the customer because they will never be farther away than the local Singer store."

## Color TV Sales May Hit Billion

NEW YORK—Where is color TV going? Up, up and up again, according to RCA Sales Corporation Vice-President Raymond W. Saxon. Saxon told the New York Sales Executive Club here last week that color TV set sales will reach a value of \$1 billion at retail in 1965.

Rate of sale this year has hit \$450 million with a \$750 million level envisioned next year. Saxon said RCA's distributor-to-dealer color set sales are running 67 per cent ahead of last year and that color volume will be bigger than black and white this year.

A major crossover point will be reached, Saxon said, next year, when color set dollar sales volume will surpass the combined total of the remainder of RCA's home instrument business, which includes black and white TV, radio, stereo phonos and tape cartridge recorders.

### Sylvania Budget

• Continued from page 55

and value themes. The firm's "impact advertising campaign" got under way early this month and will be carried on through December. During the entire three-month period there will be a minimum of one ad each week

## 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 \$31 AND \$60

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	7/27/63 Issue	4/27/63 Issue		
1	1	1	Decca	21.3
2	3	2	Masterwork	16.4
3	2	3	Voice of Music (V-M)	9.6
4	5	4	RCA Victor	8.0
5	4	5	Capitol	7.2
6	—	—	Motorola	6.9
7	7	7	Webcor	4.2
			Others	26.4

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

7/27/63 Issue: Symphonic (6); Westinghouse (8).

4/27/63 Issue: Symphonic (6); Phonola (8).

## DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

**LIBERTY**—Expires October 30, 1963. Started August 26, 1963.

Ten per cent cash discount off face of invoice for all new release and catalog product except Chipmunk albums. A 100 per cent exchange with product exchangeable after February 1, 1964. One-third payments due 10th of next December, January and February.

**ATLANTIC-ATCO-VAULT-MOONGLOW**—Expires October 31, 1963. Started October 1, 1963.

A 15 per cent discount on 18 new releases only; 30-60-90-day deferred billing on qualified accounts.

**MONUMENT**—Expires October 31, 1963. Started October 1, 1963.

"Monument Money-Makers" program on catalog. Buy six albums, get one free.

**PRESTIGE**—Expires October 31, 1963. Started October 1, 1963.

Miles Davis (7000 series) catalog items. Buy five, get two free.

**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.

## Phono Sales Dip Slightly in July

WASHINGTON — Phonograph sales at the distributor and factory level dropped slightly in July from June levels, according to the Electronics In-

dustrial Association's marketing service reports. July portable-table model sales by distributors was down from 215,000 in June to 211,000, while console sales decreased from 100,000 to 87,000. Year-to-date totals for seven months, however, showed a healthy pattern with 1,334,000 portable-table model sales as against 1,100,000 for 1962. Consoles hit 724,000 as against 619,000 for the same seven months last year. A similar picture obtained at the factory level.

dustry Association's marketing service reports.

July portable-table model sales by distributors was down from 215,000 in June to 211,000, while console sales decreased from 100,000 to 87,000. Year-to-date totals for seven months, however, showed a healthy pattern with 1,334,000 portable-table model sales as against 1,100,000 for 1962. Consoles hit 724,000 as against 619,000 for the same seven months last year. A similar picture obtained at the factory level.

# Performance and Profits

... in background music are yours with reliable VIKING cartridge players, in package or component form ... Cartridges ... Pre-recorded music.



Showing Vik-o-matic — completely self contained cartridge player. Consists of deck, 8 watt amplifier with microphone input and speaker. Also, reel-to-reel transports, recorders, amplifiers for every use and purpose.

Write Sales Manager For Information

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



OF MINNEAPOLIS, INC. / Your assurance of Quality in Tape Components

9600 Aldrich Avenue South, Minneapolis, Minnesota, 55420

# ATTENTION

DISC JOCKEYS  
RADIO STATION  
LIBRARIANS  
PROGRAM DIRECTORS

**CASH** FOR YOUR USED OR UNUSED 12" LP's

- ANY LABEL
- ANY TYPE OF MUSIC

Here's an opportunity to clean out your surplus records

We will buy any quantity of your unwanted 12" LP's used or unused

GET IN TOUCH WITH US FOR FULL DETAILS

BOX # 515  
BILLBOARD, NEW YORK

When Answering Ads . . .  
Say You Saw It in Billboard



# SINGLES REVIEWS

Continued from page 24

Ship Out (Lyn-Lou, BMI) (2:01). CAPITOL 5066

**TOM TALL**  
★★★★ Oohln' and Ahhn' (Painted Desert, BMI) (1:55)—★★★ Bad, Bad Tuesday (Yonah, BMI) (2:22). PETAL 1210

**KEITH BUCK**  
★★★★ It's Been a Blue, Blue Day (Buna, BMI) (2:35) — ★★★ Mr. Misery (Athens, BMI) (1:56). SUPERIOR 1002

**GENE KENNEDY**  
★★★★ Three's A Crowd (Marks, BMI) (2:48)—★★ Would You Let Me Go (Eighth Note, BMI) (2:07). VICTORIA 101

### JAZZ

**HERB ELLIS**  
★★★★ Texas Waltz (Trenner, ASCAP) (2:07)—★★★★ Leave It to Me (Trenner, ASCAP) (2:07). EPIC 9629

**GENE AMMONS**  
★★★★ Seed Shack (Pres, BMI) (2:50)—★★ Let It Be You (Pres, BMI). PRESTIGE 276

### SPIRITUAL

**SISTER JOSEPHINE JAMES**  
★★★★ Meeting Tonight (Lion, BMI) (2:10)—★★★★ He Arose (Lion, BMI) (2:16). PEACOCK 3000

**PROF. HAROLD BOGGS**  
★★★★ Talk and Walk (Lion, BMI) (1:58)—★★ That's Where It's At (Lion, BMI) (2:28). SONG BIRD 1001

**GOSPELAIRES**  
★★★★ Ride This Train (Lion, BMI) (2:45)—★★ Thou Art Gone (Lion, BMI) (2:45). PEACOCK 1898

### COMEDY

★★★★ Talking Horses — ★★★ The Dog Doctor. FRATERNITY 911

**National Breakout!**

**FRANK CHACKSFIELD**

"THEME FROM A NEW KIND OF LOVE"

London 9617

---

A Little Play—Big Pay Off

**"MAMA LET THE PHONE BELL RING"**

**LITTLE CHERYL**

C-276

THE BIG ONES ARE ON CAMIO PARKWAY

**HOTEL FORREST**

49 ST.  
West of 8<sup>th</sup> way

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

**NEW SENSATIONAL ONE-RATE PLAN!**

Every Single room \$7.50  
Every Double room \$11.00

21" TV & Hi-Fi in every room

Garage adjacent to hotel  
Snowed-out available  
Day-Walk-Meets

**MEN WHO READ BUSINESSPAPERS MEAN BUSINESS**

## 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

DISTRIBUTORS, PROMOTERS, WRITE for samples of our new spirituals. We need good distributors in major cities. Write Pitch Records, Box 2459, Washington, D. C.

#### 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

HIT RECORDS BOUGHT AS YOU CALL. Send for our wants. We're new in field and will discuss all proposals. Airspeed reply to Studio 9, Fack, Stockholm 10, Sweden.

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

NEW 45'S, \$8 HUNDRED; FEW DUPLICATIONS. New, \$3.98 to \$5.98, mono and stereo. Cut-out and catalogue major LP's, \$1.25 ea. Sample order of 10 sent p.p.d. for \$12.95. Hal Faktor, 4143 W. Armitage Ave., Chicago 39, Ill. CA 7-3722. no9

#### RECORD COMPANIES

##### RUSH SAMPLES

1. Blanket Coverage
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Whether you're a "pro" or a beginner, this book is must reading. Contains information on:

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WANTED—EXPERIENCED MANAGER and Buyer for music department. Must be able to merchandise organs, pianos, instruments, sheet music and records. Send resume stating experience, qualifications and salary range to Park Eckles, Eckles Department Store, Dodge City, Kansas. oc26

TRAVELING RECORD SALESMAN living in or around Chicago area. Leading promotion budget record company seeking to produce Salesman to travel Midwest territory. Sell to racks, distributors, department, drug and variety chains, mail order, etc. Handle major accounts. Require responsible, experienced man willing to travel. Excellent earning potential. Box 518, c/o Billboard, 1564 Broadway, New York 36, N. Y.

#### SITUATIONS WANTED

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Experienced in customer relations, album production and pressing sales.

Familiar with progress and problems of small manufacturers and non-profit organizations. Let me help your customers have confidence in you.

Eager to affiliate with a dynamic, progressive employer. Write  
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to help people in the allied fields of Music — Records — Coin — Promotion — Entertainment to make the right, best paying connections. This is the perfect media for selling yourself to prospective employers. \$2 will do the trick for a half-inch ad in one issue — maximum 15 words, plus name and address.

Mail copy and payment direct to  
MARTIN THAU  
Billboard Classified Mart  
1564 Broadway  
New York, N. Y., 10036

## Mrs. McCarthy Again Named NY Assn. Head



MILLIE McCARTHY

ALBANY, N. Y.—Millie McCarthy, Hurleyville, N. Y., operator, was re-elected to the presidency of the New York State Coin Machine Association at the group's annual meeting at the DeWitt Clinton Hotel here Monday (14).

Also re-elected were Mac  
(Continued on page 63)

# Owners Pledge Support to Ops

ALBANY, N. Y.—Last ditch efforts of the New York State juke box operators to keep the Copyright Act of 1909 intact were bolstered somewhat Monday (14) when representatives of the New York State Restaurant Liquor Association pledged support to the coin machine industry.

The location owners' group represents some 40,000 owners of taverns and restaurants where liquor is sold by the drink. Most of these premises are juke locations.

Tony Visiglio, past president of the NYSRLA, told operators at the annual meeting of the New York State Coin Machine Association at the DeWitt Clinton Hotel here that location owners are opposed to any removal of the exemption from payment of performance royalties. He said that the exemption removal would hurt both location owner and operator.

### Conflicting Rulings

Leonard Friedlander, attorney for the NYSRLA, invited operators to attend the group's annual convention at Grossinger's (Catskill Mountain resort) Sunday through Wednesday (27-30) and discuss mutual problems with location owners. He cited the conflicting rulings on pool tables by the State Liquor Authority.

## Coin Machine OPERATING

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

Location owners are concerned about the possible passage of the Celler Bill which would remove the performance royalty exemption. They feel that some of the levies may be passed on to them in the form of lower commissions or on the insistence by the operator of front money or minimum guarantee contracts.

Aaron Sternfield, Billboard coin machine editor, told the operators that the Celler Bill is much more likely to be passed than to be defeated.

### Bargaining Material

He said that even though the industry is solidly opposed to passage, it should begin to weigh the consequence of passage. Sternfield advised the operators to begin assembling bargaining material to be used in negotiations with licensing so-

cieties in the event of passage.

Millie McCarthy, New York State Coin Machine Association president, differed with Sternfield's appraisal of the situation. Mrs. McCarthy said the bill—which had been reported out favorably by the House Judiciary Committee—could die in the House Rules Committee.

She told members not to throw in the sponge but to renew their efforts to see that the bill does not pass.

### MOA Report

Tommy Greco, former president of the group, reported on the recent Music Operators of America Association convention. He said that New York, with 93 members, has passed California as the State providing the most members to the national group.

Ed Solomon, Poughkeepsie

operator, suggested that five regional meetings be held before the annual State meetings so that operators from all parts of the State are able to form positions on issues to be discussed at the annual conclave.

The association voted to reduce the annual membership fee from \$50 to \$35 to members of local groups who join NYSRMA as a unit, provided 100 per cent of the membership enrolls.

### Report Commissions

Mike Mulqueen, Walden, N. Y., operator, reminded the group that federal income tax regulations provide that commissions to location owners (except corporations) in excess of \$600 a year must be reported on a special form. He added that the Social Security number of the location owner must be included in the report.

Mulqueen explained that the rule has been on the books for several years, but has neither been observed nor enforced. This year, he added, Internal Revenue Service officials have indicated that it will be enforced. He advised operators to comply with the ruling.

Attendance at the meeting topped the 50 mark, the heaviest in the six-year history of the group.

## Jack Bess Tells S. C. Operators To Take Real Look at Industry

By DENIS HYLAND

COLUMBIA, S. C.—Nearly 130 operators, distributors and factory representatives gathered at the Wade Hampton Hotel here Saturday and Sunday (12 and 13) for the first annual convention of the South Carolina Coin Operators Association—a group organized less than 10 months ago.

The climax of the two-day meeting was the business session on Sunday afternoon which featured a keynote address by Jack Bess, Roanoke Vending, and president of the National Coin Machine Distributors' Association, and a progress report on MOA by Managing Director Bob Blundred.

Bess, speaking on the importance of trade associations, enumerated their advantages to any industry. He advised operators to take a realistic look at the scope of the coin industry and recognize the economic force it represents.

Pointing out that agriculture and manufacturing account for 40 per cent of the economy, Bess said that the other 60 per cent is provided by sales and services such as the coin industry performs. He urged operators to work through the trade associations to build up this image of the industry.

### Blundred Report

Blundred's progress report touched on the growth of the association to more than 900 members since the convention last month, and status of the ASCAP legislation.

Royce Green, president of the South Carolina association, announced that 10 new members had been signed during the two days, bringing total membership to 54. Membership in the South Carolina Association automatically makes the operator a member of MOA.

Nearly all major music machine and game firms exhibited at the show, and many had representatives on hand from the

factory. Among them were: Clayton Nemiroff, J. H. Keeney Company; Harry Gregg, Wurlitzer Company; C. B. Deselm, Ray Reihl and John Casola, United Manufacturing, and Jack Mittel and Jack Milford, Williams Electronic Manufacturing Company.

Also present were C. W. McKelvey, George Klersey and John Hickman, Rowe-AMI; Mort Secor, Chicago Coin; Art Daddis, Irving Kaye Company; George Hincker, Rock-Ola Manufacturing Company; Sol Lipkin, American Shuffleboard Company, and Simon Wolfe and John Fritzpatrick, Seeburg Company.

### Exhibitors

Among the exhibitors at the meeting were: Sparks Specialty, Columbia, which took advantage of the meetings to show the new AMI Tropicana as well as the Riviera cigaret machine. The Sparks display also included the Keeney Poker Face, Fisher's six-pocket pool table, United's Ultra Bowler and Fury Bowler and Customusic. D. H. Fisher, Avna Fisher, J. D. Shealy, H. H. Hackler from Columbia and Flora Kennerly and James Simpson from Atlanta represented the company.

Peach State Distributing was represented by W. N. Hawes and Al Hawkins from Macon, Ga., as well as E. B. Stewart, John Cole, Jim Faulk, Bobby McCleary and Bill Powell from the Columbia office. Displayed on the floor were the Wurlitzer 2700 phonograph, Gottlieb's Swing Along and Sweethearts, Smokeshop's cigaret machine, and a Midway Rifle Range.

Also exhibited were Chicago Coin's Sun Valley bowler and the Official Spare Lite Bowler, the Irving Kaye Company El Dorado Mark III six-pocket pool table, and Williams' Big Daddy, El Toro and Merry Widow pin games plus the Major League Baseball.

Seeburg's distributorship,

Southeastern Vending, Charlotte, was represented by Raymond Haire, Oscar Hedrick, Max Freeze, Finn Litsheim and Johnny Rowell. The Console phonograph, the cigaret machine, the foreground and background music systems were attractively displayed.

### Le Sturgeon

Le Sturgeon Distributing's exhibit featured the Rhapsody II and Capri II phonographs plus a film of the new Caravelle cigaret machine. Also displayed were the Rock-Ola stereo twin speakers and the Smokeshop cigaret machine.

In addition to Larry Le Sturgeon, Charles Fisher, Red Holder and John Kaiser were on hand.

Other exhibitors were: Bob Thompson, Southeastern Record Merchants, Charlotte; Dave Kaleel, Columbia Record Division of Southern Bearings and Parts, Charlotte; Henry Roney, Mobile Record Service, Columbia; Dave Atkinson, F&F Enterprises, Charlotte, and Jim McGinnis, Arnold Distributing, Charlotte.

The meeting attracted visitors from throughout the Southeast, including Howard C. Robinson, Robinson Distributing, Atlanta, and C. E. Dickerson and Blair Norris, Brady Distributing, Charlotte.

### Keels Award

At a luncheon prior to the Sunday meeting, H. C. Keels, Keels Music, Florence, received an award for bringing the most new members into the association since June 16. A special award, donated by Peach State Distributing, was made to Mrs. Avna Fisher, Sparks Specialty, and secretary-treasurer of the association, for her work on the convention.

A dinner, entertainment and dance Saturday night featured drawings for prizes donated by the various exhibitors. Winners included Fred Haugh, Star  
(Continued on page 66)

## EUROPEAN NEWS BRIEFS

### Ops Free Not to Join

VIENNA—Austrian coin machine operators have been freed from compulsory membership in chambers of trade organizations.

Austria's chief administrative court has ruled that such compulsory membership is illegal and that coin machine operation is outside the scope of such trade chambers.

The trade chambers function

to police the quality of trade craft work and services. The court said that coin machine operation raises no important question of quality.

Austrian operators count the court's decision one of their most important legal victories since the war. It strengthens the legal base of the trade, and, more important, it will permit them to sue for recovery of membership dues and license fees paid  
(Continued on page 66)

## Celler Bill Would Hurt Ops, Diskeries

NEW YORK — Al Denver, president of the Music Operators of New York and vice-president of the Music Operators of America, this week said that passage of the Celler Bill (to remove the performance royalty exemption on music machine performances) would result in tragedy to both operators and record companies.

Denver said that juke box operators have no wish to deprive composers, authors and publishers from the fruits of their labors, but, he added, "A contribution to ASCAP is not the way to accomplish this."

The veteran New York operator said that direct payments to copyright holders in the form of mechanical royalties gets the money in the hands of the copyright holders with a minimum of collection cost.

### Marginal Locations

Denver predicted that if the performance royalty exemption is removed, operators will be forced to shut down marginal locations and the record industry would suffer.

He added that the ASCAP formula for paying copyright holders is a mystery to all but a few persons and that the composer receives less through ASCAP than he would through direct payments on mechanical royalties.



AL DENVER

"The record should speak for itself," said Denver, instead of the royalty payments being disbursed by ASCAP through a formula known only to itself.

### Equitable System

Denver added that under the mechanical royalty system, payments are made immediately and that the distribution of these payments is made in an equitable manner.

The Celler Bill is now in the House Rules Committee after having been reported favorably out of the House Judiciary Committee.

# Loewen-Automaten Brings Out Largest Phono Program Yet

WIESBADEN, West Germany—NSM and Loewen-Automaten introduced its phonograph program—the largest such ever embarked on by a Continental manufacturer—at a world premiere in the Yellow Salon of Kurhaus in Wiesbaden.

The premiere, attended by a blue-ribbon list of European trade leaders, presented three basic models with a total of five phonographs.

The new phonograph program of NSM and its sales arm, Loewen-Automaten, is based on:

1. The entirely new Serenade stand box. A conventional-type

box designed for prestige locations, containing all of the latest technical refinements and features.

2. The NSM Mini-Box, in two-tone wood cabinet with a simplified version of the Serenade mechanism. The Mini-Box was acclaimed for its surprisingly compact cabinet, which struck some at the premiere as a "miracle of miniaturization."

3. The Loewen console series—Twen, Senator, and Consul. The console series, with cabinets of precious woods, are equipped with the Fanfare 60 and 100 mechanism, the mech-

anism which has been manufactured in over 10,000 units.

### Flexible Equipment

The NSM-Loewen program is designed to provide a flexible equipment supply tailored to all tastes and locations. It takes into account that the phonograph market, conventionally regarded, displays signs of a certain saturation.

The Bingen firm believes, however, that the saturation is more apparent than real—that there are still uncounted potential phonograph sites. Its program is predicated on the prop-  
*(Continued on page 61)*

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		Hollywood	250
Cartoons	475	King Pin	250
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 stands	75	Ten Spot	195
Grammes Change-maker, 10c & 25c	95	Three Coins	225
Jr. Deputy Sheriff		Tic-Tac-Toe	185
Gun	125	Tom Tom	375
		Trade Winds	275
		Valiant	325
		Viking	260
		Brite Star	150
		Captain Kidd	250
		Continental Cafe	125
		Cross Cross	150
		Cover Girl	315
		Darts	195
		Double Action	185
		Duelle	100
		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	265
		Majestic	125
		Oklahoma	360
		Preview	395
		Race Time	225
		Seven Seas	265
		Silver Pretty	140
		Sittin' Pretty	180
		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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**NOW!**  
Available  
in 2 Player  
**ADDED BALL**  
Model!

- NEW! SCORE-FRAME HAS STAINLESS STEEL TRIM ON THE FRONT, AND PROTECTIVE METAL CORNERS AT THE BACK to prevent damage during life of game!
- NEW! FRONT HAND-RESTS ARE MADE OF CYCOLAC PLASTIC. This is the same material from which telephones are made. It will not tarnish, has long life and remains clean!
- NEW! EXCLUSIVE "LIFT-OUT", SELF-LOCKING PLAY-FIELD! Instant access to interior mechanism! No screws! No levers!
- NUMBER MATCH FEATURE!

NOW AT YOUR CHICAGO COIN DISTRIBUTOR!

### SEE AMERICA'S HOTTEST LINE OF COIN OPERATED GAMES

**NEW OFFICIAL "SPARE-LITE"**  
6 player Bowling Game

DIRECTIONAL ARROW  
"LIGHTS-UP"

**Chrome Plated GUARD RAIL**  
for Official and Grand Prize Bowlers  
Now Available!

Attached in minutes.  
Protects pins, hood and score glass.

**New 6-player STRIKE BALL PUCKER BOWLER**

WITH "SERVICE-EEZ" TRIP-RELAY BANK.

**Chicago Dynamic Industries, Inc.** 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

**MUSIC MACHINE PROGRAMMING**



**AL SAMPLES, MRS. ROY WILLIAMS, Mrs. Samples and Roy Williams in Chattanooga at the Robinson Distributing Company showing of the new Rock-Ola line. Door prizes of three Kodak Unimatic cameras and three Philco clock radios were given at the Robinson showings held in Chattanooga, Augusta, Ga., and Albany, Ga.**

## Ga. Operators Meet to Start Organizing

ATLANTA, Ga.—The first organization meeting of a proposed Georgia Operators Association, was held last week at the Capri Motel here.

Present were Howard Robinson, Robinson Distributing, and Flora Kennerly and Jack Harris, Sparks Specialty. Bob Blundred, managing director of the Music Operators of America, also addressed the gathering of 15 operators.

Each operator present promised to try to interest two other operators in forming a State organization as well as getting them to join MOA.

Operators will be polled in a few weeks on the success of their attempts and another organizational meeting will be set. Royce Green, president of the South Carolina Coin Operators Association, will address the next meeting and offer suggestions.

## So. Calif. Ops Get a Look At New Tropicana Phono

LOS ANGELES — Southern California operators got a look at the Tropicana, the new Rowe-AMI phonograph, at a three-day open house showing of the machine by the R. F. Jones Company here Monday through Wednesday (14-16). One-day shows are scheduled by the distributor at Bakersfield at the Caravan Inn on Tuesday (29) and San Diego in the Royal Suite of the Kings Inn on November 5.

The local showing was well attended with the event under the direction of Chuck Klein, branch manager. Lydia Lloreda Davies was the hostess. Salesmen assisting in the show were Don Edwards, Jack Leonard, and Bill Gray. Catering of the buffet luncheons was by The Casserole.

Among the operators attending the show were Ross Jiminez, Bill Hoffer, Norris Frazier, L. E. Bennett, Ernest Harris, Harry Carroll, M. V. Connor, Joseph Donchi, Nat Webb Jr., B. Hobgood, C. W. Kelly, Cliff Jones, Jack Goodman, E. D. and Dorothy Elmore, W. R. Worthy, Joel Specht, C. W.

Conland, Joseph Duarte, Tab Simonson, Bill Schaffer, Ekly Ray, Bill Vessel, Joe Agnew, Jim Hathaway, Bill Farwell, Harry Orlovski, James Howard, Joseph Fiorenza, Julius Stein, and Ralph Rush.

## Roanoke Firm Displays Mod. M

RICHMOND, Va.—Roanoke Vending Exchange showed the new Rowe-AMI Model M Tropicana to Virginia operators here at its Richmond showroom last week.

On hand from Roanoke were Jack Bess, president, and Harry Moseley, vice-president. Ellis Royal represented the factory.

Among the Richmond operators were Hy Lesnick, Fred Haywood, Arthur Bazaco, William Wilkins, C. E. Morris, Stoney Morris and John Cameron.

Other operators present included Chris Anthony, Hampton; M. L. Holland, Roanoke; *(Continued on page 63)*

## London Firm to Handle Imports

LONDON—Hal Eldridge has organized Hael Enterprises Ltd. here to handle amusement machine imports all over the world and to represent carnival ride manufacturers.

Eldridge, an Australian who settled here a few years ago, had been with Ainsworth Consolidated Industries (G.B.) Ltd. until recently.

Eldridge's other firm, Major Matics, will continue to sell and operate coin equipment under the direction of Joe Phillips and Mrs. E. M. Eldridge.

This week Eldridge left for Australia and the United States to visit manufacturers and take on new lines. Any manufacturer wanting to reach Eldridge may do so by writing him c/o Qantas, 350 Post Street, San Francisco.

## Recent STEREO RELEASES for Music Operators

### SEEBURG LITTLE LP's

#### Pop Vocal

TONY BENNETT—This Is All I Ask.....Columbia

#### Pop Instrumental

HUGO WINTERHALTER—A Season for My Beloved.....ABC-Paramount

STAN KENTON—Sophisticated Approach....Capitol

#### Jazz/Rhythm & Blues

B. B. KING—Mr. Blues.....ABC-Paramount

CHARLIE BYRD—Bossa Nova Pelos Passaros. Riverside

\* \* \*

### SEEBURG ARTIST OF THE WEEK

#### TONI ARDEN—Italian Gold

Decca (Pop Vocal)

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.

<b>MEAN WOMAN BLUES</b> ROY ORBISON, MONUMENT 824
<b>BLUE BAYOU</b>
<b>THE GRASS IS GREENER</b> BRENDA LEE, DECCA 31539
<b>SWEET IMPOSSIBLE YOU</b>
<b>SURFER GIRL</b> BEACH BOYS, CAPITOL 5009
<b>LITTLE DEUCE COUPE</b>
<b>YOU LOST THE SWEETEST BOY</b> MARY WELLS, MOTOWN 1048
<b>WHAT'S EASY FOR TWO IS SO HARD FOR ONE</b>
<b>BOSSA NOVA BABY</b> ELVIS PRESLEY, RCA VICTOR 8243
<b>WITCHCRAFT</b>
<b>COME BACK</b> JOHNNY MATHIS, MERCURY 72184
<b>YOUR TEEN-AGE DREAMS</b>
<b>I'M CRAZY 'BOUT MY BABY</b> MARVIN GAYE, TAMLA 54087
<b>CAN I GET A WITNESS</b>
<b>IT'S A MAD, MAD, MAD, MAD WORLD</b> SHIRELLES, SCEPTER 1260
<b>31 FLAVORS</b>
<b>WIVES AND LOVERS</b> JACK JONES, KAPP 551
<b>TOYS IN THE ATTIC</b>

## MUSIC OPERATORS STEREO SERVICE

<b>WE KISS IN THE SHADOW</b> RSI • ANDY WILLIAMS • STEREO
<b>PEOPLE WILL SAY WE'RE IN LOVE</b> From Cadence Album "Andy Williams Sings Rodgers and Hammerstein"
<b>ANY PLACE I HANG MY HAT IS HOME</b> RSI • BARBRA STREISAND • STEREO
<b>LOVER COME BACK TO ME</b> From Columbia Album "The Second Barbra Streisand Album"
<b>WHERE CAN I GO?</b> RSI • RAY CHARLES • STEREO
<b>OL' MAN TIME</b> From ABC-Paramount Album "Ingredients in a Recipe for Soul"
<b>A JAPANESE GARDEN</b> RSI • FERRANTE & TEICHER • STEREO
<b>APRIL IN PORTUGAL</b> From United Artists Album "Holiday for Pianos"
<b>THE GOOD LIFE</b> RSI • KENNY BALL • STEREO
<b>THEME FROM A SUMMER PLACE</b> From Kapp Album "The Big Ones"

Exclusive  
**BUILT-IN AUTOMATIC INCOME TOTALIZER**

The Revolutionary **SEEBURG**  
New **LP CONSOLE**

**SILVER SPOTLIGHT SERIES**

Designed Exclusively for  
**JUKE BOX PROGRAMMING**

**UNITED ARTISTS RECORDS**

# New Loewen-Automaten Phono Program

Continued from page 59

osition that equipment must be tailored increasingly to individual locations.

Two types of locations are receiving increasing attention from the Continental trade: smaller locations unable to accommodate the conventional-size box, and the sophisticated locations which object to the conventional box on esthetic grounds. At the same time, there continues to be a good market for the conventional prestige-format phonograph, which NSM is aiming at with Serenade. This machine, together with the Mini-Box and the three console styles, enables the Bingen firm to arm the operator for a highly flexible siting campaign.

The new NSM Serenade comes in stereo fitted with a popularity meter and permanent dynamic loudspeakers, including special loudspeakers for high, middle and low frequencies. Loudspeakers are arranged so that supplemental loudspeakers (which may be installed) are not necessary to obtain a strong stereophonic sound effect.

The Serenade mechanism is mounted on a shock-resistant chassis, and the mechanism is so designed that it can quickly be removed for servicing and maintenance.

A 32-watt NF stereo amplifier gives distortion-free tonal reproduction in the finest nuances, regardless of the setting of the loudspeaker strength (which can be regulated by remote control).

### Supplemental Equipment

The AVC-Dynamik-Regler is offered as supplemental equipment with the Serenade, enabling automatic sound regulation to compensate for the variable tonal volume of different records. Hit - Automatik, the automatic hit tune selector, may be supplemented with a remote selector enabling the hit tune package to be played from any distant point in the room.

NSM's Mini-Box has the basic Serenade mechanism adapted to the box's miniaturized format. The number of loudspeakers is

reduced and some of the accessories eliminated. Basically, the Mini-Box is designed to fit the smallest location, the answer to the complaint, "I would like to have a phonograph but the premises are too small."

There is increasing attention on the part of the European trade to the luxury location out of tune with the conventional phonograph format. NSM's three Console styles are tailored to the highly individual character of these locations.

### Modern Console

Twen is an entirely modern console designed to harmonize with a modern-furnished room or salon. Selector keys and program board are open, sunk in the top of the box. Senator is styled along more conservative lines, and its program selector may be concealed by a hinged panel, giving it the appearance of a modern home phonograph. Consul is created in the old German furniture style, in two-tone precious wood. The program selector is concealed by a hinged panel. Consul resembles a period piece of German furniture.

European trade observers see in the new NSM-Loewen program a well-prepared bid by the Bingen firm for phonograph leadership in the European Common Market. Trade thinking has moved beyond national barriers, and production and sales programs are now being applied to the Continental market as a single unit.

This is possible, and now even

mandatory, because of the dismantling of tariff walls provided by the Common Market. NSM's flexible production approach will give the firm a well-balanced line of phonographs spanning the spectrum of siting situations.

Long a leading Continental producer of payout machines, NSM is now moving aggressively to gain a position of leadership in the European phono-

graph market. The firm believes furthermore, that its new program will have equal importance for its export sales to Latin America, the Middle East and Africa.

### FOR SALE

## 12 MILLS PANORAMS

Completely overhauled with all new parts. Cabinets in natural wood refinished. Coin chute optional, 10c or 25c.

\$300 each

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### FOR SALE

## Games & Bowlers

Bally Spinner	\$125.00
United Chief Shuffle	65.00
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C.C. Championship Shuffle	65.00
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Keeney Go Cart, New	295.00
United Mercury Shuffle	75.00
CC Player's Choice	165.00
Gottlieb Rocket Ship	85.00
Un. Jumbo Bowler	175.00
CC King Bowler	195.00
CC Queen Bowler	265.00
CC Red Pen Shuffle	195.00

### Phonos—Wall Boxes

Wurlitzer 2400, 2404, 2410	\$545.00
Wurlitzer 2500, 2504, 2510	645.00
Wurlitzer 2300	445.00
Seeburg 200 Sel. WB	39.50
Wurlitzer 5210 WB	49.50
Wurlitzer 5207 WB	25.00
Seeburg 3W1 WB	18.50
AMI Lyric 100	345.00
AMI F 120	100.00
AMI Bar Brackets	2.70
AMI G 120	145.00
AMI G 200	150.00
AMI G 80	95.00
K. D. Seeburg	295.00
Seeburg C	125.00
Seeburg B	95.00
Seeburg G	195.00

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Cable: LEWJO  
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### FOR THE WEEK

### GAMES GAMES

### A BIG SELECTION

Received a Lot of Drink and Coffee Vending Machines in Trade.

### WHAT DO YOU NEED!

Midway Carnival, 5 Ball	\$395.00
Midway Slugger Baseball	425.00
Wms. Major League Baseball	410.00
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Bally Speed Bowler Shuffle	200.00
All above equipment is reconditioned.	

Mills Panoram \$350.00  
Rowe 2700 Cigarette Venders, repainted hammerhead finish and reconditioned 200.00  
We have many large ball Bowlers for sale, as is. What price do you offer!

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Write for Our Price List on Full Line of Coin-Operated Machines.

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YOU HAVE NEVER SEEN GAMES SO CLEAN!!!!!!

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3 United 16 Ft. Duplex Bowlers	225	2 Gottlieb Flipper Parades (1 player)	195
2 United 13 Ft. Duplex Bowlers	225	1 Williams Music Man (4 player)	250
2 United 13 Ft. Playtime Bowlers	200	1 Williams Skill Ball (1 player)	195
3 United 16 Ft. Playtime Bowlers	200	1 Williams Steeplechase	50
2 Chicago Coin Variety Roll Downs	425	1 Gottlieb Sweet Adeline	75
		1 Williams Ten Spot (1 player)	175
		1 Williams Viking (2 player)	195
		1 Gottlieb Flipper (1 player)	165

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16 ball-bearings  
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# BUY THE BEST

Buy direct from Switzerland the game with a special kind of attractiveness which no other in the world can offer. All formica built and bolted legs. EXCHANGE accepted against Bally's 3-In-Line and latest Gottliebs. DISTRIBUTORSHIPS available, cable today or write to

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## BUY! METAL TYPERS

VENDING ALUMINUM IDENTIFICATION DISC

### WHY!

1. LIFE-TIME INCOME
2. TROUBLE-FREE OPERATION
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64 Pages—Fully Illustrated.

COIN MACHINE EXCHANGE, INC.  
Joe Kline  
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**BULK VENDING**

**Census to Cover Coin Firms**

WASHINGTON—Firms producing, selling or servicing coin-operated amusement and vending machines will take part in the 1963 economic censuses, covering manufacturers, mineral industries, business and transportation, the Bureau of the Census, U. S. Department of Commerce, has announced.

The censuses are taken every five years, and all firms are required to report, under terms of the Census Act (13 U. S. Code). The law provides that information concerning an individual firm must be kept confidential and may be used only for statistical purposes.

File copies retained by the firm are also immune to court orders and other legal processes. Every Census Bureau employee takes an oath not to reveal information concerning an individual or firm contained in a census report.

In addition to their use in

**Record Growth**  
guiding decisions in business and government, the Economic Censuses have recorded the growth of the nation's industrial and business economy for a century and a half.

The censuses will be conducted entirely by mail, with forms going to large multi-unit firms in mid-November but with the bulk of the forms being mailed about mid-January. Deadline for filling out and returning the forms is February 29, 1964.

Census Bureau officials indicate that they prefer forms be returned promptly even if it is necessary to use some estimates, rather than delayed past the deadline, to permit auditing. This policy is designed to reduce the burden on all firms and to speed up publication of reports.

Each firm will receive a Census form with questions designed to fit its major line of activity. Questions are similar to those in the last Economic Censuses, covering 1958, and were decided on after consultation with several thousand representatives of different industries and businesses. Most firms will fill out only one form, but those with multi-unit operations will fill out a separate form for each "establishment."

Each firm will report its kind of business, location, type of ownership, dollar volume of business in 1963, size of payroll in persons and dollars.

**Manufacturer Forms**

Forms sent to coin machine manufacturers include questions on man-hours of production workers during each quarter of 1963, capital expenditures, dollar value of plant inventories, fuels, electricity and contract work, costs and consumption of principal items of materials, and quantity and value of individual products made. The form also asks for changes in ownership or operation during the year, kind and value of any contract work, dollar volume of miscellaneous receipts and resales. The form asks each firm to list any products worth \$50,000 or more which are not specifically requested on the form.

Manufacturers will receive Form MC-35S. Such firms are requested to report the amount in sales of automatic merchandising machines (sales of the machines themselves — not what they dispense) and of coin-operated mechanism and parts. Asked also of these firms is the number of production workers usually employed on "Selected metalworking and related operations performed in this establishment during 1963."

Questions included in all wholesalers' forms in the Business Census cover dollar volume of sales to different classes of customers, such as retailers, other wholesalers, exporters, etc.; operating expenses and inventories; receivables and bad debt losses; warehouse and other inventory space; type of operation, and sales by commodity lines.

Wholesalers of these products will receive Form CB-50H. Questions on "commodity lines" on this form include value of sales of coin-operated machines under the general heading "Store, office machines, equipment and supplies."

**Sales Branches**

Manufacturers' sales branches and sales offices in the coin-operated machines industry will receive Form CB-51H, "Machinery (except electrical) and Allied Products," with applic-

able questions similar to those on the wholesalers' forms.

Under one of the main headings—office, store, commercial machinery is included a question on sales of automatic vending machines. Those receiving this form will be asked to report also "machine rental and royalty receipts from customers" and "receipts from services and sources other than the sale of merchandise."

There was no category with this title in the 1958 Census of Business (Wholesale).

Census forms to be filled out by operators will request more detailed information about various lines of merchandise sold than in previous censuses. Census officials recognize that many operators will have to estimate the dollar volume or percentage of sales for individual product lines. Operators who engage public accountants to fill out their forms should provide their accountants with dollar or percentage figures for each line of merchandise listed on these dealers' forms.

Vending machine operators will receive Form CB-59E, entitled "Miscellaneous Retailing," to fill out. First specific question on the form that applies to such operators comes under (Continued on page 66)

**Horror Series By Paul Price**

ROSLYN, N. Y.—A Horror Series of five monster heads is being released by Paul A. Price Company here.

The series features detailed replicas of such famous film monsters as Frankenstein, Cyclops, the Wolfman and Fishface. The heads are molded of the same life-like plastic which was used for the firm's earlier Scare-Ems.

The heads can be stuck to foreheads, palms of hands on any flat surface.

**Scripto Pen VENDORAMA**



**CABINET NOW AVAILABLE IN METAL OR SOLID OAK**

Improved mechanism

Write for Beautiful Illustrated Circular and Prices.

**GRAFF VENDING SUPPLY CO., INC.**  
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**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.

**PAUL A. PRICE CO., INC.**  
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**Buy OAK for your PROFIT LINE!**



**MANUFACTURING COMPANY, INC.**  
11411 Knightsbridge Ave., Culver City, California

**SPECIAL! FOR \$22.50**

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**ONE NEW 5c or 10c ACORN CAPSULE MACHINE**

**WITH 300 CAPSULES**

Rush 1/3 With Order, Bal. C.O.D.

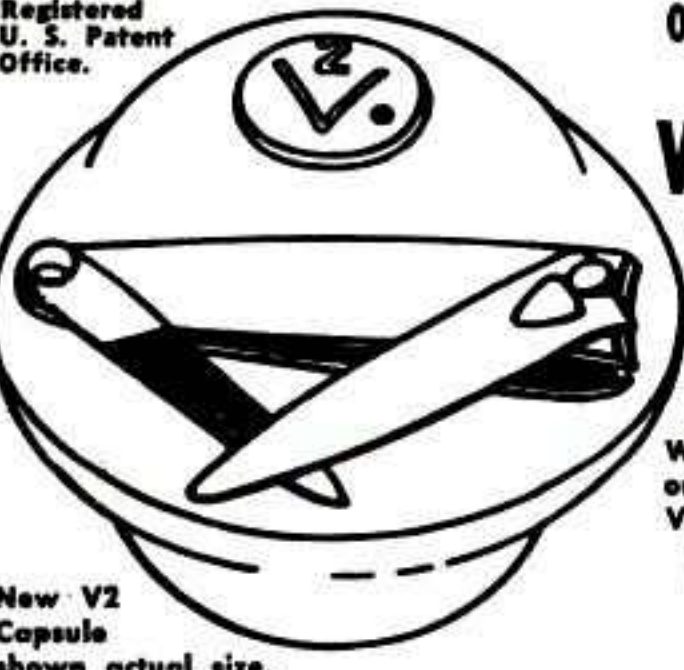
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New V2 Capsule shown actual size.

**REVOLUTIONARY NEW DISPLAY FRONTS FOR PENNY MACHINES**

Complete bag of features, plated bulk charms and display front.

Ask your Distributor or write for information

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.



**The PENNY KING Company**

2534 Mission St., Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms



**1c-5c ATLAS MASTER VENDOR**

**USED VENDING MACHINES**

N.W. Model 49, 14 or 54	.....	\$ 9.95
N.W. Tab Gum	.....	15.00
N.W. 54 Package Gum	.....	17.50
Mills 14 Tab Gum	.....	10.00
3-Col. Trading Card with 3,000 cards	.....	20.00
Victor Toppers, 14	.....	8.50
Victor Baby Grand, 54 capsule	.....	7.50
Victor Vendomas	.....	12.50
Victor 104 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
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4-Place Racks w/wheels	.....	10.50

**BULK MERCHANDISE**

	Pack	Per
	Lbs.	Lb.
Cashews, 450 ct.	30	.66
Mixed Nuts	30	.55
Spanish Peanuts	30	.52
Virginia Spitz Peanuts	30	.38
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	25	.32
Merchvettes	25	.47
Chicle Base Cub Chicks 520	30	.42
Chicle Base Cub Chicks 320	30	.42
Rainbow Tabby-Lets 520	.....	.32
Maltettes (Ball Style, 100 Count)	35	.35
Leaf Centuries, 100 ct.—grape, orange, cherry and asst. 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

**Northwestern HEADQUARTERS**

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.



**BIRMINGHAM VENDING COMPANY**  
520 Second Avenue, North, Birmingham, Alabama  
Phone: FAirfax 4-7526

# Baltimore Op Keeps Tabs on Owners' Wives

BALTIMORE—Few bulk operators anywhere are better remembered by location owners than Frank Clendening, Baltimore, who doubles in brass as a bulk operator, and automobile salesman, calling on some 650 service stations in his territory.

Clendening, who vends only peanuts, ball gum, and charms, makes it a practice to learn the birth date of the location owner's wife as soon as possible after moving in his machines.

Clendening has an arrangement with a wholesale florist whereby he can pick up a half dozen American Beauty roses at a moderate cost, as

soon as any location owner's wife's birthday approaches, and deliver them to the service station for the husband to take home with his good wishes.

Experience has taught Clendening that a gift to the wife in this way actually carries more impact and appreciation than if he was to come up with something for the location owner. Undoubtedly, there have been numerous times in which the Maryland operator's birthday flowers reminded a location owner-husband guiltily that he had forgotten to do anything about his wife's birthday—with understandably rich appreciation thereafter!

Clendening almost always gets a call from the location owner or his wife, in appreciation of the gift, which has led to the installation of multiple-head stands throughout locations where formerly only one machine was allowed. In return for giving out an average of 200 gifts of a half dozen roses, the Maryland operator has received perfect co-operation from his location owners and much better protection against vandalism and theft.

# 'Charity' Vend Firm Agrees to Dissolve

NEW YORK—Jerome Daniels, head of the Hygienic Vending Corporation, has consented to an order dissolving the firm, and two others which he controls; according to New York State Attorney General Louis J. Lefkowitz. The other two firms are the Pan-United Coffee Company and the Ever-Ready Vending Company. Address for all three firms is listed as 10-37 47th Road, Long Island City, N. Y.

According to the Attorney General, the defendants advertised machines "worth approximately \$10 for \$160 each, which included a \$10 annual service charge."

Hygienic first gained press notices in the August 27 issue of Billboard which reported that the firm had been promoting its equipment by telling location management that 10 per cent of the profits would go to the Asthmatic Children's Foundation. Nick Kenny, columnist for the New York Mirror (which went out of business last week) is local chairman of the charity. Billboard had charged that Hygienic was using Kenny's name to promote its product. During the first three months of the operation, only \$100 went to the charity, according to Jim Grady, Kenny's assistant.

In the current action, Attorney General Lefkowitz said

"false and fraudulent representations made by the defendants were and are a scheme to induce the public to purchase the equipment at an enormous profit to the company."

He added that the locations obtained for the machines were "devoid of profits" and that the companies "declined to repurchase the machines as promised."

Lefkowitz also said that Hygienic "urged customers to purchase a minimum of 10 machines."

Machines used in the promotion included bulk venders, a snack unit and a reaction tester. Customers were obtained through classified advertisements in daily newspapers.

**SPECIAL!**  
FOR  
**\$30.00**  
WE GIVE YOU . . .



**ONE NEW 5c ACORN CAPSULE MACHINE**  
with 1,000 Ring Capsules.  
**1/2 WITH ORDER—BAL. C.O.D.**  
If you are not receiving our weekly circular, please let us know.  
**MARK DISTRIBUTING CORP.**  
350 Mulberry Street  
Newark, N. J. MA 2-6878

**ATTENTION, OPERATORS**  
**DISTRIBUTOR PRICES**  
**BUBBLE GUM**  
25% discount on \$500.00 orders.  
10% discount under \$500.00 orders.  
120 count, assorted, 20 lb. per case, 35c per lb.  
250 count, assorted, 25 lb. per case, 35c per lb.  
Terms C.O.D.—F.O.B. Los Angeles.  
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**BILLBOARD PUBLISHING CO.**  
188 W. Randolph Street  
Chicago 1, Ill.

**Scripto Pen VENDORAMA**



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Improved mechanism  
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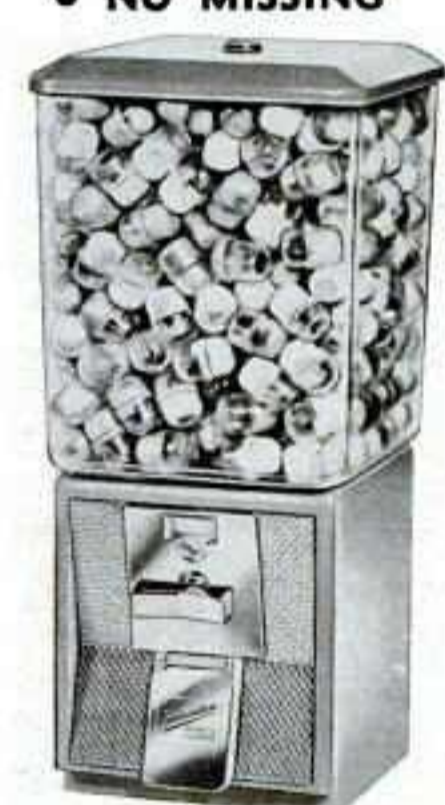
**ATTENTION ALL CHARM OPERATORS**  
We have one of the largest stocks of new 1c, 5c, 10c and 25c charm items available.  
**BROOCHES NECKLACES BRACELETS TIE BARS KEY RINGS**  
We have new items available every month.  
Let us put you on our "NEW CHARMS EVERY MONTH MAILING LIST". You will receive new item samples every month.  
**NEW ITEMS—NOT OLD ONES ARE THE KEY TO SUCCESS.**  
Name \_\_\_\_\_  
Address \_\_\_\_\_  
No. of machines operated \_\_\_\_\_  
**TITAN VENDORS SUPPLY CO., INC.**  
1210 FARNAM STREET  
OMAHA 2, NEBRASKA

**Mrs. McCarthy**  
• Continued from page 58  
Douglas, treasurer, and Ed Solomon, secretary.  
Vice-president, elected one each from the six State districts, were George Holtzman, New York; Bucky Van Wyck, Nyack; Charlie Keppler, Syracuse; Henry Knobloch, Glen Falls; Fred Cilano, Olean.  
Elected to the board of directors were Jack Wilson, Steve Chicola, Frank Cardy, Vic Conte, Roger Shepperd, John Quinn, Duke Huntington, Joe Reich, Al Hardy, Don Trumbull and Jack Driscoll.

**Roanoke Firm**  
• Continued from page 60  
E. L. Simmons, Danville; C. J. Holbrook and H. T. Lipscomb, both of Lynchburg, and Bill Snow, Fayetteville, N. C.  
Pat Cohen, Richmond one-stopper, was also on hand.  
Roanoke employees at the show included Estelle Perkins, Elizabeth Williams, Alton D. Sheffield, William Browning, W. David Street, Ed Bass, Ernest Bishop, Tony Calamos, Harvey Swearer, M. L. Mundie, Floyd W. Morgan and Casey Sturgill.

**Northwestern SUPER 60**

- NO BREAKING
- NO CRUSHING
- NO MISSING



Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vender.  
Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!  
WIRE, WRITE OR PHONE.  
**Northwestern CORPORATION**  
21034 E. Armstrong St., Morris, Ill.  
Phone: WHitney 2-1300

**MANDELL GUARANTEED USED MACHINES**

N.W. Model 49, 1c or 5c . . . . .	\$14.50
N.W. Deluxe, 1c or 5c Comb. . . . .	12.00
N.W. 10-Column, 1c Tab Gum Mach. . . .	18.00
N.W. Model #33, 1c Porc. Con. . . . .	6.50
AST Guns for 100 ct. B.G. . . . .	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, Sheik, Red . . . . .	.58
Cashew, Whole . . . . .	.66
Cashew, Butts . . . . .	.43
Peanuts, Jumbo . . . . .	.45
Spanish . . . . .	.32
Mixed Nuts . . . . .	.87
Baby Chicks . . . . .	.38
Rainbow Peanuts . . . . .	.32
Bridge Mix . . . . .	.32
Boston Baked Beans . . . . .	.36
Jelly Beans . . . . .	.32
Licorice Gems . . . . .	.32
M & M, 500 ct. . . . .	.47
Hershey-ets . . . . .	.47

**IMMEDIATE DELIVERY on the New Northwestern GOLDEN 60**



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms  
Stamp Folders, Lowest Prices, Write MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, INC.

**NORTHWESTERN SALES AND SERVICE CO.**  
MOE MANDELL  
446 W. 30th St., New York 18, N. Y.  
LONgacre 4-6467

**The SUPER SIXTY Capsule Vender\***  
The ultimate in quality Capsule Merchandising.  
Vends any item which can be placed in a capsule.  
5c, 10c and 25c.  
\*With QUICK-TACH at slight extra cost.



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**THE BIG SERIES**



An unbelievable and unbeatable charm assortment. Usually they will vend singly without a ball of gum. The BIG SERIES consists of 24 beautifully detailed jumbo charms, any one of which you could feature in your machines as a front item. The BIG SERIES is BIG in size, BIG in variety and BIG in value. The only thing that is small is the price. Order yours today!

At your nearest warehouse or direct from . . .  
**KARL GUGGENHEIM, INC.**  
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Packed 1,000 to a bag  
BIG PLASTIC . . . 2.50 per M  
BIG PLATED . . . 5.00 per M  
BIG HALF & HALF 3.75 per M  
Free advertising labels with order

**BIG SAVINGS on BALL AND VENDING GUMS**



**Direct Low Factory Prices**

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size . . . . .	30 1/2 lb.
Chicle Ball Gum, 130 ct. . . . .	38 1/2 lb.
Clor-o-Vend Ball Gum . . . . .	43 1/2 lb.
Clor-o-Vend Chicks, 320 ct. . . . .	43 1/2 lb.
Chicle Chicks, 320 & 520 ct. . . . .	39 lb.
Bubble Chicks, 320 & 520 ct. . . . .	31 1/2 lb.
Tab (short stick), 100 ct. . . . .	40c box
5-stick Gum, 100 packs . . . . .	\$2.00

F.O.B. Factory 150 lb. lots  
**AMERICAN CHEWING PRODUCTS**  
38 years of manufacturing experience  
4th & Mt. Pleasant  
Newark, N. J. 07104

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

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_

Fill in coupon, clip and mail to:  
**KING & COMPANY**  
3700 W. Lake St. Chicago 2, Ill.  
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hershey's 320 count and 5c count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

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Model 418SA

NOW  
WITH NEW  
7" LP  
FEATURE!

NEW  
MINIATURIZED  
160 SELECTION  
MECHANISM



# Take Real Look at Industry—Bess

• Continued from page 58

Amusement, an electric blanket donated by Southeastern Vending Company (Seeburg distributor); Mrs. H. C. Keels, Keels Music, Florence, an AM/FM transistor radio donated by Sparks Specialty Company, and Nute Brown, Greenville, a portable hair dryer donated by Southeastern Music Distributors.

Other prizes were won by James Brookey, Brookey Music, Greenville, an American Tourister train case donated by Mobile Record Service; Helen Hinnett, Spartanburg, twin radios donated by Peach State Distributing; Mrs. A. Bradford, Sumter, a golf cart donated by Le Sturgeon Distributing Company, and Mrs. Royce Green Jr., a package of 45 singles donated by Southeastern Bearings.

### Other Prizes

Prizes also went to Wade Crow, McCall Distributors, a Chicago Coin Sun Valley Pinball Game donated by the factory, and Lloyd Morris, Rose-

mary Amusement, five albums donated by Arnold Distributing.

At the Sunday business meeting Royce Green appointed a nominating committee to select officers to be elected at the next meeting in January. The committee consists of Horace Canady, Charleston, chairman; Hal Shiner, Gaffney; R. H. Connell, Beech Island, and Roy Melvin, Florence.

The current officers of the association, in addition to President Green, are: A. W. Bradford, Sumter, first vice-president; A. A. Whitt, Greenville, vice-president; H. C. Keels, Florence, vice-president, and Avna O. Fisher, Columbia, secretary-treasurer.

The directors of the South Carolina Association are selected from each of the 15 judicial districts throughout the State. Members are: W. L. Blackwell, Greenville; A. H. Connell, Beech Island; Roy Melvin, Florence; G. N. Harrison, Darlington; James Traut, Columbia; Hal Shinn, Gaffney, Kenneth Flowe, Greenwood; Horace Canady, Charleston; J. C. Vanadore, Anderson; Clinton Boyd, Walterboro, and William Oberest, Georgetown.

Vacancies on the board will be filled shortly.

# EUROPEAN NEWS BRIEF

• Continued from page 58

for many years while the court case has been in progress.

### Phono Carriage Trade

HAMBURG—Nova is offering a new de luxe music box for the carriage trade. The Nova-Musiktruhe Deluxe offers 160 selections, has a transistorized amplifier, and plays albums.

"Concert hall fidelity" is claimed for the box's tonal reproduction. The cabinet is a furniture-type console suitable for siting in hotels, restaurants, private clubs and other exclusive locations.

### Name Triefenbach

BREMEN—Walter Triefenbach has replaced Hans-Guenter Scholte as business manager of Nordwestdeutsche Automaten-Vertriebsgesellschaft mbH & Co., of Bremen, one of Germany's major distributors.

Triefenbach controls three-quarters of the firm's capital, which has been increased from 200,000 Deutschmarks to 540,000 Deutschmarks. Scholte henceforth will concentrate on the firm's rapidly expanding foreign sales program.

# Census to Cover Coin Firms

• Continued from page 52

"Method of Selling." Here a check will be required opposite "operating merchandise vending machines."

If operating vending machines is the respondent's primary business he will make note of this on the form. Also a section bearing the title "merchandise vending machine operators" requests information on number

of each type of machine on location at the end of 1963. The types of machines listed are cigars, cigarettes and tobacco, milk and ice cream, soft drinks—bottled, cup; coffee, soup, other hot beverages, candy, confectionery, gum, nuts, hot foods, cookies, crackers, biscuits and other nonrefrigerated foods, sandwiches, salads and other refrigerated foods and "other types."

In the 1958 Census of Business (Retail) vending machine operators were listed under the general heading "Nonstore Retailers." This broad category included mail-order houses and direct-selling (house-to-house) organizations.

### Amusement Machines

Firms engaged in supplying amusement and recreational-type machines such as juke boxes, pinball machines, etc., will receive Form CB-79B. Those supplying service-type machines (washing, weighing, locker rental, etc.) will receive Form CB-72C, while firms which rent or lease or repair coin-operated machines of all types will receive Form CB 73B. All three forms carry the same section which operators of coin-operated machines are requested to complete in addition to the general inquiry's common to all forms.

Under the section, entitled "Coin-Operated Machines," is requested information on number and receipts of machines operated. Subheads under this are phonograph machines, pinball machines, other amusement machines, clothes washing, drying, ironing machines, other service machines (weighing, lockers, etc.). Also, information is requested from those who repair or service the machines owned by others and those who rent of lease machines to others.

# Royal Holds Open House

CINCINNATI—More than 1,400 persons thronged into Royal Distributing Company's quarters here last week to celebrate the opening of the firm's new building.

Refreshments were served throughout the two-day ceremonies, Saturday (5) and Sunday (6), gifts and prizes were given out, giving the proceedings a holiday atmosphere.

Such were the festivities that caterers received extra calls for refreshments once on Saturday and three times on Sunday. Royal executives estimated that the bar consumed 46 fifths, five half-barrels of brew and countless gallons of soft drinks.

Children received balloons inflated with helium, parents pens and tape measures with key chains, with additional gifts awarded every hour.

Three names were drawn to compete on a coin-operated amusement game for the "prize of the hour." Losers received quilted comforters. Grand prizes were: Chicago Coin Strike Ball bowler, won by Charles Kanter, Ace Sales, Cincinnati; Williams Big Daddy, won by Mary Lee Howard, daughter of Leon Wheeler, Star Music, Winchester, Ky.; Wurlitzer phonograph, won by Clarence Buck, B & B Music, Clayton, Ohio; Komet ball gum vender, won by Mike Hendricks, Standard Amusement Company, Middleton, Ohio.



THE COLUMBIA CREW looks over Royal Distributing Company's new record shop. C. B. Ross, Wurlitzer service manager, stands with Mr. and Mrs. Tom Ballinger and Tom Thompson, Columbia reps.



CHICAGO COIN was well represented at Royal Distributing Company's grand opening ceremonies in Cincinnati last week. Operator Lou Kanter stands with Sam Wolberg, Chicago Coin; Harold Hoffman, Royal Distributing Company, and Mort Seore, Chicago Coin sales manager.



SOME INFORVAL barbershop harmonizing was done at Royal Distributing Company's open house in Cincinnati last week by Clint Shockey, Bob Badgley, Ralph Overley and some of Bob's service personnel.



LES MINK AND ROYAL'S CLINT SHOCKEY stand with the new Wurlitzer that was given away as a grand prize at last week's open house thrown by Royal Distributing Company.

BUY  
**Bally**  
FOR  
**TOP EARNINGS**  
IN  
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EVERYWHERE

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FOR SHUFFLEBOARDS  
Natural Finish Hardwood Cabinet  
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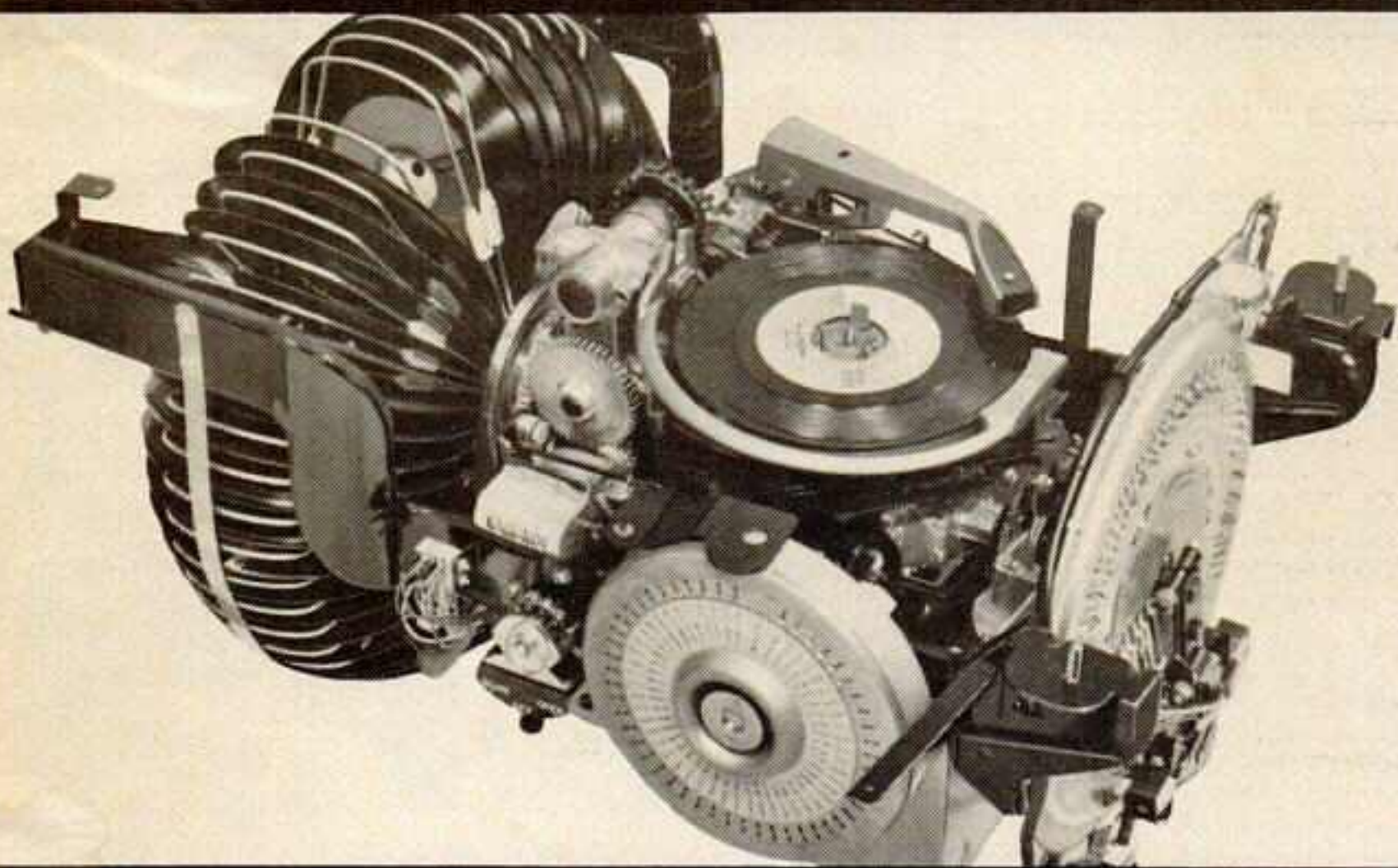
**ABD** MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

# progress where it counts!



Now, with the new Rock-Ola Rhapsody II, Model 418SA, operators can meet the demands of *any* location going. Offer 33 $\frac{1}{2}$ , 45 RPM, even 7" LP albums. The LP feature is installed in groups of 10 records (20 selections). Any number of LP albums can be installed, up to 80 records, with 160 selections . . . in groups of 10. Customer has the choice of both sides of album record or any combination of sides. Mix any bank of records in any sequence with the Rock-Ola Mech-O-Matic changer . . . or, offer all 33 $\frac{1}{2}$ , all 45 RPM, all 7" LP records!

Yes, here at last is the phonograph that truly has everything . . . greatest possible selection versatility . . . superbly crafted cabinetry, now with new stain and mar resistant "Conolite" plastic laminate finish . . . famous Rock-Ola design simplicity . . . plus, full dimensional stereo sound that can be easily adapted to anything from a small cafe to a concert hall!



More than merely miniaturized, the new Rock-Ola phonograph mechanism is so designed that its operation is almost exclusively mechanical . . . In addition to design simplicity, the Rock-Ola selector system offers operators the fastest selection-to-play cycle available . . . more play, more profits! Coupled with the famous Rock-Ola revolving record magazine, it selects *ready for play* any record in 10 seconds or less . . . plus, it offers *fail safe* selection every time through self-cleaning mechanical selector levers.

Indeed, here is *product progress where it really counts!* Big reasons why more and more operators are turning to Rock-Ola for phonograph features that mean top profits.

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