

FTC Finally OK's Trade Practices Meet

OCTOBER 5, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

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

Indies Jubilant, See Stride to Guidelines

By MILDRED HALL

WASHINGTON—A triumphant ARMADA was able to present the case of the independent record distributor and dealer in full before a Congressional committee last week—and at the same time report that the Federal Trade Commission had decided that very day (23) to authorize a trade practice conference for the record industry. Both will be major items at the upcoming board meeting of the Association of Record Merchants and Distributors in Chicago. Rep. James Roosevelt (D., Calif.), chairman of the House Small Business Subcommittee on Distribution, who had offered a forum to the independents, indicated with a broad grin that perhaps his subcommittee hearings on Dual Distribution may have jogged the FTC a bit in its two-year consideration of ARMADA plea for a trade conference approach to problems in the industry. In more serious vein, he said the FTC had a big undertaking in trying to set up guidelines dealing with the multiple factors in the record business, within trade conference framework.

Rackers Also Back Conference

PHILADELPHIA—The National Association of Record Merchandisers is looking to the forthcoming record industry Trade Practice Conference called last week by the Federal Trade Commission, to "put the importance of the rack jobber to the record industry in its proper perspective and to

establish the racker's right to buy as a wholesaler."

According to Jules Malamud, executive director of NARM, the conference is being regarded by his association as a key forum for presentation of the rack jobber's point of view on matters of buying. "We will be ready for the conference

when it is called," said Malamud, "And I feel the depth of research material and facts and figures we now have put us perhaps in the best position of any industry group to present its case."

Only last March, during NARM's annual convention in San Francisco, it was the con-

sensus of rackers present that the association should not work toward a Trade Practice conference, in the belief that "we should be able to settle whatever problems that exist among ourselves within the industry." What now appears to be a changed rack jobber position *(Continued on page 6)*

Roosevelt is frankly delegating the problem to FTC expertise at this time, and the subcommittee will be keenly interested in results, which may prove useful to other industries in similar situations. FTC has a solid background from its investigations into the record industry, from complaints, and from its Columbia Record Club probe. Roosevelt indicated that only if the trade conferences fail, or if the Commission needs additional anti-price discrimination tools to cover unique aspects of the record industry, will the subcommittee consider any special legislation on the problems.

Ken Glancy to Head Columbia A.&R.

By REN GREVATT

NEW YORK — Ken Glancy, currently vice-president of Columbia Records Sales Corporation, is expected to be named shortly to a new post within the Columbia organization, that of vice-president of artists and repertoire. At press time, Columbia officials declined to deny or confirm the story.

Under the new arrangement, Dave Kapralik, in charge of pop a.&r., and Leonard Burkat, who heads up Masterworks a.&r., are

expected to report to Glancy. Formerly, both men reported directly to Columbia President Goddard Lieberson. The move is seen as a logical step at least partly in the light of the ever-expanding role being played by a.&r. personnel, in view of the expanding Epic-Okeh product picture, on the international scene, and in view of the fact that Lieberson hopes to free himself from the day-to-day a.&r. picture in order to concentrate more on high level administrative matters.

In this light, the move is not being regarded as any sort of demotion for the current a.&r. needs; rather, it is seen as simply an administrative change. Until now, Columbia has been unique among the majors in having a.&r. personal report directly to the president. At Victor, Bob York exercises an over-all supervisory function over a.&r. At Decca, Milt Gabler is a vice-president in charge of a.&r., while Capitol recently appointed Voyle Gilmore to the post of vice-president in charge of a.&r.

Glancy, who has long been known as a highly creative merchandising man, with close contact with a.&r. and product development, was once described by a colleague as "a man whose creative instincts are as strong as his marketing knowledge."

He is expected to assume overall responsibility for not only Columbia itself, but for Epic, a swinging indie in its own right, the only one of its kind with a classical catalog of substance, and the only subsidiary with its own subsidiary, Okeh Records.

Education Factor

It was pointed out at the hearings that while the trade conference adds no new legal *(Continued on page 6)*

Avnet Ready to Sell Liberty

NEW YORK — Negotiations leading to the possible sale by Avnet Electronics Corporation of its Liberty Records subsidiary are currently under way. The disclosure came in a letter to

Avnet stockholders by board chairman Robert H. Avnet and President Lester Avnet.

The latter attributed the company's adverse earnings picture for fiscal 1963, in part to the "unsatisfactory results of operations of our Liberty Records subsidiary." These results were due, the statement said, "to substantial increases in selling, general and administrative expenses, due in part to the opening by Liberty of its own distribution outlets."

Avnet officials did not identify the potential buyers of the Liberty operation. Only a few weeks ago, Liberty acquired Imperial Records.

Al Bennett, Liberty president, could not be reached for comment at press time.

'BEST NEWS IN YEARS,' SAYS ARMADA CHIEF

NEW YORK — The FTC's authorization of a trade practice conference was termed "the most encouraging news in the record industry in the last few years" by Amos Heilicher, ARMADA president. "It presents the hope that the industry can be returned to a basis where all segments can make a living," he added.

Heilicher expressed the hope that all segments of the record industry could now join with ARMADA and co-operate with FTC in spelling out guidelines designed to bring order and stability to the business.

He said that Earl Kintner, ARMADA attorney and Washington representative, would be present at the association's board meeting in Chicago October 1; and that very likely a committee would be implemented to immediately prepare data and suggestions in expectation of the FTC conference.

ARMADA's manufacturers' advisory committee will also meet at the Flying Carpet Inn, Chicago. This will be the committee's first get-together since it was organized at the ARMADA convention in June at Miami Beach.



PETER, PAUL & MARY GO 'ROUND: Shown in Berlin, where the Warner Bros. trio participated in the Oktoberfest and cut German-language disks. They also played Frankfurt, Wiesbaden, London, Paris and Milan on TV and personal appearances. Last week they returned to the States for their Carnegie Hall concert Saturday (28). Meanwhile, Warner Bros. reports advance distributor orders of 400,000 on the trio's newest LP, "In the Wind." Group's first two LP's have been riding the charts for many months.

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Capitol in N. Y. Shifts Quarters

NEW YORK — Capitol Records last week moved its 24-member Eastern staff to new headquarters at the recently completed Sperry-Rand Building. Its Eastern operations base for the past 13 years was in the Mutual Building. The label's branch and recording studios will remain at their existing locations.

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Golden Boy



THE THREE GOLD RECORDS being presented here to Harry Belafonte by RCA Victor Records division vice-president and general manager, George R. Marek, represent \$3,000,000 in record sales, as recently approved by RIAA. The three Belafonte albums honored by the plaques are "Return to Carnegie Hall," "Jump Up Calypso" and "Belafonte." Presentation was made backstage at the Greek Theater in Los Angeles, where Belafonte played a record-breaking, month-long engagement recently.

Lasker to Vee Jay; Move to Coast Hint?

CHICAGO—Jay H. Lasker, formerly president of Reprise Sales, joined Vee Jay Record Company here last week as executive vice-president, the latest in a series of executive shifts since early September.

James McCormick, national sales manager and production chief, also left the label, with his production duties being assumed by Muriel Gainer, long-time associate of Lasker's.

The Lasker appointment fans rumors, neither confirmed nor denied by Vee Jay, that the label may be moving its headquarters to the West Coast.

Both Lasker and Randel Wood, Vee Jay president, have their homes on the Coast, and

both are known to have strong feelings about economies to be gained from doing business out there.

His appointment is the latest in a Vee Jay shake-up that started when Randy Wood, formerly West Coast sales and promotion chief, was brought in as president following a parting of the ways between then-president Ewart Abner Jr. and James and Vivien Bracken, major stockholders.

In short order, Calvin Carter was named vice-president in charge of a.&r. and publishing, Pat Pipolo replaced Wood on the West Coast, and Steve Clark was named vice-president in charge of sales and promotion.

Jerry Lee Lewis Signed To 5-Year Mercury Pact

MEMPHIS — Piano-banging singer Jerry Lee Lewis signed a five-year contract with Mercury at Nashville last week calling for a \$10,000-a-year guarantee.

Lewis and his manager, Frank Casone, both of Memphis, signed the contract at Nashville and Lewis went immediately into recording sessions at the Mercury studio there.

On hand for the signing were Mercury President Irvin Green and a.&r. Director Shelby Singleton.

Mercury cut two singles for immediate release and is also cutting two albums, one to include five "golden records" Lewis previously made which amassed total sales of more than 11 million, Casone said.

Lewis' contract with Sun

Record Company of Memphis expired September 6. He had been a top Sun record star for six years. Liberty, RCA and Columbia were other top labels who had sought to sign Lewis in recent negotiations.

Green said Lewis will appear on Mercury's Smash label, and would also record on Philips label for European distribution.

Harriet on Her Own

NEW YORK—Harriet Wasser, most recently associated with Bobby Crewe's producing firm, has set up shop for herself. The gal has signed Mathew Reid who will soon be recorded by Al Kasha. Miss Wasser also reported that she will be working closely with Frank Slay and Leiber and Stoller.

Monterey Jazz Breaks Records

Band & Dixie Steal the Show

MONTEREY, Calif. — The Sixth Annual Monterey Jazz Festival batted 1,000 at the box office but only .500 in the artistic ranks, which is pretty much par for jazz festivals these days.

The three-day bash (20-22) drew 29,600 jazz nicks and grossed \$121,000 in setting attendance records Friday night and Sunday afternoon and evening.

There were name artists on the bill, but because of budget limitations, this year's Festival could not commission any new works. This was explained by Jimmy Lyons, the general manager.

The Festival offered an opportunity for several artists to hold the spotlight impressively and for unique couplings of other performers, something that is becoming commonplace on jazz records. Two names stuck out because of the herculean tasks performed, Gerald Wilson and his all-star band and the Gildo Mahones trio.

Wilson's exciting band, composed of top jazz studiomens in the Los Angeles area, played its heart out Friday night, Saturday afternoon and evening and Sunday afternoon. The ovations it received bore testimony to its communicative powers. The band's records are on World Pacific albums.

Gildo Mahones, who works with Lambert, Hendricks & Bavan, was assigned the difficult role of intermission pianist and

(Continued on page 10)



GEORGE LEE

WB Names George Lee To East Post

BURBANK, Calif. — Warner Bros. has appointed George Lee as its new director of Eastern operations with headquarters in New York. Lee, in essence, is replacing Stan Applebaum, who resigned recently, but Lee's responsibilities encompass a broader scope of activities, states Mike Maitland, president of the diskery.

Lee will be responsible for signing new talent, supervising recording sessions, purchasing masters, maintaining liaison with the home office and handling administrative activities of the East Coast office.

The new executive was recently affiliated with Jacques Kluger in Palette Records and Zodiac Music.

EDITORIAL

A Stunning Coup

Authorization of a trade practices conference by the Federal Trade Commission represents a stunning coup for ARMADA. Its key officers — president Amos Heilicher, executive vice-president Jimmy Martin, treasurer Jim Schwartz and Bob Chatton and others worked tirelessly in order to interest congressmen in the problems of the record industry. The late Harry Schwartz, regarded as a model of the ethical distributors, devoted many months of the last years of his life to this end. A bow to the National Association of Retailers—formerly SORD, is also in order for their early efforts on this matter.

Now that the authorization has become a fact, it is necessary that interested segments of the record industry make the most of the opportunity and co-operate with ARMADA and the federal agency—so that a blueprint may be drawn for a stable and prosperous record business.

It is important that all facets of the industry realize that the federal government is not stepping into the record industry. Rather, segments of the industry are asking the aid of the federal agency in order to bring the record business into voluntary compliance with the law. The word "voluntary" is important; and it is infinitely more advisable to seek voluntary compliance than risk litigation and cease and desist orders—as ARMADA counsel Earl Kintner has pointed out.

The occasion now calls for an exercise of statesmanship and industry planning on a broad level.

The initial step is likely to occur at the ARMADA meeting in Chicago.

Capitol Throws in With NARR

NEW YORK — Capitol Records has become the first major company to lend tangible support to a drive recently kicked off by the National Association of Record Retailers (NARR — formerly SORD) to obtain manufacturer sustaining members.

While declining formal sustaining membership because of "several technical, legal aspects," Stanley Gortikov, vice-president of Capitol Records Distributing Corporation, com-

mented that he hoped this (membership) would become possible at a later time, and that "we (Capitol) are most eager to foster the growth of the dealers' role in our industry."

Gortikov continued: "However, we would like the opportunity to submit to your organization the sum of \$500, the equivalent of your sustaining membership fee and I genuinely hope this will assist in the ac-

United Recorders Tapes Event

MONTEREY, Calif. — The entire Monterey Jazz Festival was taped by United Recorders, which acted as sole recording agent for the three-day event.

Engineers Wally Heider and Hank McGill were the recording team.

United will provide tapes to the companies requesting them, explained Columbia's John Hammond, who flew from New York to attend his first Monterey bash.

A closed-circuit television set-up allowed the engineers to observe performances on stage. A compact TV camera was fixed to a front row box which transmitted a clear picture of the entire stage to the monitor in the recording room.

Decca Starts Yule Chiming With New Deal

NEW YORK — Decca-Coral-Brunswick is chiming in on the Christmas season with a special dealer incentive on its Christmas product starting October 1. Three new albums are included under the plan and the entire Christmas catalog of LP's, EP's and kiddie sets as well.

The two new Christmas sets on the Decca label include "Have Yourself a Merry Little Christmas," by Wayne King and Bert Kaempfert's first yuletide album "Christmas Wonderland." In addition to these new LP's, two of the well-known Christmas albums "A Christmas Song With Bing" and "Christmas Time," by Fred Waring are being made available in stereo after being available in monaural for some years.

New Brunswick Records LP being introduced with the new Christmas release is "Merry Christmas from Jackie Wilson." This set features Wilson singing 12 of the great hymns and songs of the season.

Julius La Rosa

NEW YORK—Cadence Records has re-signed Julius La Rosa. La Rosa's first disk contract was with Cadence almost a decade ago. During his earlier period with the label he had such hits as "Anywhere I Wander," and "Eh Cumpare." Initial single, due this week, will be "David and Lisa's Love Song," from the film "David and Lisa."

complishment of objectives beneficial to us all."

On the strength of the Capitol move, NARR President Louis Shapiro said efforts to enlist the support of other manufacturers would be continued. Meanwhile, plans were being advanced to set in motion a series of national and regional trade shows and dealer conferences, as well as a series of dealer educational seminars through a management consultant firm.

Maitland Says WB's Past Year Best in History

BURBANK, Calif. — Fiscal year 1962-1963 was the most lucrative in Warner Bros.' five-year history, President Mike Maitland revealed last week. The sales were only to domestic distributors and did not include international or Columbia Record Club activities.

The company doubled its net dollar volume over the 1961-1962 period when the net volume was up 15 per cent, Maitland said.

The increased volume was due in large part to the success of three Allan Sherman albums, one Peter, Paul and Mary LP and the "Music Man," "Gypsy" and Bing Crosby Christmas packages.

The three Sherman LP's and the Peter, Paul and Mary single of "Puff, the Magic Dragon" all hit the No. 1 spot on Billboard's charts.

In addition, the diskery distributed the hit, "Rhythm of the Rain," by the Cascades, on Valiant domestically and on the WB label internationally.

3 Deals Set By Prestige

BERGENFIELD, N. J. — Prestige Records has settled upon three different deals for distributors on its disks starting October 1. The label has a 10 per cent discount going on its Prestige 7000 series which includes the labels Prestige-Folklore, Lively Arts and Tru Sound ensembles. The Moodsville, Bluesville, Swingsville, New Jazz, Near East, Irish and International banners carry a 25 plus 10 per cent deal. The Miles Davis catalog on the parent Prestige label has a buy five get two free deal on it. All of these deals run from October through December 31.

Limeliter in A.&R. Post

HOLLYWOOD — Legend Records, a new entry into the folk field, has named Alex Hassilev, a member of the Limeliter, as its a.&r. head. The folk trio is currently on a sabbatical from the vocal circuit, with its members pursuing individual assignments.

With Hassilev entering the a.&r. realm, where he will direct all future Legend projects, the diskery is planning a second LP to follow its debut album, "Jack

CAPITOL SETS YULE SLASH

HOLLYWOOD—The largest seasonal consumer ad campaign in Capitol's history plus a 12½ per cent discount are the tools the diskery will use in promoting its Christmas catalog of 45 Capitol and Angel albums.

The discount, in effect from October 1 to December 24, also applies to all new Christmas LP's released September 30. The LP's include "The Story of Christmas," by Tennessee Ernie Ford and the Roger Wagner Chorale, which is the sound track from Ford's holiday Christmas TV special on NBC December 22; "Christmas Song," by Nat Cole; "The Bells of Christmas Chime Again," by Eddie Dunstetter, and "Christmas in the Philippines," from the International series.

That Was The Atlantic Day That Was

NEW YORK—In a story carried last week it was mistakenly stated that Atlantic Records had sold in excess of 50,000 singles in one week. In reality, the label sold 80,000 singles in one day.

The red letter day was September 16 (Monday) when Bob Kornheiser, Atlantic national sales manager, wrote the mass of orders on four different singles, none of which at that time were in the top 50.

Some of the results of that distrib action was seen this week as one key single "Walking the Dog" on Stax, being distributed by Atlantic, crashed from nowhere into the big chart at the No. 80 slot. This one accounted for more than 25,000 on that red-letter Monday from one distributor, All-State in Chicago. Other follow-ups on the mass order was seen in the chart climb of "Deep Purple," by Nino Tempo and April Stevens which soared from No. 58 to No. 33. Two other titles involved, "I'll Take You Home," by the Drifters, and "My Babe," by the Righteous Brothers on Moonglow, being distributed by the firm, also continued their upward climb.

Linkletter Presents: Folk Festival" cut last July in Chicago.

Besides Hassilev, who is working on the West Coast, Leo Gottlieb, the second member of the Limeliter, is currently emceeing a series of ITA Hootenannies. Glen Yarborough, the third Limeliter, is working in a similar role on the East Coast with Hootenanny packages.

Reg Connelly Dies in London



REG CONNELLY

LONDON—The British publishing business lost one of its leading figures in the death of Reg Connelly on Monday (23). He was head of the important Campbell-Connelly house in London which he founded in 1925 with his onetime stage partner Jimmy Campbell.

The company has associates throughout the world, including the American houses of Campbell-Connelly, Inc., and Reg Connelly, Inc. Among the standards he penned were "Show Me the Way to Go Home," "Try a Little Tenderness" and "Underneath the Arches." More recently Campbell-Connelly published one of the biggest selling

Mills Music Widens Scope Of Educational Coverage

HOLLYWOOD—Mills Music is broadening its educational coverage with two new projects: A series of play-a-long LP's spotlighting outstanding pop instrumentalists, and in-depth studies of jazz through de luxe album-book sets.

In announcing the new ventures, Irving Mills, president of the world-wide publishing firm, stated the LP's would feature top soloists around the country playing entire selections for the benefit of music students to study and play along with.

Six albums have already been recorded here, featuring Murray McEachern, trombone; Ted Nash, alto sax; Harry Klee, flute; Clarence Sheroock, trumpet; Babe Russin, tenor sax, and Abe Most, clarinet.

Mills hopes to sell the complete project to a record company for distribution. He stated he has not as yet contacted any diskery with the proposal.

The exec anticipates next using top studio men in New York and Chicago to expand the instrumental series, still unnamed.

All the tunes in the LP's will, of course, be from the Mills catalog, and the pubbery hopes the music student playing along will become enthused enough to purchase the sheet music.

Mills said he hopes the first

tunes of the decade, "Telstar." Connelly, who was 67, died at his home in Bournemouth after an illness of several months.

LP's will be available to the public by the end of the year.

Mills further revealed that the company would tie in with instrument manufacturers in exploiting the individual artists in retail stores.

For the second project, vet jazzman Mills has signed critic Leonard Feather to write two books: The World of Traditional Jazz, 1900-1930, and The World of Modern Jazz, which will each be packaged with three LP's featuring veteran jazzmen performing historic selections but using today's modern recording techniques. The jazz packages will be released by a Mills subsid, American Academy of Music, and should be available in the next few months.

Mills said the price for the complete package has not yet been determined, but figures from \$19 up to \$24 were being discussed.

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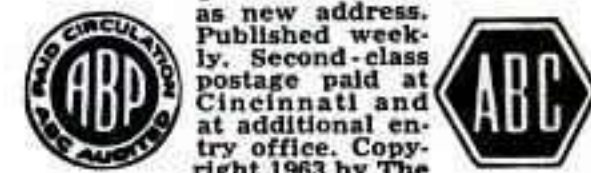
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ASCAP Gross Goes Over \$25 Million for 8 Months

BEVERLY HILLS, Calif. — ASCAP Treasurer George Hofman, at the Society's meeting last week, revealed that during the

Dot's Jim Dailey On European Trip

HOLLYWOOD—Jim Dailey, international director of Dot Records, has gone to Europe for a month to meet the firm's foreign licensees in the Common Market nations. Dailey will discuss exploitation of new releases. Dot's major licensee is British Decca except for Scandinavia and Denmark.

Bailey will also seek to appoint a European representative, one who can speak at least seven languages. "Unless you can talk to people in their own language, you're lost" he said.

MFRS. DECLINE WITH REGRET

WASHINGTON — "Thanks, but no, thanks," notes came from 10 record companies in answer to the Roosevelt Small Business Sub-Committee invitations to appear at last week's hearings on the problems of independent record distributors and retailers.

Polite regrets and various excuses ranging from "out-of-town" to "we couldn't add anything to the testimony at this time" were received from Columbia, RCA Victor, Dot, United Artists, Liberty, Cameo-Parkway, Vanguard, Todd, ABC-Paramount and SAR (an ARMADA member).

LATE SINGLE SPOTLIGHTS

Pop

DEBBIE WOODS

YOUR REPORT CARD (Screen Gems-Columbia, BMI) (2:25)—A mighty cute ballad sung in soft, reverb-filled style by the lass. Song has seasonal back-to-school interest and is inventive. Flip is "Dream On, Little Fool" (Pocono, BMI) (2:10). Epic 9626

GENE CHANDLER

IT'S NO GOOD FOR ME (Valley, BMI) (2:24)—Big dramatic ballad is emoted by Gene Chandler here on the new label. Tympani, strings and musical climax are the keys and side has quite a chance. The flip is "From Day to Day" (Screen Gems-Columbia) (2:20). Constellation 104

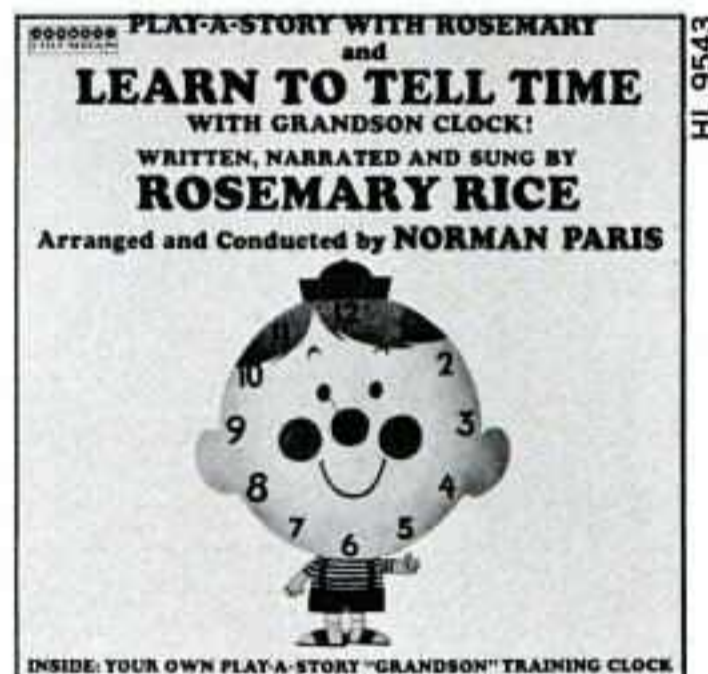
BRIAN HYLAND

LET US MAKE OUR OWN MISTAKES (Geld-Udell, ASCAP) (2:39)—Here's one that should be of much interest to teen audiences. It has to do with youngsters in love and pleading to be left alone, emotionally. The flip is "Nothing Matters But You" (Geld-Udell, ASCAP) (2:36). ABC-Paramount 10494



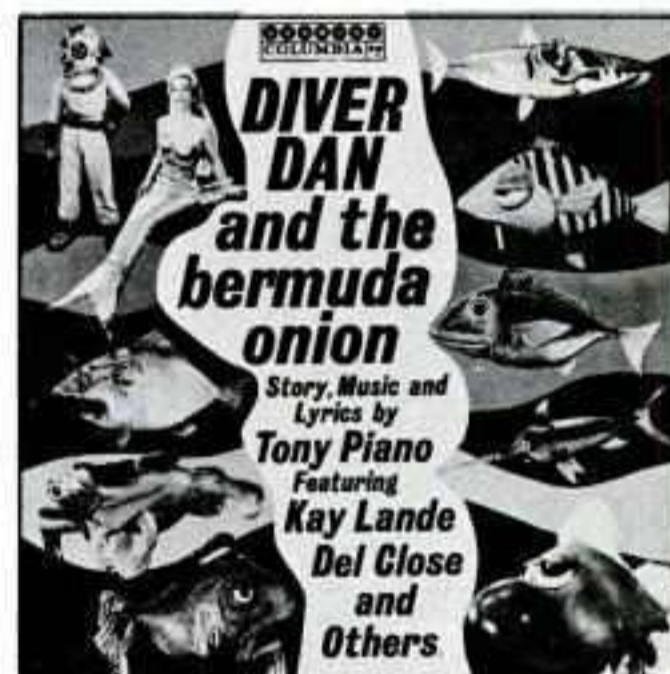
Child's Play Pays!

Watch Grandson Clock, Diver Dan and 31 Animals Featured on These 4 Harmony Children's Albums Perform Sales Wonders in Your Store:



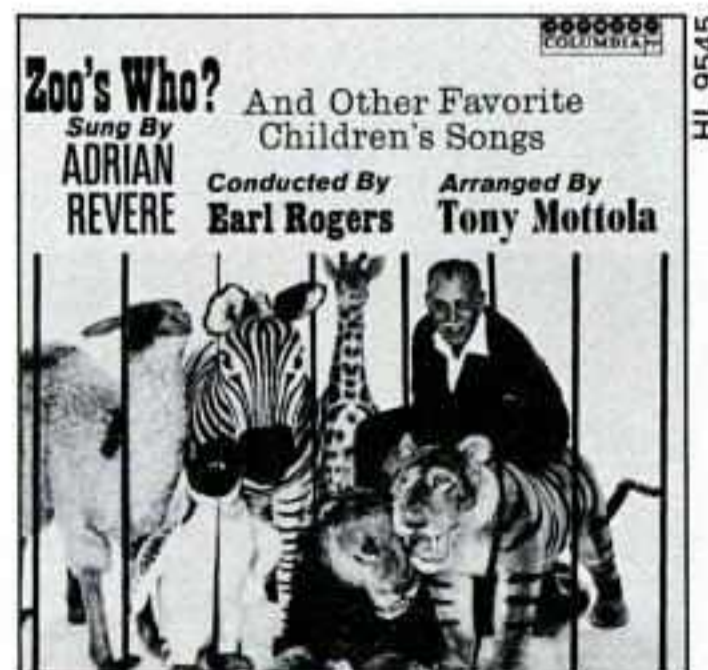
HL 9543

A fabulous idea—first of its kind! Learning to tell time is fun with Grandson, as kids take part in the tuneful lessons. An actual die-cut training clock is included in every album.



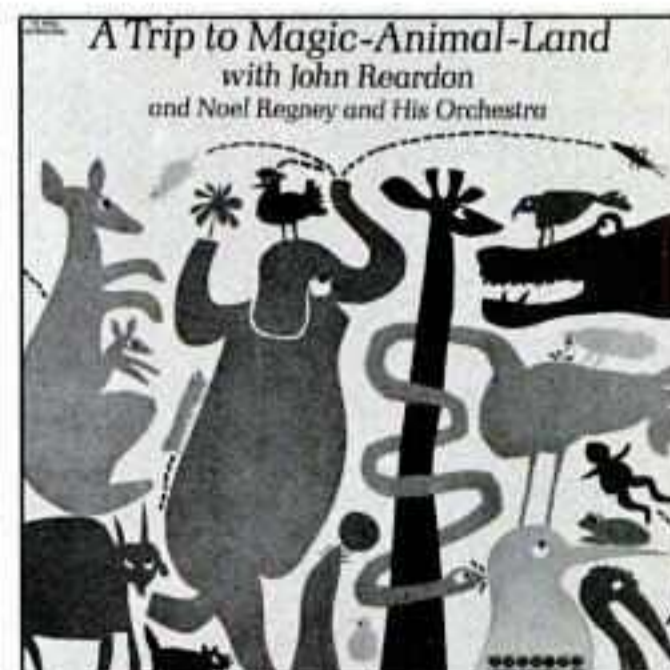
HL 9544

TV favorite Diver Dan and his sea-going pals bring a fantastic adventure to life in story and song. Here's an album every youngster will want to own!



HL 9545

Children's favorite, Adrian Revere, a star of Mitch Miller's TV Sing Along show, sings a dozen best-loved songs about animals.



HL 9541

One of America's outstanding singing stars, John Reardon, takes the kiddies on a musical excursion through "Magic-Animal-Land."

The Newest Concepts in Children's Records Carry The Name



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This One



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Roosevelt Group Hears Abuses Laid to Mfrs.

• Continued from page 1

restrictions to the anti-discriminatory and fair practice laws already on the books—it serves to educate members of an industry in the ways they may be violating laws they scarcely knew exist. As ARMADA counsel and former FTC Chairman Earl Kintner had previously pointed out, it gives the whole industry a chance to set up voluntary standards. This can save multiple FTC actions against violators, and/or additional tightening legislation.

(The FTC announcement said its Bureau of Industry Guidance was making preliminary preparations, and time and place for the actual conference would be announced at a later date. Customarily, conferences are held in Washington, after preliminary talks with all in the industry who want to talk over problems before guidelines mutually satisfactory to all are decided on.)

Urges Co-Operation

Chairman Roosevelt strongly urged that every association and segment of the industry get with the trade conference, present their case fully, and provide the FTC with as much information as possible.

The urging was partly triggered by the absence of a spokesman or statement from the newly named National Association of Record Retailers (formerly Society of Record Dealers), and non-appearance by anyone from the rack segment, National Association of Record Merchants (NARM).

The Retailers' Association President Louis Shapiro, in ill health, had to cancel at the last moment, and hoped that independent Cleveland retailer Frank W. Carle of John Wade, Inc., could be considered representative of the association when he gave his statement. Carle's report of struggle with price squeeze and discriminatory practices were recognized as nationally representative by the subcommittee—but a statement

by NARM is expected later for the record.

NARM's Washington attorney Earle M. Foreman said problems in the rack industry did not lend themselves to legislation, but NARM may submit a statement after reading transcript of the hearings. Chairman Roosevelt mildly remarked that if the record indicated a need, the NARM spokesman might be subpoenaed for appearance before the subcommittee—but this is not in sight at the present time.

Historic Cast

The cast of characters at the history-making first congressional hearing on record industry practices was small, but effective: Each of the three witnesses was warmly praised by the subcommittee for clear and complete statements. ARMADA President Amos Heilicher spoke for his group; Irving Perlmán for Record One-Stop Association (ROSA), and Frank Carle for the typical independent retailer. A dozen record manufacturers, including majors, previously invited, had sent regrets (see separate story).

Getting down to cases, ARMADA spokesman Heilicher backed by association counsel Earl Kintner, and ARMADA officials James Schwartz and Ralph S. Cunningham, took off after the record club competition, and manufacturer favors to giant chain buyers like Korvette. Charts of the crisscross operations of melding segments of the industry, made with the aid of the Billboard, were presented.

ARMADA spokesmen laid most abuses to manufacturers' own discrimination, or manufacturers' indifference to discrimination on the part of his own integrated distributors and sub-distributors. The eight categories where discrimination flourishes in favor of big buyers were listed as: Promotion; return privileges; free records; quotas and minimums (distribu-

tors maintain quotas by unloading massive shipments in other areas at loss prices to keep manufacturer quota, killing hit sale records for regular retailers in transshipped areas); cut-outs; tie-in sales; pricing, and favorites. Sub-categories outlined about 50 varieties of unfair practice such as fictitious pricing, notices of cut-out and cut-off dates to some and not to others, etc., etc.

Room Providers

An industry of 3,000 record manufacturers, 200 of them releasing fairly regularly, but where 27 provide 96 per cent of the business, with a retail sales total for 1962 of about \$650 million, should provide room for all forms of retailing, distribution and sub-distribution, whether by rack, one-stop, or what have you, said Heilicher. But free enterprise has become "free wheeling" in the record business, with everyone scrambling for deals at everyone else's expense, until the industry is price-cutting itself into the ground, ARMADA told the subcommittee.

In trouncing the record club competition at lower prices than retailers could give their customers, Heilicher said resolution of the Columbia Club case now coming to the initial decision stage at the FTC, would probably be a long way off. Chairman Roosevelt wanted to know why FTC was so long in concluding the case.

ARMADA counsel Kintner said the FTC has a hard-fought case on its hands in the club action. Delay will probably stem from lengthy court action. FTC staff has worked hard and dug deep on this one, said ARMADA counsel, with no delays in their schedule.

Laws Described

Rep. Arch A. Moore (R., W. Va.), who took a keen interest in the record industry testimony, asked what kind of legislation might be helpful in dual distribution problems here. Kintner said laws to make manufacturers observe functional discounts might be one path. In this way, wholesale price differentials would apply to distributors' buys for true distribution; he would not get the extra price allowance on records destined for an owned retail, rack or one-stop operation as he can now.

Functional discounts vary greatly among industries, and are purely voluntary by the manufacturer, subcommittee counsel Potvin has pointed out. (Bills to compel functional discounts have been brought up in many congresses, but so far have never passed.)

In related testimony, ROSA President Perlmán and counsel Benjamin Ruby pointed out that distributors who went into their own one-stop business, in competition with area one-stoppers, had a big price differential advantage. The distributor-one-stop combination could buy from manufacturers at wholesale rates, while one-stopper can only get regular 10 per cent discount. Even if distributor-one-stopper gets lower price on only a few labels, he can use the difference to drop prices on all merchandise below the area's normal one-stop prices.

Perlmán said one-stop sales account for about 50 per cent

Rackers Also Give Backing to Conference

• Continued from page 1

with respect to the conference idea is believed to be a reflection on the gathering price squeeze now being felt by this element of the business, in view of recent price policies established by Columbia Records, and in view of a trend toward more conservatism in manufacturers discount programs.

Racker's Role

Amplifying the stand being taken by NARM, Malamud said: "It is my belief that when the FTC, which is not bound by the very narrow limits within which the record industry has chosen to operate, but is guided by a superior knowledge of business and industry throughout the United States today, finishes its investigation into our industry, it will recognize the record rack merchandiser as a valuable wholesaler, a wholesale, multi-label distributor, who has stimulated healthy compe-

tion within the industry, and who has served the past 10 years to make records, at the right price, readily available to the consumer in every part of the country."

On the whole question of pricing to rack jobbers, Malamud noted an ad appearing in the September 24 edition of The Philadelphia Inquirer. The ad, for Gimbels stores, Malamud said, quoted \$3.98 albums at \$2.57.

"We are told by Columbia that we are selling our services too cheaply, that we have to raise our prices. But how can a rack raise his prices when he may be in direct competition with a Gimbels or a Korvette's?" Malamud wanted to know. "It's a very difficult situation."

Malamud also took the occasion to discuss NARM's failure to be represented at hearings held last week by the Roosevelt Small Business Subcommittee on the question of dual distribution. "After reviewing the testimony in the hearings given by representatives of other industries such as paint, tobacco, candy, glass, tires, steel, shoes and beer, to name a few, we felt our testimony was not necessary."

Consumer Welfare

"In previous testimony, it was brought out that the consumer welfare is served best by lowest prices with the greatest availability of product and that an industry is healthy when competition is maintained. We feel both these considerations obtain in the record industry. Both Amos Heilicher and Irv Perlmán, speaking for ARMADA and ROSA respectively, noted the idea of distributors, racks and one-stops competing with each other as bad. "We feel competition in itself is good. The problem lies in the pricing area and that is covered by the Robinson-Patman Act."

"We also understand that the small business committee is more interested in problems posed by vertical integration in an industry. The other record industry witnesses stated concern, for example, over distributors in the one-stop business or in racking. This, however, since it concerns itself only with the distribution level, is a question of horizontal integration, which is not in the province of this committee. The proposed Roosevelt legislation (HR 3562) holds that any manufacturer with more than \$2,000,000 in annual net sales be prohibited from having its own retail outlets. The only conceivable application of this in the record business might be that of the record clubs."

DECCA ISSUES S.P.E.B.S.Q.S.A.

NEW YORK—Decca Records carries on the grand old tonorial tradition this week with the eighth annual release spotlighting current winner of the 25th international barbershop singing competitions sponsored by the Society for the Preservation and Encouragement of Barbershop Quartet Singing in America (SPEBSQSA.) This year's releases includes a two-LP set of the winners of the meet which was held in Toronto.

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JIMMY SMITH'S NEW SOUNDS ARE EXCLUSIVELY ON VERVE

COAST JAZZ

Band, Dixie Happen in Monterey

• Continued from page 3

his tight trio kept the audience's attention while acts were changing.

Fine performances were racked up Friday and Saturday, but Sunday afternoon things really started to cook. The Wilson band was appearing for its final time and had just completed a blazing Latin number, "Viva Tirado," when, during the playing of "Perdido," Dizzy Gillespie, made an unexpected appearance and the audience rose to its feet. Diz soared through his solo and from the wings came John Lewis, the Festival's musical director and pianist with the Modern Jazz Quartet. Both artists stayed on stage with the band, improvising happy, bouncing lines. When blues singer Jimmy Witherspoon stepped forward to sing "Darn Good Woman," excitement built to a crescendo.

Witherspoon and Jon Hendricks, who appeared in a solo role Saturday evening, were the only male blues vocalists on the program. Carmen McRae was the lone thrush of any note appearing during the three days.

In uniting artists for the first time, Brazilian guitarist Laurindo Almeida and the Modern Jazz Quartet proved a happy marriage. Their program Sunday afternoon was the lone Latin feature of the Festival. Laurindo's facile fingering blended beautifully with John Lewis' piano and Milt Jackson's vibes. Gerry Mulligan turned up playing Dixieland with Jack Teagarden, Pee Wee Russell, Charles Teagarden and Joe Sullivan on



MONTEREY JAZZ FESTIVAL music director and Modern Jazz Quartet fixture, John Lewis (left), views concert scene on location with jazz authority and disk producer, John Hammond.

Friday night. Mulligan and Russell improvised on an unnamed blues, delicate and quite modern in conception.

There was a great amount of Dixieland played at the Festival, but the introduction of "old-timer" Elmer Snowden on banjo was the highlight of the Dixie

presentation. Snowden, who had accompanied blues singer Bessie Smith on her early recordings, was assisted by veterans Darnell Howard on clarinet and Pops Foster on bass. Tony Williams, the 17-year-old drummer with Miles Davis, kept the rhythm traditional.

Modern jazz had its moments when Mulligan and his quartet played a string of humorous ditties, Miles Davis played like Miles and Thelonious Monk and tenor saxophonist Charlie Rouse heated up a chilled Saturday night crowd.

Real Bunny, Just Stand Up

ATLANTA—You can't be a playboy unless the boss says so—Playboy boss Hugh Hefner, that is. Hefner's Playboy Clubs International won an injunction against a Georgia corporation here doing business as "Atlanta's Playboy Club." No can do, said the court in so many words.

A U. S. District Court order restricted the Atlanta club from "performing any acts having the effect of, directly or indirectly, representing that any business operated or owned by the defendants is connected with the plaintiff . . . or is sponsored, approved, recommended or licensed to the plaintiff."

Hefner claims the decision clears the way for the eventual opening of an authorized Playboy Club in Atlanta. Playboy clubs now operate in New York, Chicago, Miami, St. Louis, New Orleans and Phoenix, Ariz., with others scheduled to open soon in Detroit, Cincinnati, Baltimore, San Francisco, Los Angeles and Manila. The clubs have become one of the top talent circuits in the country. Acts booked into one club, generally go into the other five and will stay with the chain several months.

Cliffie Stone Forms Label

HOLLYWOOD—Cliffie Stone has formed a new label, Insignia Records, headed by Joe Allison, with exclusive worldwide distribution handled through Monument Records.

Insignia will retain its own label identity. First release, scheduled within two weeks, is a single featuring Tommy Brooks. This will be followed with a single by Lorrie Collins.

Allison, who also serves as general manager of Stone's Central Songs Publishing firm, said the purpose of the label is to build talent. Label will operate as a separate subsidiary of the publishing firm, and will record material belonging to any publishers that best suit the talent on hand. Allison is in charge of the record company's operations, including a.&r.

ern songs. . . . Elvis Presley arrived in Memphis with his sidekicks after filming "Viva Las Vegas."

ELTON WHISENHUNT

TV GUEST APPEARANCES BY RECORD TALENT

SEPTEMBER 30-OCTOBER 6
(All Times Eastern Daylight Saving)

- MONDAY 30—ROSE MARIE**
Comedienne, who is about to release her first album on Kapp Records, will be on the Johnny Carson Tonight show (NBC-TV, 11-15-1 a.m.).
- WEDNESDAY 2—RED NORVO**
Jazzman Norvo and sidemen will be guests on the Danny Kaye show (CBS-TV, 10-11 p.m.).
- WEDNESDAY 2—JOHN GARY**
Victor's singing discovery returns to the Tonight show for the third time in two weeks (NBC-TV, 11-15-1 a.m.).
- WEDNESDAY 2—ROSE MARIE**
She'll join the gang on the Steve Allen show.
- THURSDAY 3—ALLAN SHERMAN**
Comic will be featured on the premiere telecast of Perry Como show tonight (NBC-TV, 10-11 p.m.).
- THURSDAY 3—PAUL HORN**
Jazz artist will be among the guests of Steve Allen.
- THURSDAY 3—VICTOR BORGE**
Keyboard comic is one of the performers on the Tonight show (NBC-TV, 11-15-1 a.m.).
- FRIDAY 4—NAT KING COLE, BILL COSBY**
Popular vocalist and new Warner Bros. acquisition, Bill Cosby, will be guests on the Jack Paar program (NBC-TV, 10-11 p.m.).
- FRIDAY 4—NANCY WILSON**
Jazz vocalist is among the guest performers on the Steve Allen show.
- SUNDAY 6—GEORGE MAHARIS**
Epic recording artist will make his singing debut on television on the Judy Garland show (CBS-TV, 9-10 p.m.).
- SUNDAY 6—PAGE CAVANAUGH, THE ANGELS**
Page's newly formed septet, the Page 7, will be on the Ed Sullivan show (CBS-TV, 8-9 p.m.), along with the popular Angels.

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.



NANCY WILSON
(Capitol)

MANAGER: John Levy.
HOME TOWN: Chillicothe, Ohio. **BIRTHDAY:** February 20, 1937. **BACKGROUND:** In retrospect, Nancy Wilson's career seems to be one of inevitability. The beautiful jazz stylist has been encouraged and assisted by some of the biggest names in the music business. While still in high school, Nancy had her own twice-weekly TV show over WTVN, Columbus, Ohio. After a year of college, she decided that singing was her primary concern and joined the Rusty Bryant band, touring with them over two years. Cannonball Adderley was playing Columbus in 1958 when Nancy stepped out of the audience and displayed a jazz savvy which left a lasting impression on him. When Nancy went to New York she went looking for Cannonball and he took her to his manager, John Levy. It was no effort for Capitol to make up its mind about signing her, and her first album, "Like Love," was released soon thereafter. Capitol borrowed the services of Cannonball for one of the most talked about jazz albums of 1962: "Nancy Wilson/Cannonball Adderley." Nancy is now a permanent fixture in the field of jazz. She lives in Los Angeles with her husband, drummer Kenny Dennis, and their son.

LATEST ALBUM: "Hollywood—My Way," follow-up to the very successful "Broadway—My Way" is a strong contender for the top of the chart.

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST
Tony Martin opens tonight (30) at the Latin Casino in Cherry Hill, N. J., through October 9. . . . Lena Horne and Frank Sinatra give two concerts at Carnegie Hall this weekend (5 and 6) for the benefit of the Gandhi Society and the Student Non-Violent League, as well as the Foundation for International Child Health. . . . The Dillard's open at the Shadows in Washington tonight (30) through October 20.

MIDWEST
Peter, Paul and Mary, just

back from the Continent, will be camping it up this week at Xavier University (2), Western Michigan U (3), Purdue U (4-5), and Illinois State Normal U (6).

WEST
Harry Belafonte and company opened last week (23) at the Las Vegas Riviera Hotel, where he will remain through October 20. . . . Also in Las Vegas, Bob Newhart and Sergio Franchi begin a two-week date at the Sahara on October 1. . . . The Dave Brubeck Quartet will appear at the Hollywood Bowl on Saturday (5).

TALENT TOPICS

CHICAGO

The "Incomparable" Hildergarde opens a three-week engagement at the Sultan's Table at Gene Autry's Sahara Inn, and contrary to the local columns, Gene Autry is not going to sell the Sahara. Jackie Jocko's Duo opens in the club's Celebrity Room, adding a second act to the Johnny Lewis Trio. . . . It's Peggy Kaye, Dick Lynn and the Stylers at Playboy's Playroom and Iris Paul, Roy Petty and Sammy Shore at the Penthouse. . . . Socialite Martha Henner and Lenny Brenna, original manager of the Gaslight Club's Last Chance Saloon, team to open the Crazy Horse

Saloon, surprisingly authentic Wild West-type bistro on North Ogden, just out of Old Town. . . . Don't sell short a new album by "The Brave New Workshop" from Minneapolis. It's an on-location recording of a Second City-type review. Writers are Irv Letofsky, a Minneapolis Tribune reporter; Dan Sullivan, music-drama critic of the same paper, and Faith Lengas, former seller of men's underwear (if you can imagine that). It may be too local, but it's very funny—and professional. The boys claim they've sold over 500 in six weeks. They're dickering with World Pacific and Prestige for future dates and getting a lot of national publicity to boot.

NICK BIRO

MEMPHIS

Bobby Wood, Joy Records singing artist, in the Army for six months at Fort Knox, Ky., was flown to Memphis for an appearance on WHBQ-TV's teen "Dance Party." . . . Peter Duchin and his ork played for a society ball here last week. . . . Chuck Foster and his ork drawing big crowds at Hotel Peabody's Skyway. . . . Guy Lombardo and his ork due in for appearances October 22 and 26.

Jerry Lee Lewis has signed for a fall engagement at the posh Chez Paree in Chicago. Lewis and his manager, Frank Casone, are currently negotiating with several record companies, hadn't signed with any at this writing. . . . Hi Records' Bill Black and his combo are working on an album of West-

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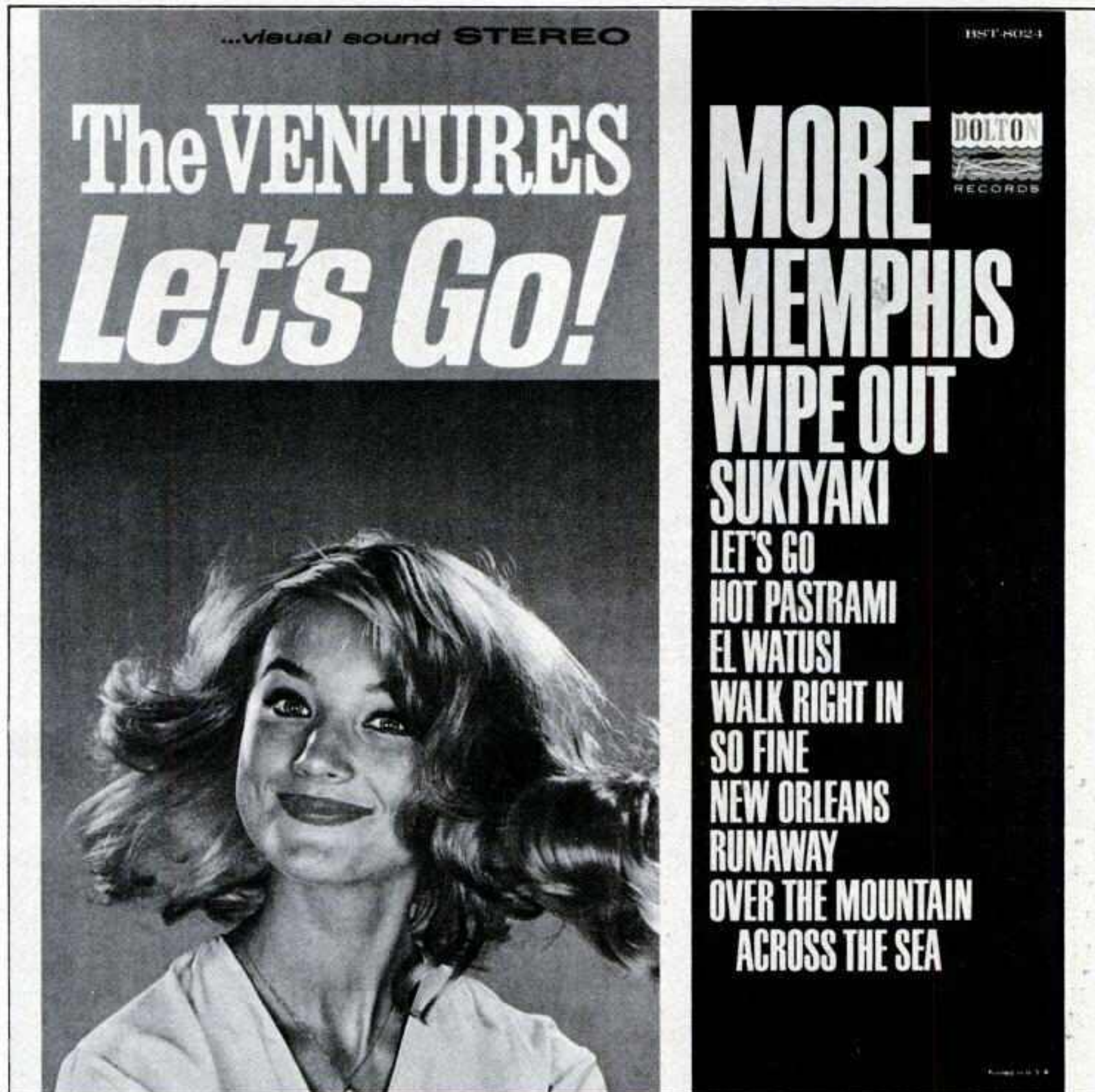
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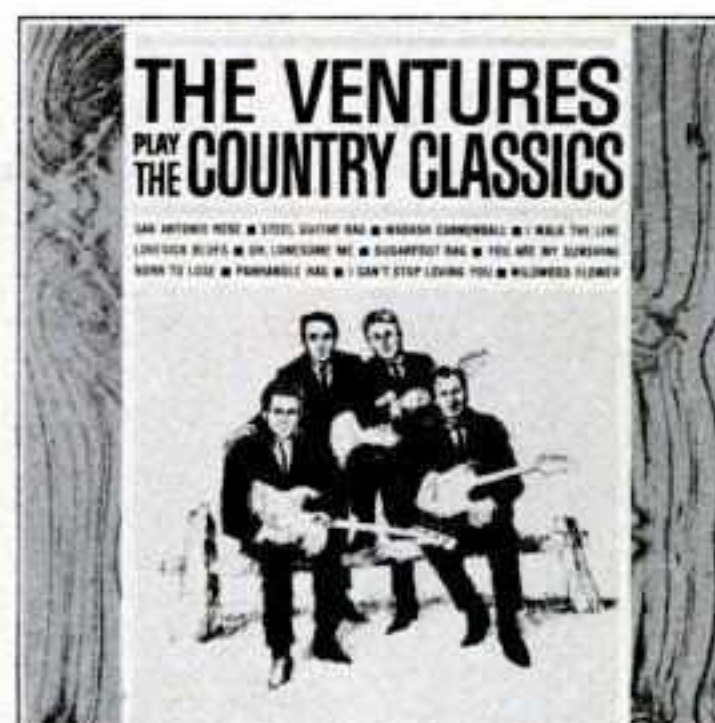
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DOLTON RECORDS

Mercury Classical Plan Doubles Sales Figures

By BARRY KITTLESON

NEW YORK—In the past 12 months, Mercury Records has put into effect a four-part program in merchandising classical product which has paid off in a healthy increase in sales activity and prestige. According to Bernard B. Braddon, administrative director of the classical division of Mercury, "classical unit sales for the first seven months of 1963 have doubled over the same period the previous year."

Under the banner of "Master Artists of Our Time," in September 1962 Mercury launched Part One of its reorganization program with the simultaneous signing of pianist Gina Bachauer, harpsichordist Rafael Puyana, violinist Henryk Szeryng and cellist Janos Starker to exclusive contracts. This broadened its roster of talent which, at that time, included pianist Byron Janis and violinist Joseph Szigeti, as well as conductors Antal Dorati, Frederick Fennell and Paul Paray.

Of these newly signed artists, Starker, Puyana, and Bachauer have each recorded three albums to date, and Szeryng has recorded two.

Another addition to the classical roster was the Romero Family. The Romeros are Spanish guitarists and their repertoire includes both classical and flamenco music. They perform as a unit and individually. Father, Caledonio, and one of the boys, Pepe, each have recorded solo albums for Mercury.

Double Appeal

The addition of these leading instrumentalists, and the categories they represent, means that Mercury is now "in a position to exploit successfully the competitive but lucrative concerto and solo recital markets. The appeal here is for both the mass market and the connoisseur," said Braddon.

Part Two of the Mercury program was the initiation of the "Curtain Up" series. This "pops" series packages traditional favorites ("Gershwin Favorites," "Ballet Favorites," "Viennese Waltz Favorites") with



VANCOUVER GETS A FIRST: On October 17 the Vancouver Opera Association will present a new production of Bellini's "Norma," which will star Joan Sutherland in the title role. Above, Sutherland goes over production detail with her husband, Richard Bonyng (seated), who will conduct, and stage director Irving Guttman. This will be the first "Norma" she has performed on any stage.

an eye to "reaching the thousands of customers now patronizing non-traditional outlets." This series now includes 16 albums, specially packaged with eye appeal for browsers, and the average sales per album have generally exceeded conventional releases of this type.

In May of this year, Mercury's "Great Music Series" (Part Three) went into effect. This program is novel in its method of re-releasing catalog items. It was originated to restore "the vital standard catalog activity, whose industry-wide decline has been lamented by manufacturers and dealers alike." Rather than simply re-release its finer catalog performances as a budget line, Mercury expanded the number of listening minutes per album, which offers the consumer "more for your money" in a different way.

Int'l Artists in Full Swing At Budapest Music Festival

BUDAPEST — Preparations for the fifth Budapest Musical Weeks (September 28-October 31) are in full swing. During the festival, three competitions in classical music will be held: the Leo Weiner chamber music test, the Pablo Casals cello event, and a violin-piano sonata competition.

Young artists from all over the world have applied, and 54 competitors will take part in the cello event. Six are from the U. S., four from the Soviet Union, three from Austria, two each from France and Japan, and many other countries. Finland, Switzerland, Israel, Mexico and Spain will send competitors for the first time.

In the violin-piano competition, 21 teams will take part. Besides the three Hungarian teams, three each from the Federal German and Democratic German Republic have entered.

Italian, British, Canadian and U. S. artists are expected.

In the string quartet competition, 12 in all will be present. Three are from the Soviet Union, two each from the U. S., Bulgaria, Poland and Hungary, and one from the Democratic German Republic.

Honorary president of the international jury is the world-famous Hungarian-born violin virtuoso Joseph Szigeti, who is visiting Hungary for the first time since he was a guest of the Hungarian government.

In addition to the competitions, many concerts will take place during the five-week festival, starring many foreign guest conductors and soloists. Composers represented will be Bartok, Kodaly, Weiner, Honegger, Hindemith, Stravinsky, Webers, and many more.

PAUL GYONGY

The first release in this series was entitled "Great Music of the Romantic Age." The six albums in this series each averaged over an hour of listening, allowing for a complete symphony to be on one side of a record. Other features of this planned program, or basic library, was co-ordinated packaging, and special program notes by critic Edward Downes.

The second release in this series was issued this month, under the banner "Great Music by Russian Composers." Included in this release are six albums, featuring compositions by Rimsky-Korsakov, Moussorgsky, Prokofiev, Tchaikovsky, Rachmaninoff, Arensky, Gliere, Shostakovich, Liadov and Khachaturian. Contributing artists (as in the Romantic series) include Dorati, Paray, Fennell and Howard Hanson. Each album is adorned with colorful artwork and comprehensive liner notes.

Subsequent releases in this series are planned for the future, and will concentrate on great music from the classical period, music by French composers, 20th century music and other periods.

Part Four of Mercury's program was the expansion of the Mercury-Wing Classic series. Featuring four-color artwork and skin-tight plastic wrapping, the catalog now includes 38 records, and offers 67 works ranging through ballet, symphonies and tone poems, from Mozart to Stravinsky.

Most important to Mercury's plan was that for the first time in the label's history its existing catalog was drastically pared down. Over 40 per cent of its repertoire has been deleted in this short period of time. "Doubling sales while reducing over-all quantity of product, of course, has dramatically increased inventory turnover and won favor with distributors and dealers. Our plans for the future include intensified and continuing efforts in this four-pronged drive," said Braddon.

Chatter

NEW YORK—For those who feel that Maria Callas has been absent from these shores too long, take notice that the situation will be remedied next spring: Columbia Artists Management has booked a series of eight concerts in this country, starting with a benefit concert for the American Heart Association in New York next April. She will be assisted by conductor Nicolai Rescigno.

Young artists might well take a lesson in discipline from Artur Schnabel. Late this summer, Rubinstein was scheduled to record at RCA Victor's new Rome studios. He was at first disgruntled by the piano they had, and requested that they arrange for his private tuner to be flown in from Paris.

The tuner couldn't be reached, and it was diplomatically suggested that perhaps a local tuner of high repute be used. He agreed to "try him." Next morning, at 8 o'clock sharp, he entered the studio in particular good humor and within six hours had recorded the complete Chopin Waltzes (14). Something of a record.

As part of a national campaign to promote its recent release of the Nine Symphonies of Beethoven with Herbert von Karajan and the Berlin Philharmonic, Deutsche Grammophon purchased almost four hours of prime radio time over New York's WQXR on two consecutive Sunday nights (15 and 22). Uninterrupted performances of symphonies 3, 5, 7 and 9 were played.

Until recently, soprano Leonie Rysanek was reluctant to perform for television. However, she was coaxed into taping her famous "sleep-walking scene" from Verdi's Macbeth for Eurovision, and will make her American television debut next March over NBC ("Bell Telephone Hour.") At that time she will be winding up her current season at the Metropolitan Opera.

For the fifth consecutive year, Chicago's WBBM (CBS) will broadcast live the opening of the Lyric Opera, October 4. The opening night will honor the 150th birthday of Verdi with a performance of "Nabucco." Cast includes Tito Gobbi, Boris Christoff and, making their American debuts, Yugoslavian soprano Danila Mastilovic and Spanish tenor Alfonso La Morena. Bruno Bartoletti will conduct.

Erich Leinsdorf and the Boston Symphony Orchestra will give the New York premiere of Benjamin Britten's "War Requiem" at Philharmonic Hall on October 23. As in the radio and television broadcast of the work this summer from Tanglewood, soloists will be Phyllis Curtin, Nicholas DeVirgilio and Tom Krause. Incidentally, London's recording of the "War Requiem" is No. 68 on this week's Billboard Top LP chart in its fifth week.

BARRY KITTLESON

Philadelphia Musicians Get 52-Week Year

PHILADELPHIA—The Philadelphia Orchestra, under the terms of a new three-year contract, provides that in the 1964-1966 season, the 106 musicians making up the village band will become the only symphony orchestra in the nation assured of a 52-week work year. Moreover, they will have a guaranteed annual wage of \$12,400.

C. Wanton Balis Jr., president of the orchestra association, said that under the new contract approved this week, the musicians will earn a minimum of \$200 weekly, or \$10,400 a year. In addition, they will be guaranteed \$2,000 annually from recording sessions. The revolutionary pact provides for an immediate \$10 hike in the basic \$190 weekly pay. And the one-week paid vacation will be increased to four weeks in the 1965-1966 season. They are guaranteed 37 weeks' work during the coming season, 41 weeks in 1964-1965, and a full 52 weeks in 1965-1966. This will include the seven weeks of summer play at the city-sponsored Robin Hood Dell.

Since the burden is on the orchestra association to find 52 weeks of work for the symphony group, which is led by Eugene Ormandy, Balis said that a transcontinental tour is planned, with a summer festival in the up-State Pocono Mountains also in the talking stage.

Bernstein Draws a Record House in Pitt Civic Arena

PITTSBURGH — Leonard Bernstein made musical history in Pittsburgh last month (15) when he and the New York Philharmonic Orchestra lured more than 7,500 customers to the Civic Arena for a Sunday afternoon concert. This figure is the largest attendance at any symphony concert in the city's history and won him Page 1 billing in the city's two daily newspapers.

It also marked the first use of the huge auditorium as a concert hall for serious music. The concert was a half hour late in getting started due to the gargantuan traffic mess caused by the large attendance.

Music critic Donald Steinfirst of The Post-Gazette raved about the maestro and the orchestra but blasted the arena for its poor acoustics. He declared:

"I found the sound incredibly bad. The music was so thin and badly distributed one heard sections only with scarcely any unifying ensemble. Moreover, when the solo instruments were heard they were almost pitiful."

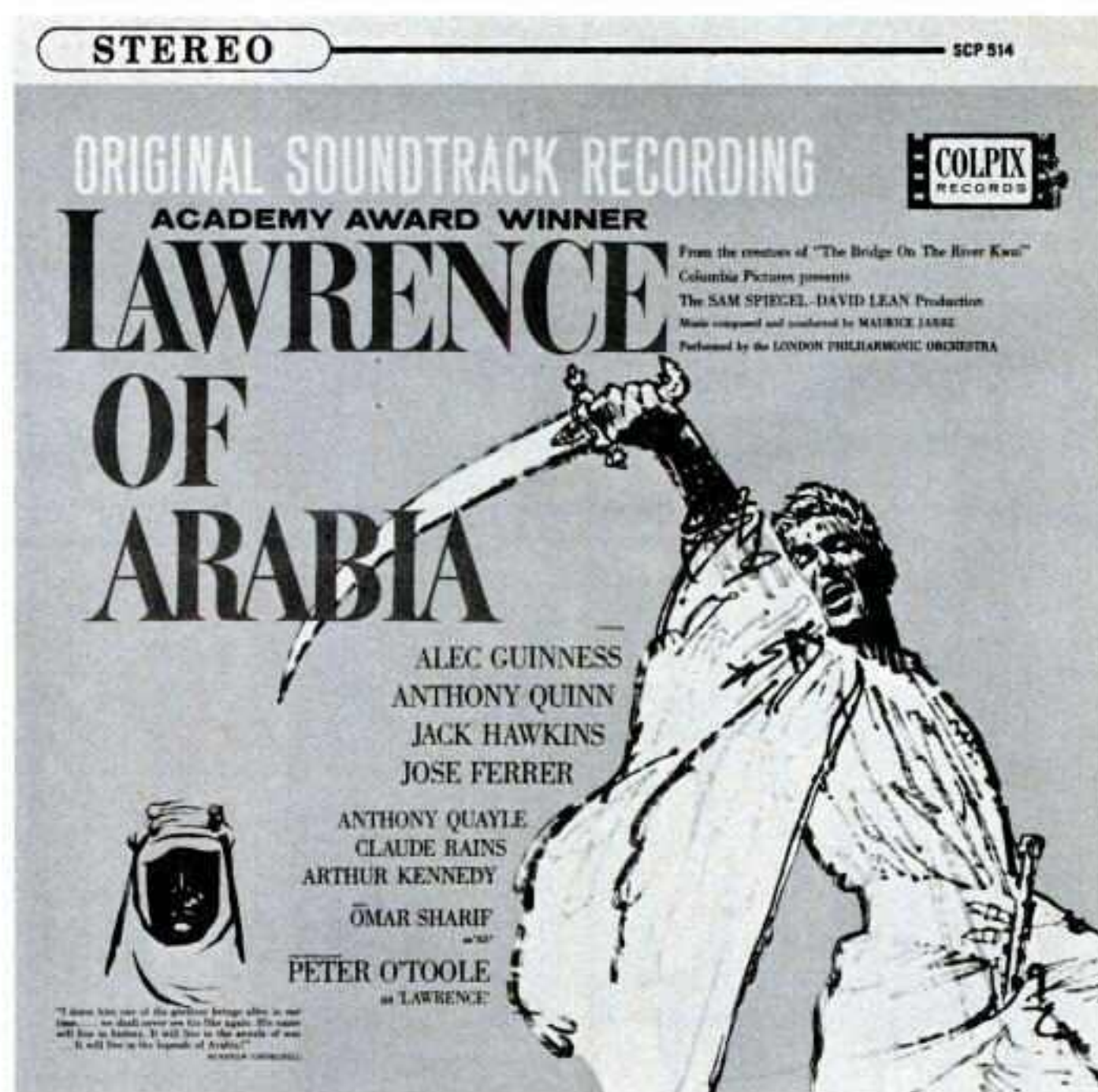
Carl Apone, Press music critic, said that the 7,503 persons "came to see conductor Leonard Bernstein and hear the New York Philharmonic, but just about everybody, including Bernstein and the orchestra members, went away talking about the sound at the Civic Arena."

Apone also quoted Bernstein as saying: "It is impossible to play here without a shell on the stage. The music is wasted. There is no projection. Under present conditions this is my first and last concert in the arena."

COLPIX SALES GIANTS!



Liz Taylor's debut as a recording artist... from the original TV soundtrack of the October 6th C.B.S. special. This Sunday at 10 p.m. EST 85 million viewers will watch this unprecedented entertainment event! Consumer ads, trade ads, a huge promotion campaign and spectacular publicity make this the exciting album of the year!



The most honored picture of all moves into 1000 theatres across the nation in a sensational road show engagement! Millions more will hear the score that won the Academy Award. Album sales are hot (31 weeks in the top 10)...and getting hotter!



A DIVISION OF COLUMBIA PICTURES CORPORATION

Terrific Air Play...
Nationwide Breakout... Big Sales

FRANK CHACKSFIELD

Theme from

A NEW KIND OF LOVE

LONDON - 9617

An absolute smash...

GIAN FRANCO INTRA

WHEN IN ROME

CGD - 10904

LONDON
RECORDS

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

WORKOUT STEVIE, WORKOUT

Little Stevie Wonder, Tamla 54086

MONKEY-SHINE

Bill Black & His Combo, Hi 2069

MISTY

Lloyd Price, Double L 722

★ REGIONAL BREAKOUTS

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

PLEASE DON'T KISS ME AGAIN . . .

Charmettes, Kapp 547 (Rongee-Highwood, BMI) (New York)

LOUIE LOUIE . . .

Paul Revere & the Raiders, Columbia 42814 (Limax, BMI) (San Francisco)

TOYS IN THE ATTIC . . .

Denis Regor, Contempo 904 (United Artists, ASCAP) (Seattle)

SEE THE BIG MAN CRY . . .

Ed Bruce, Wand 140 (Tunesville-Lyn Lou, BMI) (Detroit)

UNDERTOW . . .

Fabulous Continentals, CB 5003 (Little Bunker, BMI) (New York)

SINGLES REVIEWS



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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

POP SPOTLIGHT

CONNIE FRANCIS

YOUR OTHER LOVE

(Hollis Music, BMI) (2:05)

WHATEVER HAPPENED TO ROSEMARIE

(Merna Music, BMI) (2:05)—MGM 13176

Two big ones for Connie here. The first side has a startling arrangement by Claus Oggerman that includes a bit of the "More" sound and big ork backing. The flip is equally powerful with strong beat and inventive lyric.

POP SPOTLIGHT

MARVIN GAYE

CAN I GET A WITNESS

(Jobete, BMI) (2:39)—Tamia 54087

This swinger is a hit in the blues tradition and should mark Gaye's return to the chart ranks. Chorus of chicks and strong Detroit sound add to the effect. Flip is "I'm Crazy 'Bout My Baby" (Jobete, BMI) (2:39).

POP SPOTLIGHT

JOHNNY TILLOTSON

A VERY GOOD YEAR FOR GIRLS

(January, BMI) (2:34)

FUNNY HOW TIME SLIPS AWAY

(Pamper, BMI) (2:34)—Cadence 1441

Two great ones for Tillotson. First is a cute novelty that has fine beat and a clever lyric. The second is the former Jimmy Elledge hit, sung with fine sympathetic reading from the lad. Either way here.

POP SPOTLIGHT

DARLENE LOVE

A FINE FINE BOY

(Mother Bertha-Trio, BMI) (2:29)—Phyllis 117

Darlene Love has a strong item here made by Phil Spector. It's a wildie with the big Philadelphia Orchestra sound and high-toned choral work. It's a shouter that goes all the way. Flip is "Nino and Sonny (Big Trouble)" (Mother Bertha, BMI) (2:00).

POP SPOTLIGHT

JOHNNY CASH

THE MATADOR

(Cash, BMI) (2:45)—Columbia 42880

Strong follow-up to "Ring of Fire" has a similar theme and sound. This one, though, has to do with lost love and the bull ring. Flip is "Still in Town" (Pamper, BMI) (2:35).

POP SPOTLIGHT

TONY BENNETT

DON'T WAIT TOO LONG

(Panther, ASCAP) (2:34)—Columbia 42886

Tony's follow-up to his recent hits is in that same, slow lyric ballad style. Big band arrangement with strings by Dick Hyman is most appropriate. The second side is "Limehouse Blues" (Harms, ASCAP) (3:23).

POP SPOTLIGHT

WAYNE NEWTON

SOMEONE'S AHEAD OF YOU

(T. M.,) (2:25)—Capitol 5058

Big, beautiful rockaballed sound by Newton as a follow-up to "Danke Schoen." Multi-tracked voice, strings and chorus support the lad in wide style. Flip is "Shirl Girl" (T. M., BMI) (2:30).

POP SPOTLIGHT

JOHNNY CYMBAL

HURDY GURDY MAN

(Associated, BMI) (2:32)—Kapp 556

Swinging side from Johnny that has cute lyrics and a strong sound. The side should score well on the chart, following Johnny's former successes. Flip is "Marshmallow" (Davilene, BMI) (2:05).

POP SPOTLIGHT

TIMI YURO

GOTTA TRAVEL ON

(Sanga, BMI) (2:41)—Liberty 55634

Timi could have a smash in this follow-up to her latest "Make the World Go Away." It's a most unusual treatment of the Billy Grammer hit of some time ago, sung or rather preached in an emotion-packed gospel style. Chorus and ork build make the side strong. Flip is "Down in the Valley" (Metric, BMI) (3:08).

POP SPOTLIGHT

RUBY AND THE ROMANTICS

DAY DREAMING

(Rosewood, ASCAP) (2:20)—Kapp 557

Here's another side reminiscent of "Our Day Will Come." It's a soft, lyric effort that features singing by the lass against background. Flip is "Young Wings Can Fly (Higher Than You Know)" (Day-Hilliard, ASCAP) (2:49).

POP SPOTLIGHT

THE SHIRELLES

31 FLAVORS

(United Artists, ASCAP) (2:00)—Sceptor 1260

This is a strong item from the new "It's a Mad, Mad, Mad, Mad World" flick. Side has swing and cute novelty appeal. Flip is "It's a Mad, Mad, Mad, Mad World." (United Artists, ASCAP) (3:33).

POP SPOTLIGHT

JOHNNY THUNDER

HEY CHILD

(Picturetone-Van-Kal, BMI) (2:42)—Diamond 148

Change of pace for Thunder here. He sings up a storm on a slow, strong gospel type ballad that has build and powerful effect. Flip is "Darling Je Vous Aime Beaucoup" (Chappell, ASCAP) (2:52).

POP SPOTLIGHT

THE DEMENSIONS

DON'T WORRY ABOUT BOBBY

(Hill & Range, BMI) (2:35)—Coral 62382

Strong teen ballad side here from the group showcases first-class singing by the lead with solid backing. The flip is "Just a Shoulder to Cry On" (Jason, BMI) (2:37).

POP SPOTLIGHT

LITTLE EDDIE

THE TEARS THAT NEVER FELL

(Pamper, BMI) (2:12)

COZY INN

(Pamper, BMI) (2:41)—Monument 827

Two mighty strong sides from this newcomer. The first is a solid country-rhythm tune done with multi-tracking, big sound, with chorus backing, and a firm beat. The second side has an intriguing lyric and fine backing. Two good ones with the edge going to performance on the first.

COUNTRY SPOTLIGHT

TOMMY AND WANDA COLLINS

I CAN DO THAT

(Central Songs, BMI) (2:50)—Capitol 5051

A bright bit of banter between the guy and his gal just prior to their marriage about what kind of husband he's willing to be. Cute material, well delivered by the pair. Could step out. Flip is "You'd Better Be Nice" (Central Songs, BMI) (2:20).

COUNTRY SPOTLIGHT

THE OSBORN BROTHERS

DON'T EVEN LOOK AT ME

(Sure-Fire, BMI) (2:05)—Decca 31546

Strong wax for the boys. It's a smart, medium-beat tune with effective use made of chorus spots and it has a slick arrangement. A sound that could move. Flip is "Take This Hammer" (Sure-Fire, BMI) (2:22).

SACRED SPOTLIGHT

WILMA LEE AND STONEY COOPER

THERE'S A HIGHER POWER

(Acuff-Rose, BMI) (2:12)—Hickory 1225

One of the best sacred sides in quite a spell, with the pair singing in powerful fashion. Tune is done to a great beat and with lots of spirit and it could grab off a healthy sale. Flip is "This World Can't Stand Long" (Acuff-Rose, BMI) (2:22).



FOUR-STAR SINGLES

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

POPULAR

THE FOUR PENNIES
★★★★ Hockaday (Part I) (Lionel, ASCAP) (2:05) — ★★★★★ When the Boy's Happy (The Girl's Happy Too) (Trio, BMI) (2:11). RUST 5070

EVERLY BROTHERS
★★★★ The Girl Sang the Blues (Screen Gems-Columbia, BMI) (2:03) — ★★★★★ Love Her (Screen Gems-Columbia, BMI) (2:19). WARNER Bros. 5389

LESTER LANIN
★★★★ Theme From "Seven Capital Sins" (Wood, ASCAP) (2:30) — ★★★★★ The Tamoure Shake (Te Matete) (2:12). EPIC 9624

JULIUS LaROSA
★★★★ David and Lisa's Love Song (Saunders, ASCAP) (2:51)—★★★★ Suddenly There's a Valley (Warman, BMI) (2:42). CADENCE 1440

THE BIG THREE
★★★★ Winkin' Blinkin' and Nod (Ryerson, BMI) (2:55)—★★★★ The Banjo Song (Manger, BMI) (1:55). FM 3003

BROTHERS FOUR
★★★★ Four Strong Winds (Whitmark, ASCAP) (2:40)—★★★★ The John B. Sails (Frigate, BMI) (3:42). COLUMBIA 42888

THE AMBASSADORS
★★★★ Big Greaker (GH, BMI) (2:40)—★★★★ Surfin' John Brown (GH, BMI) (2:04). DOT 16528

ELLA FITZGERALD WITH THE COUNT BASIE ORK
★★★★ Shiny Stockings (Jatap, BMI) (3:30)—★★★★ Into Each Life Some Rain Must Fall (Pickwick, ASCAP) (3:20). VERVE 10305

BILL JUSTIS
★★★★ Sunday in Madrid (Roosevelt, BMI) (2:15)—★★★★ Satin and Vel (Omni, BMI) (2:27). SMASH 1851

THE DEUCE COUPES
★★★★ Hayburner (Bobby Tunes, ASCAP) (1:59)—★★★★ Little Deuce Coupe (Sea of Tunes, BMI) (2:01). DEL-FI 4226

THE FOUR-EVERS
★★★★ Lover Come Back to Me (Harms, ASCAP) (2:28)—★★★★ It's Love (Seventh Ave., BMI) (2:02). SMASH 1853

ROY HAMILTON
★★★★ Theme From "The V.I.P.'s." (The Willow) (Robbins, ASCAP) (2:04) — ★★★★★ The Sinner (Mills, ASCAP) (2:07). MGM 13175

LOU RAWLS
★★★★ Tobacco Road (Cedarwood, BMI) (4:00)—★★★★ Blues for a Four String Guitar (United Artists, ASCAP) (3:27). CAPITOL 5049

JOE AND EDDIE
★★★★ Children Go (2:25)—★★★★ I Laid Around (Sanga, BMI) (2:53). CRESCENDO 305

THE PLATTERS
★★★★ Cuando Calienta El Sol (Peer Int'l, BMI) (2:07)—★★★★ Viva Ju Juy (Gleam, ASCAP) (2:31). MERCURY 72194

SAMMY DAVIS JR.
★★★★ This Was My Love (St. Lawrence, BMI) (3:50)—★★★★ The Shelter of Your Arms (Pride, ASCAP) (2:48). REPRIZE 20216

WINK MARTINDALE
★★★★ I Heard the Bluebird Sing (Peer Int'l, BMI) (2:30) — ★★★★★ Nevertheless (I'm in Love With You) (DeSylva, Brown & Henderson, ASCAP) (2:25). DOT 16531

SHIRLEY SCOTT TRIO
★★★★ Toys in the Attic (United Artists, ASCAP) (2:50) — ★★★★★ Marchin' to Riverside (Clarama, BMI) (3:15). IMPULSE 219

SANDY
★★★★ Flutterbug (Mojo, BMI) (1:46) — ★★★★★ Sandstorm (Bamboo, BMI) (1:47). ERA 3112

BILLIE AND LILLIE
★★★★ Carry Me 'Cross the Threshold (Melomusic-Prentice, ASCAP) (2:35)—★★★★ Why I Love Billy (Why I Love Lillie) (Southern, ASCAP) (2:35). ABC-PARAMOUNT 10489

HO-DADS
★★★★ Honky (Jackson-Little Darlin', BMI) (2:08) — ★★★★★ Legends (Metric, BMI) (1:55). IMPERIAL 66001

BABY WASHINGTON
★★★★ Hey Lonely One (Saturn, BMI) (2:40) — ★★★★★ Doodlin' (Silhouette, ASCAP) (2:35). SUE 794

(Continued on page 20)



WELCOME "MONTY"

The best of luck on your current in-person concert tour of the U.S.A.

(Sept. 28 - Dec. 1)

...and here is a brand new LP by MANTOVANI that could be his biggest ever...



- Slaughter on Tenth Avenue;
- West Side Story (Maria/Somewhere);
- Harlem Nocturne;
- Autumn in New York;
- Take the "A" Train;
- Give My Regards To Broadway;
- Manhattan Serenade;
- Belle of New York;
- Manhattan Lullaby;
- The Bowery;
- Tenement Symphony.

Stereo PS328
Mono LL3378

Trademarks Reg. U.S. Pat. Off.



Vic Lewis Country Spec Racks Fat 30G in Cincy

CINCINNATI — This city witnessed its greatest country music show last Sunday (22) when some 14,000 stub-holders invaded Cincinnati Gardens in two performances to register a box-office gross of slightly in excess of \$30,000.

Presented by Toledo promoter Vic Lewis and sponsored by the Western Hamilton County Police Officers' Association, the show presented the longest list of country talent ever presented here in one sitting, all set through W. E. (Lucky) Moeller, of the Jim Denny Talent Agency, Nashville. As of Saturday (21), promoter Lewis reported advance ticket sales in excess of \$10,000. Ducats were scaled from \$1.50 to \$2.50.

Some 8,000 patrons witnessed the afternoon performance, which ran an hour over the planned two-and-a-half-hour running, with another 6,000 catching the night performance, which went down around mid-

night. Both in attendance and gross, the show was one of the most successful music-type attractions ever to play the house. Lawrence Welk set the gross mark at Cincinnati Gardens several years ago when his group played to around 12,000 people in a single performance for a gross of around \$40,000. Tickets for the Welk opus, however, were scaled at a \$5 top.

Billed as "Stars of the Grand Ole Opry," the talent array for Sunday comprised Red Foley, Roy Drusky, George Morgan, Webb Pierce, Jean Shepard, Don Gibson, Jimmy Skinner, Porter Wagoner, the Wagon Masters, Whitey Ford (Duke of Paducah), Ray Price and His Cherokee Cowboys, Carl Perkins, Jimmy Dickens, Shirley Ray, Jimmy Hibbard, Carl and Pearl Butler, Archie Campbell, Stonewall Jackson and Dave Dudley. Emcee chores were handled by Raph Emery, deejay of WSM, Nashville, and Jimmy Logdson, of WCKY here.

Columnist Dale Stevens of The Cincinnati Post & Times-Star lauded the show for its excellence and the patrons for their loyalty. Said Stevens: "There are no audiences better than a country audience. They come to have fun. It's a family affair, with hundreds of children. They're all rapt, but apt to shout encourage-

KRAK Gospel Concert Pulls Record Throng

SACRAMENTO — Station KRAK's first gospel concert, featuring the Statesmen Quartet, the Blackwood Brothers and the Speer Family, attracted the largest audience for this type of entertainment in Sacramento history at Memorial Auditorium, September 11, when over 2,000 listeners turned out for the show.

A half-hour portion of the show was taped and edited by William C. Jones, production manager of KRAK, for playback on the ABC Radio Network Saturday, September 14. The 50,000-watt KRAK has been broadcasting country & western music since October 1, 1962, and has held five shows at Memorial Auditorium since that date.

The next country music spectacular is scheduled for October 8 and will feature Marty Robbins, Sheb Wooley, Bobby Bare, Mac Wiseman, Marion Worth and the Collins Kids.

ment, and the atmosphere is one of happy reverence."

Promoter Lewis, who will be associated with the veteran Oscar Davis in presenting a mammoth country music spec at New York's Madison Square Gardens for two days next May, left here Monday for the Big Town to kick off advance promotional activity. Davis, who suffered a stroke several months ago, is now reported on the mend at his home, 2108 Hayes Street, Nashville.

WHAT A PAIR!
WHAT A SONG!
Bob Luman
Sue Thompson
I LIKE YOUR
KIND OF LOVE
HICKORY 1221

"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.

COUNTRY MUSIC CORNER

W. E. (Lucky) Moeller, executive veep of the Jim Denny Artist Bureau, has just returned to Nashville from a combination business and pleasure trip to Minneapolis. While there, he was the guest of Raye Perkins, owner of the Flame Theater Cafe, for which Lucky is the exclusive booker. The club uses top c.&w. artists six days each week. Martha Carson is playing there this week to be followed by Carl Smith October 7-12. . . . Carl and Pearl Butler have just completed the purchase of a

farm near Franklin, Tenn., where they will be moving soon. Carl and Goldie (Hill) Smith also own a large farm near there.

Stonewall Jackson, now fulfilling several personal appearances in Texas, will continue on to the West Coast, where he will play 17 dates in California, Oregon and Washington, returning to Nashville about October 20. . . . Two large c.&w. packages are set for Minneapolis, October 5, and Des Moines, (Continued on page 16)

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING OCTOBER 5, 1963

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	ABILENE George Hamilton IV, RCA Victor 8181	17
2	3	TALK BACK TREMBLIN' LIPS Ernest Ashworth, Hickory 1214	16
3	4	GUILTY Jim Reeves, RCA Victor 8193	13
4	7	8 x 10 Bill Anderson, Decca 31521	7
5	5	YOU COMB HER HAIR George Jones, United Artists 578	13
6	6	MAKE THE WORLD GO AWAY Ray Price, Columbia 42827	9
7	2	RING OF FIRE Johnny Cash, Columbia 42788	18
8	10	LOVE'S GONNA LIVE HERE Buck Owens, Capitol 5025	3
9	9	DETROIT CITY Bobby Bare, RCA Victor 8183	14
10	11	FADED LOVE Patsy Cline, Decca 31522	4
11	8	SIX DAYS ON THE ROAD Dave Dudley, Golden Wing 3020	19
12	12	WE MUST HAVE BEEN OUT OF OUR MINDS George Jones & Melba Montgomery, United Artists 575	23
13	13	THE MINUTE YOU'RE GONE Sonny James, Capitol 4969	12
14	15	TIPS OF MY FINGERS Roy Clark, Capitol 4956	14
15	24	NOT SO LONG AGO Marty Robbins, Columbia 42831	5
16	27	CALL ME MR. BROWN Skeets McDonald, Columbia 42807	2
17	17	HAPPY TO BE UNHAPPY Gary Buck, Petal 1011	8
18	20	UNKIND WORDS Kathy Dee, United Artists 627	3
19	19	ACT NATURALLY Buck Owens, Capitol 4937	26
20	21	LOVING ARMS Carl Butler & Pearl, Columbia 42778	12
21	22	IN THE BACK ROOM TONIGHT Carl Smith, Columbia 42768	7
22	29	TOO IN LOVE Hank Thompson, Capitol 5008	2
23	30	THANKS A LOT Ernest Tubbs, Decca 31526	2
24	-	TELL HER SO Wilburn Brothers, Decca 31520	3
25	-	A GOOD COUNTRY SONG Hank Cochran, Gaylord 6431	1
26	14	A MILLION YEARS OR SO Eddy Arnold, RCA Victor 8207	9
27	-	COWBOY BOOTS Dave Dudley, Golden Ring 3030	1
28	16	LITTLE OLE' YOU Jim Reeves, RCA Victor 8193	12
29	-	NIGHT LIFE Ray Price, Columbia 42827	1
30	-	HEY LUCILLE! Claude King, Columbia 42833	4


WITH THE COUNTRY JOCKEYS

Station WTID, Newport News, Va., has embarked on an all-country-folk-gospel format, and initial reaction from the public has been great, according to John Eustace, station's music and promotion director. WTID has a new staff headed by George Dail, who recently moved over from WCMS, Norfolk, to do the morning show and act as general manager of the station. Eustace comes from WNOR, Norfolk, where he served as host of the all-night show under the name Johnny Hart for the past year and a half. Bob Koolage, program director, returns to his native area after three years with WCAO and WITH, Baltimore. Gus Thomas, former manager of WCOY, Columbia, Pa., joined the WTID staff as operations manager. Rounding out the air personnel is John Tate, "the

Country Deacon," who old-timers will remember as Jack Lloyd, featured singer with Bob Wills and the Texas Playboys some years ago. "Our air is always open to good new releases," says Eustace.

Writes Byron Stokes, country deejay at KLLA-Radio, Leesville, La.: "We have had lots of response to the write up in your column, and the records are starting to come in. We are in the process of extending our c.&w. time on the weekends." . . . Chris Collins, who spins the c.&w. wax daily, along with Bill Wilbourne, on WDAL, Meridian, Miss., has a new release on the Sleeper label, "I Cheated" b.w. "I Cry on My Pillow." . . . Ron Kitson has made the move to CFGM, Toronto's only all-country music station to take up duties alongside the other Country Gentlemen there.

BREAKING CLEAR ACROSS THE NATION!



"SAD GIRL"

I.P.G. 1008

JAY WIGGINS

BREAKOUT SINGLE
Billboard, Aug. 24
SAD GIRL . . .
JAY WIGGINS,
IPG 1008 (IPG, BMI)
(Washington)

INDEPENDENT PRODUCERS GROUP

47 W. 57 St., New York, N. Y.

RUSTY DRAPER'S



“**Night Life**”
monument # 823

(For Day People, Too!)

COUNTRY MUSIC CORNER

Continued from page 14

October 6, according to W. E. (Lucky) Moeller of the Jim Denny Artist Bureau, Nashville. The Minneapolis show will comprise Hank Snow, Ernest Tubbs, Carl Smith, Buck Owens, Skeeter Davis and Martha Carson. The same package will play Des Moines, with the exception of Snow, who will be finalizing plans for a 10-day tour in Canada.

Bob Neal Agency, Inc., moves into larger quarters at 812 16th Avenue, South, Nashville, October 1. . . Marion Worth kicks off a tour for the Bob Neal office October 2 at Albuquerque, N. M., with other dates following at Phoenix, Ariz., 3; El Cajon, Calif., 4; Santa Rosa, Calif., 5; Oakland, Calif., 6; Sacramento, 7; Fresno, Calif., 9; San Bernardino, Calif., 11; Bakersfield, Calif., 12; Long Beach, Calif., 13, and North Hollywood, Calif., 14. . . The George Jones show is reported to have encountered hefty business on its swing through Iowa and Illinois, which wound up at Davenport, Ia., Sunday (29).

Tony Senn, formerly of the Briar International label, is slated to record for a major diskery in Nashville next week. Tony is the writer of "Tears of a Clown," which Bill Barlow cut in a session in Chicago last week. Both deals were arranged by Harry McDowell, of McDowell Enterprises, Montgomery, Ala. . . Sophia Conti, promoter with Acme Sales, San Francisco, infos that Ike and Tina Turner's new release on the Sonja label, "If I Can't Be the First," has kicked off in solid fashion along the West Coast. . . Ralph Roby, promotion man with Sparton Enterprises, Hollywood, is on a swing through Northern California, Washington and Oregon to promote the newly formed Ralray Recording Company and a new Ralray release by Buddy Mize titled "When I'm Right You Don't Remember" b.w. "Loneliest Guy in Town." He will also promote Liberty and Monument product in the area.

West Coast country singer Freddie Hart is in Nashville for a series of waxing sessions. . . Esquire Records of London has purchased Al Hawks, owner of Event Records, Portland, Me., four master tapes by Danny Harrison. The songs—"Mary Ann, I'm Lonesome," "Have You Ever Been Lonely," "Rock-a-Billy Boogie" and "Let 'Em Talk"—have all been released in this country. Esquire will release the material on its Starlite country label. . . Ray Ford, deejay and leader of the Echo Valley Boys, bluegrass combo, escaped serious injuries in a recent auto crash in which his wife was critically injured. Friends may write to her at 555 East Roosevelt, Battle Creek, Mich.

Naomi Barfield, of Seneca, S. C., has put in a busy summer on television in the South Carolina sector and recently completed a TV series for the Arthur Smith network. She is presently readying material for a new album to be waxed soon. . . As the first in a series of live country music shows, WTID-Radio, Newport News, Va., will present an all-day Harvest Jamboree October 19 as part of the city's annual



"HAMMER & A NEEDLE," new single with r.&b. beat by Doye O'Dell, is moving in Wisconsin, Indiana, Pennsylvania and California. It's "Top 40" sound on SAND Label #362. The country & western record, "going pop," is backed with "Little Scraps of Paper." Promo copies to disk jockeys on request. (Advertisement)

Harvest Days Celebration. Co-sponsoring the venture is the Downtown Newport News Merchants' Association. According to John Eustace, WTID music director, the show will spotlight the Carter Family and more than 100 Tidewater area singers and bands. Glenn Minton has just cut his first wax for Nugget Records, coupling a pair of his own tunes, "Lonely, Lonely" and "Dear, It Hurts Me So." Another waxing paired "No Thanks (But Thank You Just the Same)," and "Picture, Picture on the Wall." . . . Johnny Foster, whose newest release on the Capa label is "Grown Ups Cry, Too," b.w. "There's No End," is currently on personals in the South for the Barbara Martin and Bob Neal offices. . . Kenny Roberts infos that his country music show, "Michigan Jubilee," which is video-taped for showing each Saturday night at 7 o'clock over WNEM-TV, Bay City, Mich., is now the top-rated show in Eastern Michigan, according to recent surveys. Kenny has just rounded out his first year on the station. King Records recently released a new cutting of Kenny's old hit on Coral 12 years ago, "Chocolate Ice Cream Cone," backed with one of his originals, "Twenty-Four Hours With the Blues."

The country music show produced by Penn Ann Enterprises and sponsored by the Dallas Junior Chamber of Commerce attracted more than 7,000 persons in a recent two-day engagement at the Dallas Memorial Auditorium, according to Mrs. Peggie Bullock, of the Peg Ann firm. It was the first show of its type ever presented in Memorial Auditorium, Mrs. Bullock says, and plans are to present others from time to time. Featured in the recent show were Ray Price and His Cherokee Cowboys, Sonny James, Dave Dudley, George Hamilton IV, Leroy Van Dyke, Roger Miller, Red Foley, Uncle Cyp Brasfield, Bob Wills and the Texas Playboys, Willie Nelson, Shirley Collier, and newcomer Carl Stevens. Although he has been making music in the country field for the last 10 years, Ray King has just had his initial release on any label. Sides are "I'm an Old Pipe Liner" and "Who Put the Blues in Your Heart," done for Nashville Records. Deejays who may have been missed in the mailing may obtain a copy by writing on their station letterhead to King at 1515 Augusta Street, Pekin, Ill. . . Recent visitors to "Western Express" on Station XEG, Monterrey, Mexico, included Tillman Franks, Country Johnny Mathis, Claude King and Tommy Tomlinson.

HOT R&B SINGLES

Table with columns: This Week, Last Week, Title, Artist, Label & No., Weeks on Chart. Includes songs like HEAT WAVE, CRY BABY, PART TIME LOVE, MICKEY'S MONKEY, SALLY, GO 'ROUND THE ROSES, MY BOYFRIEND'S BACK, BUSTED, THEN HE KISSED ME, IT'S TOO LATE, MOCKINGBIRD, THE MONKEY TIME, FRANKIE AND JOHNNY, BE MY BABY, IF I HAD A HAMMER, FINGERTIPS (Part II), CRY TO ME, SUGAR SHACK, A WALKIN' MIRACLE, HEY GIRL, SURFER GIRL, TWO TICKETS TO PARADISE, TALK TO ME, WONDERFUL! WONDERFUL!, THAT SUNDAY, THAT SUMMER, IT WON'T BE THIS WAY (Always), DOWN THE AISLE, THAT'S WHAT MY HEART NEEDS, I'LL TAKE YOU HOME, IT'S ALL RIGHT, DEEP PURPLE.

OLDIES '45' BRIGHTEN YOUR PROFIT PICTURE

Table with columns: Rank, Title, Artist. Includes songs like FUNNY MAXINE BROWN, ALL IN MY MIND MAXINE BROWN, ONCE IN A WHILE CHIMES, HIGH BLOOD PRESSURE HUEY 'PIANO' SMITH, ROCKING PNEUMONIA - BOOGIE WOOGIE FLU / HUEY SMITH, JUST A DREAM JIMMY CLANTON, VENUS IN BLUE JEANS JIMMY CLANTON, GO JIMMY GO JIMMY CLANTON, GEE BABY JOE & ANN, SEA CRUISE FRANKIE FORD, KANSAS CITY WILBERT HARRISON, A MILLION TO ONE JIMMY CHARLES, OH WHAT A NIGHT THE DELLS, HE WILL BREAK YOUR HEART JERRY BUTLER, EXODUS TO JAZZ EDDIE HARRIS, RAINDROPS DEE CLARK, EVERY BEAT OF MY HEART GLADYS KNIGHT & PIRTS, SHERRY FOUR SEASONS, BABY WHAT YOU WANT ME TO DO JIMMY REED, FOR YOUR PRECIOUS LOVE JERRY BUTLER, DUKE OF EARL GENE CHANDLER (Duke of Earl), AT MY FRONT DOOR THE ELDORADOS, GOOD NIGHT SWEETHEART THE SPANIELS, ANGEL BABY ROSIE & THE ORIGINALS, DOWN THE AISLE OF LOVE QUINTONES, ROCKIN' LITTLE ANGEL RAY SMITH, ROBBIN' THE CRADLE TONY BELLIS, MOUNTAIN OF LOVE HAROLD DORMAN, YA YA LEE DORSEY, BYE BYE BABY THE CHANNELS, MOON RIVER JERRY BUTLER, I REMEMBER YOU FRANK IFIELD, HONEST I DO JIMMY REED, JUST A LITTLE BIT ROSCOE GORDON, GOLDEN TEAR DROPS THE FLAMINGOS, SECRET LOVE MOONGLOWS, NUT ROCKER B. BUMBLE & THE STINGERS, ROCKIN' ROBIN BOBBY DAY, RAINBOW GENE CHANDLER, FANNIE MAE BUSTER BROWN, SHOUT JOEY DEE, PEPPERMINT TWIST JOEY DEE, I ONLY HAVE EYES FOR YOU THE FLAMINGOS, GEE WHIZ THE INNOCENTS, GEE THE CROWS, A THOUSAND STARS KATHY YOUNG, BIG GIRLS DON'T CRY THE FOUR SEASONS, COULD THIS BE MAGIC THE DUBBS, STRANDED IN THE JUNGLE THE JAY HAWKS, PRICILLA EDDIE COOLEY.

RUFUS THOMAS WALKING THE DOG Stax #140 Distributed by ATLANTIC RECORDS 1841 B'way, New York, N. Y.

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All of us know how huge the oldies single market has become over the past months—AND IT GROWS BIGGER AND MORE PROFITABLE DAILY. Even in the face of a depressed market of late, the one thing that has held up, and yes, even increased has been the oldies single business.

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Oldies '45' is a profit maker for all segments of the business

FOR THE DEALER

The impact is obvious—you buy all your needs (and they are increasing fast) on one solid label—OLDIES '45'. EVEN THE DEALER WHO HAS SHYED AWAY FROM HIT SINGLES WILL FIND HIMSELF PROFITABLY IN THE OLDIES BUSINESS. THERE IS NO FOOTBALLING OF PRICE. OLDIES SINGLES LIVE FOREVER.

FOR THE ONE STOP

The historical record of your service to the operator takes an additional step—you now can conveniently buy and service the oldies that you need—NO ONE NEED TELL YOU ABOUT THE GROWTH OF DEMAND FOR OLDIES '45' YOU HAVE BEEN LIVING WITHOUT.

FOR THE RACK JOBBER

Up to this point you have stayed away from oldies '45'. You can no longer afford not to service oldies singles. CONSIDER THIS—oldies singles are more stable in sales longevity than albums—they can be controlled easily under the basic stock pattern—they create new interest for your outlets—and most important a new solid increase in location income. Move into the Oldies '45' business now.

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GUARANTEED SALES—SELF SERVICE SALES



VEE-JAY RECORDS

IS THE EXCLUSIVE SELLING AGENT FOR OLDIES '45' WATCH FOR NEW OLDIES '45'



HOT 100

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

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

Table with columns: 33-65, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 33 through 65.

Table with columns: 66-100, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 66 through 100.

HOT 100—A TO Z—(Publisher-Licensee)

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

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

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

BUBBLING UNDER THE HOT 100

Table listing songs 101 through 124 with publisher/licensee information.

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BREAKING



STEVE ALLEN

CUANDO CALIENTA EL SOL

In **LOS ANGELES CHICAGO ATLANTA** 16507
SAN FRANCISCO CLEVELAND MIAMI

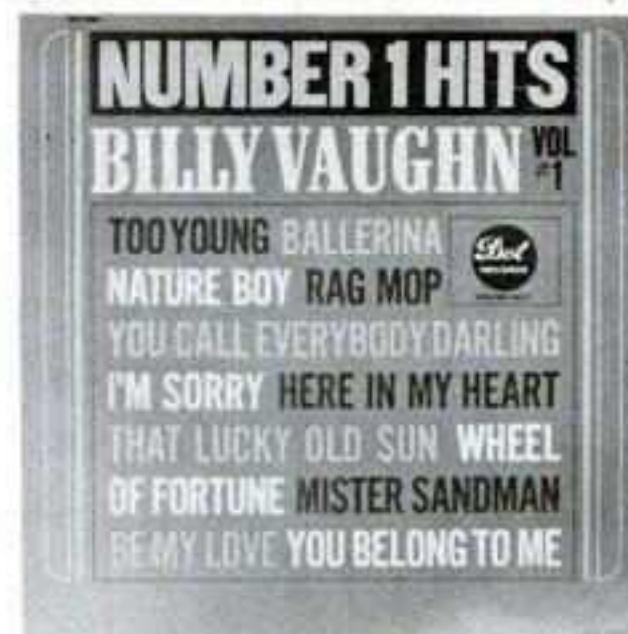
BEST SELLING SINGLES

- #16487 **SUGAR SHACK** Jimmy Gilmer & The Fireballs
- #16507 **CUANDO CALIENTA EL SOL** Steve Allen
- #16526 **FIESTA / BLUE VELVET** Lawrence Welk
- #16527 **TWO-TEN, SIX-EIGHTEEN** Jimmie Rodgers
- #16525 **MR. MOON / LOVE ME** Pat Boone
- #16479 **SURFER JOE / WIPE OUT** The Surfaris
- #16530 **WONDERFUL SUMMER** Robin Ward
- #16508 **THAT'S WHAT LOVE WILL DO** Joe Brown & The Bruvvers

NEW ALBUM RELEASE

BILLY VAUGHN NUMBER 1 HITS

DLP 3540



BEST SELLING LP'S



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DLP 3535



SCARLETT O'HARA • Lawrence Welk
DLP 3528



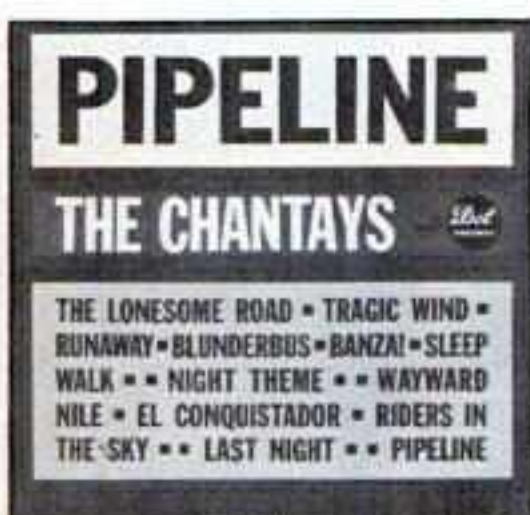
MORE • Steve Allen
DLP 3538



HONEYCOMB & KISSES SWEETER THAN WINE • Jimmie Rodgers
DLP 3525



SUKIYAKI • Billy Vaughn
DLP 3523



PIPELINE • The Chantays
DLP 3516



GRAVY WALTZ • Steve Allen
DLP 3515



1962's GREATEST HITS
Billy Vaughn
DLP 3497



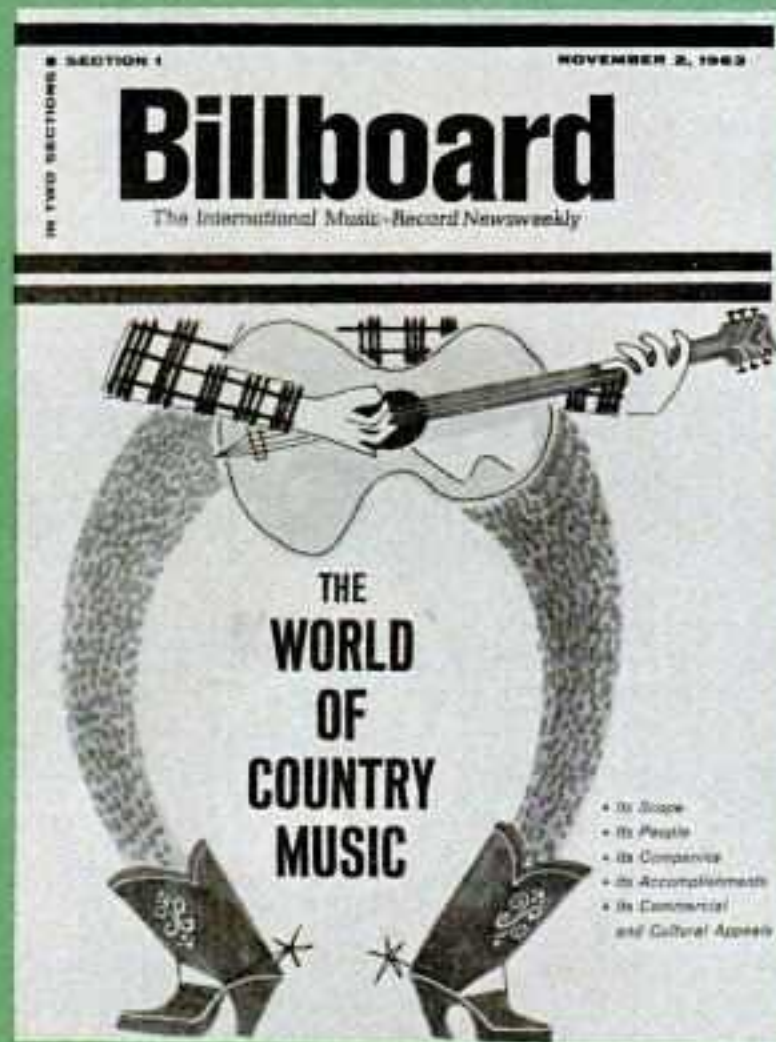
1963's EARLY HITS • Lawrence Welk
DLP 3510



PAT BOONE SINGS GUESS WHO
Pat Boone
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SINGLES REVIEWS

Continued from page 13

POPULAR

- RIZ ORTOLANI**
★★★★ La Donna Del Mondo (Marks, BMI) (2:25)—★★★ Theme From Women of the World (Marks, BMI) (1:53). DECCA 31549
- THE BROWNS**
★★★★ Oh No! (Shapiro-Bernstein, ASCAP) (2:12)—★★★ Dear Theresa (Four Star, BMI) (2:33). RCA VICTOR 8242
- FREDDIE FENDER**
★★★★ Love's Light Is an Ember (Tek, BMI) (1:40)—★★★ The New Stroll (Tek, BMI) (2:12). NORCO 100
- THE CARAVELLES**
★★★★ You Don't Have to Be a Baby to Cry (Frank, ASCAP) (1:53)—★★★ The Last One to Know (Near North, BMI) (2:18). SMASH 1852

- DOROTHY PRINCE**
★★★★ Hey Mister (Va-Pac, BMI) (2:48)—★★★ I Lost a Love (Va-Pac, BMI) (2:35). M-PAC 7208
- BOBBY CURTOLA**
★★★★ Three Rows Over (Poker) (2:00)—★★★ How'm I Gonna Tell You (Kemo, BMI) (1:42). DEL-FI 4223
- CHICO VANCE**
★★★★ Why Wait for Winter (Dolan, ASCAP) (2:36)—★★ Ghost of Your Love (New Phoenix, ASCAP) (2:03). STACY 967

COUNTRY

- WILLIE BROTHERS**
★★★★ Who's Next on Your List (Starday, BMI) (2:22)—★★★★ Truck Driver's Queen (Lois, BMI) (2:07). STARDAY 645
- JOHNNY BOND**
★★★★ Three Sheets in the Wind (Starday-Red River, BMI) (2:27)—★★★★ Let the Tears Begin (Starday-Vidor, BMI) (2:30). STARDAY 649
- MICKEY GILLEY**
★★★★ Three's a Crowd (Marks, BMI) (2:35)—★★★ What Have I Done (Rogallen, BMI) (2:10). DARYL 101

MUSIC AS WRITTEN

CINCINNATI

Ike Klayman, head of A.&I. Distributing Company, Inc., here, is gung-ho these days over heavy sales being registered by the Ohio State Marching Band's Album, Vol. 3, released two weeks ago. Early sales, says Ike, are running ahead of those chalked by the album's two predecessors, and with the Big 10's Ohio State just moving into its football season, sales are expected to get an added impetus. The two previous Ohio State albums chalked especially heavy sales in the Ohio sector in recent years. . . . **Hugh Dallas**, promotion manager of Columbia Records' Region 3, out of Detroit, in town last week to sound the clarion on his firm's newest country music releases, **Jimmy Dean's** "The Funniest Thing I've Ever Heard" b.w. "Thumb-Pick' Pete" and **Johnny Cash's** "The Matador." Both, says Hugh, have kicked off like a house afire in the Midwestern sector. Also clicking handily, according to Dallas, are **Steve Lawrence's** new one, "Walking Proud," and "Four Strong Winds" by the **Brothers Four**. . . . Also in last week for one of his fortnightly visits was **Rog Karshner**, Capitol district manager out of Pittsburgh. He wowed the local tradesters with his story regarding the sauerkraut tie-up he has with his firm's clicker, "Danke Schoen." **BILL SACHS**

FT. WAYNE, Ind.—WOWO will remote broadcast the 19th annual mass evacuation of schools in a radio-controlled fire drill scheduled for October 9. The broadcast will emanate from the Concordia Lutheran High School as a part of Fire Prevention Week.

- GLENN BARBER**
★★★★ How Can I Forget You (Hotpoint-Norris, BMI) (1:57)—★★★ Rain Check (Hotpoint-Norris, BMI) (2:27). SIMS 148
- FAY DARLING**
★★★★ Funny Bunny (Ollie, BMI) (2:10)—★★★ I Remember (White Cliff, BMI) (2:35). KOOL 1023
- JIMMIE SKINNER**
★★★★ Try to Be Good (Starday, BMI) (2:00) — Yesterday's Wrongs (Starday, BMI) (2:59). STARDAY 647
- LORETTA LYNN**
★★★★ Before I'm Over You (Sure-Fire, BMI) (2:30) — ★★ Where Were You (Sure-Fire, BMI) (2:29). DECCA 31541

- JIM AND JOE**
★★★★ Fireball Mail (Milene, ASCAP) (2:15)—★★★ Bimbo (Fairway, BMI) (2:17). FABOR 124
- VANCIE FLOWERS**
★★★★ Thick and Thin (Flowers, BMI) (2:07)—★★★ Six Days a Waiting (Newkeys, BMI) (2:07). PIKE 5921
- JUNE CARTER**
★★★★ I Pitched My Tent (On the Old Camp Ground) (Pamper, BMI) (2:29)—★★★ Sweeter Than the Flowers (Lois, BMI) (2:52). COLUMBIA 42864

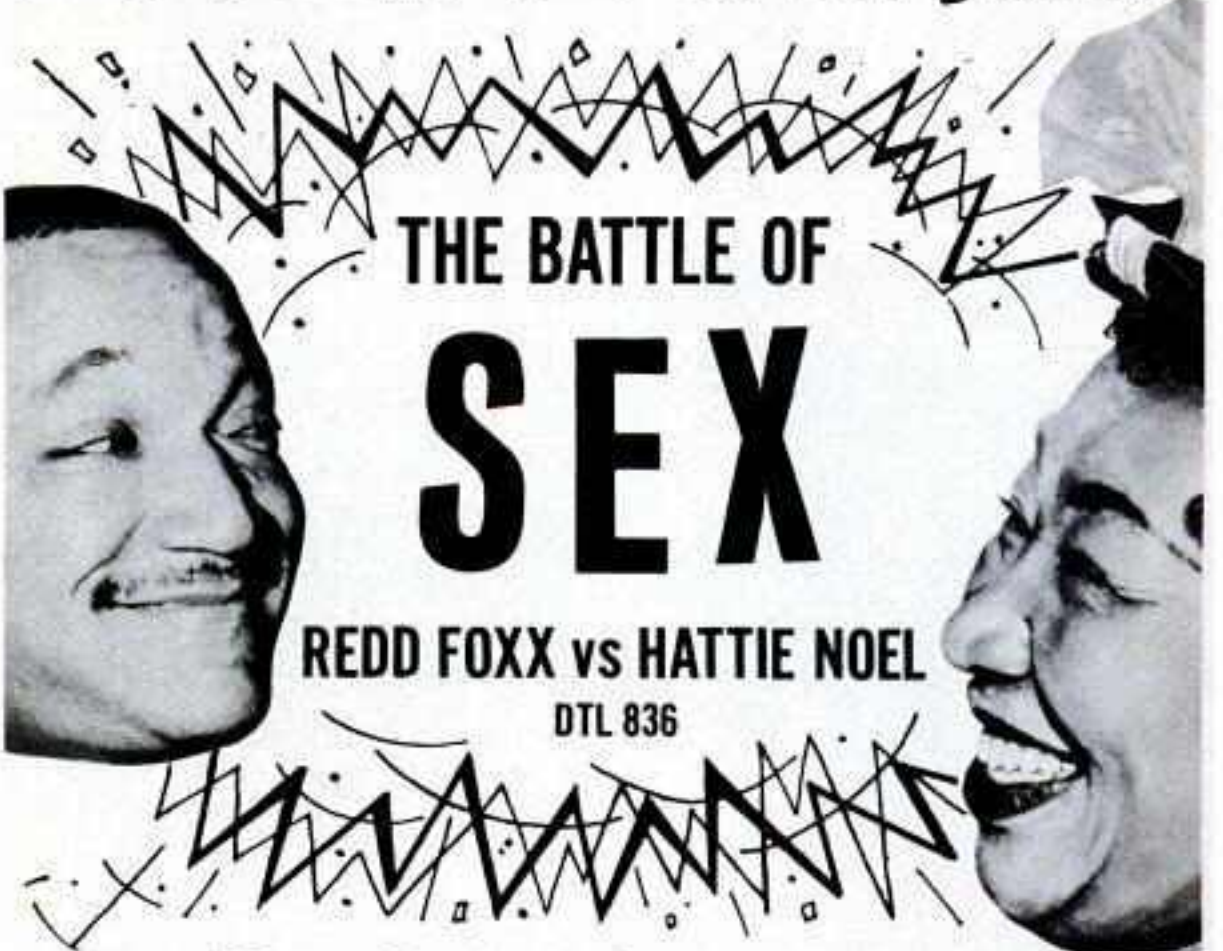
SPIRITUAL

- LOS ANGELES COMMUNITY YOUTH CHOIR**
★★★★ My Possessions Over There (Parts I & II) (Martin, BMI) (4:00, 4:00). AMAZON 717
- FIVE NOTES OF HARMONY**
★★★★ Everytime I Feel the Spirit (Raltip, BMI) (2:55)—★★★ Traveling on the Right Road Now (Raltip, BMI) (2:19). BELLWOOD 10693

—DUKE AND PEACOCK HAS THE HITS—

JOE HINTON'S BETTER TO GIVE THAN RECEIVE BACKBEAT 539	STILL GOING STRONG BOBBY BLAND'S YOU'RE WORTH IT ALL DUKE 366
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POP —NEW RELEASES— SPIRITUAL	
I GOT A GOOD THING b/w HAVE IT YOUR WAY SANDRA KAY TUCKER PEACOCK 1926	TRUE STORY b/w WONDERFUL PILGRIM JUBILEE SINGERS PEACOCK 1899
EVERYBODY'S TALKING b/w I'M GONNA LOVE MY WAY BOB & PEGGY PEACOCK 1927	MY MIND ON JESUS b/w JESUS LOVES ME THE GOLDEN ECHOES PEACOCK 1897
TWO FOR ME TO LOVE b/w STOP, LOOK AND LISTEN E. LOIS FOREMAN SURE-SHOT 5000	CHRIST'S BLOOD b/w CALL HIM UP SPIRITUAL FIVE PEACOCK 3001
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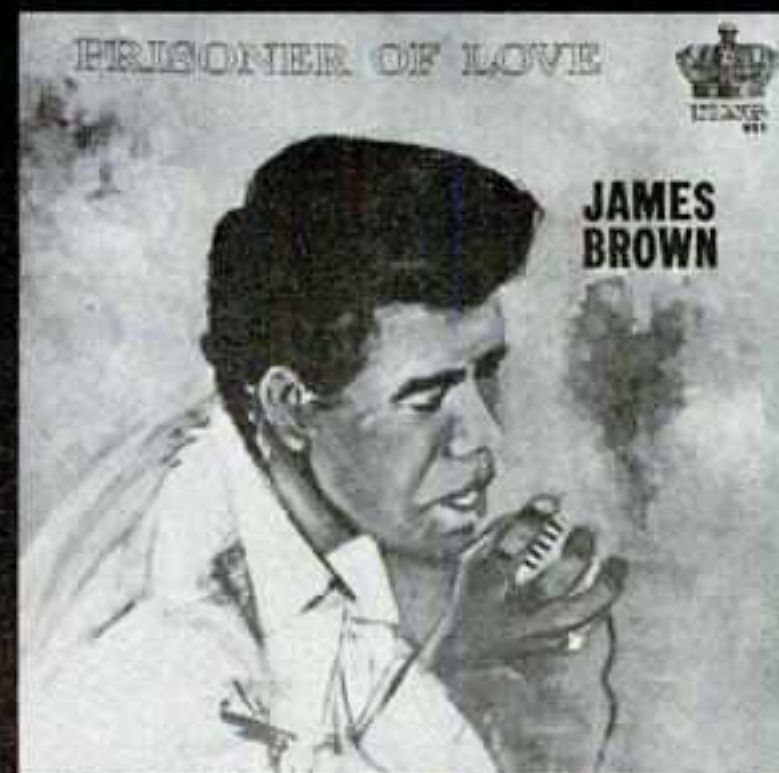
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Billboard

HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

Table with columns 'This Week' and 'Last Week' listing Australian hits like 'Maria Elena', 'Hello Mudduh', 'Bombora', etc.

BRITAIN

(A special list compiled prior to publication by the New Musical Express, London)
*Denotes local origin

Table with columns 'This Week' and 'Last Week' listing British hits like 'She Loves You', 'It's All in the Game', 'Bad to Me', etc.

Table with columns 'This Week' and 'Last Week' listing hits from other regions like 'The Cruel Sea', 'Hello Little Girl'.

EIRE

Table with columns 'This Week' and 'Last Week' listing Irish hits like 'Kiss Me Quick', 'It's All in the Game', etc.

FRANCE

Table with columns 'This Week' and 'Last Week' listing French hits like 'Pendant les Vacances', 'Watching You', etc.

FRENCH (WALLOON) BELGIUM

Table with columns 'This Week' and 'Last Week' listing Walloon/Belgian hits like 'N'est-ce pas merveilleux', 'Da Dou Ron Ron', etc.

HOLLAND

Table with columns 'This Week' and 'Last Week' listing Dutch hits like 'Devil in Disguise', 'Cimeroni', etc.

HONG KONG

Table with columns 'This Week' and 'Last Week' listing Hong Kong hits like 'Sunshine', 'Sukiyaki', 'Hello Heartaches', etc.

HUNGARY

Table with columns 'This Week' and 'Last Week' listing Hungarian hits like 'Non Esite Lamore', 'Nem Vagyok Ideges', etc.

ISRAEL

Table with columns 'This Week' and 'Last Week' listing Israeli hits like 'Blue on Blue', 'Gypsy Woman', etc.

ITALY

Table with columns 'This Week' and 'Last Week' listing Italian hits like 'Se Mi Vuoi Lasciare', 'Hey Paula', etc.

Table with columns 'This Week' and 'Last Week' listing hits from other regions like 'Prima di te dopo di te', 'Eri un'abitudine', etc.

JAPAN

Table with columns 'This Week' and 'Last Week' listing Japanese hits like 'Kohkou 3-Nen Sei', 'Twist No. 9', etc.

MEXICO

Table with columns 'This Week' and 'Last Week' listing Mexican hits like 'Despeinda', 'Let's Get Together', etc.

NEW ZEALAND

Table with columns 'This Week' and 'Last Week' listing New Zealand hits like 'The Wild (Er) New Zealand Boy', 'Atlantis', etc.

NORWAY

Table with columns 'This Week' and 'Last Week' listing Norwegian hits like 'Sukiyaki', 'It's All in the Game', etc.

Table with columns 'This Week' and 'Last Week' listing hits from other regions like 'Ser du Jan Sa Hils Fra Meg', 'Sweets for my Sweet', etc.

PERU

Table with columns 'This Week' and 'Last Week' listing Peruvian hits like 'Magia Blanca', 'Lo Seguire', etc.

PHILIPPINES

Table with columns 'This Week' and 'Last Week' listing Philippine hits like 'A Million Thanks to You', 'More', etc.

SOUTH AFRICA

Table with columns 'This Week' and 'Last Week' listing South African hits like 'Forty Days', 'Lucky Lips', etc.

URUGUAY

Table with columns 'This Week' and 'Last Week' listing Uruguayan hits like 'La Tierra', 'Rio Manso', etc.

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**A STORY
UNTOLD**

THE EMOTIONS

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**FREEDOM!
SWEET SEPTEMBER**

ARTIE BUTLER

Fox 430

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Recording of the Freedom March
on Washington**

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International NEWS REPORTS



10 PINS: Frank Folsom (center), former president of RCA Victor, assists Count Enrico Galeazzi (left), president of RCA Italiana with a special pin both received commemorating the 10th anniversary of the Italian RCA firm. Both were present at the 1953 founding of the company. Assisting both is Giuseppe Ornato, managing director of the disk firm. George Marek, current U. S. Victor president, spoke at the event.

Pye Sets Wand, Scepter, Dimension Distribution

By CHRIS HUTCHINS
News Editor
New Musical Express

Pye has acquired release rights here for three U. S. labels—Dimension, Scepter and Wand. This was announced by the company's managing director Louis Benjamin when he returned from New York. Future Dimension releases in Britain—

formerly issued by Decca on the London label—will be on Colpix. Scepter and Wand releases will be on Pye International. During his U. S. visit, Benjamin also had talks with Cameo-Parkway prexy Bernie Lowe and reached agreement whereby all the label's artists visiting Britain in future will follow Bobby Rydell's highly successful example by recording at the Pye studios during their stay. First to do this under the arrangement was Chubby Checker who came in unexpectedly from Germany and waxed four British compositions under the direction of Tony Hatch. Two of the songs were by hit tunesmith Johnny Worth; Ian Samwell and Sandy Strickland penned the others.

the coming Mother's Day (October 20), has issued records by Cholo Aquirre (the author of the hit "Rio Manso") and by Los Jazz Singers. Dedicated to the mother as well are titles made by Rodolfo Zapata (Music Hall) and Ramona Galarza (Odeon). . . . Sir Joseph Lockwood (EMI) visiting Argentina in a few days. Odeon, local branch of the organization, has prepared a big reception for the distinguished visitor.

ARGENTINA

Mexico Prime Talent Target

By RUBEN MACHADO
LaValle 1783, Buenos Aires

Mexico has been converted into one of the top potential markets for new musical titles by Argentine authors. "Despeinada," even before issued in Argentina, had several versions by Aztec artists: Hoodigans, Pablo Beltran Ruiz, Manolo Munoz and another title, "Media Novia," followed the same route. Palito Ortega, composer of these two songs, is a favorite among the modern youths, who was completely unknown a year and a half ago. Besides performing (he sings and plays the guitar), he is the author of several other successes such as "Camelia," "Dejala," "Dejala," and "No Es Nada." "Despeinada," with recordings by Los Pick Ups (Music Hall), Tony Vilar (CBS) and the singer himself.

Dino Ramos, after visiting Rome, Milan and Genova, will settle in Spain. . . . Fermata issued an album by Robertino, Trio Cristal and Clan Celentano.

Several local titles are moving up rapidly in popularity. "Celia," by Leo Dan (CBS); "El Camaleon," recorded by Chico Navarro, Tito Alberti (Philips), Pocky Evans (Odeon), Rita Pavone (Victor) and Neil Sedaka (Victor). Microfon, motived by

WAITING FOR THE BIG 'FOOL'

SYDNEY—The controversial album "Fool Britannia" written and devised by Anthony Newley and Leslie Bricusse and starring Peter Sellers and Joan Collins is to be released in Australia through Festival Records on the British Ember Records' logo. A specially edited sampler has been produced and issued to all radio stations. The material contained on the sampler has been carefully screened and is deemed suitable for broadcast. The album has already received extensive press comment in this country by virtue of its English release.

British Indie Breaks Ground

LONDON—A small independent British record company has broken the distribution barrier that keeps independent companies small. The company is Delyse and as the climax to a year of achievements its managing director, Isabella Wallich, has clinched a deal with EMI for British distribution of her label's product.

Delyse now has a distribution service that combines the resources of Britain's two biggest disk firms—for in addition to EMI the company's material will also continue to be put out by Decca's subsidiary distribution set-up, Selecta.

During October Delyse will issue eight of Alison Uttley's famous children's stories on as many singles. The stories are read by well known broadcasters David Davis and Marjorie Westbury.

Wonder album will be issued early in October.

To coincide with Alma Cogan's visit English Columbia is releasing a single titled "Just Once More." Columbia also released the latest Cliff Richard disk, the oldie, "It's All in the Game."

. . . London Records made another single deal with Phyllis Records for the release of the Crystal's latest waxing, "Then He Kissed Me." Liberty Records ready to issue a single "Surfers Stomp" by the Marketts.

Don Pierce's Starday label is represented this week with the release of the first Starday single, "Tie Me Hunting Dog Down, Jed," by Arthur Smith, and the album "Prisoners Songs." . . . ARC released the album series "Tale Spinners for Children" from United Artists label. This 15 LP series is reasonably priced to retail at 30 shillings.

The Inez Foxx diskings of "Mockingbird," from Symbol on Sue Records, is creating a lot of interest among disk jockeys and could break out, as could "Danke," the instrumental version by Roger Williams on Kapp. . . . Jimmy Durante's "September Song" has been received well. . . . Guitarist Jose Luis Gonzales has had a busy month concertizing in Victoria and N.S.W. His first album for CBS, "Classical Guitar," has proved popular and arrangements are now under way for another CBS studio session when he returns to Sydney. . . .

Lonnie Lee, Festival artist who made his night club debut at Sydney's Playboy Club, was held over for two weeks.

RCA compiled an EP which they rush-released to coincide with Eartha Kitt's four-week appearance in Sydney. On the local

SINGING MINORS

TV Ban on Singing Brings Teen Wail

By SAM'L STEINMAN

ROME—Decision by RAI-TV to bar singing minors from TV except under exceptional circumstances on recommendation of the High Advisory Commission for TV-radio has brought an outcry from press, public and disk companies since many top selling voices of the day fall into this category.

Commission's recommendation was based on point of view that use of vocalists was another form of "child labor." One magazine headed its issue, "Rita Pavone Barred by TV." At least half of the top selling artists in Italy today would be barred until they clear the age barrier. A possible antidote may be the "Greffa" (Sardinian dialect for a sort of clan) which has been spreading like wildfire as an unofficial union among the young

RCA scene Johnny Devlin has produced a new single by the instrumental group, the Denvermen, featuring Delvin's own compositions titled "Sun Seeker" and "Stomp Fever." This will be the Denvermen's first waxing for RCA. They previously recorded for EMI's HMV label.

W&G has a locally produced single, "Talk Back Trembling Lips," by Western Australian vocalist Adrian Usher. . . . Johnny O'Keefe, singing compere of the national television show, "Sing Sing Sing," whose record single "Move, Baby, Move" for Leedon, hit the top of the charts right across the nation, has released his follow-up single "Shake, Baby, Shake."

. . . Young aboriginal singer Jimmy Little cut two sides for Festival, "Royal Telephone" c/w "Hornets." The "Royal Telephone" number created extreme interest in all States some time ago when the Burl Ives version from his Decca album, "The Best of Burl Ives," was singled out by radio stations and created an enormous sale for the album. Festival is issuing the 20th Century-Fox single by Jim Lowe, "Hootenanny Granny."

Sydney Arbitration award given September 6 in the Commonwealth Industrial Court rules that Australian commercial television stations are to pay 1½ per cent gross revenue from advertising or other matter to the Australian Performing Rights Association for use of copyright music. The Sydney and Melbourne TV stations will pay the new fee rate retroactively from January 1, 1960. Country stations pay the new fees from their respective dates of operation. APRA estimates that the award will be worth £120,000 to £130,000 a year.

BELGIUM

Anka Fools 'Em All

By JAN TORFS
Stuivenbergaart, 37 Mechelen

One of the biggest surprises of the last few weeks is the sudden success of Paul Anka's latest recording, "Hello, Jim." Although no one gave this record a chance, teen-agers here thought otherwise.

Another record, quickly

singers. The RAI action may jell it into a new union to combat the monopoly which reported that as of July 31, it had passed the 4-million mark in subscribers.

Controversial Is Hit Route

By FRED GEBBIE

AUCKLAND, N. Z.—Top local vocal group, the Howard Morrison Quartet, has scored here with a very controversial single that as yet has received no air-play and is the country's top selling record "The Wild (er) New Zealand Boy," a skit taken from the oldie "The Wild Colonial Boy." Song's lyrics revamped by group's Jerry Merito tells of the doings of New Zealand's greatest prison escaper George Wilder who recently escaped from Auckland's Mount Eden prison and set an all-time record for days at liberty.

The Morrison group has recent success with a version of "My Old Man's an All Black" (All Black is the name given to our internationally known Rugby team) which they released just as the New Zealand football team left for South Africa, without Maoris, much against the wishes of all New Zealanders. Naturally the record became an all-time best seller here outselling the original record of Lonnie Donegan which was "My Old Man's a Dustman."

The boys followed this one up with a parody on Johnny Horton's "The Battle of New Orleans," the version came out as "The Battle of Waikato," in which the British fought the Maoris. This was another big hit for the boys and set them up as the top entertainers in the country.

The group has created an all-time record for appearances and tours in New Zealand and has toured with just about every American artist to visit the country and it wouldn't surprise anyone here if they didn't head Stateside soon, their act and stage personality would rate alongside the greatest.

Another local boy with what would be a chart maker if stocks were available is guitarist Peter Posa. His original "White Rabbit" is in demand but stocks are sold out. Peter will head Stateside next year with his record man Ron Dalton. Since its international release Peter has had requests to visit overseas countries and will take the plunge early in the new year.

Posa stated that he feels his style is different than most in the U. S. and, as he has broadened his repertoire, he could well be an influence on the American pop scene.

He will head for Nashville on his arrival in the States.

breaking through, is Trini Lopez' "If I Had a Hammer" on Reprise. This is the first real success for the label in Belgium. The success of this record has forced Socodisc (the distributors of the Reprise label) to release the LP "Trini Lopez at PJ's" although this was not planned. . . . Rocco Granata and French singer Jacqueline Boyer tour

(Continued on page 32)

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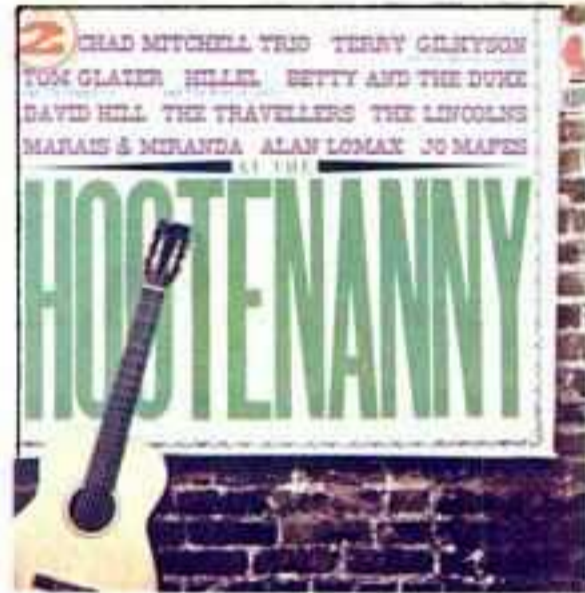
FOR YOU *
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KL-1336 — KS-3336



JOSE JIMENEZ IN JOLLYWOOD *
Starring Bill Dana
KL-1332 — KS-3332



THE BEST OF CHAD MITCHELL TRIO *
CHAD MITCHELL TRIO
KL-1334 — KS-3334



HOOTENANNY NO. 2 *
Various Artists
KL-1343 — KS-3343



SHE LOVES ME
Jack Jones
KL-1337 — KS-3337



TILL THEN *
Ruby & The Romantics
KL-1341 — KS-3341



JOE HARNELL and His Orchestra Play
KL-1339 — KS-3339



THE BIG ONES/KENNY BALL STYLE
Kenny Ball and his Jazzmen
KL-1340 — KS-3340



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Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 50 entries including 'MY SON, THE NUT', 'BYE BYE BIRDIE', 'INGREDIENTS IN A RECIPE FOR SOUL', etc.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 50 entries including 'THE NEW CHRISTY MINSTRELS TELL TALL TALES!', 'THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER', 'CAMELOT', etc.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 50 entries including 'PRISONER OF LOVE', 'IRMA LA DOUCE', 'TEEN SCENE', 'KNOCKERS UP', etc.

3

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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
PAINTED, TAINTED ROSE
Al Martino. Capitol T 1975 (M); ST 1975 (S)

Al Martino has enjoyed two in a row on the singles charts, the latest being the title tune of this new album. There are a flock of old-timer goodies here, like "Harbor Lights," "There Must Be a Way," "I Love You Truly," "You Always Hurt the One You Love" and "Till Then." The fans will like this fine selection, done in Al's winning style.

POP SPOTLIGHT
GLORY, GLORY, HALLELUJAH
Eric Rogers Chorale & Ork London SP 44028 (S)

The Eric Rogers Chorale and Orchestra perform 12 of this nation's most popular inspirational tunes with a soul-stirring brilliance and splendor. London's "Phase 4 stereo" technique is unmatched and does much to enhance the hearing of "God Bless America," "Onward Christian Soldiers," "Ave Maria," and "Deep River," to mention a few. The LP should find wide appearance.

POP SPOTLIGHT
ELECTRODYNAMICS
Dick Hyman. Command RS 856 (M); RS 856 SD (S)

Dick Hyman has turned to the Lowrey Organ on this exciting disk for another adventure in sound. He has exploited the instrument's unique versatility wherever it was musically appropriate. A first-rate experience in near-jazz organ renditions of a fine group of standards such as "Mack the Knife," "Fly Me to the Moon," and "Stompin' at the Savoy." Brisk sales to stereophiles.

POP SPOTLIGHT
THE MAGNIFICENT PIANOS OF RONNIE ALDRICH
London SP 44029 (S)

Ronnie Aldrich provides another first-rate album of standards, in the tradition of his two previous albums. Engineering is of exceptional quality and the arrangements are truly superb. Favorites to be found here are "Love Letters," "Stella by Starlight," and "Ebb Tide." Strong appeal for stereophiles.

CATCH A RISING STAR
JOHN GARY

POP SPOTLIGHT
CATCH A RISING STAR
John Gary. RCA Victor LPM 2745 (M); LSP 2745 (S)

An apt title here. Gary has an immense talent and excellent musical taste. He has a range of almost three octaves and the tone is consistent all the way up. Marty Gold's ork provides lush background to a flock of standards. "Once Upon a Time," "More," and "Somewhere Along the Way," are standouts. Fine up-tempo tracks are "My Kind of Girl," and "Half as Much."

INEZ FOX
MOCKINGBIRD

POP SPOTLIGHT
MOCKINGBIRD
Inez Foxx. Symbol SYM 4400

Miss Foxx sings her recent hit along with a string of other fine tracks, many of them done in a style similar to the big one. There is enough variety in the LP, however, to please the artist's many new friends. Besides the hit, "Sitting Here," "Confusion," "Tom and Jim," "Jaybirds," and "Searching for My C. C." are some of the better tracks.

BROOK BENTON
BEST BALLADS OF BROADWAY

POP SPOTLIGHT
BEST BALLADS OF BROADWAY
Brook Benton. Mercury MG 20830 (M); SR 60830 (S)

This album has dynamite for its basis. The LP teams Benton and recent Broadway hits plus standards. The album features Brook singing in front of ork, strings and chorus. Some of the titles represented are "Once Upon a Time," "Long Before I Knew You," "As Long as She Needs Me," "I'll Know" and "If Ever I Would Leave You."

DINAH '63

POP SPOTLIGHT
DINAH '63
Dinah Washington. Roulette R 25220 (M); SR 25220 (S)

Dinah Washington is in the best of form in this collection of standards, old and new. Her familiar way with a lyric is as captivating as ever, as in her phrasing. "Take Me in Your Arms," "I Wanna Be Around," and "What Kind of Fool Am I," are just her cup of tea. Wax can grab off lots of play.

DANKE SCHOEN
EDDIE CANO

POP SPOTLIGHT
DANKE SCHOEN
Eddie Cano. Reprise R 6105 (M); R9-6105 (S)

Cano is back with one of his winningest LP's. This one is a beautifully paced program that includes the title track, an instrumental version of the hit, a bit of bossa nova, a good many standards, old and new, and a strong rhythm tune that has hit single written on it, "Panchita."

POP SPOTLIGHT
SATIN, STRINGS & BOUNCING BRASS
Ted Heath & His Ork London SP 44023 (S)

Bouncing brass is nothing new for England's brassiest big band master, Ted Heath. Here, however, he has laced his brass with satin strings. The effect, while extremely listenable, is also highly commercial. On the receiving end of broader-scope Heath are such great tunes as "You Stepped Out of a Dream," "Moonlight Serenade," "At Last," and "Theme From Cleopatra."

POP SPOTLIGHT
THE WONDERFUL WORLD OF: GENE McDANIELS
Liberty LRP 3311 (M); LST 7311 (S)

Some fine change-of-pace singing here that once more points up the continued maturity of the artist. Marty Paich adds a jazz-pop orientation to the backgrounds that fits the singer nicely. "The Old Country," "The Good Life," "Blue Velvet," "Route 66" and "I Believe in You" and the most unusual vocal version of Thelonious Monk's "Straight No Chaser."

POP SPOTLIGHT
MORE ITALIAN FUN SONGS FROM LOU MONTE & THE GANG
Reprise R 6099 (M); R9-6099 (S)

Lou Monte carries on with the standard of "Peppino the Italian Mouse" with which he made such a solid impression on the music market some months back. Monte is joined in song here by a cat and a parrot along with a variety of other material which ranges from bossa nova to limbo. All done Italian style.

POP SPOTLIGHT
HERB ALPERT'S TIJUANA BRASS, VOLUME 2
A&M LP 103

A fine new album by the Mexican-based combo with a strong, mariachi trumpet sound. The group hasn't broken out too recently with a single but many tracks here have the potential to step out. Tracks include their distinctive treatments of "Spanish Harlem," "Green Leaves of Summer," and "Milord." Can get a lot of play and sale.

POP SPOTLIGHT
ANN CORIO PRESENTS MORE HOW TO STRIP FOR YOUR HUSBAND, VOL. 2
Sonny Lester. Roulette R 25224 (M); SR 25224 (S)

Ann Corio, a veteran in her special art, maintains the novel pace here of volume 1 of the series, which did well on the album charts. A booklet by the "strip" authority offers more enticing "how-to-do-it" secrets. Sonny Lester and band pound it out with "Big Millie From Philly," "Perfume and Pink Chiffon," etc.

Satin, Strings & Bouncing Brass

The Wonderful World of: Gene McDaniels

MORE ITALIAN FUN SONGS LOU MONTE & THE GANG

herb alpert's tijuana brass • volume 2

ANN CORIO
how to strip for your husband VOL. 2

LITTLE EGYPT
MORE how to belly dance for your husband VOL. 2

POP SPOTLIGHT
LITTLE EGYPT PRESENTS MORE HOW TO BELLY DANCE FOR YOUR HUSBAND, VOL. 2
Sonny Lester. Roulette R 25225 (M); SR 25225 (S)

Roulette's first excursion into this interesting new hobby for wives proved quite successful and this second edition stands a good chance to hit pay dirt too. Sonny Lester batons the ork through a flock of good belly dance accompaniments, while a booklet enclosed, by Little Egypt, details "how to do it."

BYRON JANIS

CLASSICAL SPOTLIGHT
BYRON JANIS
Mercury MG 50329 (M); SR 90329 (S)

Byron Janis, to many followers of the performers of classical works, is the successor to Horowitz. This is a richly deserved kudo for he is an outstanding pianist. The Moscow Philharmonic Orchestra batoned by Kyril Kondrashin is equally notable and highly respected by album buyers. The album, recorded in Moscow, will prove exciting for lovers of Liszt, Janis, superb orchestration, and stereo techniques.

Serkin
Beethoven
Moonlight, Appassionata, Pathetique

CLASSICAL SPOTLIGHT
BEETHOVEN: MOONLIGHT, APPASSIONATA, PATHETIQUE SONATAS
Rudolf Serkin. Columbia ML 5881 (M); MS 6481 (S)

There is no such thing as a war horse when it is in the hands of an artist of Serkin's caliber. These three favorite sonatas are given vital, authoritative performances with plenty of romantic flair. A prestige catalog item.

ISAC STERN
THE ONLY HEART NONE BUT THE LONELY HEART

CLASSICAL SPOTLIGHT
NONE BUT THE LONELY HEART
Isaac Stern. Columbia ML 5896 (M); MS 6496 (S)

Melodies, primarily simple in nature but dominating in stature (some of the great melodies of all time) are played by Isaac Stern. The selections, ideally suited for the violin, were picked by Stern. Among them are "None But the Lonely Heart," "Green-sleeves," "Hungarian Dance No. 5," "Clair De Lune" and "Hoe-Down."

JOHNNY MATHIS
Sounds Of Christmas

CHRISTMAS SPOTLIGHT
SOUNDS OF CHRISTMAS
Johnny Mathis. Mercury MG 20837 (M); SR 60827 (S)

Johnny's first outing on Mercury is loaded with holiday favorites, like "Little Drummer Boy," ad "God Rest Ye Merry, Gentlemen," as well as some fine newer tunes. Arrangements by Don Costa are tasteful. The set is bound to be a big seller during the coming holiday buying season.

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45 RPM VRS-35021

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YOU'RE NO GOOD
DEE DEE WARWICK

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THE KIND OF BOY
YOU CAN'T FORGET
THE RAINDROPS

Jubilee 5455

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THIS ONE!

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LITTLE D AND THE HARLEMS
Josie 914

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| JGM 2044 RUSTY WARREN
IN ORBIT | JGM 2005 OFF THE RECORD
VOL. 5 |
| JGM 2039 RUSTY WARREN
BOUNCES BACK | JGM 2006 STATION BREAKS
VOL. 6 |
| JGM 2034 SINSATIONAL
RUSTY WARREN | JGM 2007 FUNNY BONERS
VOL. 7 |
| JGM 2029 KNOCKERS UP!
RUSTY WARREN | JGM 2008 FOOT 'N' MOUTH
CLUB VOL. 8 |
| JGM 2024 SONGS FOR SINNERS
RUSTY WARREN | SPBM 9 SPORTS BLOOPERS |
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BY KERMIT SCHAFER | QPBM 10 QUIZ BLOOPERS |
| JGM 2001 COMEDY OF ERRORS
VOL. 1 | WPBM 11 WASHINGTON
BLOOPERS |
| JGM 2002 SLIPPED DISKS
VOL. 2 | JGM 2050 THE SPICE IS RIGHT
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| JGM 2003 PRIZE BLOOPERS
VOL. 3 | JGM 2037 BOTTOMS UP
RICHIE BROTHERS |

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International News

• Continued from page 24

Germany from September 27 till October 6.

Elvis Presley's latest album: "Elvis' Golden Records, Vol. 3," made its entrance on the market this week. . . . Gramophone

released a new series of 16 LP's, most of them in the popular field. Label is new, called Gloria. All 12 inch records are of German origin and sold at the price of 168 fr. (\$3.40). . . .

Heading for the Top!

DEEP PURPLE

NINO TEMPO

and

APRIL STEVENS

#6273

ATCO Records



Brenda Lee's latest single is "Only You" and "Crazy Talk."

"My Boyfriend's Back," by The Angels, on Philips, and "Sweets for My Sweet," by The Searchers on Pye, have been issued. The Sunlights started their career this summer at the Belgian coast. Fonior contracted them for the Decca label and their first three recordings immediately became best sellers. "Day Train," "Geraldine" and "Cavalier du ciel" (Riders in the Sky) can be found on many juke boxes. They are becoming most popular. . . . Following success of "Waar en wanneer," Polydor had Bob Benny record six more songs in the same style. Benny himself does not know which of these songs will be released first.

Newcomers this week are: "This Is All I Ask," by Tony Bennett, and "Make the World Go Away," by Ray Price, both on the CBS label; "Pride and Joy," by Marvin Gaye, on Cameo-Parkway; "Frankie and Johnny," by Sam Cooke, on RCA, and "Douces filles de 16 ans," another new recording by Johnny Hallyday on Philips. This record is the French translation of "Sweet Little Sixteen." . . . Emile Garin, of E.M.I. Belgium, was in London for the Annual Sales Conference of E.M.I. . . . At this moment, everybody is still wondering if the Paul Anka appearances in this country will be made or not. Discussions about several clauses in the contract could prevent Paul's visit to Antwerp, Brussels and Liege.

Everybody is hully-gully here, consequently hully gully records on Philips by Sheila "Premiere Surprise Party," Claude Francois' "Si tu veux etre heureux" and the same song recorded instrumentally by Claude Bolling. . . . Robert Cogo has a new Philips record out: "Je serais mieux chez toi" (Detroit melody) b/w "Tu mens" (a Belgian composition).

BRAZIL

Schic LP Spots Local Composers

By MAURICIO QUADRIO
Rua Visconde da Gavea 125, 4°
Rio de Janeiro

The CBS 10th anniversary celebration ended with a cocktail party on August 30. On this occasion an LP, "Cilco Brasileiro," was released. The LP contains a selection of Brazilian composers, including Villa-Lobos, performed by the Brazilian pianist Anna Stella Schic. She has already recorded in Paris for

Chant du Monde, and this is her first record in Brazil.

To promote Plaza productions, Henrique Gandelman left September 14 for Argentina and Uruguay. . . . "Cleopatra" opened on August 28, and Odeon, representing 20th Century-Fox, will release the original sound track in October. Already on the market are LP's recorded by Nilo Sergio orchestra (Musidisc) on Nilser label. . . . Musidisc released five jazz LP's from United Artists. . . . Jorge Ben, new Philips artist, waxed his first LP "Samba Esquema Nova." . . . With excellent Portinho's arrangements, vocalists Titulares Do Ritmo (Philips) waxed an LP, "Ary de Todas as Bossas," a selection of Ary Barroso's tunes

BRITAIN

Orbison Cuts Xmas Singles

By CHRIS HUTCHINS
News Editor
New Musical Express

Under the supervision of Monument's prexy Fred Foster, Roy Orbison recorded his Christmas single at the Decca studios for release on both sides of the Atlantic around mid-November. Decca provided musical director Ivor Raymonde. Incidentally, Roy did recover his voice in time for the start of his British tour and has been playing to capacity houses.

After a fantastic leap into the British chart (at No. 11) with their latest single, "Then He Kissed Me," the Crystals have been inked by promoter Larry Parnes for his 42-night tour which starts February 16. . . . Fans of Cliff Richard's group, the Shadows, had a big shock in the news that co-leader and rhythm guitarist Bruce Welch is leaving on doctor's advice. Bruce was one of the founders five years ago and for almost half a decade the Shadows have remained Britain's top-selling instrumental group.

His last appearance with them here was on ATV's "Sunday Night at the London Palladium" September 22, although Bruce left with Cliff and the Shadows for their short tour of Israel and will accompany the group on its French itinerary which ends October 25. He will then take control of Shadrach—the record company they formed last year but has been lying dormant ever since—and the music publishing companies Joaneline Music (Cliff's) and Shadows Music, as well as continuing to write songs for the Columbia team. . . . Decca hosted a reception to announce the October releases by RCA Victor on Dynagroove—first news of which was revealed in Billboard August 31.

Visitors

Capitol a.&r. man Dave Cavanaugh arrived with MD Bob Bain and began sessions with George Chakiris—who is filming here—for an album of standards. Parlophone's George Martin is assisting Cavanaugh. . . . The managing director of EMI's Italian associate company, V-C-M, Francois Minchin, was in for talks with Frank Chalmers. He is particularly anxious for Cliff Richard to make some Italian language recordings. . . . Peter, Paul and Mary took part in two major television shows during their brief stay—ATV's "Sunday Night at the London Palladium" and a telerecording of ABC-TV's "Hullabaloo."

The Everly Brothers returned from Germany for the start of

their tour with Bo Diddley on Sunday. Yesterday Warner Bros. issued their new single "Love Her" c-w "The Girl Sang the Blues." Another American now on tour here is Johnny Thunder. . . . Matt Monro has now been set to follow Frank Ifield into Sydney's Chevron Hilton Hotel. Matt opens there January 13 and on his way out will make U. S. promotional appearances in connection with the new James Bond film, "From Russia With Love," in which he sings the title song.

Record Business

There's a disk company battle going on here for the Searchers' next hit following the No. 1 score with their debut disk, "Sweets for My Sweet." The group is signed to Pye which will issue their follow-up single, "Sugar and Spice," October 15. But Philips has already got in with a disk the Searchers waxed for them in Germany which couples the Brenda Lee hit, "Sweet Nuthins" with Ray Charles' "What'd I Say." Both companies are also issuing albums by the group.

Neither Jaep nor Nothern Songs—the two publishing companies which have been reaping a fortune from the Liverpool pop boom—have the next Gerri and the Pacemakers' single. Instead, Chappells finds itself with a revival of "You'll Never Walk Alone" from "Carousel" by the group which has had two chart toppers with its first two records.

Publishing Business

Nat Shapiro of CBS is in London to set up CBS Music—and then he's off to Paris, Frankfurt, Hamburg and Berlin setting up a string of publishing offices which Columbia has decided are necessary to handle its song material in Europe (though there may not be offices in all the cities mentioned). He had talks with Philips general manager Leslie Gould about the current CBS repertoire and went on to EMI for particular discussions concerning future U. S. releases on Epic. He told Billboard that the next Cliff Richard disk would almost certainly couple "Bachelor Boy" (from "Summer Holiday") with his current British hit which is a revival of Tommy Edwards' "It's All in the Game."

EIRE

First Local Act Makes No. 1 Slot

By KEN STEWART
Irish Times, Ltd., Dublin

Because of considerable national interest in "Kiss Me Quick," by Brendan Bowyer and the Royal Showband, Irish Record Factors, Ltd., rush-released the original Elvis Presley version. This, and the coupling, "Something Blue," are from the album "Pot Luck," which has been available here for over a year. Already No. 1, the Bowyer disk received extensive radio and television exposure. It is the first record by an Irish group to top the nation's hit parade.

Malcolm Vaughan's HMV version of "The Wedding (La Novia)," is suddenly in brisk demand, largely because of consistent popularity of the song with numerous Irish show bands, who play it regularly. . . . The Springfields, Craig Douglas and the Lorne Gibson Trio arrived for tours and radio-TV appearances.

coming...

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who's who in the world of music

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b/w

"I Worry About You"

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TODAY'S TOP TUNES

HONOR ROLL OF HITS

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

FOR WEEK ENDING OCTOBER 5			Weeks on Chart
This Week	Last Week	Tune	Composer-Publisher
1	1	BLUE VELVET	By Wayne-Morris—Published by Vogue (BMI)
2	3	SALLY, GO 'ROUND THE ROSES	By Sanders-Stevens—Published by Winlyn (BMI)
3	5	BE MY BABY	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)
4	2	MY BOYFRIEND'S BACK	By Feldman-Goldstein-Gottcher—Published by Blackwood (BMI)
5	11	CRY BABY	By Russell-Meade—Published by Rittenhouse-Mellin (BMI)
6	4	HEAT WAVE	By Holland-Dozier-Holland—Published by Jobete (BMI)
7	22	SUGAR SHACK	By McCormick-Voss—Published by Dundee (BMI)
8	6	THEN HE KISSED ME	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)
9	9	WONDERFUL! WONDERFUL!	By Raleigh-Edwards—Published by Marks (BMI)
10	10	MICKEY'S MONKEY	By Holland-Dozier—Published by Jobete (BMI)
11	15	BUSTED	By Howard—Published by Pamper (BMI)
12	8	SURFER GIRL	By Wilson—Published by Guild (BMI)
13	13	A WALKIN' MIRACLE	By Hugo-Luigi-Weiss-Levy—Published by Planetary (ASCAP)
14	7	IF I HAD A HAMMER	By Hays-Seeger—Published by Ludlow (BMI)
15	23	HONOLULU LULU	By Berry-Christian-Spunky—Published by Screen Gems-Columbia (BMI)
16	—	MEAN WOMAN BLUES	By DeMetrius—Published by Gladys (ASCAP)
17	12	MORE	By Ortolani-Oliviero—Published by Marks (BMI)
18	18	MARTIAN HOP	By Spirt-Lawrence-Rappaport—Published by Screen Gems-Columbia (BMI)
19	16	LITTLE DEUCE COUPE	By Wilson-Christian—Published by Sea of Tunes (BMI)
20	—	DONNA THE PRIMA DONNA	By DiMuci-Maresca—Published by Disal (ASCAP)
21	14	THE MONKEY TIME	By Mayfield—Published by Curtom-Poliro (BMI)
22	26	PART TIME LOVE	By Hammond—Published by Cireco-Escort (BMI)
23	28	I CAN'T STAY MAD AT YOU	By King-Goffin—Published by Screen Gems-Columbia (BMI)
24	—	TALK TO ME	By Seneca—Published by Jay & Cee (BMI)
25	27	ONLY IN AMERICA	Lieber-Stoller-Weil-Mann—Published by Screen Gems-Columbia (BMI)
26	—	DON'T THINK TWICE IT'S ALL RIGHT	By Dylan—Published by Witmark (ASCAP)
27	29	WHAM	By Mack—Published by Carlson-Edwood (BMI)
28	—	THAT SUNDAY, THAT SUMMER	By Weiss-Sherman—Published by Comet (ASCAP)
29	30	BUST OUT	By Benjamin—Published by Lanny (BMI)
30	17	THE KIND OF BOY YOU CAN'T FORGET	By Greenwich-Barry—Published by Trio (BMI)

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- BLUE VELVET**—Bobby Vinton, Epic 9614; Lawrence Welk, Dot 16526.
- SALLY, GO 'ROUND THE ROSES**—Jaynetts, Tuff 369.
- BE MY BABY**—Ronettes, Phillies 116.
- MY BOYFRIEND'S BACK**—Angels, Smash 1834.
- CRY BABY**—Garnet Mimms & the Enchanters, United Artists 629.
- HEAT WAVE**—Martha & Vandellas, Gordy 7022; Rene Paulo Group, Hi-Fi 5075.
- SUGAR SHACK**—Jimmy Gilmer & the Fireballs, Dot 16487.
- THEN HE KISSED ME**—Crystals, Phillies 115.
- WONDERFUL! WONDERFUL!**—Johnny Mathis, Columbia 33048; Tymes, Parkway 884.
- MICKEY'S MONKEY**—Miracles, Tamla 54083.
- BUSTED**—Ray Charles, ABC-Paramount 10481.
- SURFER GIRL**—Beach Boys, Capitol 5009.
- A WALKIN' MIRACLE**—Essex, Roulette 4515.
- IF I HAD A HAMMER**—Trini Lopez, Reprise 20198; Peter, Paul & Mary, Warner Bros. 5296; Janie Ross, Operators 202; Ernie Adano, Assault 1842.
- HONOLULU LULU**—Jan & Dean, Liberty 55613.
- MEAN WOMAN BLUES**—Roy Orbison, Monument 824.
- MORE**—Vic Dana, Dolton 81; Martin Denny, Liberty 55571; Clebanoff Strings, Mercury 72151; Earl Grant, Decca 25607; Steve Lawrence, Columbia 42795; Riz Ortolani & His Ork, United Artists 598; Robin Randal, Dery 10018; Katyna Ranieri, London 10027; Della Reese, RCA Victor 8187; Clark Terry & Ben Webster, Cameo 262; Danny Williams, United Artists 601; Kal Winding, Verve 10295.
- MARTIAN HOP**—Ran-Dells, Chairman 4403.
- LITTLE DEUCE COUPE**—Beach Boys, Capitol 5009.
- DONNA THE PRIMA DONNA**—Dion DiMucci, Columbia 42852.
- THE MONKEY TIME**—Major Lance, Okeh 7175.
- PART TIME LOVE**—Little Johnny Taylor, Galaxy 722.
- I CAN'T STAY MAD AT YOU**—Skeeter Davis, RCA Victor 8219.
- TALK TO ME**—Sunny and the Sunlows, Tear Drop 3014.
- ONLY IN AMERICA**—Jay & the Americans, United Artists 626.
- DON'T THINK TWICE IT'S ALL RIGHT**—Bob Dylan, Columbia 42856; New World Singers, Atlantic 2190; Peter, Paul & Mary, Warner Bros. 5385.
- WHAM**—Lonnie Mack, Fraternity 912.
- THAT SUNDAY, THAT SUMMER**—Nat King Cole, Capitol 5027.
- BUST OUT**—Busters, Arlen 735.
- THE KIND OF BOY YOU CAN'T FORGET**—Raindrops, Jubilee 5455.

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A SWEET SUCCESS! SWEET SEPTEMBER

Recorded by:
ARTIE BUTLER—20th Century-Fox
CARL EDMONDSON—Fraternity
BILL EVANS—Verve
JIMMIE HASKELL—Capitol
PETE JOLLY TRIO—Ava
SYLVIA SYMS—Columbia
and more to come!
M-M-Marvelous
I'M COMING BACK TO YOU
Julie London
(Liberty)
B. F. WOOD MUSIC CO., INC.
1619 Broadway • New York, N. Y.

Climbing the Charts
"P. S.: I LOVE YOU"
The Classics
Music Note #118
"TIME AFTER TIME"
The Paragons
Music Cleff #3001
Music Note Records
445 W. 50th St., N.Y.C.

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

"YOU'RE NO GOOD"
b/w
"CHAINED TO YOUR LOVE"
by Betty Everett
UJ #566
VEE JAY RECORDS
1449 S. Michigan Ave.
Chicago 5, Ill.

THE PLAYMATES
"I'll Never Get Over You"
ABC #1049
ABC-PARAMOUNT
FULL COLOR FIDELITY

From American International's Spectacular Surfing Film!!

ANNETTE'S BEACH PARTY
BV-3316

It's on Vista of course

RECORD PROCESSING AND PRESSING
45 R.P.M.—33 1/3 R.P.M., any quantities.
* Complete Record Service.
Includes Labels—Processing—Masters.
Send your tape—we do the rest!
SONGCRAFT
1650 Broadway
New York 19, N. Y.

Weigh Words of Soft-Spoken Henry With Big-Stick Hints

NEW YORK—Radio and television stations are measuring carefully the words of Federal Communications Commissioner E. William Henry on commercial limitation and how it may affect current programming practices.

The soft-spoken FCC chairman in his maiden address to broadcasters at the International Radio and Television Society luncheon last week (24) at the Waldorf-Astoria left little doubt in anyone's mind that he will pursue with vigah the thorny problem of program interruptions and time devoted to commercial messages.

Chairman Henry cited the programming practice of "teaser" openings such as: "Good evening ladies and gentlemen. The President has just asked Congress to declare war. We'll be back with that story after a word from our sponsor." Or, as the announcer in the more sophisticated cartoon said: "And so, ladies and gentlemen, it looks like the end of civilization as we know it. And now here's David Krank for the Ajax Oil Company."

The Late Show

In raking the showers of the late, late movies over the coals, Henry cited the subtle "bait, hook, switch and stuff" whereby the viewer is baited with

solid programming the first 20 minutes, switched to double and triple spotting once he's hooked, and stuffed with commercials every five minutes thereafter.

"It must sometimes seem to the public that the film editing for which Hollywood pays such fancy salaries is redone for television by the gardener with a pair of rusty shears," Henry said.

Delving into radio programming, Chairman Henry charged that some stations have solved the problem of commercial breaks by "limiting their programming entirely to records and short segments of talk that are no longer than records."

"On such radio stations, it may be impossible to tell the programming from the interruptions without a score card," Henry charged.

The chairman used as an example some program logs submitted to the FCC which

(Continued on page 36)

Nominations Open For Stations Best Serving Youth

NEW YORK — The Thomas Alva Edison Foundation has announced that nominations can now be made for the ninth annual "National Station Awards for Serving Youth."

The local radio and television stations that best served youth in their communities during 1963 will receive an Edison National Station Award. Each award carries a scroll and an Edison Scholarship of \$1,000 to be used for college education which the winning stations present to a high school senior selected by an appropriate committee of local educators.

Nominations are made by the 76 national civic organizations co-operating with the Edison Foundation. Local groups of these organizations have been requested to submit a statement of 1,000 words describing the achievements of the radio and television station best serving youth in their community. Among the organizations co-operating are: The American Legion, AAAS, B'nai B'rith, Youth Organization, Boy's Club of America, Catholic Daughters of America, General Federation of Women's Clubs, U. S. Junior Chamber of Commerce, Zonta International.

The deadline for submitting nominations is December 15, 1963.

Winners of the Edison Foundation

(Continued on page 36)

Radio-TV PROGRAMMING

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

VOX JOX

By GIL FAGGEN

"STAMPORAMA"—WGR morning personality Fred Gage (picture below) shares in open-mouthed astonishment the joy of two listeners who split 39,000 S & H Green Stamps during a two million stamp giveaway at the Buffalo outlet. Listeners were requested to list the name, address and phone number of five persons as well as their own. Ten entries were picked daily and called by the station. The jackpot was divided between the person called and the entry sender.



PAUL COMPTON, running a mail contest on his KHJ (Hollywood) "Sinatra, Compton & Strings" program, reports he has so many winners he had to double the prizes! Compton issued Sinatra record LP's as gifts.

p.m.); Bob Bracken (2-4 p.m.); Bob Pearson (4-9 p.m.) and John Walke (9 to 1 a.m.).



CHUMingbirds Mike Darow, Bob McAdorey, Gary Ferrier and John Sprage, assisted by Chum Chick and Chatter the Chum Chimp with his trainer, Murray Hill, clowned their way through one of the hourly hootenannies at the recent Canadian National Exhibition in Toronto.

SEGUE

Exciting new promotions are on the way for WIL (St. Louis) listeners hear from program director Dave Diamond, former WKGN (Knoxville) p.d. and his air force. WIL men are Ed Wilson (6-10 a.m.); Diamond (10-1 p.m.); Dan King (ex-WKGN-er) (1-4 p.m.); Ron Lundy (4-8 p.m.); Gary Stevens (8 to midnight); and Bob Osborne (midnight to 6 a.m.).

Rick James will head the program department of Sullivan, Ind.'s newest station, WKQV. James, who recently exited WJPS (Evansville, Ill.), is in dire need of records for his "top 40" format.

Seguing from bachelorhood to marriage is WMCA's information director, Franz Allina, who will be devoting more time to Time. Allina's bride-to-be, Marcia Frank, is with Time, Inc. An October wedding is planned.

Steve Brooks appointed program director of WPET (Greensboro, N. C.) Brooks joins the station from WNOR (Norfolk).

PROGRAMMING NEWSLETTER

What to Do After Buying a Station

By BILL GAVIN
Contributing Editor

SAN FRANCISCO—From time to time I receive questions from radio managers. This week's Newsletter is devoted to some of these questions. The answers given here are in some cases what I should have replied, rather than what I actually said. Names and call letters have been omitted to protect the innocent.



Q: I run a good operation in a prosperous medium-sized town. We're top 40, and our ratings are well ahead of the three other stations in town. Trouble is, a top 40 station from a big city not far away feeds in here like a local station, and they're hurting us. They get the new records ahead of us, and their jocks are better than we can afford. How can I beat that kind of competition? Or do you think I should switch to good music?

A.: No, I don't think that you should switch your music policy. You have one advantage in your town over your big city rival. You're there. He isn't. You can capitalize on your physical presence in the community in ways that he can't. Concentrate on community contacts. Feature local news and local names. Make a big thing of local weather in your primary coverage area. Call attention to the fact that your local commercials deal with businesses in your community. Above all, get the best sales manager you can find. He is the key to the profits that come from community identification.

Q: My partners and I have just bought a radio station in this town of 80,000 in the Western intermountain area. Where can we get some good guidance on programming? Is there a book or a pamphlet that we can consult? I'm panning a trip through the Middle West to listen to some of the leading stations and find out what they're doing.

A.: If you need a book to tell you about radio programming, you've invested your money in the wrong business. I know your station. It's top rated, well run, produces good revenues. Somebody then must know what he's doing. Why change it? Your best course would be to consult with the program director (I hope you haven't fired him) and ask him what his policies are, tell him to keep it up, and raise his salary. Then take your account books into your office, figure out how you can get some more national business, and stay out of the program department.

Q: Last year I bought a radio station in a

small California town. It was making a good profit when I took it over, and we had a good staff of DJ's and an efficient sales manager. I hired a new program director. Now things are turning sour. My sales manager quit and went to work for our competition, taking some of our best accounts with him. Our new program director couldn't get along with the DJ's. Most of them quit, and now he's leaving too. I'm losing money. What should I do?

A.: Sell! Put your station on the market and take what you can get. You'll lose money on the sale of your station, but that's better than bankruptcy and losing everything. What you have described is an incurable sickness: a new management takes over a winning team and it falls apart. If you're honest with yourself, you'll admit your own shortcomings, and you'll stay out of the radio business. (As a matter of fact, he did go bankrupt.)

Q: We've taken over a station in a small town where there hasn't been any pop music radio for several years. We're going top 40. Should we come on strong with lots of noise about our new sound and spend money for a big promotion campaign?

A.: No. In your market you'll find that most local advertisers are highly suspicious of high pressure promotion. Make your transition gradually, without a lot of fanfare. It will take you longer to establish a commanding rating position, but you'll avoid creating a bad image with the local businesses, whose advertising will be your bread and butter. The big promotion noise is better suited to big city markets and other communities where top 40 radio is established and accepted.

Q: How important are contests and big prizes for building up ratings?

A.: The theory of the big prize contests is that they quickly attract a large number of new listeners to your station, who become so pleased with what they hear that they remain permanently your loyal audience. The plan is effective against mediocre competition, or with a new station in a market. However, buying listeners through contests and prizes has not proven very effective against aggressive and able competition. This fringe of prize seeking-listeners is notoriously the most unloyal segment of your audience. They are usually eager to tune in the newest contests on another station.

This is not to put down intelligent station promotions involving audience participation in contests. But don't let your promo announcements take away too much time from your music. In the long run, it isn't what you pay—it's what you play that counts.

Capitol Widens Aims In 3 Major Pushes



CAPITOL IS MAKING this special goal-post display piece, one of five, available to dealers in line with its fourth annual college promotion. Campaign is designed to push new and catalog product of artists popular on the nation's campuses.

HOLLYWOOD — Capitol Records, in a move to further strengthen its ties with the retail element of the business, has launched three major promotion drives covering various artists in

various areas of repertoire. Announced last week were promotions of a group of the label's talent roster to the college market, a Jackie Gleason sales and promotion campaign, and continuing plugging of Dick Dale product.

Dale's upcoming appearance on the Ed Sullivan CBS-TV show Sunday (6), marks the climax of a seven-month push on Dale as a personality and record artist. The label has backed dealer sales efforts on Dale with a barrage of publicity in Newsweek, Life, and through AP and UP. Capitol expects the Sullivan appearance, during which the chanter will perform his newest single, "Scavenger," to be reflected in a step-up of sales.

Meanwhile, the label has kicked off its fourth annual college market promotion, with exploitation planned at numerous levels on such college-slanted acts as the Four Freshmen, the Journeymen, June Christy, Fred Waring, Jonah Jones and Wayne Newton.

The current college push is tied around football and the fraternity scene and carries the tag line, "Kappa Kappa Capitol, Men Are Better Than People." The label is going direct to the student element through college newspapers and through dealers and deejays close to the college scene.

On the retail side, Capitol will send quantities of display matter to dealers, including a theme-setter display piece with a football motif. Textbook covers, a feature of the promotion for the past four years, will again be sent to dealers in college areas. Covers carry full-color reproductions of albums by artists popular with students.

On another front, a two-month sales and promotion campaign has been set on 25 Jackie Gleason albums. Basis of the plan is a one-free-for-every-three-albums-purchased deal, with deferred billing.

Extensive promotion is to be conducted through retail stores, racks, one-stops and stations. Dealers will get Gleason window streamers, divider cards, brochures and die-cut display jackets of eight Gleason albums.

The move comes simultaneously with Capitol's endorsement of a new platform and program kicked off by the National Association of Record Retailers (NARR). (See separate story this issue.)

Coast Firm Enters Tape Machine Field

HOLLYWOOD — Finebilt Manufacturing, which produces record pressing equipment for international clients, has entered the magnetic tape recording machinery field.

The 15-year-old company, which has been experimenting with recording tape machinery for two years, has sold its first complete factory set-up to Flex Records and Magnetic Tape Manufacturing, S.A.L., in Beirut, Lebanon.

Alwin P. Schmid, Finebilt vice-president, told Billboard the complete tape producing package sells for \$59,500. Prior to offering it for sale, the company tested the components locally, the executive explained.

"In addition to selling a customer a complete tape factory," Schmid said, "we also provide the oxide compound and the tape base material upon request."

The complete tape factory includes a coating machine which produces 500 reels of 1,200 feet of tape, on a four-inch web width in eight hours; a slitting machine to cut into one-quarter or one-half-inch width; a static or noise eliminator and a visible inspection machine.

The Lebanon company is already installing a complete disk pressing plant which it bought from Finebilt earlier this year, Schmid added.

To fulfill its expanding export business, Finebilt plans moving from its present quarters at 2846 W. Pico Boulevard to expanded facilities at 931 N. Citrus Avenue, Hollywood, in November.

The company was a recent exhibitor at a U. S. exposition in Rio de Janeiro, where it pressed disks from masters supplied by Capitol and Dot Records. It was the second time the Hollywood firm had been selected by the Department of Commerce to exhibit its record pressing machinery at a U. S. exposition.

6 Components In Hi-Fi Audio By Pilot Radio

NEW YORK — Pilot Radio announced last week a new line of high fidelity audio components, featuring solid state circuitry. Six new components comprise the line which ranges in price from \$199.50 to \$499.50.

At the high end is a solid state AM-FM-FM stereo receiver, Model R1000. The set offers 100 watts of power and a center tuning meter. An automatic FM stereo indicator is also included. A full complement of inputs and outputs is incorporated in the \$499.50 unit.

A 70-watt unit, similar in most respects to Model R1000, known as Model 707, lists at \$349.50, while the R303, a 30-watt AM-FM-FM stereo receiver, carries a tag of \$289.50.

Model T88, an FM-FM stereo tuner, is tabbed at \$199.50, while the same unit with AM radio, known as T89, sells for \$249.50. An 80-watt integrated stereo amplifier, Model A288, with rumble and scratch filters, tape monitor and other new features, carries a list price of \$289.50.

Model 602MA, an FM-FM stereo receiver, has undergone technical improvements, including private listening jack on the front panel. It was also announced that Pilot's basic FM tuner, the Mark IV, has been restyled and re-engineered.

Phono-Tape
MERCHANDISING
• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

Sight & Sound Combine First Time in Philly Show

PHILADELPHIA—The first combination "Sight and Sound Show" in the history of the Delaware Valley will open at the Benjamin Franklin Hotel on Friday (4) and continue through Sunday, October 6, according to Harry Bortnick, show director.

The Greater Delaware Valley High Fidelity and Camera Show will be sponsored by the Delaware Valley Photo Dealers Association and a group of leading dealers in the high fidelity industry. It will provide a vast variety of new products in the photo field and in the area of sound and music reproducing items.

A highlight of the entire show will be a series of live vs. recorded concerts featuring the Fine Arts Quartet. This group (which appeared at the recent New York show) will play a series of concerts in the foyer of the ballroom. At intervals the quartet will stop playing and allow the stereo high fidelity installed in the room to take over, using prerecorded sec-

tions of the music, without missing a beat.

The sound or high fidelity displays are concentrated on the fourth floor of the hotel. In this area will be shown the newest developments in stereo, FM stereo and custom designed cabinetry. For the first time, there will be an intermixture of packaged high fidelity sets developed by such firms as Philco, Motorola, GE, Zenith and Admiral, with such component manufacturers as Fisher, Scott, Pilot, Jerrol, Garrad, Dynaco, Sherwood, Bell, Bogen and University. Each exhibition in the high fidelity area will be housed in a separateroom, thus providing the required sound insulation which enables the various phases of sound features to be demonstrated.

Extensive Promotion

The leading local disk jockeys and TV personalities, including Rex Morgan, Phil Sheridan, Bob Menefee, Joe McCauley, Jim Tate and Joe Naigra, will make personal appearances at the

(Continued on page 38)

EQUIPMENT NEWSLETTER

On the Console & Its Potential

By DAVID LACHENBRUCH
Contributing Editor
Editorial Director, Television Digest

NEW YORK—A NEW LOOK AT CONSOLES. Nobody knows exactly what percentage of record dealers offer their customers portable and table model phonographs, but don't sell consoles. Whatever the reason, if you fall into this group, it may soon be time to re-evaluate this policy.

Obviously, there are many pro-and-con arguments about handling consoles, which are slower moving and consume more floor space, but generally return greater profits per sale. Consoles, too, are far more seasonal than portables, which now seem to be approaching a relatively stable year-round sales pattern. For example, there's a big season drop in console sales when warm weather begins—distributor-to-dealer sales of consoles dropped almost 50 per cent from March to April this year, while portable sales fell only 20 per cent.

BUT SALES CHANGES THIS year show something new being added—the first hint that consoles are beginning to take an increasing share of the packaged phonograph market. For every month of this year from January through July (the latest available statistics), total package phono sales have been higher than the corresponding month of 1962. Therefore, console as well as portable sales have been better than last year. But close examination of the breakdown of the console-portable mix—comparing this year with last—seems to show the public becoming more console-conscious.

Comparing distributor-to-dealer sales for 1963 with 1962, a pattern emerges. For the first part of this year, almost the entire 1963-over-1962 gain was in portables. In January 1963, consoles accounted for only 36 per cent of phono sales, compared with 48 per cent in January, '62. In February, it was 42 per cent, compared with 47 per cent a year earlier; in March it was 39 per cent vs. 42 per cent in March '62. The gap closed still further in April, when the percentage

of consoles was 35 per cent in April 1963 vs. 36 per cent in April '62.

The tide finally was reversed in May '63, when 37 per cent of phonos sold were consoles, compared with only 30 per cent in May '62. In June '63, the percentage was 32 per cent in contrast to only 25 per cent in June 1962. For July, consoles were 20 per cent of the market, up from 27 per cent a year earlier.

THE REALLY GOOD BUSINESS in phonographs began in late spring 1963 with the portable boom. This portable boom continued undiminished into spring 1963. But at this time it appeared to be joined by an incipient boom in consoles.

Cold, hard statistics thus show that for the last three months on record (May through July), the share-of-market held by consoles has increased—even while the size of the whole market was also increasing. Looking at the industry's product may help provide some of the reasons.

On an industry-wide basis, this is the first year virtually every package manufacturer has offered "functional furniture" stereo (English translation: stereo coffee tables.) Like them or not, they seem to have given consoles a boost. And it's certainly true that more ingenuity has gone into the design of stereo consoles this year than ever before.

The spread of FM stereo may well be another reason for the apparent trend toward an increase in consoles' percentage of the market. This second stereo program source can provide a powerful sales-clinching argument for the purchase of a console combination. If it is true that FM stereo has helped sell more consoles—and we think it is—this augurs well for future increases in console sales as more FM stations add stereo and as the public becomes more conscious of this new medium.

It may be time for everyone who only serves a portion of the stereo phono market—including those who sell audio components—to take a hard, new look at the console and its potential. Package phono manufacturers are concentrating an increasing amount of their design ingenuity and promotion on this part of the market. On the basis of early returns, it appears that this effort is beginning to pay off.



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for product versatility...

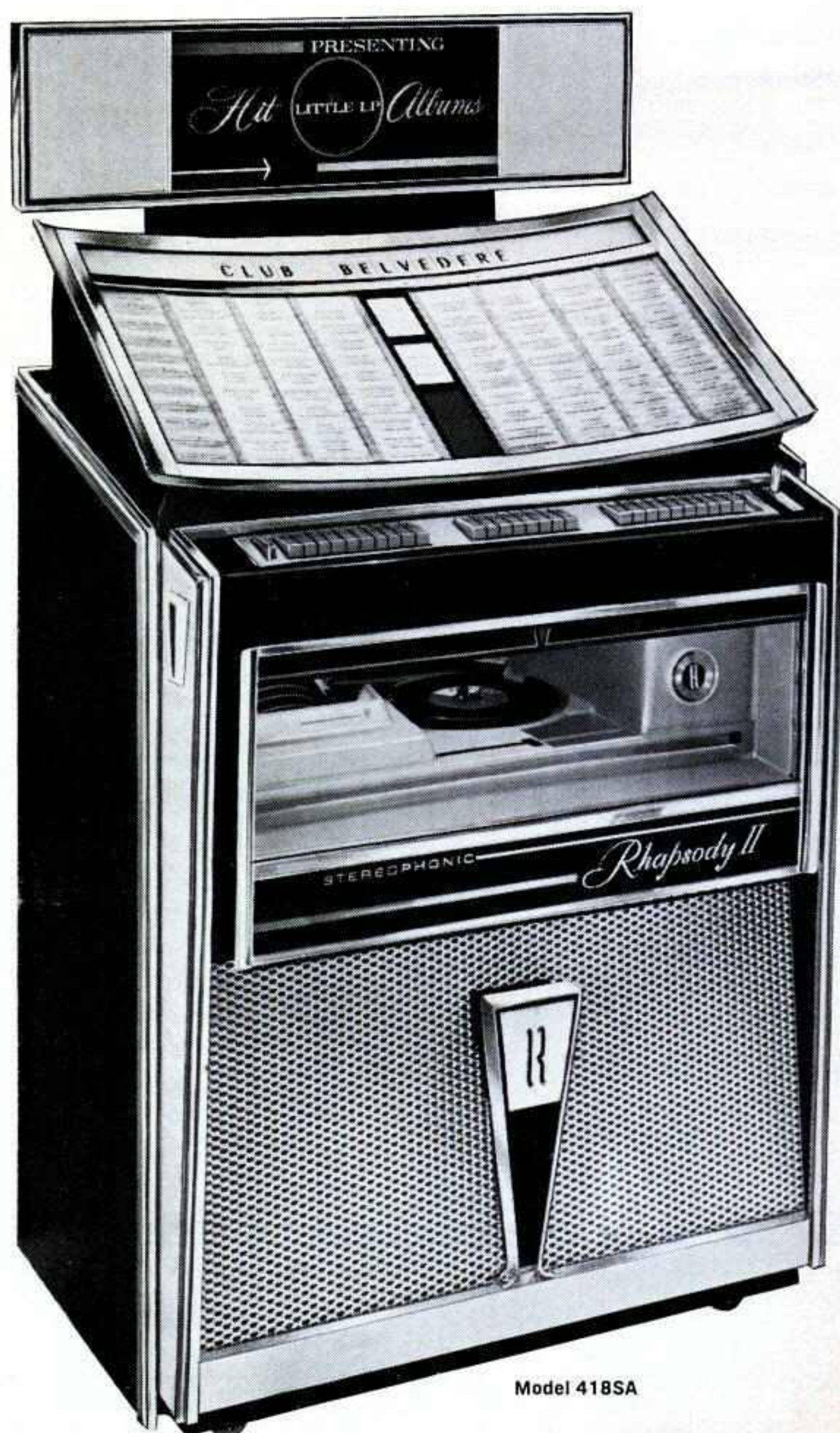
NEW RHAPSODY II
160 play de luxe Stereo
Monaural Phonograph
NOW WITH 7" LP FEATURE!

Now, with the new Rhapsody II, you can meet the demands of *any* location going . . . whether it be "hoe-down," "jazz" . . . or the latest Broadway hits! The New 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 sizes. You can feature all LP, 33 $\frac{1}{3}$, 45 RPM . . . or, mix them in any sequence, any bank of records with the exclusive Rock-Ola Mech-O-Matic changer that has no wires, no switches . . . it's all mechanical!

Indeed, here is product versatility . . . progress where it *really counts!* And here is magnificent sound that has never been equalled by any other coin-operated phonograph. Only Rock-Ola's full dimensional sound system can be easily adapted to a small cafe or a concert hall . . . can make even monaural records seem so near to stereo even an "educated" ear can't tell the difference, for sure.

Crowning them all is the stunning Rhapsody II cabinet design. Sleek and superbly crafted, compact in line and contour . . . a remarkably eye-arresting relationship between line, form and brilliant illumination . . . remarkably durable, too, now with a new "Conolite" plastic laminate finish which resists mars and stains, keeps an enduring glossy shine.

Rock-Ola also offers the distinctive new 100 play Capri II de luxe stereo monaural phonograph. Equally remarkable as the Rhapsody II, in both beauty and dependability, the Capri is the perfect high profit phonograph for smaller locations. It offers full dimensional stereo sound as an optional feature.



Model 418SA

progress where it counts!

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Advanced Design
CARAVELLE Cigarette Vendor**

Now, Rock-Ola brings to the operator and to the vending industry an entirely new and advanced design in cigarette vending . . . a multitude of new and improved features that assure lower operating costs . . . faster, easier servicing . . . higher profits!

Here is new servicing ease that tops anything you've ever seen before! Every single component is entirely unitized . . . which means *every single component* can be quickly and easily slipped out, in a matter of only seconds, completely without use of tools! Even the control center is a self-contained, all-in-one unit that needs only to be unplugged if it should ever need service or repair.

Loading is faster and easier, too. In fact, throughout the entire unit, Rock-Ola's world famous tradition of engineering excellence prevails . . . assuring operators of highest versatility, years longer dependability!

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MUSIC MACHINE PROGRAMMING

MOSS Panel Begins Selecting



MARTY KLEIN



LOU CHOATE



BRYON WAGGONER



VIVIAN SWEET



JOHN TRUCANO



FRED SIPIORA

NEW YORK — The six-man panel selected to determine Music Operator Stereo Services releases this week swung into action. The panel is making selections for the next MOSS five-pack, to be distributed to music machine operators through juke box distributors and one-stops. Selections are chosen from top-selling stereo LP's, with two sides from each LP released as

a 33 stereo single. Each five-pack comes with five title strips and a four-color album reproduction for each record. Operators on the panel are Vivian Sweet, Modern Specialty Company, Madison, Wis., and John Trucano, Black Hills Novelty Company, Deadwood, S.D. One-stop representatives are Lou Choate, Seattle One-Stop, Seattle, and Fred Sipora, Singer One-Stop, Chicago.

Byron R. Waggoner, United Distributors, represents the distributors. Marty Klein, MOSS merchandising manager, represents Billboard. The first MOSS five-pack selected by the panel is due for release shortly.

Gotham Ops Using Trade-In Program

NEW YORK — Local music machine operators have traded in more than 500 Little LP's during the first month of Atlantic-New York's trade-in allowance program, according to Murray Kaye, sales manager for the Seeburg distributorship. The program works like this: An operator buying a Little LP listing for \$1.50 gets a credit of 50 cents if he turns in a used Little LP. Atlantic-New York sells the trade-ins to operators for 60 cents, the 10-cent margin covering the handling costs. Kaye said that about 350 of the trade-ins have been sold for 60 cents each. He explained that as the 33 stereo material released by See-

burg is virtually all standard product, many operators are reluctant to part with the records even after they have pulled from a location. Local operators feel that the records can be put on a new location, and with the proper display material, pull as well as they did on the original location. Kaye added that several operators have built up Little LP libraries and have begun a record rotation system.

Hards to Head B'kground Music Seeburg Program

CHICAGO—Joseph F. Hards this week was named to head the Seeburg background music program. He will be vice-president of the Seeburg Music Library. Hards has a wide background in functional music programming, serving with Muzak as program director for six years. During World War II, he was with the Armed Forces Radio Service. When London Records was in the background music rental library business, Hards served with that firm. Before joining Seeburg, he had been program director for Magne-Tronics. Hards introduced the first recorded magnetic tape library and was one of the founders of the Magnetic Recording Industry Association.

Bob Sagliani Named Special Wurlitzer Rep



BOB SAGLIANI

NORTH TONAWANDA, N. Y.—Bob Sagliani, veteran distributor sales representative, has been named special representative by the Wurlitzer Company. According to Bob Bear, Wurlitzer sales manager, Sagliani will work closely with operators and location owners in an attempt to increase collections. For the last 10 years, he has covered New York State for two automatic phonograph distributors. Sagliani will work out of the factory, visiting locations with operators and checking the installations and programming. As a youngster, Sagliani fought under the name of Bob Higgins and is still referred to by that name occasionally. During World War II, he served with the U. S. Marines.

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.

SURFER GIRL BEACH BOYS, CAPITOL 5009
LITTLE DEUCE COUPE
MEAN WOMAN BLUES ROY ORBISON, MONUMENT 824
BLUE BAYOU
THAT SUNDAY, THAT SUMMER NAT KING COLE, CAPITOL 5027
MR. WISHING WELL
THE GRASS IS GREENER BRENDA LEE, DECCA 31539
SWEET IMPOSSIBLE YOU
SURFER JOE SURFARIS, DOT 16479
WIPE OUT
FIRST DAY BACK AT SCHOOL PAUL & PAULA, PHILIPS 40142
A PERFECT PAIR
NEW MEXICAN ROSE 4 SEASONS, VEE JAY 562
THAT'S THE WAY IT GOES
FIESTA LAWRENCE WELK, DOT 16526
BLUE VELVET
COME BACK JOHNNY MATHIS, MERCURY 72184
YOUR TEEN-AGE DREAMS

Recent STEREO RELEASES for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

- LOUIS ARMSTRONG—Satchmo's Golden Favorites Decca
- ENOCH LIGHT—The Roaring 20's Grand Award

Pop Instrumental

- BOB HAGGART—Big Noise From Winnetka Command
- BILL BLACK'S COMBO—Bill Black's Greatest Hits HI
- LAWRENCE WELK—Waltz Time Dot

Jazz/Rhythm & Blues

- LOU RAWLS—Black and Blue Capitol
- MONGO SANTAMARIA—Go, Mongo Riverside

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.

SILVER SPOTLIGHT SERIES

Designed Exclusively for **JUKE BOX PROGRAMMING**

UNITED ARTISTS RECORDS

ROYAL Becomes WURLITZER Distributor in CINCINNATI and COLUMBUS

Operators Invited to Cincinnati Open House **SAT. and SUN., OCT. 5 and 6**



Royal Distributing Company's new headquarters in Cincinnati at 1210 Glendale-Milford Road.

Royal's Cincinnati Sales Manager Clint Shockey, and Manager Harold Hoffman (seated) discuss the features of a Wurlitzer 2700.



Since 1946 a leading distributor in Ohio for music, games and vending machines, Royal Distributing of Cincinnati and Columbus now represents Wurlitzer in the sales and service of phonographs and remote equipment through both offices.

The complete Wurlitzer line is on display in their showrooms. Royal's exceptionally efficient service departments handle a full stock of Wurlitzer parts. Manager Harold Hoffman continues the "Royal" policy of fair and equitable prices with top value paid on all trade-ins.

All music operators in the area are invited to visit the Cincinnati office for the Open House and to stop in at the Columbus office, 1112 North High Street and talk with Paul Hott and Dick Gilger concerning their automatic music requirements.

WURLITZER 2700

Offers the most in money-making features

"The song
we're playing..."



 **ROWE AC SERVICES**
18 South Michigan Avenue, Chicago, 3, Illinois

EUROPEAN NEWS BRIEFS

Seek Lower Royalties

ZURICH — The Swiss trade association, l'Association de la Branche des Automatics (ASA), will negotiate with the Swiss performing rights society, La Suissa, for a further reduction in the performing rights royalty paid by phonograph operators.

ASA obtained a 10 per cent reduction, effective last January 1, but operators claim rising costs justify a further reduction. Over-all rates vary from canton to canton, but total tax, including the La Suissa royalty, amounts to \$87.50 per machine in a typical canton. In addition, income tax must be paid.

ASA is warning the Swiss performing rights society that unless it co-operates with operators in preserving trade solvency, it runs the risk of killing the goose laying the golden royalty eggs.

Belgian P-R Effort

BRUSSELS — Belgian operators are counterattacking claims that coin machines, primarily games, are "unwholesome" recreation for youth.

Anti-coin machine propaganda accuses the trade of fostering "loafing" and "instilling the gambling instinct" in Belgian youth. The trade, after conducting a survey on how such propaganda is answered in other countries,

has decided that attack and counterattack is the best defense.

Accordingly, Belgian operators are pressing for information and publicity contrasting the wholesome aspects of coin gamesmanship with the so-called "adult movies" featuring horror and violence and street-corner loitering.

Moreover, some operators are installing games in youth clubs as a public service, the games being placed without cost.

Traffic Safety Boon

BINGEN, W. Germany — Loewen-Automaten's "reaction tester," a coin-operated device testing sight and hearing reflexes, is being acclaimed as a valuable contribution to traffic safety.

The testing device flashes a traffic signal and rings a bell. The subject reacts to light and bell by pressing a lever simulating a car brake. An electronic measuring device registers the speed of reaction.

The reaction tester permits every driver to measure accurately his reaction time and thereby to regulate better his driving habits. The test game is especially designed for driving schools, roadside refreshment stands, gasoline stations, and driver license testing stations.

Juke Box Advertising

ROME—Italian operators are scheduling tests for juke box advertising.

Several systems are to be tested. The tests here parallel similar preparations in the United Kingdom, where J. B. Marketing, Ltd., introduced an advertising injection device to British juke box operators and advertising agents.

The British system, which has attracted wide attention in Italy, is called "Injectomatic," and is a magnetic tape playback machine. The Injectomatic automatically feeds seven-second commercials into the nine-second gap between juke box plays.

French Op Survey

PARIS—A French trade survey shows that the average French operator's age is between 40 and 50, has three children, and has been married—to the same wife—for 15 years or longer.

There are 1,200 operators, and the survey summary concludes, on the basis of the sampling, that they constitute "perhaps the happiest single trade group in our country."

The survey suggests, according to the summary, that coin machine operating promotes togetherness, at least in the case of French families. "This is because the entire family usually is actively concerned in operating the business," the survey says.

"Father manages the business. Mama does the bookkeeping and answers the telephone, and the children, as they grow up, handle service calls or, in the case of girls, help with office work and music programming."

Danube Listening Post

VIENNA—This is the city of the Blue Danube and Strauss waltzes. It is also a mecca at the moment for managers of resorts of Communist countries catering to Western tourists.

The Red hoteliers and tourist entrepreneurs are not coming here, however, to hear Strauss waltzes — but to hear phonographs. A dozen Communist block tourist officials were in town recently to line up phono-

(Continued on page 50)

Williams Unit Features New Playfield Lock



BIG DADDY

CHICAGO — Williams' new Big Daddy pinball game features a new "easy-servicing" latchlock playfield and a fool-proof coin switch.

Drop targets score 100 points or extra games when lanes one to 10 are made. All 10 roll-over lanes score 50 points when lit. A pair of eject pockets raise the drop targets and score 50 points. Two top bumpers score 10 points and 100 points when lit.

A roll-over button raises the drop target and scores 50 points. Additional action is provided by four jet bumpers, two rebound kickers and the usual pair of flippers. Another roll-over button lights two jet bumpers for 10 point scores.

Other Big Daddy features include Plastikote finish on playfield, locked coin box, sub rejectors, and twin chutes are optional. Shipments on the game began last week.



NEWEST ADDITION to Valley's pool table line is the deluxe six-pocket Model 975, to be shown to operators at the Music Operators of America convention September 4-6 in Chicago's Morrison Hotel. The table measures 53 by 93 inches, has wider rails covered with plastic laminate, deeper apron, tapered sides, heavier leg adjuster with a six-inch base and several internal changes. Shipments will begin the week of the showing.

COINMEN IN THE NEWS

New York News Briefs

Jack Shawcross, Rex-Bilotta, who attended the combined New York Operators' associations outing at the Neve Country Club in the Catskill Mountains, visited the neighboring Concord Hotel to catch part of the New York State Association of Tobacco Distributors show. . . . **Herb Weber** and **Tom Buzze** were on hand representing Rex-Bilotta, which donated a Du Grenier cigaret machine as one of the door prizes. Sheldon Sales' **John Cooper** was also in attendance at the tobacco show, and, along with Rowe-AMI, sponsored a drawing for a new Riviera cigaret vender.

Arnold Kaye, Irving Kaye Company, back from two weeks' active reserve duty with the Army, returns to mufti and his duties as production manager for his dad's firm.

Irving Holzman, United East Coast Corporation, and his wife **Ruth** celebrated their 25th wedding anniversary this month.

Mike Mulqueen of M&M Amusement Company, in addition to his duties on the New York Operators' Outing Committee, spent a busy weekend getting sons **Rickey** and **Brian** back to school. Rick is attending Fordham University and Brian is at Manhattan College.

Nick Melone, American Shuffleboard, is back at his desk following his gall bladder operation. He advises that American is currently preparing four foot by eight foot pool tables for shipment within the next few weeks. **Sol Lipkin**, just off the road for the firm, is heading back out this week.

Larry Galano, International Mutoscope, is preparing a new line of equipment to be shown at the Parts Show in Chicago next month. . . . **Larry Meyers** is new advertising sales manager for National Sound Studios in Long Island City, background music manufacturer.

DENIS HYLAND

Pennsylvania Patter

Morris Jacobs, veteran coin machine parts man has joined Active Amusement Machines as head of the firm's parts department. Jacobs, who has 17 years' experience in the coin machine parts field, formerly headed his own organization.

Max Rosen, David Rosen, Inc., was honored on his 67th birthday last week with a party at the Rosen offices. . . . **David Rosen** hosted a cocktail party for **Jimmy Durante** on October 1 at the CR Club in Philadelphia for members of the press, disk jockeys and other dignitaries. Dave, incidentally,

is placing the German Dial-A-Food vender on location, and has one already out.

Bill Witsen, Scott Crosse, will soon leave for a business tour of England, Italy and Germany. Pop, **Abe Witsen**, will also head across the seas on a business tour of France, Belgium, Holland and Greece. They will meet in London.

Mickey Anderson, Erie, Pa., is now distributing the Tape-Athon background music line in Western Pennsylvania.

Florida News

Sol Tabb, president of Mar-Tab Vending, has formed his own export division aimed at covering markets in Central and South America and the Caribbean area. Sol is also making plans to purchase several new routes throughout Florida.

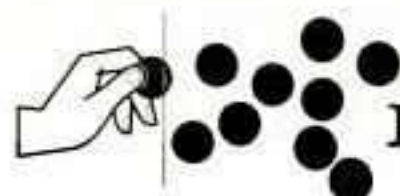
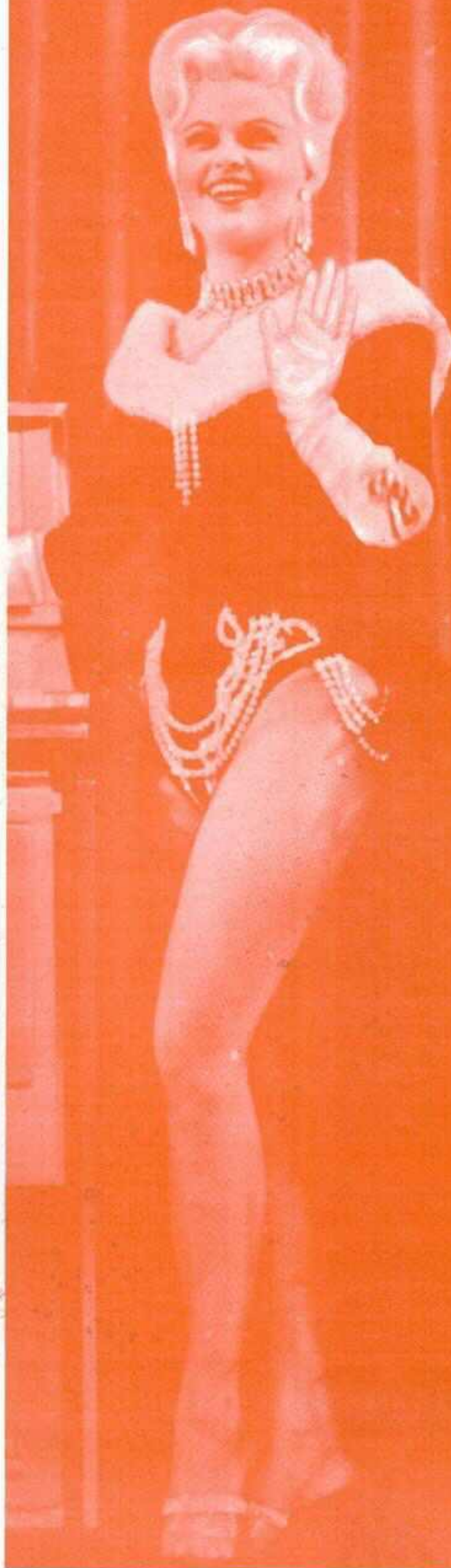
Veteran operators, **Robert Schwartz**, B&B Vending, Hollywood, and **Al Cassoria**, Al's Music, Inc., have joined forces in a new export venture. The new firm will be known as A & B Exporters and will be headquartered in Miami.

Los Angeles Notes

Chuck Klein and **Ed Wilkes** of R. F. Jones Company, Los Angeles branch, will attend the Rowe-AMI general sales meeting in Chicago. Wilkes will spend a few days in his native Galesburg, Ill., prior to the sessions. While they are away, **Don Edwards** and **Jack Leonard** will keep store. . . . **Bill Gray** of R. F. Jones vending sales department is back in town from a business trip to Arizona and Nevada. . . . **Sal Campagna** of Fontana (Calif.) Music Company was in town for supplies.

Bert Baughman, music and games operator from Covina, made Coin Row for equipment, parts and supplies for the expansion of his route. . . . **Al** and **Mary Lou Pogatchnik** of Cardinal Music, were in city from Delano. . . . **Dorothy Leonard**, wife of R. F. Jones' **Jack Leonard**, is home from the hospital following minor surgery. . . . **Ralph Cragan**, head of the Seattle R. F. Jones Company, recently snagged a large vending order. . . . **Jack Simon**, head of Simon Distributing Company and a vice-president of Associated Coin Amusements, is back from a business trip to the Bay Area. Simon Distributing is expanding and reorganizing its parts department under the direction of **George Muraoka**. . . . **Larry Leinert** of Leinert Music and **Hugh McIlheny** visited the Amco Music and Vending branch on Pico. **SAM ABBOTT**

is music to
make money by"



ROWE AC SERVICES

18 South Michigan Avenue, Chicago 3, Illinois

BULK VENDING

Teen-Agers Could Fill the Bill As Part-Time Bulk Operators

Ray Greiner, Northwestern Corporation sales manager and a veteran of the bulk industry, thinks we may be missing a good bet by not attracting teen-agers into the business. Greiner thinks the teen-agers could start by being good part-time operators, and eventually become good full-time businessmen. Here's a thought-provoking discussion of the subject, which first appeared in Greiner's own *The Northwesterner*, a company publication—Ed.

By RAY GREINER
The Northwestern Corporation

Why wouldn't teen-agers make excellent bulk vending machine operators? Could a part-time job like this be the answer for that restless youngster who wants to get started on his own but is still in school?

Bulk vending on a part-time basis is possible and it can be very profitable to the teen-ager in many ways. Not only will he be making money, but he will also gain a sense of responsibility, learn to meet and work with new people, and learn to budget both his time and his money.

This is also a very good way to give a boy practical business

experience early in life. (We have been speaking of boys, but there is no reason why girls could not do equally well.)

Night Work

The operation of a small route of venders will fit well into a teen-ager's schedule. At many locations such as drugstores, service stations, bowling alleys, and skating rinks, servicing work could be done at night. Other locations could be serviced after school or on Saturday.

If he starts out with Northwestern machines, such as the Model 60's and 49's and the Tab and Package Gum venders, his servicing time will be cut to a minimum. Quick-Change drums for the Tab and Package Gum venders and CarriCaps for the 60's and the 49's will help to make his job faster and easier.

As his operating methods become more efficient he will be able to expand his route. The Northwestern distributor in his area will be more than willing to help him establish his route and give him good, sound advice about its management.

Finding Locations

His first problem in beginning his route will be finding locations for his machines. Many adult operators have found it practical in establishing new locations, to leave a machine wherever an owner is willing, instead of first studying the potential of the area in advance.

This way he can study the location while he is also getting some return on his investment.

If the location does not prove profitable, the operator will have to experiment with different locations and types of merchandise until he finds the combination which will bring him the greatest profit. Teen-agers are natural experimenters and this will help them greatly while they are trying to establish locations.

Machine Placement

The young operator will need to train himself to spot the best and most convenient location in a store quickly. Then, when he discusses placing a machine with the store owner, he will be ready with a suggestion of where to place it.

The operator may save himself many difficulties if he does the placing of the machine himself, rather than allowing the store owner to do it.

Most teen-agers are notoriously long-winded and very good salesmen. This will be a great asset to them as bulk vending operators. The operator must develop a sales talk flexible enough to apply to all potential location owners.

He must stress profits, satisfaction, and service to the cus-

tomers, but, above all, he must convince the store owner that placing the machine in the store will benefit the owner in some way.

Commissions

Instead of just telling the store owner that his commission will be a certain percentage of the machine's profits, it is much better to show him, by an actual example what this commission can do for him. It might possibly be an amount that would pay his telephone bill. A comparatively small commission might not sound like much in dollars and cents, but when stated as part or full payment of one of the store owner's bills, it sounds much larger.

A good operator must also learn to meet his customers pleasantly and with a business-like manner. His machines must be spotless and filled with fresh, high quality merchandise. He must learn to keep good records of his business and apply himself earnestly to his work.

When all the qualifications of a vending machine operator are considered, it would seem that teen-agers could adapt well to this kind of work. Stop buying that 3-cent-a-glass lemonade!!! Sell the neighborhood kids some Northwestern machines and start them on a profitable and rewarding part-time job.

P-M PROFIT MAKER

25c or 50c SANITARY VENDORS

Complete line of Sanitary Machines and supplies. Flat packs, vials, matching coins.

BULK VENDORS
Ball gum, nuts, combs, capsules, charms, etc. Send for free literature:

PEN-MAR DISTRIBUTING
Box 1142, Hagerstown, Md.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c. \$14.50
N.W. Deluxe, 1c or 5c Comb. 12.00
N.W. 10-Col. 1c Tab Gum Mach. 18.00
N.W. Model #33, 1c Porc. Converter for 100 ct. B.G. 6.50
ABT Guns 30.00
Mills 1c Tab Gum 12.00
Acorn 8 lb. Globe 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red .77
Pistachio Nuts, Jumbo Queen, White .70
Pistachio Nuts, Large Tulip .75
Pistachio Nuts, Vendor's Mix .68
Pistachio Nuts, Sheik, Red .58
Cashew, Whole .66
Cashew, Butts .63
Peanuts, Jumbo .45
Spanish .32
Fixed Nuts .57
Baby Chicks .35
Rainbow Peanuts .32
Bridge Mix .34
Boston Baked Beans .32
Jelly Beans .32
Licorice Gems .32
M & M, 500 ct. .47
Hershey-ets .47

Rain-Blo Gum, 72 ct. .32
Mail-ette, 100 ct., per 100 .35
Rain-Blo Ball Gum, 140 ct. .32
170 ct., 210 ct. .32
Rain-Blo Ball Gum, 100 ct. .34
300 lb. minimum prepaid on all Rain-Blo Ball Gum

Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct. .45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

VICTOR SCRIPTO PEN VENDORAMA



Write for Beautiful Illustrated Circular and Prices.
Stamp Folders, Lowest Prices, Write

NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL
446 W. 36th St. New York 18, N.Y.
Telephone 4-6467

Northwestern MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



Northwestern CORPORATION
21031 Armstrong St. Morris, Ill.
Phone: Whiting 2-1300

MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

CHIMPS & MONKS

Capsuled 35-M

Loose 26-M

NEW CAPSULE ITEMS

OAK SALES CO.
2033 Fifth Ave. Pittsburgh 19, Pa. Tel.: AT 1-6478

OAK SALES OF FLORIDA
1121 71st St. Miami Beach 41, Fla. Tel.: UN 5-9545
Phone • Wire • Write

APE

Capsuled 38-M

Loose 29-M

DISTRIBS GET ROWE PREVIEW

CHICAGO—Rowe AC Services distributors from around the country will meet here Thursday (3) for a preview of the firm's new line to be unveiled to operators later this month. Full details of the machines will be available in next week's Billboard. Individual distributors will unveil the machines to operators between October 5-14.

J. SCHOENBACH
Distributor For
Oak Manufacturing Co., Inc.
715 LINCOLN PLACE, BROOKLYN 16, N. Y.
President 7-7900
PHONE OR WRITE FOR PRICES

SAVE OVER 50% ON EXHIBIT'S

Vacuomatic CARD VENDOR

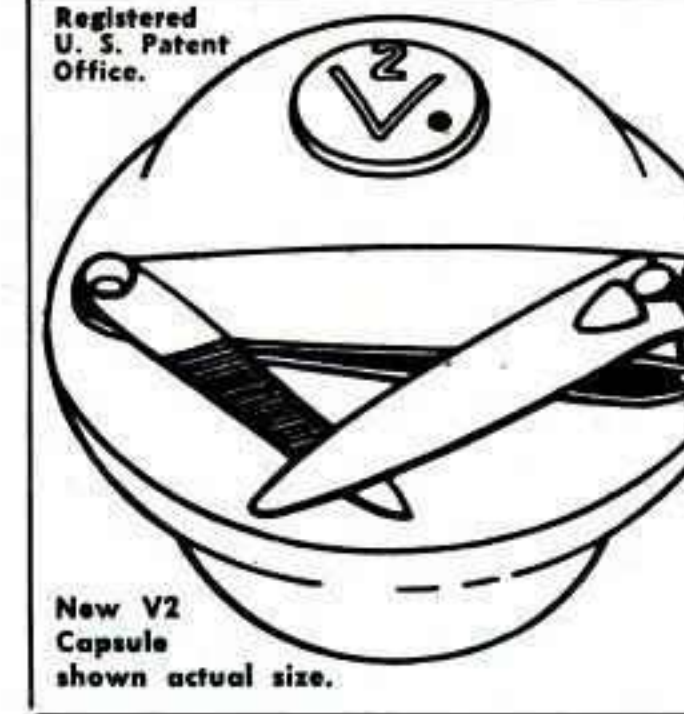
Vend's Postcard Size Trading Cards
Like New... Excellent Working Condition
While They Last!

ONLY \$29.95

F.O.B. CHICAGO
SPECIAL LARGE QUANTITY DISCOUNTS FOR DISTRIBUTORS.
10" Wide Cash with order.
11 1/2" Deep Open account to
23 1/2" High rated firms.

FREE Twinstand shipped free with every order of 2 vendors.

STORE VENDING ENTERPRISES, INC.
5517 N. Lincoln Avenue
Chicago 25, Ill.
Phone: Longbeach 1-1847



OPERATORS REPORT FABULOUS EARNINGS FOR VENDORAMA® V2 25c & 50c Capsule Vendor

HOLDS 200 V2 CAPSULES

Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 capsule.

VICTOR VENDING CORP.
5711 W. Grand Ave. Chicago 39, Ill.

Buy OAK for your PROFIT LINE!

ACORN HOT NUT VENDOR

THE OAK TREE—6

Will Take All Size Acorn Machines
No Need to Disassemble Upper Row of Machines to Service Bottom Machines
Stand Takes Up Only 1 1/4 Square Feet of Floor Space
Cast Iron Base Weighs 30 Pounds
Base Measures 13x16 Inches
Overall Height of Stand Including Machines is 50 Inches
Wheels Mounted on Rear of Base for Easy Moving
Stand Can Be Assembled and Ready for Use Within 5 Minutes
Assembly Instructions Packed in Each Carton
Shipping Weight 45 Pounds

Fail Safe Mechanism
Coin Control Interchangeable
1c, 5c, 10c, & 25c Or Foreign Coins
One Year Unconditional Guarantee
Easy Portion Adjustment
All Materials Approved By Health Authorities

\$20.95 F.O.B. Factory

Time payments available on OAK machines to all distributors

oak MANUFACTURING CO., INC. 11411 Knightsbridge Ave., Culver City, Calif.
Write for the name of your nearest OAK distributor



SCRIPTO PEN VENDORAMA
 Write for Beautiful Illustrated Circular and Prices.
 Member National Vending Machine Distributors, Inc.
H. B. HUTCHINSON, JR.
 1784 N. Decatur Rd., N.E., Atlanta 7, Ga.
 Phone: DRake 7-4300



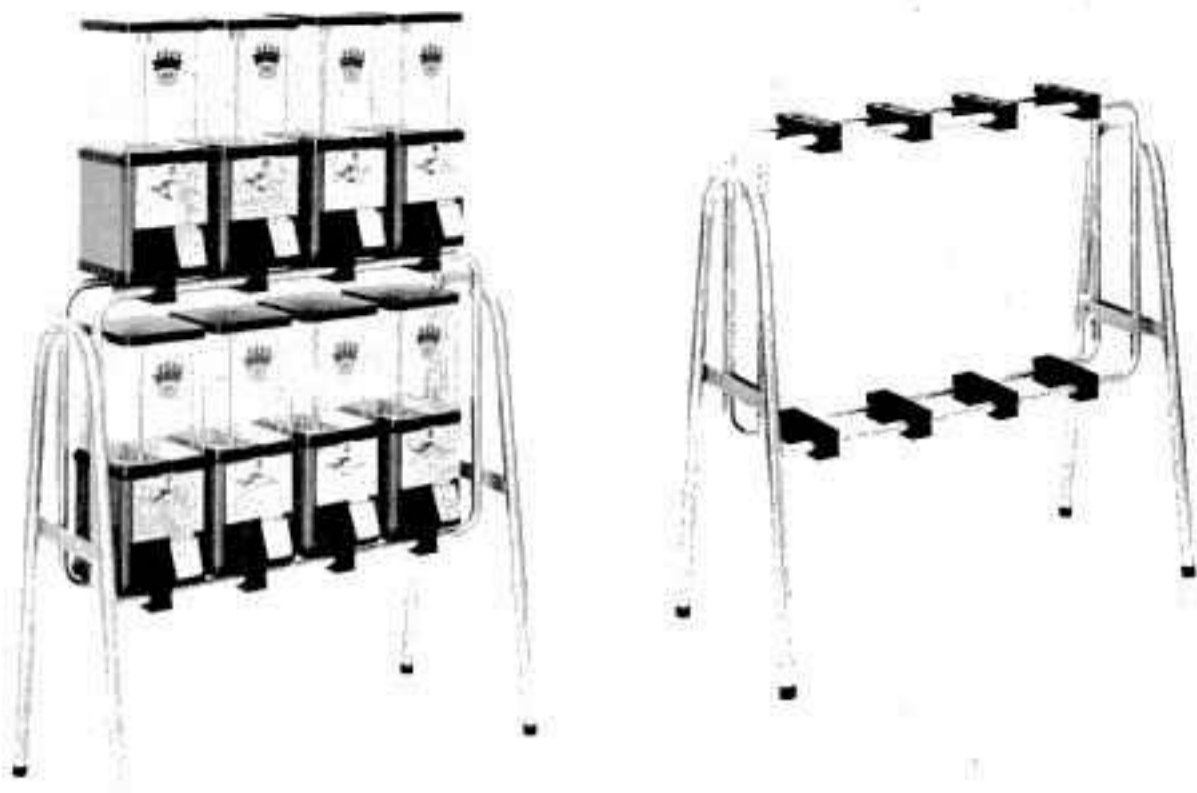
RINGS RINGS
2 for 10¢
 Machines Empty Faster With These Beauties in 'Em
 Here's value that pleases all mothers will please you, too.
 Widest variety — over 60 different rings. All stoned. Unlimited combinations.
ONLY \$38.00 per M Capsuled
 Labels available.
PAUL A. PRICE CO., INC.
 5 Skillman Street * Roslyn, N. Y.
 Phone: 516 MA 1-5500

SPECIAL!
FOR \$22.50
 We Will Give You
ONE NEW
5c or 10c
ACORN
CAPSULE
MACHINE
WITH 300
CAPSULES
 Rush 1/3 With Order, Bal. C.O.D.
MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

J. SCHOENBACH
 Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.
 715 Lincoln Place, BROOKLYN 16, N. Y.
 President 2-2900

when answering ads . . .
 Say You Saw It in
Billboard

Harby Ships Stands For Bulk Machines



VAN NUYS, Calif. — An eight-machine stand for top-locking bulk vendors is now being shipped by Harby Industries, Harold Probasco, head of the manufacturing firm, said here.

The stand, Probasco, a veteran designer, said, occupies floor space only 15 inches by 34 inches. The lower shelf can be easily released to swing forward for service without disturbing the top one.

The stand ends are made of inch steel tubing with the hoops 3/4-inch steel tubing. Each weighs 20 pounds and is cadmium-plated clear iridite. They are shipped two to a box. Price is available upon request to the factory at 14753 Arminta Street.

The firm also manufactures the King Koin bulk vendors.

Preston Coombs Is Head of Coast Ops

LOS ANGELES — Preston Coombs, head of one of the largest bulk operations in the area, was unanimously elected president of Western Vending Machine Operators Association at the regular monthly dinner-meeting at the Blarney Castle here Tuesday night (24). He succeeds Phil Sreden.

The meeting was conducted by the association's counsel and executive secretary, Eugene

Zola. Reports of increase in licenses were heard with Zola announcing that he would check on the one that Seal Beach has set the figure of \$2 for penny machines and \$10 for nickel units. It was also reported that Culver City has set its nickel license at \$4. Zola will check on these and report at the next meeting on October 29.

Registration cards for the National Automatic Merchandising Association Western Conference and Exhibit to be held at the Ambassador Hotel October 18, 19 and 20 were distributed. Several of the cards were completed and mailed to the conference office in Pasadena.

Joe Arguelles, who underwent surgery in Santa Barbara some months ago, was welcomed to the meeting.

The association voted to hold its future meetings at the Blarney Castle on Western Avenue near Wilshire. Meetings are held the last Tuesday of each month except in August and December.

Acorn Headquarters
 Featuring "OAK TREE" TRADE-INS
 New and Used
1c-5c-10c
 Full Line of Bulk Merchandise. New Machines for Better Sales.
MARK DISTRIBUTING CORP.
 350 Mulberry Street Newark, N. J.
 201 MA 2-4878

ATTENTION, BULK VENDING OPERATORS
IN MARYLAND • DISTRICT OF COLUMBIA • VIRGINIA
 See us now for the fabulous new acorn trade-in deal. New Acorns mean new business. Complete line of parts—services—gum—charms.
CALVIN SALES CO.
 Exclusive distributors for the finest in bulk vending
 625 West North Ave. Baltimore, Md.

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 CO.
 520 Second Avenue, North Birmingham, Alabama
 Phone: FAirfax 4-7526

Guggenheim's Big Series Out

JAMAICA, N. Y.—A new series of charms called the Big Series is being introduced by Karl Guggenheim, Inc., this week. Consisting of 24 items, including miniature of cigaret lighters, arrow heads, bulbs, purses, boxing gloves, etc., the Big Series comes packed 1,000 to a bag.

Items are available in either a plastic or plated finish. According to Bob Guggenheim, each charm may be used as a feature item in a machine, or may be vended with a ball of gum.

Nat'l Rejectors Names Lewars

CHICAGO—Thomas B. Lewars Jr. has been named sales and service manager for National Rejectors, Inc., New York headquarters. He'll cover an area including Maine, Vermont, New Hampshire, Massachusetts, Rhode Island, Connecticut, New York, New Jersey and Pennsylvania.

He has been an NRI representative in the area for the past seven years. NRI is considered the largest producer of money validating and handling equipment for the vending industry.

Mrs. Ludi Returns

DENVER — Back at Mountain Distributors, Rock-Ola distributorship here, is Mrs. Vivian Ludi, after an absence of more than five years. She presides over Pete Geritz's one-stop record department.

ARIZ. WOMAN ON HER OWN

YUMA, Ariz. — Mrs. Don Hammer has continued to operate her husband's extensive juke box and amusement machine routes since his death in an automobile accident some months ago. Mrs. Hammer, whose participation in the past had been limited to bookkeeping and office work, is doing the entire job of servicing, collecting, programming and even moving heavy equipment in the mid-eastern Colorado area. Among other things, she has boned up on electronics sufficiently to handle much of the repair load herself. Difficult problems are met by shipping the equipment into Denver, where it is serviced by distributors.

BIG SAVINGS ON BALL AND VENDING GUMS
 SAME FINE FLAVORS, COATINGS
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

New ACORN 200 Capsule Vendor
5c, 10c or 25c Vend—11-Lb. Globe
 This new Capsule vendor has the industry talking. Will pay for itself on one loading. Will accurately vend capsules filled with lighters and other select jewelry items.
 We have largest variety of 5c, 10c and 25c capsule items in stock. New items are always coming in. Send for list #609 of these fast-moving items.
 Write for complete catalog of new and reconditioned machines.
RAKE COIN MACHINE EXCHANGE
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Exclusive Vending Headquarters for VICTOR
THE MOST COMPLETE and FINEST LINE of BULK VENDORS
← VENDORAMA
 The New VICTOR VENDORAMA vends large and small capsules... large and small ball gum at 1c, 5c, 10c and 25c play. Large Stock of Vendors—Parts and Merchandise. Write for Prices.
Member National Vending Machine Distributors, Inc.
PARKWAY MACHINE CORP.
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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.
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World's Largest Selection of Miniature Charms

NATIONAL IS DEALING TRUMPS TO OPERATORS IN N. ILLINOIS, INDIANA AND IOWA . . . GOTTLIEB'S NEW Single Player CARD GAME

♥ SWEET HEARTS ♥

ORDER TODAY!

WANT TO BUY—

OLYMPIC — PREVIEW — FASHION SHOW — SUNSET — ALOHA — LANCERS — FOTO FINISH — FLYING CIRCUS — LIBERTY BELLE — BIG CASINO — OKLAHOMA — SHOW BOAT — TROPIC ISLE — COVER GIRL — GAUCHO — RACK-A-BALL

Highest Prices Paid!

WEEKLY SPECIAL! Completely Reconditioned Bally LUCKY, SA. . . . \$165

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1411-13 Diversey, Chicago 14, Ill. BUCKINGHAM 1-8211

Buy Nashville Seeburg Distrib

MEMPHIS — George Sammons and D. V. Pennington, partners in Sammons-Pennington Company, Seeburg distributor, last week bought the Seeburg distributorship at Nashville, making them one of the largest, if not the largest, distributors in the South.

Sammons-Pennington bought out Tenn-Tucky Services, Inc. The owners were Fred Smith, Ron Thomas and R. L. Haley.

George Sammons, who handled negotiations for Sammons-Pennington as president of his company, remains president of the combined operation. Pennington, his partner, is head of the service department.

Sale price was not disclosed. The company will remain at the Nashville location where Tenn-Tucky operated, 313 Seventh Avenue S.

Territory

The sale involved equipment, parts, fixed assets and accounts receivable. The territory involved includes middle and east Tennessee, five counties in Kentucky and five in Alabama.

Sammons-Pennington will now cover all of Tennessee, all of Arkansas, north Mississippi and

a small part of Kentucky and Alabama.

Sammons said the six employees of Tenn-Tucky at Nashville will be retained.

Move to Memphis

Of the three former owners, Fred Smith joins Sammons-Pennington as sales manager of the vending division for the entire territory. He will move to Memphis and headquarter there, traveling the territory.

Thomas will remain with Sammons-Pennington as branch manager of the Nashville office. Haley has purchased a vending route at Elkton, Ky.

Sammons, who started in the business as an office boy for the S. H. Lynch Company at Memphis in 1936, then the Seeburg distributor, has at 42 become a major figure in the industry.

Sammons did the office boy chores after school. In '40 he got a full time job as a route man. In 1946 he became branch manager and in 1951 he and Pennington bought out the Lynch company and became Sammons-Pennington.

Sammons was the key man in the industry move 10 years ago which resulted in bringing dime play to Memphis and Arkansas. It took a few years to completely cover Arkansas, but he had the lead role in it.

Sammons said he would commute a good bit between Memphis and Nashville, 225 miles. He said until he gets the Nashville operation going smoothly he will spend about one third of his time there. After that he expects to spend about a fourth of his time there, he said.

Juke Box Tax Spurs Forming Of Ill. Op Group

CHICAGO—The initial meeting of the new Illinois juke box operator association has been moved up to Friday (4) at the Morrison Hotel here. The group was originally slated to hold its organizational meeting later in the month.

A recently passed \$10 State juke box tax has served as an impetus for what will be the State's first active operator association. A handful of operators met during the recent Music Operators of American convention here to plan the session.

Joe Klein, First Coin Machine Exchange, is conducting a mailing to some 500 juke box operators in the State. Organization plans are being directed by Larry Cooper, Western Automatic Music here.

OPERATE UNITED Shuffle Alleys and Bowling Alleys WELCOME EVERYWHERE UNITED MANUFACTURING CO. 3401 N. California Ave. Chicago 18, Ill.

WANT TO BUY

- 20 Seeburg VL 200, 10 KD-200, 10 220
- 5 Wurlitzer 2104
- 10 United Music 100B and 100C
- 20 AMI G-200, H-200 & 25 200 Wallboxes
- Gottlieb Flipper, Cowboy, Sunset, Gaucho, Liberty Bell, Rack-a-Ball, as well as all others from 1960 up
- Bally Toonerville Trolley Kiddie Ride

Kindly advise quantity and price.

ARCADE EQUIPMENT

- Bally Fun-Phone . . . \$195
- Bally Golf Champ . . . 175
- Basketball Champ . . . 125
- Crane . . . 125
- Chester Pollard Golf . . . 125
- Chester Pollard Football . . . 125
- Evans Bat-a-Score . . . 135
- Ex. Hi-Ball . . . 95
- Cross Country . . . 250
- Crisis Cross Hockey . . . 195
- Goalie . . . 110
- Genco Grandma . . . 195
- Hi-Fly Baseball . . . 125
- Horoscope Vendors . . . 125
- Ingo Floor Grip . . . 50
- Jet Pilot . . . 195
- License Bureau . . . 95
- Love Meters, Fl. Model . . . 110
- MacLevy Foot . . . 150
- Vibrator . . . 175
- Lord's Prayer . . . 175
- Motorama . . . 125
- Midway Red Ball . . . 75
- Mills Scales . . . 295
- Pro Basket Ball . . . 125
- Periscope . . . 125
- Road Racer . . . \$275
- Space Age . . . 195
- Sidewalk Engineer . . . 125
- Wms. Ten Pins . . . 125
- Waiting Scale . . . 110
- Auto Photo Mod. #9 . . . 795
- Auto Photo Mod. #11 . . . 1695
- Capital Midget Movies 110
- Color Comic Peek w/sound . . . 110
- Capitol Panorams . . . 275
- Mills Panorams . . . 325
- C.C. Long Range Gun . . . 450
- C.C. Ray Gun . . . 295
- Desert Hunter, new . . . 395
- Genco Circus Gun . . . 250
- Rifle . . . 225
- Gun Smoke . . . 150
- Keeney Air Raider . . . 195
- Mid. Shooting Gallery . . . 225
- Mid. Bazooka . . . 125
- Muto. Sky Filter . . . 225
- Pop Gun Circus . . . 250
- Squoit . . . 175
- State Fair . . . 165
- Seeburg Bear Gun . . . 165
- Seeburg Coon Gun . . . 225
- Un. Pirate Gun . . . 125
- Jr. Deputy Sheriff . . . 125



CLEVELAND COIN International 2029 PROSPECT AVE. CLEVELAND 15, OHIO All Phones Tower 1 6715

Profit Champ

chicago coin's All New, Location Proven, 2 PLAYER Sun Valley PIN GAME



NEW! EXCLUSIVE "LIFT-OUT" SELF-LOCKING PLAYFIELD!

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



THE BEAUTIFUL PROM HOUSE MOTEL, Omaha, was the scene for H.Z. Vending & Sales Company's gala preview showing of the new Rock-Ola line. Enjoying their dinner are Mr. and Mrs. Frank Holys, Mr. and Mrs. Doc Stroh and Mr. and Mrs. Ed Hatfield.



AMONG THE HUNDRED OR SO operators and guests at H.Z. Vending's gala Rock-Ola preview in Omaha last week were Hymie Zorinsky, H.Z. president; Chris Guggas, public safety director of Omaha; Jim Dworak, Omaha's mayor, and Les Rieck, Rock-Ola executive. Oh, yes, the young ladies flanking the gentlemen are a pair of pretty models who helped demonstrate the phonographs.

Mrs. Hodge Buys Memphis Property

MEMPHIS — Mrs. Celia C. Hodge, president of Southern Amusement Distributing Company, one of the oldest and largest in the South, last week paid \$175,000 for 75 per cent of the stock in a company which owned valuable business property on Union Avenue, the city's key business street.

Mrs. Hodge already owned 25 per cent of the stock. The purchase made her sole owner of the property, which has 120-foot fronting on Union and is one block deep.

That extra touch of quality D. Gottlieb & Co. 1140-50 N. Kostner Avenue Chicago, Illinois 60651

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EVERYWHERE

Rosen Tells Cinebox Story In Philly Consumer Press

PHILADELPHIA — Cinebox, the Italian-made cinema juke box machine, was given a boost this week with the appearance of a quarter-page advertisement in The Philadelphia Daily News. David Rosen, Inc., local distributor of records and the Rowe AMI phonographs, bought the display ad-

vertisement in the Thursday (19) edition of the local daily. The advertisement, which was carried in the amusement section of the newspaper, listed 20 different Cinebox locations. The Rosen company was the first to test the combination music-movie machine in this country and it has reported success at

the various locations ranging from restaurants and taverns to bowling alleys, shopping centers, motels and even a Temple University campus coffee shop.

The display advertisement, which invited the reader to "Be the First" to see the new Cinebox machine, is to be the first in a series of consumer display advertisements calling the public's attention to the various Cinebox locations. It is also planned to carry similar advertisements in other newspapers throughout the territory.

"The response to the advertisement was immediate," said David Rosen, president of the distributing company. "The location owners reported that the impact of the advertisement was felt immediately in the increase play that very evening. Many reported that it brought new customers to their places, inquiring about the new amusement device. Moreover, it created a great deal of good will among the location owners enjoying the benefit of the advertising; as well as bringing many inquires from others in-

terested in joining the growing list of Cinebox stations.

"It indicates to us that it is most important to tell the story of Cinebox to the general public and not merely to location owners. The public is vitally interested in every new design in entertainment, and by using the mass circulation of a daily big city newspaper, we were able to excite the interest of virtually the entire community."

Oak Brings Out Monkey Series

PITTSBURGH — Oak Sales Company has released a new series of bulk charm items this week. The monkey series consists of realistic miniatures of assorted monkeys and chimpanzees, with three different monkey styles, and one chimpanzee model.

In addition to the monkey series, a capsule item, King Kong the Ape, is also available. All items are made of soft plastic, come in various colors and are available in capsules.

FOR BIG EXCITEMENT—
FOR BIG FUN—
FOR BIG PROFIT



BIG DADDY

THE GAME WITH MORE SCORE



WITH NEW
WILLIAMS EXCLUSIVE
FEATURES

LATCHLOCK PLAYFIELD

that makes servicing a pleasure—easily accessible—operates at fingertip pressure—just lift/turn/and raise playfield.

PLUS

FOOLPROOF COIN SWITCH



AND FEATURING

- Drop target scores 100 points, or SPECIAL, when lanes 1 to 10 are made.
- All TEN—10—roll-over lanes SCORE 50 POINTS, when lit.
- 2 eject pockets raise drop target and score 50 points.
- 2 top bumpers score 10 points—100 points, when lit.
- Roll-over BUTTON raises drop target and scores 50 points.
- 4 jet bumpers for MORE PLAYER ACTION.
- 2 rebound kickers—2 flippers.
- Additional roll-over BUTTON lights 2 jet bumpers for 10 point score.
- Plastikote finish playfield adds life to game.
- Locked Cash Box • Slug rejectors • Twin Chutes—Optional



Williams® ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

BUY THE BEST—BUY WILLIAMS

EUROPEAN NEWS BRIEFS

• Continued from page 44

graph purchases and align their music programming to Western tastes.

All of the junketing Red tourist executives, representing enterprises in Czechoslovakia, Hungary, Romania and Bulgaria, predict increasing Communist purchases of Western phonographs, the preference being for U. S. equipment. But some believe the phonograph demand eventually will be met by domestic Communist production.

Doubling Up

VIENNA — Automatic merchandising is making rapid headway in Austria, and the coin machine trade looks for the vending upsurge to stimulate

phonograph and games operation.

Operators unable to make phonograph or games pay alone are now experimenting with tandem operating set-ups, including both phonographs and games and vending.

Austrian operators are finding that vending equipment and phonographs-games are complementary and provide a solid financial base impossible to achieve by phonograph-games operation only.

The biggest operator in Austria has no more than 90 phonographs, all told. The expansion of vending is providing operators with a financial base to buy more phonographs and games.

Celler Bill Passage Would Cost

• Continued from page 39

tion in the performing royalty plight of U. S. operators. From the Continental perspective, the U. S. operator has had it too good, relatively speaking, for too long, and is now faced with adjustment to what the trade here considers "normalcy."

European operators are tempted to the view that it will not necessarily be a disaster for the operating trade if operating global ground rules are made uniform. It may be a case—and probably is — of misery loving company, but the incontestable fact is that the European trade has been paying royalties all the era of the U. S. trade's exemption—and has prospered despite the royalty burden.

Trade optimists here, and this includes nearly all the German leaders, believe that passage of the Celler Bill will have this important side effect: it will foster international trade solidarity by driving home the fact that the world trade has common problems.

French trade leaders, familiar with U. S. operating conditions doubt, in the long run, that payment of performing rights will have any seriously depressing effect on the American trade. One of them observed, "My guess is that it will spur American operators to greater efficiency and ingenuity in their route operations and general business organization."

"Our experience here with onerous legislation is that it never turns out to be quite the clap of doom it seems at the outset. We have lots of room for increased operating efficiency among the French trade, and I believe the same is true in the U. S."

MECHANIC WANTED

Los Angeles Area
Dependable family man to service juke boxes, games and cigarette machines. Going wages, company benefits. Car furnished. Write:
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188 West Randolph Street
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METAL Adjustable RINGS
From our Hong Kong factory. At your nearest warehouse... #1 ASSORTMENT \$8.00 per M

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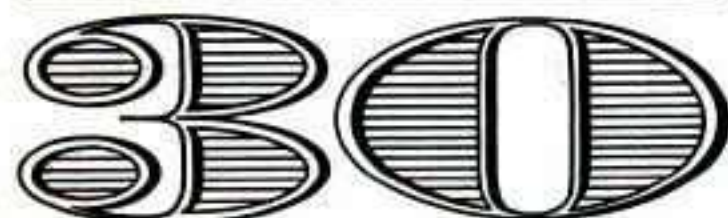
Send for complete catalog and list of warehouses

THERE'S ONLY ONE HOLE IN OUR STEREO PROGRAMMING



The spindle hole. With Seeburg's exclusive 33 $\frac{1}{3}$ ' Little LP' stereo album records, you can program the LP Console with the very same album music the public is buying for home play...and intermixed with singles. One phonograph, and **SEEBURG** one only, gives you all the music to sell. The revolutionary LP CONSOLE AND STEREO CONSOLETTES

SEEBURG TOP-EARNING



LITTLE LP STEREO ALBUMS



These Seeburg Little LP 33 $\frac{1}{3}$ Albums are currently earning top grosses in Seeburg locations coast to coast.

POP VOCAL/INSTRUMENTAL

TONY BENNETT I Wanna Be Around	COLUMBIA
BOBBY DARIN You're the Reason I'm Living	CAPITOL
CONNIE FRANCIS Country Music Connie Style	MGM
BRENDA LEE Sincerely	DECCA
TONY BENNETT At Carnegie Hall	COLUMBIA
ANDY WILLIAMS Moon River	COLUMBIA
PETER DUCHIN At the St. Regis	DECCA
RUSS MORGAN Music in the Morgan Manner	EVEREST
BRENDA LEE Brenda, That's All	DECCA
MILLS BROTHERS Great Hits, Vol. II	DOT

JAZZ/RHYTHM & BLUES

RAY CHARLES Modern Sounds in Country and Western Music, Vol. I	ABC-PARAMOUNT
RAY CHARLES Modern Sounds in Country and Western Music, Vol. II	ABC-PARAMOUNT
BILL DOGGETT Oops!	COLUMBIA
AL HIRT At Dan's Pier 600	AUDIO FIDELITY
PETE FOUNTAIN Let the Good Times Roll	CORAL
JIMMY McGRUFF I've Got a Woman	SUE
MAYNARD FERGUSON Maynard '63	ROULETTE
GLORIA LYNNE Gloria "Blue"	EVEREST
ZOOT SIMS Down Home	BETHLEHEM
MEL TORME My Kind of Music	VERVE

FOLK/COUNTRY & WESTERN

RED FOLEY The Red Foley Show	DECCA
WEBB PIERCE Cross Country	DECCA
KITTY WELLS Kitty's Choice	DECCA
JIM REEVES A Touch of Velvet	RCA VICTOR
VARIOUS ARTISTS The Honest-to-Goodness Country Music Hits	RCA VICTOR
RAY PRICE San Antonio Rose	COLUMBIA
HANK THOMPSON Cheyenne Frontier Days	CAPITOL
WANDA JACKSON Wonderful Wanda	CAPITOL
PATSY CLINE Sentimentally Yours	DECCA
LESTER FLATT/EARL SCRUGGS Hard Travelin'	COLUMBIA

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 1133 B21020 32KR 67631206



CELEBRATION is called for when Greek singer Nana Mouskouri gets together with her successful publisher, Peter Schaeffers. The team is responsible for one hit after another on Continent.



WHO IS SYLVIE? Sylvie Vartan, 17-year-old French rhythm singer on RCA Victor, arrived in New York recently for her first look around. By her look, she likes.



TONY IN TV DRAMA: Columbia's top-selling Tony Bennett is shown filming his acting debut for ABC-TV series "77 Sunset Strip." Co-star is the beautiful Marisa Pavan. "This is All I ask . . ."



PRESIDENT OF COUNTRY Music Association, Gene Autry, is also president of the Gene Autry Hotel Company, which just purchased San Francisco's Mark Hopkins Hotel. Displaying corporation flag are (left to right) co-owners Robert O. Reynolds, Paul A. O'Bryan and Gene.

Billboard
PHOTO GALLERY OF
Newsmakers



GENE PITNEY MONTH: Andy Miele, general manager of subsidiary labels for United Artists, proclaimed October as Gene Pitney Month. Gene has recorded for Muscor for past two and one-half years.



CAMPAINING IN MILWAUKEE: "If I Were President," on Philips, by comic Timmie Rogers, was cause for turnout in Milwaukee recently. Here (left to right) are Bill O'Brien, Philips promotion manager; John Plimpton, of Bay Music; Timmie, and John O'Brien, distributor.



OUT HOLLYWOOD WAY: London Records' Caterina Valenti prepares to embark on flight to Hollywood to film Bing Crosby TV spectacular. Show will be aired early in November.



INTERNATIONAL RELATIONS: At the Seerome Seeburg exhibit at the Fiera del Levante, Bari, Italy, recently, visiting dignitaries included (left to right) George Telliman, member of U. S. Embassy; Luther Hodges, U. S. Secretary of Commerce; Frederick Reinhardt, U. S. Ambassador to Italy, and Giuseppe Pasquini, general manager of Seerome.



MAC WISEMAN (right), bluegrass and folk artist who last week signed an exclusive booking pact with Artists Productions, Goodlettsville, Tenn., is shown here with Hal Smith, firm's president, and Haze Jones (seated), executive administrator, discussing routing for an extended tour slated to start soon. Formerly on the Dot label, Wiseman now records for Capitol Records.



ARTIST & MANAGER: David Houstin has signed an exclusive personal management contract with Tillman Franks, of Shreveport, La. Houstin records for Epic Records. All-out promotion is planned.