Nab Midwest Disk Thieves

MINNEAPOLIS—Three men, believed to be members of a 25-man record theft ring, working out of New York, were taken into custody here last week. Arrested by Minneapolis police were Edward P. Clohessy, Levittown, N. Y.; Stephen Capretta, Brooklyn, N. Y., and Paul M. Barron, Farmingdale, N. Y. The men are charged with felonious theft.

According to a story appearing in The Minneapolis Morning Tribune, the men took about 800 albums, valued at close to $4,000 from Minneapolis record stores. The report said that according to Nassau County police in New York State, three and four-man teams in the ring flew out to numerous Eastern and Midwestern cities with each team responsible for stealing 500 to 1,000 albums per week.

The albums are either resold locally or shipped to New York and sold below wholesale, said Lt. George Erdody, of the Nassau County police. Erdody, who has been working on the case since February of this year, said there are about five teams in the ring. "They usually wear specially made clothing," he noted, "with large slits inside their coats. And they like to work when it's raining and they can wear raincoats. They know what they want and only go after the well-selling stuff."

Meanwhile in New York Edgar Jones, executive secretary of the American Record Merchants and Distributors Association, said he has already been in touch with the FBI in connection with the case, since the operation apparently involves the crossing of State lines.

Jones added that he has set in motion plans to set up a clearing house at the ARMADA office to receive reports of thefts and to funnel these reports to law enforcement offices working such cases in other parts of the country.

Dear Abbe



CUGATS OFF TO ROME: Leopard-skinned Abbe Lane and her husband Xavier Cugat are off to Italy to star in eight television spectaculars. After that Abbe goes to Spain, where she'll star in the motion picture "Operation Delilah." The pair have just completed sessions for a pre-Yule Mercury album.

Victor Names Steve Sholes Vice-President

NEW YORK—Steve Sholes has been appointed division vice-president, Popular Artists and Repertoire, RCA Victor Division, according to an announcement by Norman Racusin, division vice-president and operations manager. Sholes, formerly manager of the label's West Coast operation, will be responsible for all RCA pop albums and singles and all RCA Camden and Groove recordings.

Racusin stated: "This promotion is both a reflection of our high regard for the capabilities and experience of Mr. Sholes and a tribute to his long and brilliant career with RCA Victor."

Ben Rosner will continue as manager, pop a.&r., under Sholes' direction, supervising activities of musical directors Hugo and Luigi in New York, Chet Atkins in Nashville and Neely Plumb in Hollywood.

Sholes, who will headquarter in New York, joined RCA Victor in 1929. His experience in virtually all a.&r. categories (Billboard, October 26) has been extensive and covers pop, country, jazz, rhythm and blues and classical. He developed many notable artists, such as Jim Reeves, Chet Atkins, Hank Snow, etc., and in 1955 he brought Elvis Presley to the label—a milestone in record annals.

Sholes will report to Racusin, as will Roger Hall, manager, Red Seal Artists and Repertoire in the classical area.

NOVEMBER 16, 1963 • SIXTY-NINTH YEAR • 50 CENTS

Billboard

The International Music-Record Newsweekly

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

Says Chicago Distribs Pulling Away From Rack Jobbers

By NICK BIRO

CHICAGO—The balance in the cold war between rack jobbers and distributors is slowly shifting and the distributors appear to be coming out on top. That's the six-month forecast for this city and the prediction could well extend throughout the country.

The above is the opinion of one of the city's leading distributor spokesman who for obvious reasons prefers not to be quoted. His remarks, however, are backed by solid facts.

The distributor predicts an imminent pinch on rack jobbers, a new rash of retail discounting, and the appearance in the city of one of the nation's biggest rack jobbers—as a distributor.

The remarks were made in an exclusive interview with Billboard and re-presented here because they give a piercing look into the city's record distribution pattern.

The distributor noted that already, many of the city's biggest discounters—now rack jobber customers—are soliciting the distributors for prices. He specifically cited such giant outlets as the Turnstile and Osco Drug stores (Jewel), K-Mart stores (Kresge), and the Woolco stores (Woolworth).

He estimated that these discounters currently account for some 50-60 per cent of the rack jobber's volume, but that they would be buying direct from the distributors, "in less than six months."

Korvett Pressure

He said the main reason for the shift was pressure from the four new Korvette stores in the area. "Korvette has literally put

(Continued on page 6)

DEPARTMENTS & FEATURES

Hot 100 Chart...Page 18

Top LP's Chart...Page 34

Other Music Pop Charts

Breakout Singles 18
Breakout Albums 10
Honor Roll of Hits 41
Hot Country Singles 14
Hot R.&B. Singles 16
Hits of the World 36
Double-Play Disks 53

Record Reviews

LP Reviews 9
Singles Reviews 18

Music & Record News

Talent 12
Country Music 14
Rhythm & Blues 16
Christmas Section 21

Departments

International Music News ..38
Radio-TV Programming 44
Phono-Tape Merchandising.47
Coin Machine Operating ..50
Bulk Vending 54

Buyers & Sellers Classified Mart 49

Liberty Aces In Yule Deal

HOLLYWOOD—Bobby Vee, Rick Nelson and Lloyd Price are among the artists featured in a dealer year-end program on Liberty-Imperial-Double L. The three new LP's by these vocalists plus an LP of assorted r.&b. groups comprise the package: Bobby Vee's "I Remember Buddy Holly" on Liberty; "Rick Nelson Sings for You" on Imperial; "Misty," by Lloyd Price on Double L and "Washington Committee," by assorted artists on Double L.

Liberty's national sales manager Don Bohanan is offering a 15 per cent discount and 100 per cent exchange privileges with LP's returnable after April 1, 1964.

Mary Ford Cuts First as Single

HOLLYWOOD — Vocalist Mary Ford, currently working as a single, has cut her first disk for Calendar Records, English version of "Dominique," the chart hit by the Singing French Nun.

The Calendar disk is being distributed by Vee Jay. Miss Ford, formerly associated with guitarist Les Paul professionally and in private life, is currently performing at the Mapes Hotel in Reno.

Marks Music Gets Scott TV Score

NEW YORK—E. B. Marks Music has acquired the Kenyon Hopkins score for current CBS TV show "East Side-West Side" which stars George C. Scott. Columbia Records has the sound track recording of the score and Cameo-Parkway has recorded and released one of the tunes from the score. A Columbia single from the score will feature one of the tunes "Sweet Juke." Cameo has an instrumental version of the same tune, retitled "East Side Drive," out by trumpeter Clark Terry.

'Singing Nun' Has Chi Talking

CHICAGO—Philips "Singing Nun" album and "Dominique" single appear well on their way toward becoming the season's first — and hottest — Christmas album and single respectively. Already the label has sold over 250,000 of the album and some 500,000 of the single, and such is the type of material that Philips expects sales to continue right into the holiday season. In Billboard's current issue the single, "Dominique," jumped from 64 to 19 on the Hot 100; the album went to 54 from 139.

New York is credited with breaking the album with Boston coming in a strong second. Gotham currently has moved almost 100,000 of the LP and 60,000 of the single, while Boston follows with 27,000 albums and 55,000 singles.

Some figures from other key markets are equally impressive. Chicago has moved 25,000 LPs and 45,000 singles; Los Angeles 15,000 albums, 15,000 singles; Hartford 20,000 albums, 25,000 singles.

Everybody On

Interesting too is that both the album and single are getting play on virtually every type of radio station in the country. Bill O'Brien, Philips' national promotion manager said he is getting play from Top 40 outlets, FM stations, good listening stations and middle-of-the-road stations.

A check with trade in Chicago gives some typical comments on the album's popularity. At WBBM, large CBS-owned-and-operated station, the album was broken by Mal Bellairs and Pat Sheridan back in early October.

Later in the month, Bellairs devoted a whole half-hour to the disk. The station described the listener response to the "Singing Nun" as the biggest reaction we've ever had to any record. When the station played it four times in the 7-noon segment, the switchboard lit up each time.

'Hot as Cole'

At Rose Radio, Merrill Rose described the album as his hottest seller today—"not quite like a Sherman or Meader, but

(Continued on page 6)

Christmas Selling Tips • Product • Merchandising Aids

PLUS OUTSTANDING XMAS PRODUCT FROM Columbia ★ RCA Victor ★ 20th Century-Fox ★ Philles ★ Epic

See Page 21

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Sure-hit single from

Mancini's original soundtrack album "Charade".

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Grammy Winners to Sing Their Songs on Network TV Show

By GIL FAGGEN

NEW YORK—The record industry will be presented to the nation on the NBC-TV network special, "The Best on Record," scheduled for Sunday (24) at 10 p.m.

The show, presented under the aegis of the National Academy of Recording Arts and Sciences, will focus on the Granny winners performing the tunes that brought them the recording industry's highest honor.

Appearing as "introducers" and performers on the 60-minute salute to the record industry are: Frank Sinatra, who will introduce Steve Lawrence and Eydie Gorme. The Lawrences will sing, "Together," "Side By Side," "No Two People" and "The Start of Something Big." Peter Nero will be introduced by Bob Newhart. The pianist will play "Golden Earrings" from his current LP "The Colorful Peter Nero." Bandleader Les Brown will do the honors for Peter, Paul and Mary, who are scheduled to perform their best seller, "If I Had a Hammer." Hit-maker Allan Sherman will introduce hit-maker Tony Bennett who will in turn hit his hit, "I Left My Heart in San Francisco."

Mancini Trio

Henry Mancini, who will play "Baby Elephant Walk," "Moon River" and "Peter Gunn Theme," will be introduced by Andy Williams. Next in line will be Vaughn Meader, introduced by Sammy Davis Jr. Recording comedian and new TV star Bill Dana will perform honors for the New Christy Minstrels, who will sing "This Land Is My Land."

Getting into the country field, Eddy Arnold will introduce comedians Homer and Jethro who will sing "The Battle of Kugamonga." Connie Francis will perform last year's award-winning song, "What Kind of Fool Am I," and will be introduced by Dean Martin.

Frank Sinatra will present a special NARAS Trustees' Award to Bing Crosby for his outstanding contributions to the field of recording.

Mahalia Jackson will close the show with her rendition of "The House I Live In."

Top Deejay Program Material

Radio stations and air personalities across the nation are being invited by NARAS to feature the 1962 NARAS Grammy Award winning records as a buildup for the TV special.

For the information of those who are interested in some interesting programming with a tie-in, here are last year's winners:

Record of the Year: "I Left My Heart in San Francisco," Tony Bennett.

Album of the Year: "The First Family," Vaughn Meader.

Album of the Year—Classical: "Columbia Records Presents Vladimir Horowitz."

Song of the Year: "What Kind of Fool Am I."

Best Instrumental Theme: "A Taste of Honey."

Best Solo Performance—Female: "Ella Swings Brightly With Nelson Riddle."

Best Solo Performance—Male: "I Left My Heart in San Francisco," Tony Bennett.

Best Jazz Performance—Soloist or Small Group (Inst.): "Desafinado," Stan Getz.

Best Jazz Performance — Large Group (Inst.): "Adventure in Jazz," Stan Kenton.

Best Original Jazz Composition: "Cast Your Fate to the Winds," Vince Guaraldi.

Best Performance by an Orchestra for Dancing: "Fly Me to the Moon Bossa Nova," Joe Harnell.

Best Performance by an Orchestra or Instrumentalist With Orchestra—Primarily Not Jazz or for Dancing: "The Colorful Peter Nero," Peter Nero.

Best Instrumental Arrangement: "Baby Elephant," Henry Mancini.

Best Performance by Vocal Group: "If I Had a Hammer," Peter, Paul and Mary.

Best Performance by a Chorus: "Presenting the New Christy Minstrels."

Best Original Cast Show Album: "No Strings."

Best Classical Performance—Orchestra: Stravinsky: "The Firebird Ballet."

Best Classical Performance—Chamber Music: "The Heifetz-Piatigorsky Concerts," Jascha Heifetz and Gregor Piatigorsky with William Primrose.

Best Classical Performance—Instrumental Soloist: Stravinsky: "Concerto in D for Violins," Isaac Stern.

Best Classical Performance—Instrumental Soloist or Duo (Without Orchestra): "Columbia Records Presents Vladimir Horowitz."

Best Opera Record: Verdi: "Aida," Georgi Solti conducting the Rome Opera House Orchestra and Chorus.

Best Classical Performance—Choral (Other Than Opera): Bach: "St. Matthew Passion," Philharmonic Choir.

Best Classical Performance—Vocal Soloist: Wagner: "Gotterdammerung," Eileen Farrell.

Best Rock and Roll Recording—"Alley Cat." Bent Fabric (if this doesn't sit well, try runner up "Big Girls Don't Cry," Four Seasons).

Best C.&W. Recording "Funny Way of Laughin'," Burl Ives.

Best R.&B. Recording: "I Can't Stop Loving You," Ray Charles.

Best Folk Recording "If I Had a Hammer," Peter, Paul and Mary.

Best Artist of 1962: Robert Goulet.

Weigh Results of Healthy NAB-RIAA Panel Sessions

NEW YORK—With the National Association of Broadcasters regional fall conferences swinging into the second leg of an eight-city cross-country tour, the success of the innovation of panel discussions on music matters were being assessed by NAB and Record Industry Association of America (RIAA) spokesmen.

John F. Meagher, NAB vice-president for radio, said the NAB has been working with RIAA for many years but these current conferences are the first time there has been direct RIAA participation in NAB activities.

Impressed

"We are highly gratified with the results from the four confrontations of spokesmen from the record industry with top management from radio stations," said Meagher. "We are particularly impressed with the caliber of the men representing the record industry," he said.

"We personally feel these meetings have been very worth while and should prove to be useful in our quest for an improved understanding and mutual respect between these two great industries," observed Meagher.

The NAB vice-president went on to say that the organization is looking forward with "happy anticipation" to the forthcoming conferences in Nashville, Fort Worth, Denver and San Francisco.

Meagher even voiced the possibility that a discussion of music matters may be included in the NAB national convention agenda.

RIAA's Brief

RIAA's Henry Brief was equally encouraging in his assessment of the music discussion panels.

"We have long time felt that a closer liaison at the top management level was essential if there is any chance of making the two industries aware of each other's problems," said Brief.

Commenting on some of the important points revealed so far at the confabs, Brief observed:

"It is quite suprising to learn how little both the record industry and the broadcasting industry know of each other. It would appear, as indicated by Bill Gallagher (Columbia's vice-president of marketing) at the Hartford meeting, that broadcasting has created its own monster, format radio, which automatically restricts the variety of music offered to listeners," said Brief.

Brief observed, "The problem of exposure of new material and new talent is an accute one for the record industry because of the limited play lists that are currently in vogue at most of the top radio stations across the country.

"I agree with Bill, there is a great interdependence between broadcasting and the record industry and it is most difficult for us to venture out into new areas when radio stations are not willing to experiment with the untried as well," he stated.

"We at RIAA are enthusiastic about our participation in these NAB meetings and hope it will be continued. Perhaps RIAA will be invited to make a formal presentation at the NAB convention in Chicago," said Brief.

Merchandising Tells the Tale, Marek Says

NEW YORK—"In this highly competitive era, the need has grown for more effective merchandising. The album that attracts the eye is often the album that sells." The speaker is George Marek, RCA Victor chief, who pointed to two of the label's packages as illustrating the point. The releases are Mendelssohn's "A Midsummer Night's Dream" and Beethoven's "Pastoral Symphony"—both limited editions with unique packaging.

The Mendelssohn, released in honor of the forthcoming Shakespeare quadricentennial, features a performance by Erich Leinsdorf and the Boston Symphony Orchestra with soloists, chorus and narration. The album

(Continued on page 6)

Chicago Sees Promising Yuletide

CHICAGO — Spotty is the word for record sales throughout the Chicago area, according to a spotcheck of dealers, distributors and one-stops here last week. But without exception, the trade expects Christmas to be the best ever.

Some attribute it to all the promising new Christmas merchandise, and others, like Ralph Ergas, RCA Victor sales manager, point to the abundance of "spendable dollars."

There is little doubt that the discounter has made a substantial inroad into the city's marketing pattern. As Fred Sipiora of Singer One-Stop notes, "it'll be a good year for the record companies, but the small dealer will be hard pressed."

Sipiora said his business is off slightly from last year due primarily to a reluctance on the part of the small dealer to stock up on Christmas merchandise.

Play it Close

"They're playing it very close," Sipiora said. "They don't want to get stuck with large inventories, because they expect the discount houses to break with big price ads footballing prices all over the place."

Sipiora noted there is usually a slump from late September to mid-November, but this year it is a little worse than usual. He noted however that his firm is starting to move Christmas merchandise and singled out albums by Robert Goulet and Andy Williams as being potentially hot holiday items.

Jack Krug at Music Box (the city's other big one stop) said that business was slow up to a few weeks ago, but that the new "Singing Nun" LP had helped pick things up.

He said that looking at the big picture, sales were a little ahead of last year with singles pacing the field. Prior to the Nun album, Music Box's hottest items were Bobby Vinton's "Blue Velvet" and the Village Stomper's "Washington Square."

Yule Promising

Krug said Christmas should be excellent with hot sales expected on Johnny Mathis' new Mercury album, the Andy Williams album, and a new Philles album, "Christmas Gifts to You" by the Ronettes, Darlene Love and Bobby Sox.

A spokesman for Marshall Field said they were about even with last year but that they expected Christmas to be stronger than last year. Fields noted that Christmas buying already started and singled out the "Singing Nun" album as a hot item.

Fields cited the presence of discounters as the primary reason for it not being ahead of last year on its sales volume.

Little Al Temaner, who owns some dozen stores in the area, and is one of the city's few list-price dealers, said he was ahead of last year and expected the

(Continued on page 6)



BOLGER AT BILLBOARD: Inimitable Ray Bolger (center) stops in at Billboard New York office to present copy of his new Christmas single, "L'il Elfy," to Music Editor Paul Ackerman (left). Accompanying Ray was Jimmy Nebb, head of Armour Records, for whom single was recorded.

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Word-Sacred Complete Deal

HOLLYWOOD—Waco, Tex., businessmen, headed by Jarell McCracken, prexy of religioso Word Records, have purchased Sacred Records of Whittier, Calif. Deal was consummated (6) between McCracken and Earl Williams who headed the 19-year-old religious music diskery. (Negotiations were exclusively reported in the Billboard November 2.)

In addition to purchasing all the sacred masters, McCracken told Billboard he was setting up a separate music publishing division with the acquisition of Sacred Music, the defunct label's pubbery and the creation of Word Music. Both ASCAP pubberies will be headed by Fred Bock with headquarters in Los Angeles.

Bock, a vet organ-piano publisher will report to McCracken while heading the new publications division.

Word has been operational since 1951 and is reportedly the world's largest religious music diskery. McCracken also runs three disk clubs: Family Record Club, Great Sermon Series and the Friendship Record Club, acquired in the Sacred deal.

World Pacific Into C.&W.

HOLLYWOOD — The infectious harmonies of country music have bit World Pacific owner Dick Bock, who plans entering the c.&w. market. Bock's first c.&w. artist signed is Robert Taylor of Milledgeville, Ga., who plays the dobro.

Taylor's LP will be released in early 1964.

Bock has already prepared a second volume to his successful "12 String Guitar" LP by the Folk Swingers, which is to be issued this week to help give his predominently jazz label an association in the country field.

While attending the recent CMA meeting in Nashville, Bock concluded an agreement with publisher Jack Clement to lease a guitar LP by David Parker for a February release.

Jim Harbert Ankles Col.

HOLLYWOOD — Jim Harbert, who became the first American selected to write the music for the world famous Lido de Paris revue, has resigned his position as pop a.&r. producer at Columbia.

Recently returned from Paris and Las Vegas where the revue is featured at the Star Dust Hotel, Harbert attributed his move to the offers he's received because of his penning the Lido material. Donn Arden, the American producer who signed Harbert for the Paris assignment, is talking to him about doing next year's show in Paris and creating the music for the next American version due in Vegas in two years.

Harbert, who has worked with Arden for the past five years at the Desert Inn in Vegas, has been contracted to write the music for the Inn's December 23 show. Harbert said he would open his own pubbery in addition to concentrating on composition.



LONDON TO RECORD "BALLAD FOR BIMSHIRE": The original-cast album for the new musical at the Mayfair Theater, New York, "Ballad for Bimshire," will soon be released on London Records. Signing contracts for the album are (left to right): Bernard Waltzer, co-producer; Joe Bott, manager of London product; Irving (Lord Burgess) Burgie, composer and co-author of show, and Mimi Trepel, manager of Burlington Music Corporation, publisher of the score.

SOME AT $3.50

Coast Store Leaning on Oldies, Moves 3,000 a Wk.

HOLLYWOOD — Wenzel's Music Town, in nearby Downey, is a unique retail disk operation, selling 3,000 singles a week, with the ratio 10 to 1 in favor of "oldies," some of which sell for $3.50 apiece.

In fact, if he doesn't sell about 3,000 singles a week, owner Bill Wenzel "feels business is pretty bad." Operating on a fast turnover, Wenzel told Billboard he buys between $2,000 to $4,000 worth of merchandise a week, boasting that everything is done on a cash basis.

The bulk of Music Town's business revolves around its extensive catalog of more than 10,000 singles, encompassing top hits dating back seven years. The store has been in operation five years, and, according to Wenzel, diskery salesmen tell him his one store sells more singles than any other retail outlet on the West Coast.

Never Takes Ads

Though the store has never advertised, Wenzel works closely with youngsters in the community, especially the hot rod auto clubs, which evidently dig the rhythm sounds and pass the word around that "old-time" hits are available at Music Town.

"We have customers coming here from all over the State," Wenzel said. "Word of mouth has done wonders." An interesting aspect of the operation is that Wenzel owns his own recording studio where he produces Downey Records and makes dubs of old 78's and out-of-stock tunes upon request. He charges $3.50 for a specially produced single, noting that "customers have actually paid up to $8 for an original record now out of print."

Wenzel merchandises the singles by placing them in numbered cubbyholes. A customer merely looks up the selection on a master chart by song title and then searches for the correct slot.

Wenzel has devised three special singles packages which carry hefty prices. There's the "six pack to go" selling for $5.19 plus tax; 25 singles for $25.19 and 51 singles for $41.59. In each case the customer himself selects the disks.

Interestingly, the singles listings don't name the artist. "The kids seem to know who put out the original tune," Wenzel explains. He operates the store with his wife Carmie, his son and daughter-in-law. When they're not making masters in their own studio ("Pipeline" and "Boss" are two recent disks sold to Dot), they rent the studio to interested parties.

3 Acts for Allen

NEW YORK — Stan Allen, head of ICS Management, announced last week that the firm had become personal managers for the Chiffons, Randy and the Rainbows and Valerie Carr. ICS already handles the 4 Seasons.

BMI TO GIVE VARIED SHOW

WASHINGTON — Broadcast Music, Inc., will present a lively smorgasbord of jazz, folk and Broadway hits in its annual entertainment for the Black Tie Ball given for the president of the National Press Club here November 16.

The program includes jazz styling by the Dave Brubeck Quartet; recording folk singers Tommy Makem and the Clancy Brothers, and tunes from current Broadway musical fare by English songstress Kathy Keegan. Music for dancing will be by Sydney.

CAMPUS BEAT

Air Plugs for LP's Pay Off In Artists' College Shows

NEW YORK—It's the busy season on the college talent circuit, and Billboard's campus correspondents are sending in a flock of reports about campus personal appearances by key record talent—and the correlation between these appearances and album sales in local retail outlets.

In some instances, there's a definite relationship between the artist's campus appearance and the sale of his records; and when there is such positive correlation there is evidence that the local radio outlets have been alerted and have promoted specific albums.

In other instances, no definite relationship between the personal appearance and the sales exist—leading to the conclusion that the promotional effort bogged at the dealer and radio levels.

An example of the personal appearance meshing with dealer sales and radio promotion occurred recently at East Tennessee State University, which recently booked in Lloyd Price. Bobby Joe Tipton, Billboard's campus reporter, filing his report November 5, states Price drew about 3,000 at the ETSU gym at Johnson City—a very good crowd considering that the school attendance is 6,219. Audience reaction was strong, and most of those present danced.

In anticipation of the Price appearance, Ray Stockard, B. S. Sams and Berney Burleson, managers of stations WISO, WSCW and WETB, programmed such Price records as "Misty," "Personality" and "Staggerlee." A checkup of resales of these items as reported by Mrs. Frick of The Music Mart and Mr. Howell of The Record Shop.

Dave Lehr, reporting November 2 on the appearance at Purdue University of Earl Grant and the Brothers Four, October 25-26, said the Friday audience was a large one, whereas the last two shows drew full capacity—6,107 each.

"Earl Grant completely mesmerized the crowd with fast-paced routines of playing organ. piano, dancing, singing and talking," Lehr reported. He added: "Each show was a complete frenzy and his final curtain call on Saturday was a precedent-breaking standing ovation."

Lehr noted, however, that the Brothers Four were not wisely placed as the final act. "It would have been worth considering a reversed order . . . the last spot, with a milked-dry audience, was deadly for them, even though they were in fine form."

Sandor M. Polster, Billboard's campus correspondent at Ohio State University, reported a successful appearance for the Highwaymen and Richard Maltby October 11 at the university.

Polster summed up: "The Highwaymen were in the cafeteria proving folk music was still popular, and Richard Maltby and his ork were in the ballroom charming the dancers with his big band sounds."

Decca to Release 'Negro Folk Symphony'

NEW YORK—Decca Records will release this month the "Negro Folk Symphony," by William L. Dawson. The symphony, performed by the American Symphony Orchestra under the baton of Leopold Stokowski, is dedicated to Paul Heinecke, founder-president of SESAC, America's second oldest music licensing firm.

Heinecke was instrumental in bringing the work of Negro composer-educator Dawson to Decca's attention.

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19

Vol. 75 No. 46

Trinity Distribs Out of Rack Biz

HARTFORD, Conn.—Trinity Record Distributors here, which entered the rack-jobbing business about a year ago, has sold out its rack operation to Toy House of Hudson Valley, a rack jobber with headquarters in Poughkeepsie, N. Y.

(Big Ed) Di Nallo and Jack Manus, operators of Trinity, opened their Empire Record Distributors racking wing late last year, as an answer to the problem posed by rack jobbers. The office and warehouse of the subsidiary firm were located in Cohoes, N. Y. The firm serviced about 20 locations in the New York State capital district, Pittsfield, Mass., and Rutland. Vt.

The firm made its headquarters in an area serviced by such prominent rackers as Charlie Schlang's Mershaw of New York and Leonard Smith's firm known as Bee Gee Distributing. It's understood that no major cash was involved in the transaction. Toy House paid for the display racks and took over the product that was already on the racks.

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sold in 7 Days

150,000
sold in 11 Days

200,000
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Dion DiMuci 4-42917

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Chicago Sees Promising Yuletide

• Continued from page 3

best Christmas ever due primarily to "more people and more phonographs."

Little Al said he had started to move Christmas merchandise and singled out the "Little Drummer Boy" single and LP by the Harry Simeone Choral as his best potential Christmas records.

Catalog Depth

Al also had a plug for specialty shops, which he said were doing better than the general stores—people go where there is a depth in catalog, he said.

At Polk Brothers, operating some half dozen of the city's top discount outlets, Sam Warsawsky said that business had been spotty, about even with last year. He said Polk experienced no Christmas buying to date but expected it to be better than last year—"just a hunch," said Warsawsky.

Hottest merchandise for Polk right now is the "Singing Nun" album, with Warsawsky expecting it to continue strong throughout the holidays.

Ralph Ergas, RCA Victor sales manager, said that business was very soft up to a couple of weeks ago, but that things were up now—ahead of last year.

Ergas said that he expected a strong Christmas and that RCA Victor was moving very well with its Christmas merchandise. He noted too that there were a lot of "spendable dollars" around due primarily to the warm weather which kept people from buying other merchandise.

Deny Injunction Against Dukes

NEW YORK—Audio Fidelity Records was denied a motion for injunction against distribution of a new LP by the Dukes of Dixieland and Columbia Records in the Supreme Court of New York, Thursday (7). The suit, which is still pending, and the injunction motion, which was denied, stem from an alleged breach of contract, in which Audio-Fidelity claimed the Dukes of Dixieland recorded the same exact songs for Columbia that they had recorded for A-F prior to the expiration of a five-year period as stipulated in their previous A-F contract.

Representing the Dukes of Dixieland was Samuel Kaufman, with offices in the Paramount Building, presiding was Judge McGivern.

Says Chicago Distribs Pulling Away From Rack Jobbers

• Continued from page 1

the record business on its ear," the distributor said.

He noted that the large East Coast-originated discount chain was selling LP specials as low as $1.44 and $1.67, with other merchandise marked correspondingly low.

The other discounters are trying to meet the Korvette prices, but can't. The only answer is to eliminate the rack jobber middleman, and the distributor said this is exactly what is coming.

His (the distributor's) feeling is that the discounter is here to stay but that with discounting there is little room for an extra middle man—a sub distributor, which the rack jobber, in essence really is.

He said the next step is for the rack jobbers to become distributors. He noted that one large Mid-Western rack jobber—often thought the nation's largest—had already offered to buy one of the city's largest independent distributorships for some $1,500,000, and was turned down.

He noted, however, that this was just a matter of the situation being delayed. It's no secret that a major label—now with another of the city's large independent distributorships — is up for grabs.

If this label and the rack jobber should get together, it would form the cornerstone for a very important distributing property. The only hitch is that the label's top executives have said they were opposed to having their line handled by a racker. This however was six months ago, and times do change.

Even if the label and the racker don't get together, the prospects of the racker opening a distributorship here are excellent.

Attention is called to Detroit, where the giant Handleman rack jobber organization—in an effort to control its distribution—picked up Jay Kay and Arc, two of the areas key distributors.

The Chicago distributor feels that it is just a matter of time before a similar situation will happen here. He feels as the rack jobber's key accounts drop, they must either become distributors or go out of business. He feels the choice for the firms powerful enough to make it is obvious.



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744

Company

Name

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BMI Breaks In a Building

NASHVILLE — Groundbreaking ceremonies for Broadcast Music, Inc.'s, new building were held here Friday (1) in conjunction with the 38th anniversary of WSM's "Grand Ole Opry." The country music dignitaries and fans were assembled under a tent, set up at 16th Avenue South and Sigler Street, site of the building. Judge Robert Burton, executive vice-president of BMI, spoke on the importance of Nashville and the country music and noted that the projected BMI building was symbolic of BMI's view of the importance of the country field. Jack DeWitt, president of WSM, welcomed BMI and spoke of the developing democratization of music.

Gov. Frank G. Clement of Tennessee and Mayor Beverly Briley also spoke. The Governor said he was neither pro-ASCAP nor pro-BMI, but favored good music generally—and he felt that BMI had made a significant musical contribution. Mayor Briley noted that in his travels abroad people were well aware of Nashville's country music industry.

Frances Williams Preston, head of BMI's Nashville office, and Merrill Lindsay, member of BMI's board of directors, also spoke. Tapes and a film were made of the proceedings.

Music was supplied by the Boyce Hawkins combo.

ELECT TROTTER HEAD OF NARAS

HOLLYWOOD — John Trotter has been voted national president of NARAS, with Billy Taylor of New York, first vice-president; Dick Schory of Chicago, second vice-president; Is Horowitz of New York, secretary, and F. M. Scott III of Los Angeles, treasurer.

Reps from the New York and Chicago chapters attended the big wig confab, with retiring president Bob Yorke presiding over the two-day meeting. Yorke recently resigned his post as an RCA vice-president.

C&W Music Execs Get Recognition

NASHVILLE — Official recognition of country music as a cultural and economic force became a reality Friday (1) here at the annual banquet of the Country Music Association, when Mayor Beverly Briley of Metropolitan Nashville and Davidson County designated a number of country music notables as Metropolitan Ambassadors.

So named were Judge Robert J. Burton, executive vice-president of Broadcast Music, Inc.; Steve Sholes, head of RCA Victor's West Coast operation; Ken Nelson, a.&r. director of Capitol Records' country department; Don Law, a.&r. director of Columbia Records' country department; Edwin W. Craig, of the National Life and Accident Insurance Company, parent of WSM, Nashville, and the noted country artists, Eddy Arnold, Ernest Tubb, Roy Acuff, and Minnie Pearl.

Mayor Briley presented each of the aforementioned with a sash and seal, symbolizing the appointment. The mayor, in his address at the banquet, noted that the development of the music industry here—to the extent that the community has become known as Music City—has been a major contribution to Metrolpolitan Nashville and Davidson County. He added that the industry was approaching an annual dollar volume of 50 million, and that it had made Nashville a more important area. Addressing himself to those named ambassadors, the mayor stated: Your important part in developing Music City deserves official recognition."

Mayor Briley also made two posthumous appointments—one to the late Jim Denny and other to the late Fred Rose. The sash and seal for each were presented to Bill Denny and Wesley Rose, respectively.

A plaque containing the names of the recipients will be given to CMA President Tex Ritter, to be placed in the CMA Museum, which will be housed in the projected CMA building (see separate story). The mayor also paid tribute to WSM as a vital force in the development of the country music industry.

Merchandising Tells the Tale, Marek Says

• Continued from page 3

was designed to simulate an art portfolio, complete with excerpts from the text and two Boydel prints. Released in August, the limited edition (priced $2 over the regular edition) "sold out immediately, indicating the public's interest in such items."

The Beethoven package was even more ambitious. A de luxe, hard-bound folder, this album featured the performance of Fritz Reiner and the Chicago Symphony Orchestra, plus a fine collection of unhackneyed, full-color reproductions of art masterpieces with selected poetry, all dealing with "pastoral" settings. The package is priced at $15.

Marek was quick to note that "de luxe, boxed packaging also has provided a means of bettering our chances for prominent display, and it is impossible to underestimate the word-of-mouth sales power when an album is attractive enough to excite conversation."

In support of this belief, RCA has recently issued some select re-releases of standard catalog items in attention-getting packages. Two of these releases feature Jascha Heifetz in performances of the Beethoven and Brahms violin concertos. Each is complete with notes on the concerto plus extensive biographical coverage, plus a discography.

'Singing Nun' Stirs Chicago

• Continued from page 1

every bit as good as a hot Sinatra or Cole."

At Discount Records, the store said they received a flood of requests for the album even before it came in. At Singer One Stop, Fred Sipiera called the record the "talk of the city." Krug credited the "Singing At Music Box One Stop, Jack King credited the "Singing Nun" with ending the firm's fall slump. Both Marshall Fields and Polk Brothers — top list price and discount stores here respectively—said the "Singing Nun" was their top seller.

Interesting is that while the album came out in Philips August release, it didn't start taking off until almost two months later. Now Philips is sitting pretty, since it already has another disk by the same artist ready to go as a follow-up.

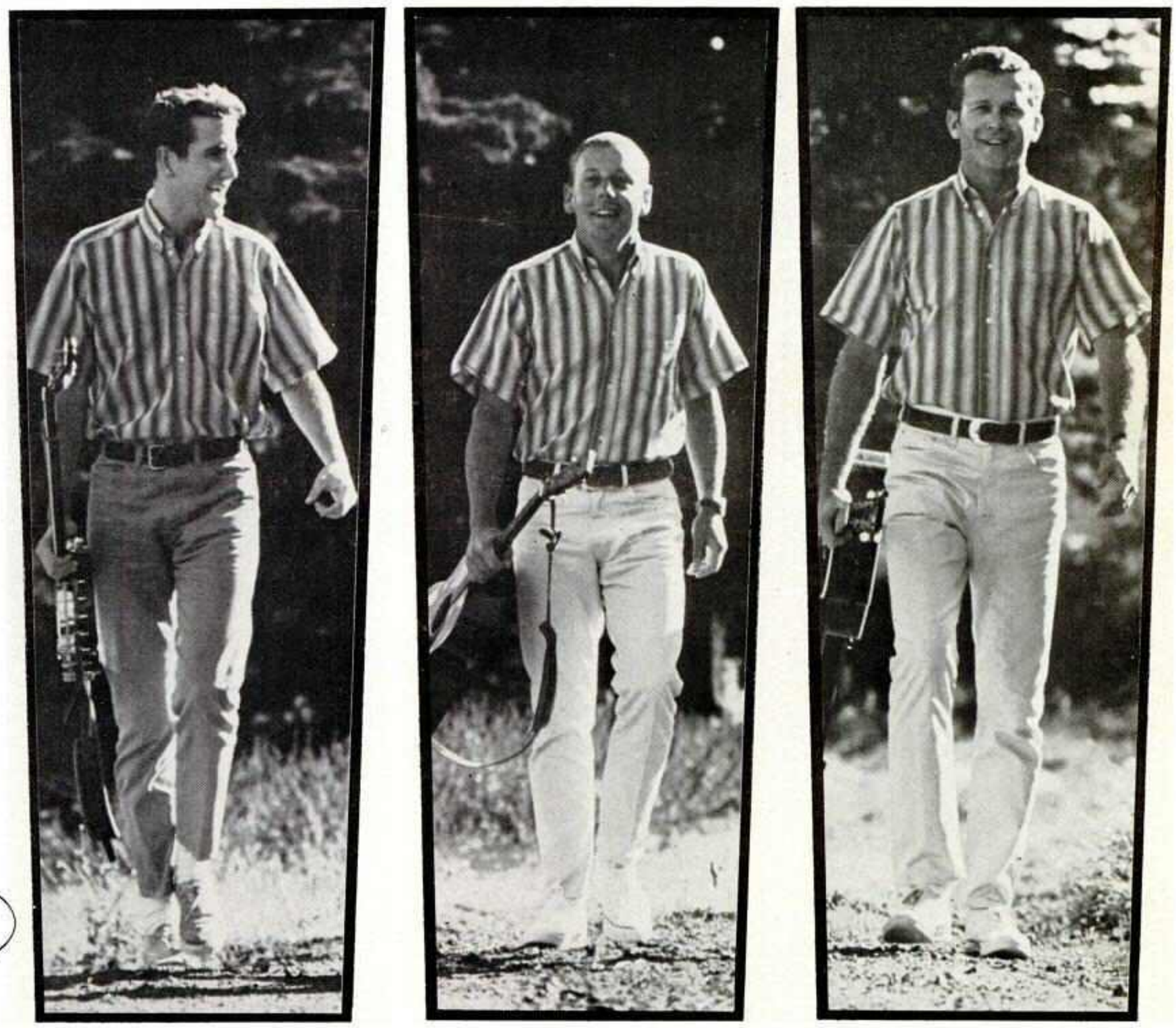
Part of the success is due to the gift potential of the package—part of the Philips Connoisseur Collection series, a plushy packaged item. The album has a bound-in brochure with the Singing Nun's own story, handsomely illustrated with line drawings of her convent life, plus four water color sketches from the sister's brush.

ABP ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

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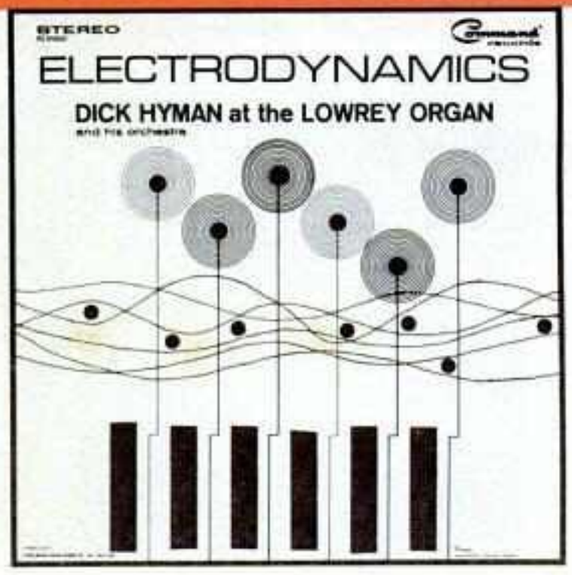
SELECTIONS: IF I HAD A HAMMER; WHERE HAVE ALL THE FLOWERS GONE; AMEN; THE VIRGIN MARY (HAD A BABY BOY); HALLELUJAH; RHODY; DANCE, BOATMAN, DANCE; WALK TOGETHER CHILDREN; RAINBOW; IGRA KOLO; BELLA BIMBA; KISSING'S NO SIN; BYE 'N BYE. #**853**



1963 THE YEAR'S MOST POPULAR THEMES

ENOCH LIGHT and his orchestra

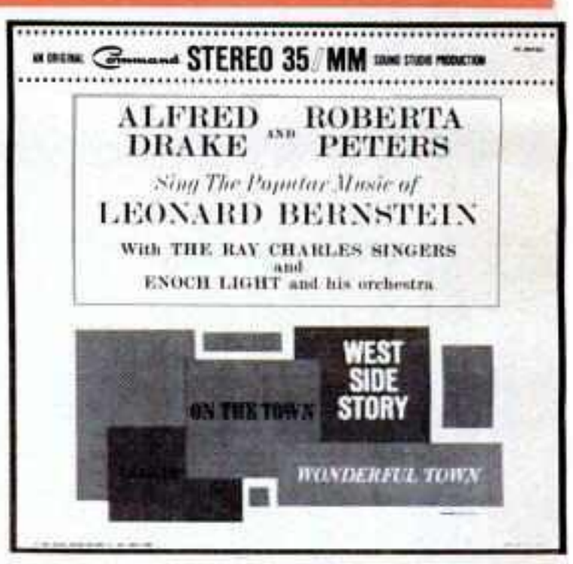
SELECTIONS: MONDO CANE (MORE); PUT ON A HAPPY FACE; HOW THE WEST WAS WON; LAWRENCE OF ARABIA; CLEOPATRA; MUTINY ON THE BOUNTY; DAYS OF WINE AND ROSES; HUD; SPEAK NOT A WORD; SPENCER'S MOUNTAIN; 55 DAYS AT PEKING; I COULD GO ON SINGING. #**854**



ELECTRODYNAMICS

Dick Hyman at the organ and his orchestra

SELECTIONS: STOMPIN' AT THE SAVOY; THE SWEETEST SOUNDS; I LEFT MY HEART IN SAN FRANCISCO; FLY ME TO THE MOON; PARADISE; SIDE BY SIDE; MACK THE KNIFE; SATIN DOLL; SHADOWLAND; BIG BEN BOSSA NOVA; THIS IS ALL I ASK; TILL WE MEET AGAIN. #**856**



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with THE RAY CHARLES SINGERS and ENOCH LIGHT and his orchestra

SELECTIONS FROM WEST SIDE STORY, ON THE TOWN, WONDERFUL TOWN, CANDIDE include: TONIGHT; LONELY TOWN; MARIA; GEE, OFFICER KRUPKE; BEST OF ALL POSSIBLE WORLDS; LUCKY TO BE ME; NEW YORK, NEW YORK; IT'S LOVE; I FEEL PRETTY; GLITTER AND BE GAY; FINALE (From West Side Story). #**855**

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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

MORE TRINI LOPEZ AT PJ'S

Reprise R 6103 (M); RS 6103 (S)

A follow-up to his best selling first volume by the same name. This one offers more of the exciting Lopez performances at the Hollywood nitery. Included in the line-up is Lopez' latest single release, "Kansas City." Some others: "Oh Lonesome Me," "Walk Right In," "Goody Goody" and "Heart of My Heart." Hot wax!



POP SPOTLIGHT

MORE OF DION'S GREATEST HITS

Laurie LLP 2022

Dion DiMucci is riding the crest of popularity with a long string of hits under his belt. This package of earlier Dion greats on the Laurie label such as "Runaround Sue," "The Wanderer" and "Born to Cry," should be received with much fanfare by the younger set with strong sales potential stemming from heavy deejay play.



POP SPOTLIGHT

CONCERT FOR LOVERS

Ferrante & Teicher
United Artists UAL 3315 (M); UAS 6315 (S)

A tasty collection of tunes performed by the piano team of Ferrante & Teicher with a lush orchestral backdrop. Among the offerings are: "I Left My Heart in San Francisco," "What Kind of Fool Am I," "Fly Me to the Moon" and "Beautiful." The duo has a successful track record with LP's and should do well with this package.



POP SPOTLIGHT

ORIGINAL SOUND TRACK TWILIGHT OF HONOR AND OTHER GREAT MOTION PICTURE THEMES, PLUS SONGS BY RICHARD CHAMBERLAIN

MGM E 4185 ST (M); SE 4185 ST (S)

A composite of Chamberlain vocals (including his current hit, "Blue Guitar"), instrumentals from his first flick and other motion picture themes. Combination could spell strong sales.



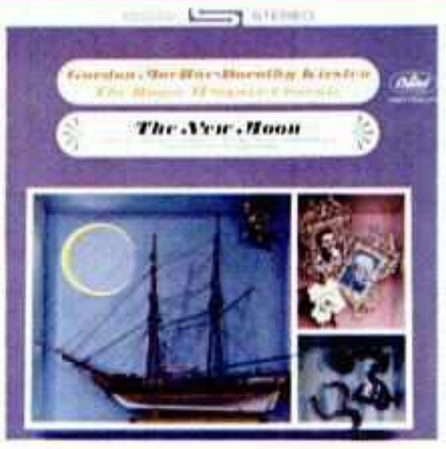


POP SPOTLIGHT

CHECKERED FLAG

Dick Dale & His Del-Tones
Capitol T 2002 (M); ST 2002 (S)

Dale developed quite a sizable name as one of the kings of the surfing movement, and now like many of his surfing colleagues of past months, he has quietly slipped into gear for the hot rod derby. Dale is pictured (a rugged hunk of man there) with his hot rod helmet, on the cover, and inside he churns out "Super Stock," "Grudge Run," "Night Rider," etc., to the pounding hot rod beat.

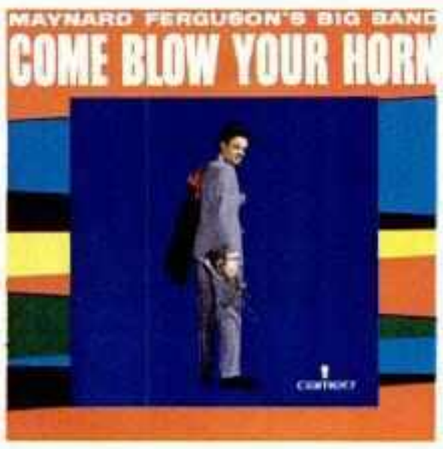


POP SPOTLIGHT

THE NEW MOON

Gordon MacRae, Dorothy Kirsten, Roger Wagner Chorale.
Capitol W 1966 (M); SW 1966 (S)

Gordon MacRae handles the part of Robert with ease and clarity. Dorothy Kirsten turns in an excellent vocal performance as Marianne. Roger Wagner Chorale, orchestra and chorus, conducted by Van Alexander, do justice to the Romberg-Hammerstein operetta.



POP SPOTLIGHT

COME BLOW YOUR HORN

Maynard Ferguson's Big Band.
Cameo C 1066 (M); SC 1066 (S)

This album is probably Maynard Ferguson's most successful commercial package to date. The LP features a number of tracks earmarked for pop jocks and a few of the tracks are already available as singles, like "Anthony and Cleopatra" and "Blues for Four String Guitar." In addition, there's plenty of powerhouse swing for jazz fans as in "Chicago" and Groove."



POP SPOTLIGHT

JOHNNY COOL

Sound Track. United Artists
UAL 4111 (M); UAS 5111 (S)

"Johnny Cool" is a story of the mobster influences on the New York, Los Angeles, Las Vegas scenes and it features, among others, Sammy Davis Jr. The Billy May score employs a big band instrumentation and is most listenable in both its brash as well as its more toned-down moments. There'll be a good bit of chatter about this flick, and the track package can benefit from the attendant publicity.



CHRISTMAS SPOTLIGHT

A CHRISTMAS GIFT FOR YOU FROM PHILLES RECORDS

Various Artists
Phillies PHLP 4005

A big Christmas package from Phil Spector and the gang at Phillies. It contains contemporary readings of many traditional tunes from all of the hot Phillies acts—Darlene Love, the Ronettes, Bob B. Soxx, the Crystals, and the entire Philadelphia ork-type ensemble that has given these Phillies disks their distinctive sound.

JAZZ SPOTLIGHT

LAMBERT, HENDRICKS AND BAVAN AT NEWPORT '63

RCA Victor LPM 2747 (M); LSP 2747 (S)

A wild performance indeed, packed with all the live action sounds of Newport, where this group offered eight frantic renditions with the help of Clark Terry and Coleman Hawkins and the Gildo Mahones Trio. Samples would include "Watermelon Man," "Sack o' Woe," "One o'Clock Jump," "Gimme That Wine" and "Cloudburst."



JAZZ SPOTLIGHT

ADVENTURES IN BLUES

Stan Kenton. Capitol T 1985 (M); ST 1985 (S)

A Kenton jazz venture into the blues, featuring nine of orchestrator Gene Roland's compositions. Roland, a Kenton stalwart for 19 years, also sits in on this set with his soprano sax. The performances emphasize the interplay of stabbing trumpets with vibrant massed trombones. Package will be a must for Kenton fans and all jazz lovers.

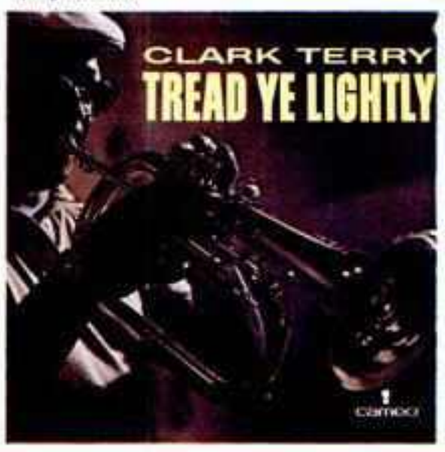


JAZZ SPOTLIGHT

TREAD YE LIGHTLY

Clark Terry. Cameo C 1071 (M); SC 1071 (S)

Here's another excellent LP from trumpet-flugelhorn specialist Clark Terry. The set has strong pop as well as jazz appeal mainly through the artist's latest single, "Lilies of the Field (Amen)." But the consumate artistry of Terry and the small group around, which includes Seldon Powell and harmonicaist Buddy Lucas, makes for a most satisfying album.



COUNTRY SPOTLIGHT

BUCK OWENS SINGS TOMMY COLLINS

Capitol T 1989 (M); ST 1989 (S)

Buck Owens pays tribute to his early mentor and long-time friend with this LP. Tommy Collins was responsible for getting Owens started as a guitarist and singer and on this album he sings a wide variety of Collins' songs. "If You Ain't Lovin', You Ain't Livin'," "But I Do," "My Last Chance With You," "High on the Hilltop" and a good many other favorites are included. Album has humor, pathos—the works.

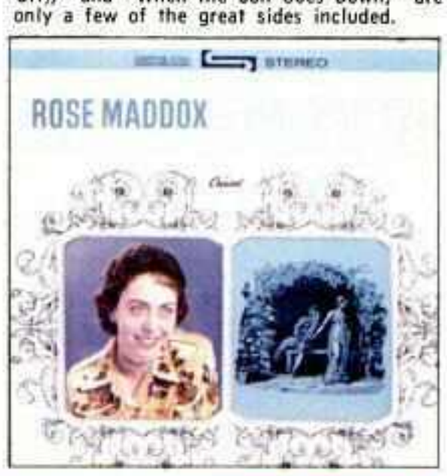


COUNTRY SPOTLIGHT

ALONE WITH YOU

Rose Maddox
Capitol T 1993 (M); ST 1993 (S)

Miss Maddox' plaintive warbling is devoted to some fine material on this set. The country thrush sings of the heartbreak and the sorrow of yearning, against most attractive country backings. "Alone With You," "If You See My Baby," "Long Black Limousine," "Stop the World (And Let Me Off)," and "When the Sun Goes Down," are only a few of the great sides included.





COUNTRY SPOTLIGHT

THE TALL GENTLEMAN

Carl Smith. Columbia CL 2091 (M); CS 8891 (S)

Fine singing of strong country material here from Carl Smith. The album has a mighty restful, likeable sound with Smith getting fine support from the accompanying musicians. Weepers, typically are numbered among the best tracks. Some of them are "This Orchid Means Goodbye," his current single, "Loose Talk," and "The Tall, Tall Gentleman."



COUNTRY SPOTLIGHT

GREATEST COUNTRY AND WESTERN HITS NO. 4

Various Artists. Columbia CL 2081 (M); CS 8881 (S)

Here's a swinging collection of some of the biggest country hits of the last two or three years. Among the big-time winners contained are "Wolverton Mountain," Claude King; "Big Bad John," Jimmy Dean; "Ballad of Jed Clampett," Flatt & Scruggs, and "Waterloo," Stonewall Jackson.



COUNTRY SPOTLIGHT

I LOVE A SONG

Stonewall Jackson. Columbia CL 2059 (M); CS 8859 (S)

Popular country-pop artist Stonewall Jackson takes on an interesting collection of country tunes of current vintage which include "A Wound Time Can't Erase," "Wild, Wild Wind," "Picket Sign," "East of Berlin" and "B. J. the D. J." Jackson is right at home with the material and is ably backed by a chorus and fine instrumentation. Cover design should help capture eyes of pop as well as country music fans.



COUNTRY SPOTLIGHT

Y'ALL COME

Porter Wagoner. RCA Victor LPM 2706 (M); LSP 2706 (S)

Wagoner is a seasoned chanter and gets plenty of exposure with his syndicated TV outings. He invariably turns in top performances and there's no disappointment here. To the fine Nashville-styled backings provided by Chet Atkins, Wagoner sings "Pick Me Up on Your Way Down," "Be Careful of Stones That You Throw," "Don't Let Me Cross Over" and "I Wanna Go Home." Fans will dig.



COUNTRY SPOTLIGHT

THE HONEST-TO-GOODNESS COUNTRY MUSIC HITS! VOL. 2

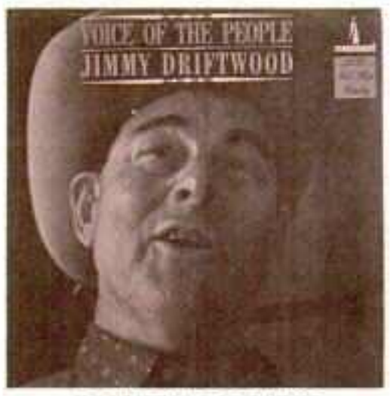
Various Artists. RCA Victor LPM 2633 (M); LSP 2633 (e) (S)

A dozen of the great country oldies from the Victor catalog, ranging in age from Jimmie Rodgers' "Mule Skinner (Blue Yodel No. 8)," to the relatively recent, "Am I Losing You," by Jim Reeves. The older sides are all in electronically reprocessed stereo. A good collection for real country music fans.

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ALBUM REVIEWS (continued)



COUNTRY SPOTLIGHT

VOICE OF THE PEOPLE

Jimmy Driftwood
Monument MLP 8006

The poignant thought and folk quality of Jimmy Driftwood is amply evident on this LP. The disk is filled with songs of the dignity of man and irrational hate. There's also much humor and homespun philosophy through the LP. His simple singing and the sincerity of his thought makes for the kind of LP that's bound to sell to folk, college and country fans alike.
Best Track: "What Is the Color of the Soul of Man" (Combine, BMI) (2:54).



SPIRITUAL SPOTLIGHT

CLARA WARD AND HER GOSPEL SINGERS AT THE VILLAGE GATE

Vanguard VRS 9135 (M); VSD 2151 (S)

Here's a wide-swinging and uplifting gospel set that should spread the Ward word far and wide. The LP, recorded in the flesh at the Village Gate in Manhattan, has strong hand-clapping, vibrant singing from Miss Ward and her chargers and the spirit really descends on that crass, old Greenwich Village club, toward the end of the second side of the album.



SACRED SPOTLIGHT

HAND-CLAPPING GOSPEL SONGS

Roy Acuff & His Smoky Mountain Boys. Hickory LPM 117

Here's a set of rousing performances by a great country artist. Roy is in fine voice on these sides, which contain songs by Fred Rose, Hank Williams, Albert E. Brumley and other notable writers. Fans and collectors will note that, for the first time, Roy has an outside vocal group with him—the Jordanaires—for enhanced production effects. A solid package.



SPOKEN WORD SPOTLIGHT

SHAKESPEARE: HAMLET (4-12")

Paul Scofield & Various Artists. Shakespeare Recording Society SRS 232 (S)

A stellar bit of packaging by Caedmon's Shakespeare Recording Society. The package includes a complete script and brilliant performances by Paul Scofield, Diana Wynyard and Wilfred Lawson. It's one of those spoken word performances which achieves real dynamism and movement through the clever use of the opportunities presented by stereo. The package should take its place as standard merchandise in its field.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

MARIA ELENA

Los Indios Tabajaras, RCA Victor LPM 2822 (M); LSP 2822 (S)

SUGAR SHACK

Jimmy Gilmer & the Fireballs, Dot DLP 3545 (M); DLP 25545 (S)

★ NEW ACTION LP's

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

LIVE FROM THE BROOKLYN FOX—MURRAY THE K . . .

Various Artists, KFM 1001 (M); (No Stereo)

MARIA ELENA . . .

The 50 Guitars of Tommy Garrett, Liberty LMM 13030 (M); LSS 14030 (S)

JUDY HENSKE . . .

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

CRISS CROSS . . .

Thelonius Monk, Columbia CL 2038 (M); CS 8838 (S)

TODAY'S ROMANTIC HITS—FOR LOVERS ONLY . . .

Jackie Gleason, Capitol W 1978 (M); SW 1978 (S)

MONGO AT THE VILLAGE GATE . . .

Mongo Santamaria, Battle BM 6129 (M); BS 96129 (S)

WONDERFUL WORLD OF JULIE LONDON . . .

Liberty LRP 3324 (M); LST 7324 (S)

RETURN OF THE GUNFIGHTERS . . .

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

BLOWIN' IN THE WIND . . .

Arthur Lyman, Life 1014 (M); SL 1014 (S)

JOSE JIMENEZ IN JOLLYWOOD . . .

Bill Dana, Kapp KL 1332 (M); KS 3332 (S)

HEAT WAVE . . .

Martha & the Vandellas, Gordy 907 (M); (No Stereo)

PREVIN IN HOLLYWOOD

Andre Previn, Columbia CL 2034 (M); CS 8834 (S)

SHE LOVES ME . . .

Jack Jones, Kapp KL 1337 (M); KS 3337 (S)

THE BEST OF JUDY GARLAND . . .

Decca DXB 172 (M); DXSB 7172 (S)

HERBIE MANN LIVE AT NEWPORT . . .

Atlantic 1413 (M); SD 1413 (S)

BLUE BASH . . .

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

THE WHAM OF THAT MEMPHIS MAN . . .

Lonnie Mack, Fraternity F 1014 (M); (No Stereo)

IT'S TOO LATE . . .

Wilson Pickett, Double L DL 2300 (M); SDL 8300 (S)

TREASURY OF GOLDEN HITS . . .

Sammy Davis Jr., Reprise R 6096 (M); R9-6096 (S)

ON STAGE . . .

Mary Wells, Tamla 611 (M); (No Stereo)

SPECIAL MERIT PICKS

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

POP SPECIAL MERIT

MR. RAGTIME MEETS MR. HONKYTONK

Joe "Fingers" Carr & "Big" Tiny Little
Coral CRL 57444 (M); CRL 757444 (S)

A swinging blending of the honky-tonk piano of (Big) Tiny Little and the ragtime piano technique of Joe (Fingers) Carr. Messrs. Little and Carr are supported by trombones, guitars and drums. In stereo, the boys come at you first from one speaker, then the other and merge for the chorus. The package should be big with rousty-tousty music lovers, operators of silent movie theaters, and taverns with stereo jukes.

POP SPECIAL MERIT

YOUNG AMERICA'S REEL FAVORITES, VOL. I

Various Artists. 20th Century-Fox TFM 3103 (M); TFS 4103 (S)

Twelve contemporary motion picture themes are given the teen beat treatment which includes "Telstar"-type organ, yakety sax and electric guitar. The solid sounds will find favor among the deejays for programming and the teen set for listening or dancing.

POP SPECIAL MERIT

A WHISPER AND A HOLLER

The Heightsmen. 20th Century-Fox TFM 3108 (M); TFS 4108 (S)

Among the flock of city-billy groups that have emerged in the wake of the current renaissance of folk music around the country, the Heightsmen hold their own with the best. The N.Y.U. men offer a mixture of tender and rip-roaring performances of folk standards like: "Going Downtown," "Swing Down Chariot," and original compositions. The group will be welcomed by folkniks as well as pop music lovers.

POP SPECIAL MERIT

BOUDLEAUX'S BESTSELLERS

Ork Conducted by Boudleaux Bryant
Monument MLP 8007

Boudleaux's best tunes, guitars and much brass, are the ingredients in the LP. There is a strong, highly danceable beat throughout, along with the Bryant tunes, which should find favor with the young adult and teen-age set. "Take a Message to Mary," "By Bye Love," "Wake Up Little Suzie" and "Mexico," are several of the offerings included.

POP SPECIAL MERIT

YOUNG AMERICA DANCES TO GOLDEN GOODIES

Marty Wilson & His Ork. 20th Century-Fox TFM 3101 (M); TFS 4101 (S)

Wilson and ork add strings and occasional organ to a flock of rockers. The backbeat is pronounced on every cut with raunchy sax, contemporary guitar and brass used generously. With virtually all of the pop music stations featuring "oldies" throughout their schedules, this LP should receive prominent air play around the country. A couple of the tunes are: "I Will Follow Him" and "Big Girls Don't Cry."

POP SPECIAL MERIT

GOLDEN FOLK SONGS FOR DANCING

Guy Lombardo & His Royal Canadians.
Decca DL 4430 (M); DL 74430 (S)

Lombardo lovers are likely to go for most anything the famed maestro picks out for a program, even if it's a collection of folk and neo-folk songs which don't really lend themselves to the Lombardo scene particularly well. The fans will find "Boll Weevil," "Molly Malone," "Goodnight Irene" and "Puttin' on the Style," done by the band and assorted vocalists, including the Millington Singers, Bill Flanagan and Cliff Grass.

POP SPECIAL MERIT

BYRD OF PARADISE

Jerry Byrd. Monument MLP 8009

Jerry Byrd is a most accomplished Nashville guitarist. The steel guitar is featured here, however, in a fine program of Hawaiian music with many of the typical tunes like "Hawaiian Wedding Song," "Adventure in Paradise," "Forevermore" and "Beyond the Reef," played beautifully against soft voices and soft sea wind and jungle sound effects. A most restful LP.

POP SPECIAL MERIT

JACK LINKLETTER PRESENTS . . . A FOLK FESTIVAL

Various Artists. Link GNP 95

Jack Linkletter, TV's "Hootenanny" host on ABC-TV, lined up this affair, featuring four new acts and cut live at Pasadena's Ice House folk club. It's Linkletter's own label, Link Records, and it's distributed by GNP Crescendo. Artists include the Yachtsmen, a vocal foursome; Jim and Jean, a pleasant-sounding new boy-girl duo; Chloe Marsh, a high, pure-voiced thrush, and Les Baxter's Balladeers, a larger, Christy Minstrels kind of mixed group. Nice sound throughout.

POP SPECIAL MERIT

DANCING IN A DREAM

Carmen Cavallaro
Decca DL 4383 (M); DL 74383 (S)

The maestro-band leader-pianist has enjoyed success over the years with his piano and band in society music settings and here is another set, attuned for listening and dancing, and featuring piano with a rhythm-only accompaniment. "There Goes My Heart," "I Had the Craziest Dream," "It's Magic" and "Desafinado," are samples.

POP SPECIAL MERIT

30 HITS OF THE FLAMING '40s

Frankie Carle, His Piano & Ork
RCA Victor LPM 2594 (M); LSP 2594 (S)

Thirty hits of the '40's are brought right up to date by Frankie Carle, his piano and orchestra. Hank Levine's arrangements and Carle's playing are top notch. Tunes run gamut from "Aurora" to "That Lucky Old Sun." A standout set that could score big with those who like their nostalgia in a modern setting.

POP SPECIAL MERIT

3 BILLION MILLIONAIRES

Various Artists. United Artists UXS 54

This album features a cast of top names acting and singing in a special original musical play for records designed to explain and help UNICEF and the U. S. Committee for the UN, both of which will receive proceeds from the LP. Peter Farrow and Diane Lampert wrote music and lyrics and produced the LP which features the Hon. Adlai E. Stevenson, Bing Crosby, Carol Burnett, Jack Benny, Wally Cox, Judy Garland and a host of others.

POP SPECIAL MERIT

ORIGINAL SOUNDTRACKS AND MUSIC FROM THE GREAT MOTION PICTURES

Various Artists. United Artists UAL 3303 (M); UAS 6303 (S)

The salability of motion sound-track albums is a proved fact (nine are currently on the chart). The buyer is certainly getting a bargain with this package of 12 motion picture tracks from such flicks as "Mondo Cane," "Mutiny on the Bounty," "The VIPs," et al. Performing are Andre Previn, Leroy Holmes, Ferrante & Teicher and other well-known artists. Good wax with built-in promotion value.

POP SPECIAL MERIT

THE WAYFARERS AT THE HUNGRY i

RCA Victor LPM 2735 (M); LSP 2735 (S)

A very entertaining package. The Wayfarers offer humor, satire and spoof in song. However, the group's approach to singing is serious and they are fine performers. The enthusiastic response with the live audience lends much excitement to such renditions as "Folksinger," "Mountain Dew," "Artsa Alinu" and "Twelve Gates." Fine fare for all out-group folk music lovers.

POP SPECIAL MERIT

APRIL IN PARIS

The Melachrino Strings & Ork with Trio Musette de Paris
RCA Victor LPM 2739 (M); LSP 2739 (S)

The many moods of the world's most romantic city are captured by the enthusiastic strings of George Melachrino. The arrangements are simple and bright; the results, lush. Tunes flowingly performed are: "C'est si Bon," "La Mer," "April in Paris," to name a few. A highly listenable and commercial package.

POP SPECIAL MERIT

ENCORE

Bernie Lowe Ork
Cameo C 1057 (M); SC 1057 (S)

Similar to other successful recordings by the Bernie Lowe orchestra, the selections for this album are a combination of such new songs as "Danke Schoen" and "Blue Velvet," and the nostalgic sounds of the big band era. Various tunes are presented in the Glenn Miller, Harry James, Benny Goodman, Tommy Dorsey, Artie Shaw and Count Basie styles. The blending of the old and new by Lowe has been successful before. And this one, too, bears watching.

POP SPECIAL MERIT

MICHEL LEGRAND BIG BAND PLAYS RICHARD RODGERS

Philips PHM 200-074 (M); PHS 600-074 (S)

Eleven of the best Richard Rodgers songs receive the Legrand big band treatment. The arrangements are jazz-oriented and healthily handled by big brass. A few representative cuts are: "There's a Small Hotel," "The Lady Is a Tramp" and "Bali Hai."

(Continued)

ALBUM REVIEW POLICY

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

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AT PHILHARMONIC HALL

Benny's Back & Both Sides Got Him

The "Two Worlds of Benny Goodman" collided Tuesday (5) here in Manhattan and the resultant explosion enthralled a capacity house at the new Philharmonic Hall in Manhattan.

Two two worlds featured Benny in two segments of familiar small group jazz favorites and a performance of the Mozart clarinet quintet.

The program actually showcased Goodman in three guises, for he played three different concerts in the near-three-hour recital. Jazz, classical and jazz was the running routine, but Goodman's second shot at the jazz segment was a better indication of his ability as an improviser than the earlier portion.

Goodman had a small group with him for the Philharmonic date which, as in so many of his past small groups, contained first-class sidemen. Red Norvo on vibes was the epitome of delicacy and fine fluid swing. John Bunche, pianist, played an unending variety of ideas in his solos, ranging from close approximations of Teddy Wilson to modernistic touches, but each had something that was entirely his own. Bobby Hackett played trumpet with the group and provided good solos, though he could not seem to relax.

The classical segment was ably played, and showed the amount of study and rehearsal Goodman has given to the long-hair area. He played with a tightly rehearsed and dynamic chamber music quartet, the Berkshire String Quartet. It was a perfunctory performance in which the clarinetist worked closely with the classical ensemble and shed his individual tonal style for the most part to take on a staid sound unembellished by stylistic overtone. The predominantly pop music audience sat through the four movements of the Mozart work with a minimum of restlessness.

The second segment of jazz playing seemed an obvious release for Goodman. He shouted and hummed during the tunes and played with a greater amount of freedom, improvising with greater imagination, enjoying it more.

The entire jazz segment (two parts) were composed of standards Goodman has played through his 30 years in the business. "Avalon," "Poor Butterfly," "Sweet Georgia Brown," "Air Mail Special," "Let's Dance" and "I Found a New Baby" (not in that order) were only a few of the tunes.

JACK MAHER

ROYAL BOX

Diahann a Very Smart Package

Diahann Carroll packs into her slim, lithe frame, just about all the attributes necessary to bowl over a night club audience. As she parlays her gifts for maximum effects, she comes off as one of the top attractions to have played the Americana Hotel's fancy Royal Box cafe in Manhattan.

Prancing out in a wild outfit of slick, silky white slacks and fishnet white blouse, she pounds out an oldie, "Keep Smilin' at Trouble," quickly shifts gears into a rousing "Goody Goody," which is then balanced neatly by a soft, low-paced "More Than You Know."

Vocally, the gal is tops (she was the original femme lead in Richard Rodgers' "No Strings"), and as a looker she's bewitching, but her act is even stronger, thanks to her high sense of dramatics. Frankly, she can turn the sugar and sex off and on like faucets. In a sort of Brazilian bossa nova scene, it's the dreamy, Latinish sex appeal that comes through to a superb fiddle and flute-filled arrangement. Then, there's a switch to a brasher, more basic approach where she turns out some rather tart spoken lines about why she'd find it difficult to play in "My Fair Lady." With this start she takes a tune from that show, "Show Me," and hands it the most insinuating reading it ever got. It's the highlight spot of her show.

After a break, Miss Carroll suddenly is back flapper style, with an intriguing 1920's kind of black Charleston dress for an Ethel Waters medley (she worked with Miss Waters a decade ago in "House of Flowers") and this one, with "Am I Blue," "Taking a Chance on on Love," "Happiness Is Just a Thing Called Joe," is another highlight in a show that's full of them.

The Americana p.a. system is still a problem, even for this talented thrush. It's so loud at times that distortion occurs, a misfortune for artist and audience alike. Aside from that, and Miss Carroll wisely turns away from her mike at times to compensate, the act is tops.

REN GREVATT

CONCERT

Kate Smith Back—And Charming

Looking very little different from the way she has for her 30 years in show business, incomparable Kate Smith made her Carnegie Hall debut last week (2) to a nearly filled house and proved maybe for once and for all that wholesomeness and a big heart are grossly disarming qualities in a performer. Together with her indefatigable voice, Kate has these qualities in abundance.

From the moment Skitch Henderson cued her theme song ("When the Moon Comes Over the Mountain"), Kate had the audience enchanted with one familiar tune after another. Her direct style (she is one of the few people left who sings a

(Continued on page 43)

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

Jerry Vale makes his bow at Carnegie Hall on Friday night (15). . . . On the same night, concerts will be given by **Juan Serrano** at Town Hall and the **Clancy Brothers and Tommy Makem** at Philharmonic Hall. . . . **Miriam Makeba** opens today (11) at the Shadows in Washington for two weeks. . . . Headliners at the Monticello Inn, Framingham, Mass., are **Earl Wrightson** and **Lois Hunt.** . . . **Gene Krupa** is booked into the Cork and Bib in Westbury, L. I., N. Y., for the weekend. . . . **Joe Newman** is at Birdland this week. . . . **Dick Contino** will be at the Surf Club in Revere, Mass., through November 17.

SOUTH

On tour, the **Smothers Brothers** will appear this week at the Civic Auditorium in Orlando, Fla. (14), the University of Florida (15) and Duke University (16). . . . **Peter Nero** will do a few turns at Texas A & I (14) and Texas Tech. (15).

MIDWEST

Phillis Diller opens tomorrow (12) at the Crystal Palace in St. Louis, for two weeks. . . . **Brown and Dane** perform at Southwestern College in Winfield, Kan. (11) and Lanston U. in Oklahoma (12). . . . The **Norman Luboff Choir** will concertize in Kalamazoo, Mich. (11), Canton, Ohio (12), and Columbus, Ohio (15). . . . **Count Basie** plays for one night only at the Club Laurel, Chicago (11). . . . The **Gaslight Singers** will appear at the Gate of Horn in Chicago for three weeks, starting tomorrow (12). . . . Headlining the New Living Room in Chicago, starting tonight (11) is **Damito Jo.** . . . **George Kirby** goes in at the Colony Club, Omaha, on Thursday (14) for one week.

WEST

The Fairmont Hotel in San Francisco proudly presents **Ella Fitzgerald** for the three weeks commencing Thursday (14). . . . Energetic **Peter, Paul and Mary** make appearances this week at the Civic Auditorium, San Jose, Calif. (15), then again in Sacramento (16) and Fresno (17). . . . **Billy Eckstine** opens Friday (15) at the Safari Club in San Jose, Calif., for nine days. . . . **Judy Henske** will be featured at the Hungry i in San Francisco from November 11 through December 14.

CANADA

Amanda Ambrose will be at the Friars in Toronto through November 23. . . . **Vaughn Monroe** will headline the Royal York, Toronto, for two weeks, starting Friday.

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TV GUEST APPEARANCES BY RECORD TALENT

NOVEMBER 11-17
(All Times Eastern Standard)

MONDAY 11—PHYLLIS DILLER
The popular comedienne will be seen on the Tonight Show, starring Johnny Carson (NBC-TV, 11:15-1 a.m.).

MONDAY 11—MILLS BROTHERS
The quartet joins Steve Allen and his gang on their Westinghouse tape-syndicated television show.

TUESDAY 12—PEGGY LEE
Peggy sings the blues on tonight's Andy Williams Show (NBC-TV, 10-11 p.m.).

TUESDAY 12—JERRY VALE
Jerry offers romantic ballads on the Steve Allen Show.

TUESDAY 12—ALLAN SHERMAN
Folk singer-celebrity-nut Sherman will perform on the Tonight Show.

WEDNESDAY 13—EILEEN FARRELL
Popular opera singer will be one of the guests on the Danny Kaye Show (CBS-TV, 10-11 p.m.).

WEDNESDAY 13—JAYE P. MORGAN
Vocalist is numbered among the many guests of Steve Allen.

THURSDAY 14—GEORGE SHEARING
In a rare television appearance, jazz pianist Shearing will perform on the Steve Allen Show.

THURSDAY 14—TONY MARTIN
Johnny Carson lists Tony among his guests on the Tonight Show (NBC-TV, 11:15-1 a.m.).

FRIDAY 15—CHRIS CONNOR
Jazz singer will be seen on the Tonight Show (NBC-TV, 11:15-1 a.m.).

SATURDAY 16—NEW CHRISTY MINSTRELS, DUKES OF DIXIELAND, WILL HOLT, LEON BIBB, THE BIG THREE
All will perform on Hootenanny (ABC-TV, 7:30-8:30 p.m.). Jack Linkletter is host.

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.

IMPRESSIONS
(ABC-Paramount)
PM: Eddie Thomas



NAMES: Curtis Mayfield, Samuel Gooden, Fred Cash. **AGES:** Fred, 23; Sam, 24. **HOME TOWNS:** Sam and Fred are from Chattanooga, Curtis is from Chicago. All now live in Chicago. **BACKGROUND:** Sam and Fred were singing in Chattanooga in 1957 with a small group when they decided to head north to Chicago to try their luck in the business. Shortly they teamed up with Curtis Mayfield and were introduced to Manager Eddie Thomas, who gave them their name. Their first single, "For Your Precious Love," became an immediate hit in 1958. From that time they have been prominent on records as well as in numerous personal appearances throughout the country in theaters, radio and television. Other hits they have had are "Minstrel and Queen" and "Little Young Lover." With their latest single release for ABC-Paramount they are among the honored top 10 again.

LATEST SINGLE: "It's All Right" gets a star performer on this week's Billboard Hot 100, in position No. 5.

THE CARAVELLES
(Smash)



NAMES: Andrea and Lois. **AGES:** Andrea, 17; Lois, 19. **HOME TOWN:** London. **BACKGROUND:** Andrea and Lois, until April of this year, both worked at an English brokerage firm. While performing at an office party, the girls were encouraged to turn professional. They rehearsed at night, working on a "new sound." They took a home tape recording of "You Don't Have to Be a Baby to Cry" to various agents and producers and ultimately to B. P. R. Records in London. A professional waxing was made and it became a hit in England almost overnight. The disk seems to be enjoying similar success in this country. In addition to performing, the girls have taken up songwriting. Lois has played the guitar since she was a child, and though Andrea is a fine clarinetist, she reserves her talent strictly for off-stage occasions.

LATEST SINGLE: "You Don't Have to Be a Baby to Cry," on Smash, is No. 41 on this week's Billboard Hot 100, after only three weeks on the chart.

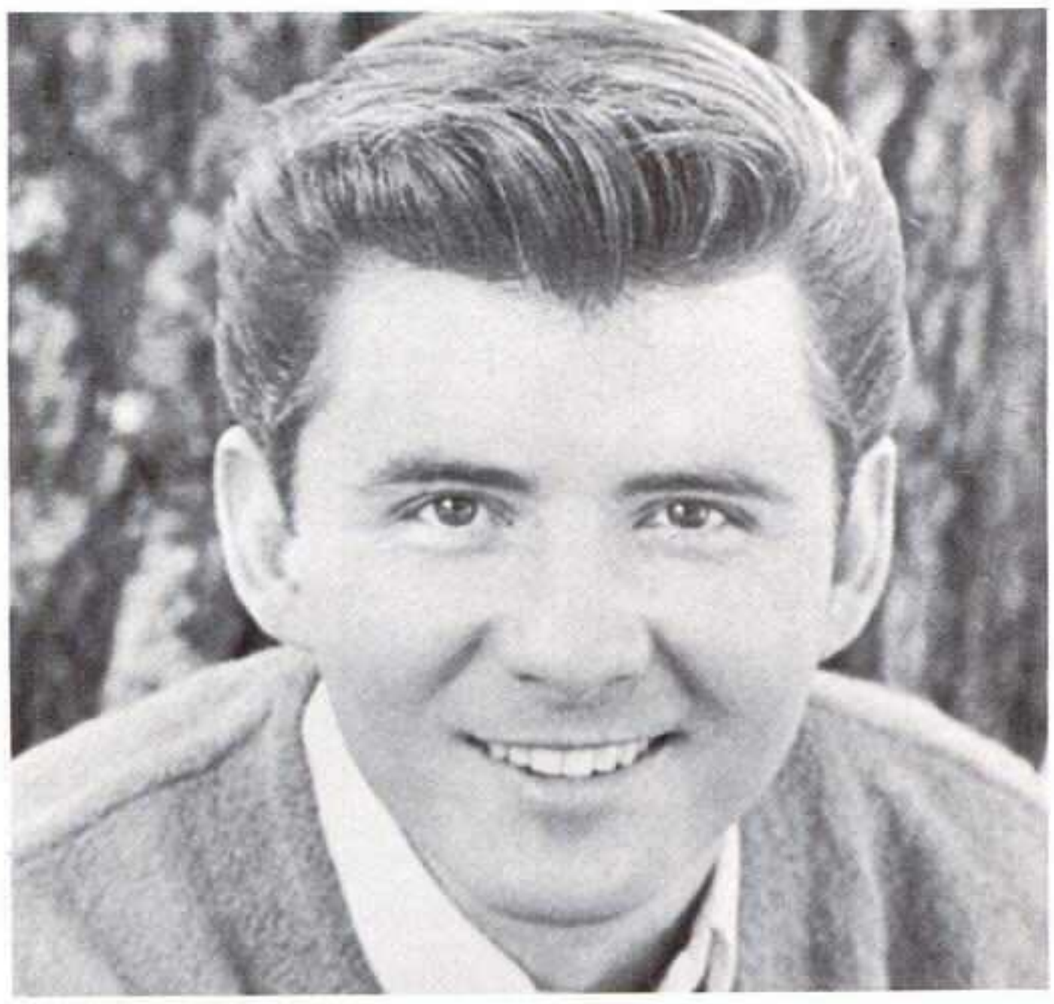
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GEORGE HAMILTON
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MGM K-13178



GINNY ARNELL
Dumb Head
MGM K-13177



ELLA FITZGERALD
Shiny Stockings
b/w Into Each Life Some Rain Must Fall
VERVE VK-10305

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A FUTURE STAR! Hubert Long, of the Hubert Long Talent Agency, Nashville; Audrey Williams, mother and guardian of Hank Williams Jr., and Oscar Davie (right), veteran country music promoter, gather around as Hank Jr. signs an exclusive contract with the William Morris Agency in New York last week. The Long office will handle all of the lad's bookings.

COUNTRY MUSIC CORNER

By BILL SACHS

Veteran New York publicist **Tim Gayle** and **Frank LaVere,** writer of "Pretend," "Have You Heard" and "You're Foolin' Someone," have a new opus, c.&w. styled, "If You Were the Sinner and I Was the Saint." They are both ASCAP veterans and old friends. . . . **Ernest Ashworth** is caressing a brand-new, five-year recording pact with Hickory Records. . . . The **Andy Doll** band, out of Station KOEL, Oelwein, Ia., is routed through the remainder of November, as follows: Spencer, Ia., 11; Fairbanks, Ia., 12; Worthington, Ia., 13; Hartley, Ia., 15; Guttenberg, Ia., 16; La Crosse, Wis., 17; Janesville, Ia., 18; Marion, Ia., 20; Waterloo, Ia., 21; Dubuque, Ia., 22; Decorah, Ia., 23; Monroe, Wis., 24; Janesville, Ia., 27; Fort Dodge, Ia., 28, and Prairieburg, Ia., 30.

Faron Young and his unit are set for a nine-day trek of one-nighters through the Pacific Northwest under the direction of Seattle promoter **Jack Roberts.** Dates include Spokane, November 12; Lynnwood, Wash., 13; Blaine, Wash., 14; Belfair, Wash., 15, and Portland, Ore., 16. Young will also guest on Seattle's popular Saturday TV show, "Evergreen Jubilee," November 16, over KOMO-TV, Seattle's ABC network affiliate.

The success story of the "The Barn Dance," the 39-year-young radio program that made its TV debut this fall, was told at the November dinner meeting of the Chicago Chapter of the American Women in Radio and Television group held at the Carriage House, Chicago, November 6. "Barn Dance" host **Orion Samuelson** related the tale, and music was provided by vocalist and recording artist **Bob Atcher.** There was a time in 1960 when "Barn Dance" was silent after 37 years on the air. The program might have remained but a memory if it hadn't been for the loyalty of its fans who wrote in demanding the return of the program. Samuelson in his address analyzed the drawing power of the country western musicale, its audience, its sponsors, and its place on the Chicago broadcast scene.

Brother Dave Gardner has named **Gabe Tucker** a vice-president of Gardner Enterprises, Inc., to assist Gardner's personal manager, **Miss Millie,** on promotion and bookings. . . . Sims Records artist **Billy Parker** is recuperating from a siege of the mumps after a week in the hospital. Mail will reach him at KFDI-Radio, P. O. Box 1402, Wichita, Kan. . . . **Charles Wright,** Dallas agent, has taken over the management of young country singer **Ronnie Murray** and has placed him on Vandan Records for release after the first of the year. Ronnie hails from Corpus Christi, Tex. . . . That's a corking feature (four pages with photos) that **Don Richardson Sr.** has in the October 28 issue of Sponsor magazine. Headed "Net TV in '64 for Nashville Country Show?" the piece cites the progress of country music, the history of "Grand Ole Opry" and names many of the leaders who have given country music the big push in recent years.

"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.

Headed for a Hit!
Johnny & Jonie Mosby
"TROUBLE In My ARMS"
b/w
"WHO'S BEEN CHEATING WHO?"
Columbia 4-42841



MERCURY ARTIST Earl Scott, who hit big with "Loose Lips," may have another winner with his latest release, "Restless River." Earl is booked by the Wil-Helm Agency, Nashville.

(Advertisement)

Rose-Everly Suit Settled

NASHVILLE—Wesley Rose, of Acuff-Rose Artists Corporation, has announced the settlement of a lawsuit concerning his management of the Everly Brothers.

The suit was brought by Rose in Davidson County Chancery Court in August, 1961, against Donald and Philip Everly, charging that the performers had breached their personal management and public relations contract with Rose.

Chancellor Alfred T. Adams has approved an order by which the Everly Brothers agree to pay Rose all damages which he claimed resulted from the alleged breach of contract. The dispute involved the period from January 1, 1961, to May 5, 1962. The parties involved would not reveal the amount to be paid.

Rose and the Everlys have exchanged mutual good wishes, and Rose added: "I am pleased that the matter has been terminated and I wish the Everly Brothers every success in their careers."

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Bill Sellers (Wagon Wheel Willie), who spins the country wax from 5-7 a.m., Mondays through Saturdays, on WFBS, Spring Lake, N. C., which covers Fort Bragg like a blanket, has changed the name of his show from "Carolina Jubilee" to "Hillbilly Reveille." Topping his list of request tunes at the moment is **Buck Owens'** "Love's Gonna Live Here." . . . **Ron Tomion**, of WFLR, Dundee, N. Y., reports that the station has embarked on a campaign to promote country music throughout its programming schedule. In addition to the general promotion, Tomion says, WFLR is spotting a three-hour c.&w. seg on Saturday afternoons, for which it needs old standards and new releases.

KCIJ-Radio, all-country and gospel station in Shreveport, La., has increased its power to 5,000 watts. The manager is **Bob Smith,** who doubles as deejay along with **Bill Bailey** and the **Rev. Billy Franks**. The latter does three hours a day with gospel records. He also has a two-hour gospel show on KTAL-TV, Los Angeles, every Sunday morning via tape, and is full-time pastor of the Oakmont Church in Shreveport. . . . A new 5,000-watt station which will program considerable country and western and gospel music makes its bow soon in the heart of missileland, U. S. A. —the Orlando-Cape Canaveral area of Florida—under application granted by the FCC to Radio Florida Broadcasters, of which **Edward C. Allmon** is president. Station is in need of programming material from record companies, artists and distributors. Allmon's address is P. O. Box 2265, Satellite Beach, Fla.

Quentin (Reed) Welty, who, in addition to his music publishing and recording activities, serves as general sales manager for three Ohio and Virginia radio stations, says he is readying a country music spec-type disk show to be aired on his stations in the near future. The programs, Welty says, will lean toward the pop-country style, but will use country-based material and artists. Welty solicits aid from the artists and diskeries in the way of records and albums. Address him: Station WWST, Wooster, Ohio. . . . **Jim Whitlock,** the Singing Cherokee, reports that he's spinning c.&w. material six hours a day, seven days a week on KBUB Radio, Sparks, Nev., and that he's in need of country material to keep the ball rolling. Whitlock, who also has his own record and publishing firm, says he is willing to give an ear to any new demos or tapes that artists may send him. Address him at KBUB, Box 1270, Sparks, Nev. . . . **John Carraway (Big Good John)** has just begun his third year at WCMS, Norfolk, Va., where he's spinning gospel music each morning, Monday through Saturday.

HOT COUNTRY SINGLES

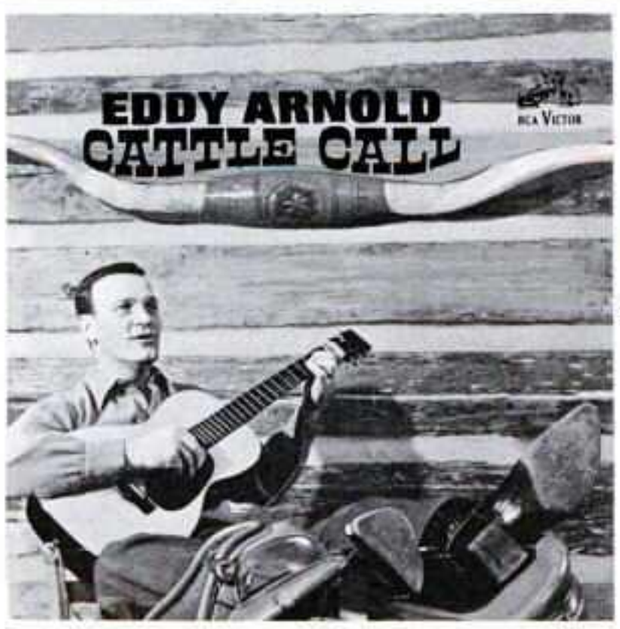
Billboard SPECIAL SURVEY

FOR WEEK ENDING 11/16/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	**LOVE'S GONNA LIVE HERE** Buck Owens, Capitol 5025	9
2	2	**TALK BACK TREMBLING LIPS** Ernest Ashworth, Hickory 1214	22
3	3	**8 x 10** Bill Anderson, Decca 31521	13
4	4	**COWBOY BOOTS** Dave Dudley, Golden Ring 3030	7
5	6	**MAKE THE WORLD GO AWAY** Ray Price, Columbia 42827	15
6	5	**YOU COMB HER HAIR** George Jones, United Artists 578	19
7	8	**MOUNTAIN OF LOVE** David Houston, Epic 9625	5
8	7	**FADED LOVE** Patsy Cline, Decca 31522	10
9	15	**500 MILES AWAY FROM HOME** Bobby Bare, RCA Victor 8238	4
10	17	**TELL HER SO** Wilburn Brothers, Decca 31520	9
11	20	**THE MATADOR** Johnny Cash, Columbia 42880	2
12	13	**CALL ME MR. BROWN** Skeets McDonald, Columbia 42807	8
13	14	**NINETY MILES AN HOUR (Down a Dead-End Street)** Hank Snow, RCA Victor 8239	4
14	10	**THANKS A LOT** Ernest Tubb, Decca 31526	8
15	18	**I CAN'T STAY MAD AT YOU** Skeeter Davis, RCA Victor 8219	6
16	24	**THOSE WONDERFUL YEARS** Webb Pierce, Decca 31544	2
17	22	**WE'VE GOT SOMETHING IN COMMON** Faron Young, Mercury 72167	4
18	23	**YOUR BEST FRIEND AND ME** Mac Wiseman, Capitol 5011	6
19	12	**HAPPY TO BE UNHAPPY** Gary Buck, Petal 1011	14
20	11	**RING OF FIRE** Johnny Cash, Columbia 42788	24
21	21	**WILD, WILD, WIND** Stonewall Jackson, Columbia 42846	2
22	—	**BEFORE I'M OVER YOU** Loretta Lynn, Decca 31541	1
23	25	**NOT SO LONG AGO** Marty Robbins, Columbia 42831	11
24	9	**ABILENE** George Hamilton IV, RCA Victor 8181	23
25	26	**HELPLESS** Joe Carson, Liberty 55614	2
26	—	**SING A SAD SONG** Buddy Cagle, Capitol 5043	1
27	27	**HEART, BE CAREFUL** Billy Walker, Columbia 42794	7
28	29	**LITTLE OLE' YOU** Jim Reeves, RCA Victor 8193	18
29	—	**I WISH I WAS A SINGLE GIRL AGAIN** Jan Howard, Capitol 5035	1
30	—	**TROUBLE IN MY ARMS** Johnny & Jonie Mosby, Columbia 42841	2

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"GOODBYE MARY ANN"

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CHESS

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PITCHING THE TRADE: Hugh Dallas (right), promotion manager of Columbia's Region 3, Detroit, stopped in at Billboard office in Cincinnati last week to talk with Bill Sachs about the merits of Columbia's new record artist, Kenny Rankin (left). Rankin and Dallas were just winding up a deejay trek.

Walter Reade-Sterling Joins With Frank Music

NEW YORK—Walter Reade-Sterling, Inc., many-faceted entertainment company, and Frank Music Corporation will form a jointly owned music publishing subsidiary to be called Walter Reade-Sterling Music Corporation.

Under the joint arrangement, Frank will have complete management responsibility for the operations of the new corporation with Walter Reade-Sterling supplying the copyrights to its film scores and sound tracks. Reade-Sterling and Frank will appoint three directors each to the firm's board, with Reade-Sterling owning 50.5 per cent of outstanding common stock.

The catalog of Frank Music Corporation headed by Frank Loesser, includes such scores as "Damn Yankees," "Kismet," "Pajama Game," "The Music Man," "The Unsinkable Molly Brown," to name a few, as well as the numerous scores written by Loesser.

Walter Reade-Sterling, Inc., headed by Walter Reade Jr., produces and distributes films for theatrical, television and educational use, and operates 49 motion picture theaters.

Bobby's New Smash!

"FORGET HIM"

BOBBY RYDELL

C-280

THE BIG ONES ARE ON CAMEO/PARKWAY

CAROL SHAW

JIMMY BOY

ATCO 6278

Watch This One!

DEBBIE DOVALE

"HEY LOVER"

R 4521

ROULETTE RECORDS

1631 B'way, N. Y., N. Y.

Four Star Buys Random Music

HOLLYWOOD — Four Star Music has purchased Random Music, making it the eighth pubbery purchased by Four Star in its six years of existence.

The Random catalog is comprised of about 12 tunes, according to Dave Burgess, Four Star general manager, and includes several Rick Nelson songs plus "The Wonder of You" which was a hit four years back by Ray Peterson on RCA.

The main reason for buying the catalog, said Burgess, was to obtain as many works of composer Baker Knight as possible. Knight is under exclusive contract to Four Star, joining the firm three months ago.

Other pubberies bought by Four Star include Wally Fowler, Jat, Taj, Arrowhead, Number One and Lavalier Musics.

George Alpert Heads Mt. Vernon

NEW YORK—George Alpert former marketing and a.&r. chief for Buckingham Records, has been named president of Mount Vernon Music International, producer of such labels as Pelham, MVM, Vernon and the George Gander kiddie line.

Alpert has signed two folk artist, June Bugg and Phil Lucas, to exclusive pacts. In other personnel shifts, Ron Severino becomes director of art and production; Marv Litman has been named East Coast sales manager; Steve Alpine becomes head of a.&r. and Johnny Severino has taken over as head of foreign licensing and manufacturing.

HOT R&B SINGLES

Billboard SPECIAL SURVEY

FOR WEEK ENDING 11/16/63

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	**IT'S ALL RIGHT** Impressions, ABC-Paramount 10487	7
2	3	**SUGAR SHACK** Jimmy Gilmer & the Fireballs, Dot 16487	9
3	2	**CRY BABY** Garnet Mimms & the Enchanters, United Artists 629	11
4	7	**DEEP PURPLE** Nino Tempo & April Stevens, Atco 6273	7
5	6	**WALKING THE DOG** Rufus Thomas, Stax 140	4
6	4	**PART TIME LOVE** Little Johnny Taylor, Galaxy 722	14
7	5	**BUSTED** Ray Charles, ABC-Paramount 10481	8
8	18	**YOU'RE GOOD FOR ME** Solomon Burke, Atlantic 2205	3
9	17	**I'M LEAVING IT UP TO YOU** Dale & Grace, Montel/Michele 921	3
10	11	**CRY TO ME** Betty Harris, Jubilee 4556	8
11	13	**MISTY** Lloyd Price, Jubilee L 722	5
12	14	**MEAN WOMAN BLUES** Roy Orbison, Monument 824	5
13	19	**LITTLE RED ROOSTER** Sam Cooke, RCA Victor 8247	3
14	9	**BE MY BABY** Ronettes, Philles 116	9
15	16	**TWO TICKETS TO PARADISE** Brook Benton, Mercury 72177	7
16	20	**CAN I GET A WITNESS** Marvin Gaye, Tamla 54087	3
17	8	**WHAT'S EASY FOR TWO IS SO HARD FOR ONE** Mary Wells, Motown 1048	4
18	10	**YOU LOST THE SWEETEST BOY** Mary Wells, Motown 1048	4
19	12	**TALK TO ME** Sunny & the Sunglows, Tear Drop 3014	9
20	27	**HEY LITTLE GIRL** Major Lance, Okeh 7181	2
21	—	**BOSSA NOVA BABY** Elvis Presley, RCA Victor 8243	1
22	22	**HEAT WAVE** Martha & the Vandellas, Gordy 7022	15
23	—	**WONDERFUL SUMMER** Robin Ward, Dot 16530	1
24	24	**RED SAILS IN THE SUNSET** Fats Domino, ABC-Paramount 10484	2
25	—	**CROSSFIRE!** Orlons, Cameo 273	1
26	28	**BLUE BAYOU** Roy Orbison, Monument 824	2
27	—	**BE TRUE TO YOUR SCHOOL** Beach Boys, Capitol 5069	1
28	—	**SHE'S A FOOL** Lesley Gore, Mercury 72180	3
29	—	**WASHINGTON SQUARE** Village Stompers, Epic 9617	4
30	—	**FOOLS RUSH IN** Rick Nelson, Decca 31533	3

Vinton & Guests Set for Video Syndicated Show

NEW YORK—Epic recording artist Bobby Vinton will star in a syndicated television series of 26 half-hour musical variety shows geared for a teen-age audience.

The format will present three leading recording artists as Vinton's guests each week. These will be performers who have recordings among the 20 hits in the country.

The pilot show, produced by Rolling Productions, Inc., has already been filmed and is being screened for advertising agencies and prospective sponsors.

Bernie Lawrence Quits Can-Amer

NEW YORK — Bernie Lawrence steps down from his general manager's post at Canadian-American Records at the end of this year. Lawrence, who has been in the g.m. post at the label for two years, said a "disagreement recording the label's choice of direction" was instrumental in his decision to resign. Lawrence will announce his plans early next year, following his official leave-taking from the firm.

FORD'S YULE LP ON THE RISE

HOLLYWOOD — Tennessee Ernie Ford's new Christmas LP, "The Story of..." will exceed sales of 150,000 copies in just four weeks, according to Capitol Records. Released September 14, the LP is selling at a faster rate than Ford's first Christmas package, "The Star Carol" which was a record setter when first issued in 1958.

The new album is the soundtrack from Ford's forthcoming holiday TV special, scheduled for December 22 over NBC.

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c/w

"Waterfall"

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Billboard

For Week Ending November 16, 1963

HOT 100

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

Billboard Award

This Week	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	Title — Artist, Label & Number	Weeks On Chart
1	2	2	3	**DEEP PURPLE** — Nino Tempo & April Stevens, Atco 6273	10
2	1	1	1	**SUGAR SHACK** — Jimmy Gilmer and the Fireballs, Dot 16487	9
3	3	3	8	**WASHINGTON SQUARE** — Village Stompers, Epic 9617	9
4	6	11	19	**I'M LEAVING IT UP TO YOU** — Dale & Grace, Montel-Michele 921	7
5	4	9	15	**IT'S ALL RIGHT** — Impressions, ABC-Paramount 10487	8
6	7	10	18	**MARIA ELENA** — Los Indios Tabajaras, RCA Victor 8216	9
★7	11	16	20	**SHE'S A FOOL** — Lesley Gore, Mercury 72180	8
8	9	25	41	**BOSSA NOVA BABY** — Elvis Presley, RCA Victor 8243	5
★9	14	22	30	**EVERYBODY** — Tommy Roe, ABC-Paramount 10478	6
★10	15	23	37	**500 MILES AWAY FROM HOME** — Bobby Bare, RCA Victor 8238	7
11	5	5	7	**MEAN WOMAN BLUES** — Roy Orbison, Monument 824	11
12	10	7	12	**I CAN'T STAY MAD AT YOU** — Skeeter Davis, RCA Victor 8219	11
13	12	13	14	**FOOLS RUSH IN** — Rick Nelson, Decca 31533	10
14	8	4	4	**BUSTED** — Ray Charles, ABC-Paramount 10481	11
★15	25	28	48	**WALKING THE DOG** — Rufus Thomas, Stax 140	7
16	19	21	23	**(Down at) PAPA JOE'S** — Dixiebelles, Sound Stage 7 2507	8
17	13	6	6	**DONNA THE PRIMA DONNA** — Dion DiMuci, Columbia 42852	10
★18	29	39	62	**HEY LITTLE GIRL** — Major Lance, Okeh 7181	5
★19	64	—	—	**DOMINIQUE** — Singing Nun, Philips 40152	2
20	18	14	21	**TALK TO ME** — Sunny and the Sunglows, Tear Drop 3014	11
21	23	26	38	**MISTY** — Lloyd Price, Double L 722	7
22	20	8	2	**BE MY BABY** — Ronettes, Philles 116	12
23	24	31	40	**CRY TO ME** — Betty Harris, Jubilee 5456	9
24	22	24	29	**YOU LOST THE SWEETEST BOY** — Mary Wells, Motown 1048	8
★25	31	44	73	**LITTLE RED ROOSTER** — Sam Cooke, RCA Victor 8247	4
★26	43	54	77	**TWENTY-FOUR HOURS FROM TULSA** — Gene Pitney, Musicor 1034	5
27	16	12	13	**THAT SUNDAY, THAT SUMMER** — Nat King Cole, Capitol 5027	12
28	30	48	69	**WALKING PROUD** — Steve Lawrence, Columbia 42865	5
29	32	41	56	**YOUR OTHER LOVE** — Connie Francis, MGM 13176	5
30	21	19	22	**CROSSFIRE!** — Orlons, Cameo 273	8
★31	41	58	81	**SATURDAY NIGHT** — New Christy Minstrels, Columbia 42887	4
32	36	45	57	**WITCHCRAFT** — Elvis Presley, RCA Victor 8243	5
33	33	38	50	**WILD!** — Dee Dee Sharp, Cameo 274	7
★34	53	66	—	**WONDERFUL SUMMER** — Robin Ward, Dot 16530	3
35	39	52	71	**I ADORE HIM** — Angels, Smash 1854	4
★36	48	74	90	**LIVING A LIE** — Al Martino, Capitol 5060	4
37	27	18	9	**DON'T THINK TWICE IT'S ALL RIGHT** — Peter, Paul & Mary, Warner Bros. 5385	10
38	44	50	67	**I WONDER WHAT SHE'S DOING TONIGHT** — Barry & the Tamerlanes, Valiant 6034	5
39	28	17	10	**CRY BABY** — Garnet Mimms & the Enchanters, United Artists 629	14
40	37	40	47	**DOWN THE AISLE** — Patty LaBelle & the Blue Belles, Newtown 5777	10
★41	56	84	—	**YOU DON'T HAVE TO BE A BABY TO CRY** — Caravels, Smash 1852	3
42	17	20	21	**THE GRASS IS GREENER** — Brenda Lee, Decca 31539	8
★43	66	73	99	**SINCE I FELL FOR YOU** — Lenny Welch, Cadence 1439	4
★44	69	83	—	**BE TRUE TO YOUR SCHOOL** — Beach Boys, Capitol 5069	3
★45	63	71	—	**LODDY LO** — Chubby Checker, Parkway 890	3
46	47	61	86	**THE MATADOR** — Johnny Cash, Columbia 42880	4
★47	58	73	91	**CAN I GET A WITNESS** — Marvin Gaye, Tamla 54087	5
48	34	30	33	**BLUE BAYOU** — Roy Orbison, Monument 824	10
49	26	15	5	**BLUE VELVET** — Bobby Vinton, Epic 9614	15
50	51	56	74	**FUNNY HOW TIME SLIPS AWAY** — Johnny Tillotson, Cadence 1441	5
51	40	36	43	**NEW MEXICAN ROSE** — 4 Seasons, Vee Jay 562	7
52	42	55	55	**BLUE GUITAR** — Richard Chamberlain, MGM 13170	8
53	49	51	61	**POINT PANIC** — Surfaris, Decca 31538	8
54	54	63	75	**A FINE FINE BOY** — Darlene Love, Philles 117	5
55	59	67	79	**DON'T WAIT TOO LONG** — Tony Bennett, Columbia 42886	6
★56	67	75	84	**YOUNG WINGS CAN FLY** — Ruby & the Romantics, Kapp 557	4
57	65	86	—	**IN MY ROOM** — Beach Boys, Capitol 5069	3
★58	83	—	—	**LOUIE LOUIE** — Kingsmen, Wand 143	2
★59	91	—	—	**TALK BACK TREMBLING LIPS** — Johnny Tillotson, MGM 13181	2
★60	72	92	—	**MISERY** — Dynamics, Big Top 3161	3
★61	76	—	—	**HAVE YOU HEARD** — Duprees, Coed 585	2
62	70	82	—	**WIVES AND LOVERS** — Jack Jones, Kapp 551	3
63	57	62	65	**NIGHT LIFE** — Rusty Draper, Monument 823	8
64	73	79	85	**GOTTA TRAVEL ON** — Timi Yuro, Liberty 55634	6
65	61	65	72	**COME BACK** — Johnny Mathis, Mercury 72184	6
66	52	32	17	**SALLY, GO 'ROUND THE ROSES** — Jaynetts, Tuff 369	12
★67	82	—	—	**THE BOY NEXT DOOR** — Secrets, Philips 40146	2
★68	74	76	76	**YOUR TEEN-AGE DREAMS** — Johnny Mathis, Mercury 72184	6
69	79	—	—	**MIDNIGHT MARY** — Joey Powers, Amy 892	2
70	71	78	97	**UNCHAINED MELODY** — Vito & the Salutations, Herald 583	4
71	75	98	—	**I GOT A WOMAN** — Freddie Scott, Colpix 709	3
72	78	89	—	**YOU'RE GOOD FOR ME** — Solomon Burke, Atlantic 2205	3
★73	—	—	—	**DRIP DROP** — Dion DiMuci, Columbia 42917	1
74	84	—	—	**YESTERDAY AND YOU** — Bobby Vee, Liberty 55636	2
75	68	68	80	**WHAT'S EASY FOR TWO IS SO HARD FOR ONE** — Mary Wells, Motown 1048	5
76	81	90	—	**I COULD HAVE DANCED ALL NIGHT** — Ben E. King, Atco 6275	3
★77	92	95	95	**SHIRL GIRL** — Wayne Newton, Capitol 5058	4
★78	94	—	—	**FORGET HIM** — Bobby Rydell, Cameo 280	2
79	80	91	—	**TRA LA LA LA SUZY** — Dean & Jean, Rust 5067	3
★80	—	—	—	**BAD GIRL** — Neil Sedaka, RCA Victor 8254	1
81	87	88	—	**ANY OTHER WAY** — Chuck Jackson, Wand 141	3
82	89	100	—	**SUE'S GOTTA BE MINE** — Del Shannon, Berlee 501	3
83	85	87	88	**TWO-TEN, SIX-EIGHTEEN** — Jimmie Rodgers, Dot 16527	6
84	86	—	—	**DAWN** — David Rockingham Trio, Josie 913	2
★85	100	—	—	**AS LONG AS I KNOW HE'S MINE** — Marvelettes, Tamla 54088	2
86	88	93	94	**REACH OUT FOR ME** — Lou Johnson, Big Top 3153	5
★87	—	—	—	**SHE'S GOT EVERYTHING** — Essex, Roulette 4530	1
★88	—	—	—	**THE NITTY GRITTY** — Shirley Ellis, Congress 202	1
★89	—	—	—	**RAGS TO RICHES** — Sunny and the Sunliners, Tear Drop 3022	1
★90	—	—	—	**BABY DON'T YOU WEEP** — Garnet Mimms and the Enchanters, United Artists 658	1
91	—	—	—	**KANSAS CITY** — Trini Lopez, Reprise 20236	1
92	—	—	—	**I HAVE A BOYFRIEND** — Chiffons, Laurie 3212	1
93	99	—	—	**LONG TALL TEXAN** — Murry Kellum, M.O.C. 653	2
94	96	—	—	**STOP MONKEYIN' AROUN'** — Dovells, Parkway 889	2
95	98	—	—	**I'M DOWN TO MY LAST HEART BREAK** — Wilson Pickett, Double L 724	2
96	97	—	—	**I AM A WITNESS** — Tommy Hunt, Scepter 1261	2
97	—	—	—	**GOTTA LOTTA LOVE** — Steve Alaimo, Imperial 66003	1
98	—	—	—	**DUMB HEAD** — Ginny Arnell, MGM 13177	1
99	—	—	—	**BABY'S GONE** — Gene Thomas, United Artists 640	1
100	—	—	—	**HEY LOVER** — Debbie Dovale, Roulette 4521	1

HOT 100—A TO Z—(Publisher-Licensee)

Any Other Way (East-Bais, BMI) ... 81
As Long As I Know He's Mine (Jobete, BMI) ... 85
Baby Don't You Weep (Rittenhouse-Mellin, BMI) ... 90
Baby's Gone (Acuff-Rose, BMI) ... 99
Bad Girl (Screen Gems-Columbia, BMI) ... 80
Be My Baby (Mother Bertha-Trio, BMI) ... 22
Be True to Your School (Sea of Tunes, BMI) ... 44
Blue Bayou (Acuff-Rose, BMI) ... 48
Blue Guitar (U. S. Songs, ASCAP) ... 52
Blue Velvet (Vogue, BMI) ... 49
Bossa Nova Baby (Presley, BMI) ... 8
Boy Next Door, The (Merjoda, BMI) ... 67
Busted (Pamper, BMI) ... 14
Can I Get a Witness (Jobete, BMI) ... 47
Come Back (Elm Drive, ASCAP) ... 65
Crossfire! (Kalmann, ASCAP) ... 30
Cry Baby (Rittenhouse-Mellin, BMI) ... 39
Cry to Me (Mellin-Progressive, BMI) ... 23
Dawn (Nea-How, BMI) ... 84
Deep Purple (Robbins, ASCAP) ... 1
Dominique (General, ASCAP) ... 19
Donna the Prima Donna (Disal, ASCAP) ... 17
Don't Think Twice It's All Right (Witmark, ASCAP) ... 37
Don't Wait Too Long (Panther, ASCAP) ... 55
(Down at) Papa Joe's (Tuneville, BMI) ... 16
Down the Aisle (Sixty-Six, BMI) ... 40
Drip Drop (Progressive-Quintet, BMI) ... 73
Dumb Head (Peter Maurice, ASCAP) ... 98
Everybody (Low-Twi, BMI) ... 9
Fine Fine Boy, A (Mother Bertha-Trio, BMI) ... 54
500 Miles Away From Home (Central Songs, BMI) ... 10
Fools Rush In (Bregman, Vocco & Conn, ASCAP) ... 13
Forget Him (Leeds, ASCAP) ... 78
Funny How Time Slips Away (Pamper, BMI) ... 50
Gotta Lotta Love (Topper, ASCAP) ... 97
Gotta Travel On (Sanga), BMI) ... 64
Grass Is Greener, The (Screen Gems-Columbia, BMI) ... 42
Have You Heard (Brandon, ASCAP) ... 61
Hey Little Girl (Curtom-Jalynne, BMI) ... 18
Hey Lover (Roosevelt, BMI) ... 100
I Adore Him (Screen Gems-Columbia, BMI) ... 35
I Am a Witness (Damic, BMI) ... 96
I Can't Stay Mad at You (Screen Gems-Columbia, BMI) ... 12
I Could Have Danced All Night (Chappell, ASCAP) ... 76
I Got a Woman (Progressive, BMI) ... 71
I Have a Boyfriend (Trio, BMI) ... 92
I Wonder What She's Doing Tonight (Sherman-DeVorzon, BMI) ... 38
I'm Down to My Last Heart Break (Screen Gems-Columbia, BMI) ... 95
I'm Leaving It Up to You (Venice, BMI) ... 4
In My Room (Sea of Tunes, BMI) ... 57
It's All Right (Curtom, BMI) ... 5
Kansas City (Lois, BMI) ... 91
Little Red Rooster (Ark, BMI) ... 25
Living a Lie (Damian, ASCAP) ... 36
Loddy Lo (Kalmann-C. C., ASCAP) ... 45
Long Tall Texan (Adams-Ethridge, BMI) ... 93
Louie Louie (Limax, BMI) ... 58
Maria Elena (Peer, Int'l, BMI) ... 6
Matador, The (Cash, BMI) ... 46
Mean Woman Blues (Gladys, ASCAP) ... 11
Midnight Mary (Jimskip, BMI) ... 69
Misery (Noma & Dar-Bar, BMI) ... 60
Misty (Vernon, BMI) ... 21
New Mexican Rose (Claridge, ASCAP) ... 51
Night Life (Pamper, BMI) ... 63
The Nitty Gritty (Gallico, BMI) ... 88
Point Panic (Champion, BMI) ... 53
Rags to Riches (Saunders, ASCAP) ... 89
Reach Out for Me (Ross Jungnickel, ASCAP) ... 86
Sally, Go 'Round the Roses (Winlyn, BMI) ... 66
Saturday Night (Cherrybell, ASCAP) ... 31
She's a Fool (Helios-MRC, BMI) ... 7
She's Got Everything (January, BMI) ... 87
Shirl Girl (T. M., BMI) ... 77
Since I Fell for You (Advanced, ASCAP) ... 43
Stop Monkeyin' Aroun' (Kalmann, ASCAP) ... 94
Sue's Gotta Be Mine (Shidel, BMI) ... 82
Sugar Shack (Dundee, BMI) ... 2
Talk Back Trembling Lips (Acuff-Rose, BMI) ... 59
Talk to Me (Jay & Cee, BMI) ... 20
That Sunday, That Summer (Comet, ASCAP) ... 27
Tra La La La Suzy (Just, BMI) ... 79
Twenty-Four Hours From Tulsa (Arch, ASCAP) ... 26
Two-Ten, Six-Eighteen (In, ASCAP) ... 83
Unchained Melody (Frank, ASCAP) ... 70
Walking Proud (Screen Gems-Columbia, BMI) ... 28
Walking the Dog (East, BMI) ... 15
Washington Square (Rayven, BMI) ... 3
What's Easy for Two Is So Hard for One (Jobete, BMI) ... 75
Wild! (Kalmann, ASCAP) ... 33
Witchcraft (Presley, BMI) ... 32
Wives and Lovers (Famous, ASCAP) ... 62
Wonderful Summer (Rock, BMI) ... 34
Yesterday and You (A. B. C., ASCAP) ... 74
You Don't Have to Be a Baby to Cry (R.F.D., ASCAP) ... 41
You Lost the Sweetest Boy (Jobete, BMI) ... 24
You're Good for Me (Cotillion-Vongio, BMI) ... 72
Young Wings Can Fly (Day-Hilliard, ASCAP) ... 56
Your Other Love (Helios-Merna, BMI) ... 29
Your Teen-Age Dreams (Elm Drive, ASCAP) ... 68

BUBBLING UNDER THE HOT 100

101. CUANDO CALIENTA EL SOL ... Steve Allen, Dot 16507
102. NOW ... Lena Horne, 20th Century-Fox 449
103. TOYS IN THE ATTIC ... Joe Sherman, World Artists 1088
104. SALTWATER TAFFY ... Morty Jay & The Surfin' Cats, Legend 124
105. WE SHALL OVERCOME ... Joan Baez, Vanguard 35023
106. WHEN THE BOY'S HAPPY ... Four Pennies, Rust 5070
107. BABY I DO LOVE YOU ... Galens, Challenge 9212
108. 31 FLAVORS ... Shirelles, Scepter 1260
109. POPSICLES AND ICICLES ... Murmaids, Chattahoochee 628
110. CROSSFIRE TIME ... Dee Clark, Constellation 108
111. FOR YOUR PRECIOUS LOVE ... Garnet Mimms & the Enchanters, United Artists 658
112. WE BELONG TOGETHER ... Jimmy Velvet, ABC-Paramount 10488
113. SURFER STREET ... Allisons, Tip 1011
114. SEE THE BIG MAN CRY ... Ed Bruce, Wand 140
115. THE SCAVENGER ... Dick Dale & the Del-Tones, Capitol 5048
116. YOU'RE NO GOOD ... Betty Everett, Vee Jay 566
117. TALK BACK TREMBLING LIPS ... Ernest Ashworth, Hickory 1214
118. NEAR TO YOU ... Wilbert Harrison, Sea-Horn 502
119. THE CHEER LEADER ... Paul Petersen, Colpix 707
120. TURN AROUND ... Dick & Deedee, Warner Bros. 5396
121. SWANEE RIVER ... Ace Cannon, Hi 2070
122. ALLY, ALLY OXEN FREE ... Kingston Trio, Capitol 5078
123. BABY, YOU'VE GOT IT MADE ... Brook Benton & Damita Jo, Mercury 72207
124. KEEP AN EYE ON HER ... Jaynetts, Tuff 371
125. THERE'S MORE PRETTY GIRLS THAN ONE ... George Hamilton IV, RCA Victor 8250
126. PLEASE DON'T KISS ME AGAIN ... Charmettes, Kapp 547
127. LET US MAKE OUR OWN MISTAKES ... Brian Hyland, ABC-Paramount 10494
128. LET'S START THE PARTY AGAIN ... Little Eva, Dimension 1019
129. THE IMPOSSIBLE HAPPENED ... Little Peggy March, RCA Victor 8267
130. LIPSTICK PAINT A SMILE ON ME ... Demetrius Tapp, Brunswick 55251

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.

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ANNOUNCES

LAWRENCE WELK MONTH

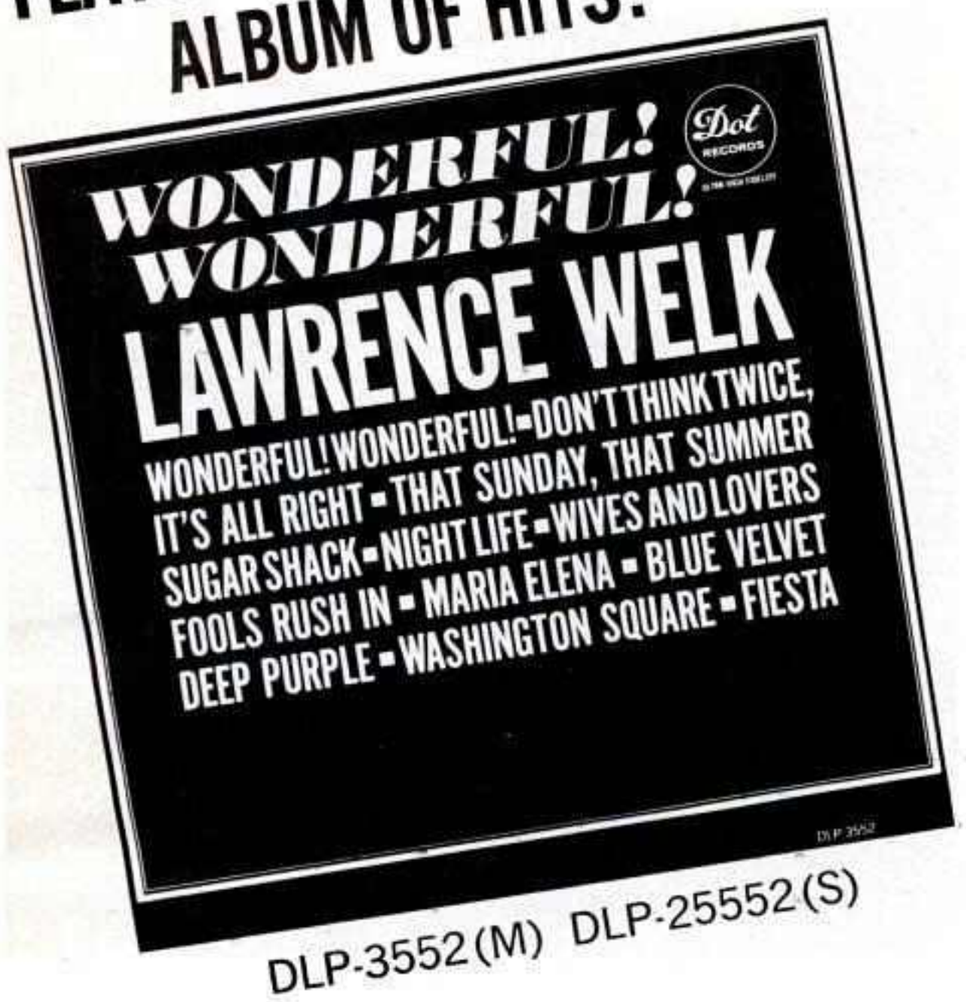


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3218	THE LAWRENCE WELK GLEE CLUB	Lawrence Welk	3397	SILENT NIGHT	Lawrence Welk
3224	DANCE WITH LAWRENCE WELK	Lawrence Welk	3398	SAD MOVIES	The Lennon Sisters
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3252	A GUEST CHAMPAGNE LADY—Betty Cox	L. Welk	3422	TWISTIN' TWELVE GREAT HITS	George Cates
3274	STRICTLY FOR DANCING	Lawrence Welk	3428	YOUNG WORLD	Lawrence Welk
3283	BOY MEETS HORN	Warren Luening	3432	SING-A-LONG PARTY	Lawrence Welk
3284	TO MOTHER	Lawrence Welk	3433	12 GREAT HITS IN RAGTIME	Jo Ann Castle
3292	LENNON SISTERS SING 12 GREAT HITS	Lennon Sisters	3450	GREATEST ORGAN HITS	Jerry Burke
3296	SWEET AND LOVELY	Lawrence Welk	3457	BABY ELEPHANT WALK	Lawrence Welk
3302	POLKAS	Myron Floren	3464	THIRD MAN THEME	George Cates
3310	THE DON BONNEE OCTET	Don Bonnee	3481	THE LENNON SISTER'S FAVORITES	Lennon Sisters
3315	ACCORDION CONCERT	Myron Floren	3489	BUBBLES IN THE WINE	Lawrence Welk
3317	LAWRENCE IN DIXIELAND	Lawrence Welk	3499	WALTZ TIME	Lawrence Welk
3318	DOUBLE SHUFFLE	Lawrence Welk	3510	1963'S EARLY HITS	Lawrence Welk
3342	CHAMPAGNE MUSIC	Lawrence Welk	3511	THE BALLAD OF JED CLAMPETT	Jo Ann Castle
3343	CHRISTMAS WITH THE LENNON SISTERS	The Lennons	3528	SCARLETT O'HARA	Lawrence Welk
3347	JIMMY GETZOFF	Jimmy Getzoff	3536	MYRON FLOREN POLKAS	Myron Floren
3350	LAST DATE	Lawrence Welk	3552	WONDERFUL! WONDERFUL!	Lawrence Welk
3355	POLYNESIAN PERCUSSION	George Cates—L. Welk	1079	MR. MUSIC MAKER—WALTZ TIME	Lawrence Welk EP
3359	CALCUTTA	Lawrence Welk	1080	MR. MUSIC MAKER—POLKA TIME	Lawrence Welk EP

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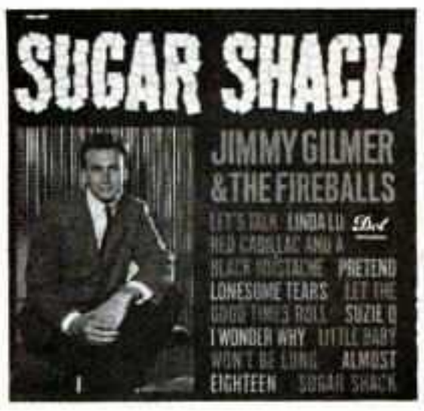
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A LIBERACE CHRISTMAS DLP-3550

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SUGAR SHACK
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& The Fireballs
DLP 3545



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#16530	WONDERFUL SUMMER	Robin Ward
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#16526	FIESTA / BLUE VELVET	Lawrence Welk
#16525	MR. MOON / LOVE ME	Pat Boone
#16522	RAG MOP / I'M SORRY	Billy Vaughn
#16531	NEVERTHELESS / I HEARD THE BLUEBIRDS SING	Wink Martindale
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Billboard 1963 CHRISTMAS ALBUMS

Product and Merchandising Guide—New and Catalog Material for the Holiday Season

LP product marked by an asterisk (*)denotes it is catalog product.
Product not so indicated is newly recorded.

A.A. RECORDS, INC.

45 Rockefeller Plaza, New York 20, N.Y.

Golden

LP14	CHRISTMAS SONGS AND CAROLS*
LP19	BIBLE SONGS*
LP21	A CHRISTMAS STORY—Bing Crosby*
LP26	CAPTAIN KANGAROO'S MERRY CHRISTMAS*
LP41	SONGS AND HYMNS FOR SUNDAY*
LP67	CHRISTMAS SING-A-LONG*
LP86	SONGS AND STORIES OLD TESTAMENT*
LP102	CHARLES DICKENS' A CHRISTMAS CAROL

ABC-PARAMOUNT RECORDS

1501 Broadway, New York 36, N. Y.

ABC-146	CHRISTMAS IN HI-FI—Hank Sylvern
ABC-233	HOME FOR CHRISTMAS—Frank Raye Singers
ABC-260	POLISH CHRISTMAS CAROLS—Ted Maksymowicz Orchestra
ABC-211	CHRISTMAS IN A MONASTERY—Franciscan Brothers*
ABC-397	JOYEUX NOEL—Les Djinns Singers with the Christmas Bell Ringers*
ABC-260	POLISH CHRISTMAS CAROLS*

DIPLOMAT RECORDS
Ambassador Record Corp.

467 8th Ave., New York 1, N. Y.

X/SX 1010	ORGAN & CHIMES—Jesse Crawford*
X/SX 1011	RUDOLPH THE RED-NOSED REINDEER—Caroleers*
X/SX 1012	CHRISTMAS SING-ALONG*
X/SX 1014	NIGHT BEFORE CHRISTMAS—Johnny Kaye and Al Goodman & Orchestra*
X/SX 1015	SPIRIT OF CHRISTMAS—Abbey Choir*
X/SX 1016	MILTON PAGE PLAYS THE PIPE ORGANS FOR CHRISTMAS*
X/SX 1017	WESTERN CHRISTMAS—Catcus Jim and the Ranglers*

ANGEL RECORDS

Capitol Towers, 1750 N. Vine St., Hollywood 28, Calif.

(S) C-3598	HANDEL: MESSIAH—Soloists, Chorus & Orchestra under Sir Malcolm Sargent (Mono & Stereo)*
FS-35116	GREGORIAN CHANT: CHRISTMAS CYCLE: EASTER LITURGY (Mono)*
FS-35530	MORE SONGS YOU LOVE—Elisabeth Schwarzkopf (Mono)*
(S) FS-35830	HANDEL: MESSIAH HIGHLIGHTS—Soloists, Chorus & Orchestra under Sir Malcolm Sargent (Mono & Stereo)*
(S) FS-35834	CHRISTMAS CAROLS—Temple Church Choir (Mono & Stereo)*
(S) FS-35914	CHRISTMAS SONGS—Obernkirchen Children's Choir (Mono & Stereo)*
A-65021	OBERNKIRCHEN CHILDREN'S CHOIR SING CHRISTMAS SONGS (Mono)*
COLH 89	J. S. BACH: ORGAN RECITAL—Albert Schweitzer, Organ (Mono)*

ARGO RECORDS

2120 S. Michigan Ave., Chicago 16, Ill.

LP-687X	SOUND OF CHRISTMAS—Ramsey Lewis Trio (Mono and Stereo)*

AUDIO FIDELITY RECORDS

770 11th Ave., New York 19, N. Y.

AF-1982, SD-5982	CHRISTMAS MUSIC BOX FAVORITES*

BRUNSWICK RECORDS

445 Park Ave., New York 22, N. Y.

BL-54112, BL-754112	MERRY CHRISTMAS FROM JACKIE WILSON

CAEDMON RECORDS

461 8th Ave., New York 1, N. Y.

TC1002	A CHILD'S CHRISTMAS IN WALES—Dylan Thomas*
TC1135, TCS5001	A CHRISTMAS CAROL—Sir Ralph Richardson, Scofield*

CAPITOL RECORDS

Capitol Tower, 1750 N. Vine St., Hollywood 28, Calif.

(S) T-1964	THE STORY OF CHRISTMAS—Tennessee Ernie Ford with Roger Wagner Chorale (Mono & Stereo)
(S) T-1968	THE BELLS OF CHRISTMAS CHIME AGAIN—Eddie Dunstedter (Mono & Stereo)
(S) W-1967	THE CHRISTMAS SONG—Nat King Cole (Mono & Stereo)
(S) T-10305	CHRISTMAS IN THE PHILIPPINES—Nitoy Gonzales & His Rondalla (Mono & Stereo)
(D) W-758	MERRY CHRISTMAS—Jackie Gleason (Duophonic)*
(D) W-894	A JOLLY CHRISTMAS—Frank Sinatra (Duophonic)*
(S) T-896	NOW IS THE CAROLING SEASON—Fred Waring (Mono & Stereo)*
(S) T-1071	THE STAR CAROL—Tennessee Ernie Ford (Mono & Stereo)*
(S) T-1260	THE SOUNDS OF CHRISTMAS—Fred Waring (Mono & Stereo)*
(S) T-1264	THE BELLS OF CHRISTMAS—Eddie Dunstedter (Mono & Stereo)*
(S) T-1423	CHRISTMAS CAROUSEL—Peggy Lee (Mono & Stereo)*
(S) KAO-1443	SING THE SONGS OF CHRISTMAS—Guy Lombardo (Mono & Stereo)*
(S) T-1446	THE LAST MONTH OF THE YEAR—Kingston Trio (Mono & Stereo)*
(S) T-1610	THE MEANING OF CHRISTMAS—Fred Waring (Mono & Stereo)*
(S) T-1616	CHRISTMAS WITH THE LOUVIN BROTHERS (Mono & Stereo)*
(S) T-1621	A MERRY CHRISTMAS—Stan Kenton (Mono & Stereo)*
(S) T-1622	SEASON'S GREETINGS—Various Artists (Mono & Stereo)*
(S) W-1760	IT CAME UPON A MIDNIGHT CLEAR—Roger Wagner Chorale (Mono & Stereo)*
(S) T-1781	A MERRY HAWAIIAN CHRISTMAS—Webley Edwards
(S) T-1782	CHRISTMAS IN ZITHERLAND—Ruth Welcome (Mono & Stereo)*
T-9013	CHRISTMAS BELLS—Richard Keys Biggs (Mono Only)*
(D) T-9016	CHRISTMAS IN THE AIR—Voices of Walter Schumann (Duophonic)*
T-9030	MERRY CHRISTMAS TO YOU—Various Artists (Mono Only)*
T-10079	CHRISTMAS IN SWEDEN—Ake Jelving (Mono Only)*
T-10093	CHRISTMAS IN ITALY—Various Artists (Mono Only)*
T-10095	CHRISTMAS IN GERMANY—Various Artists (Mono Only)*
T-10108	CHRISTMAS IN FRANCE—Les Petits Chanteurs de Versailles (Mono Only)*
T-10164	CHRISTMAS IN AUSTRIA—Vienna Boys Choir (Mono Only)*
T-10198	CHRISTMAS IN POLAND—Schola Cantorum of S. S. Cyril and Methodius Seminary (Mono Only)*
(S) T-10308	A GERMAN CHRISTMAS—Bielefelder Kinderchor (Mono & Stereo)*
(S) P-8353	JOY TO THE WORLD—Roger Wagner Chorale (Mono & Stereo)*
(S) P-8365	THE HOUSE OF THE LORD—Roger Wagner Chorale (Mono & Stereo)*
(S) P-8393	THE MUSIC OF CHRISTMAS—Carmen Dragon & Hollywood Bowl Symphony (Mono & Stereo)*
(S) P-8498	HOLY, HOLY, HOLY—Roger Wagner Chorale (Mono & Stereo)*
(S) P-8527	BLESS THIS HOUSE—Carmen Dragon (Mono & Stereo)*
(S) P-8529	HALLELUJAH—Alfred Newman & Hollywood Bowl Symphony (Mono & Stereo)*
(S) P-8531	HARK! THE HERALD ANGELS—Virgil Fox, Organ (Mono & Stereo)*
(S) P-8572	LAUD TO THE NATIVITY—Roger Wagner Chorale (Mono & Stereo)*

CHESS RECORDS

2120 S. Michigan Ave., Chicago 16, Ill.

LP-48	THE CHALLENGE OF CHRISTMAS—Rev. C. L. Franklin

COLUMBIA RECORDS

799 7th Ave., New York 19, N. Y.

CL 1394, CS 8189	SEASON'S GREETING—Various Artists*
CL 692, CS 8760	THE ORGAN PLAYS AT CHRISTMAS—Ken Griffin*
CL 702	SWEET LITTLE JESUS BOY—Mahalia Jackson*
CL 926	SONGS OF CHRISTMAS—Norman Luboff Choir*
CL 1027	A FIRST CHRISTMAS RECORD FOR CHILDREN—Various Artists*
CL 1187, CS 8033	HALLELUJAH—Percy Faith*
CL 1195, CS 8021	MERRY CHRISTMAS—Johnny Mathis*
CL 1205, CS 8027	CHRISTMAS SING ALONG—Mitch Miller*
CL 1224, CS 8032	PIPES AND CHIMES OF CHRISTMAS—Buddy Cole*
CL 1381, CS 8176	MUSIC OF CHRISTMAS—Percy Faith*
CL 1390, CS 8185	CHRISTMAS WITH RAY CONIFF*
CL 1528, CS 8328	JOY TO THE WORLD—Andre Kostelanetz, Earl Wrightson*
CL 1543, CS 8343	THE OLD SWEET SONGS OF CHRISTMAS—Frank De Vol*
CL 1698, CS 8498	A MUSIC BOX CHRISTMAS—Various Music Boxes*
CL 1699, CS 8499	AN ALL STAR CHRISTMAS—Various Artists*
CL 1700, CS 8500	GESU BAMBINO—Jesus and Mary Choral Group*
CL 1701, CS 8501	HOLIDAY SING ALONG—Mitch Miller*
CL 1892, CS 8692	WE WISH YOU A MERRY CHRISTMAS—Ray Coniff*
CL 1893, CS 8693	JINGLE BELL JAZZ—Various Artists*
ML 5222	THE MORMON TABERNACLE CHOIR SINGS CHRISTMAS CAROLS*
ML 5300, MS 6020	HANDEL: MESSIAH, CHRISTMAS MUSIC—Bernstein and the New York Philharmonic*
ML 5310	A CHILD IS BORN—Mark Twain*
ML 5423, MS 6100	THE SPIRIT OF CHRISTMAS—Mormon Tabernacle Choir*
ML 5592, MS 6192	THE HOLLY AND THE IVY—Moron Tabernacle Choir*
ML 5565, MS 6163	CAROLS FOR CHRISTMAS—Eileen Farrell*
ML 5567, MS 6167	JOYEUX NOEL—E. Power Biggs*
ML 5684, MS 6284	CHRISTMAS CAROLS AROUND THE WORLD—Mormon Tabernacle Choir*
ML 5689, MS 6289	BEHOLD THREE WISE MEN CAME OUT OF THE EAST—Trappist Monks*
ML 5769, MS 6369	GLORIOUS SOUND OF CHRISTMAS—Ormandy with the Philadelphia Orchestra*
HL 9523	DICKEN'S CHRISTMAS CAROL—Basil Rathbone*
C2L 15	COLUMBIA ALBUM OF CHRISTMAS MUSIC—Percy Faith*
M2L 242, M2S 603	HANDEL: MESSIAH—Bernstein and the New York Philharmonic*
M2L 263, M2S 607	HANDEL: MESSIAH—Mormon Tabernacle Choir and Berstein and the New York Philharmonic*
CL 2076, CS 8876	THIS CHRISTMAS I SPEND WITH YOU—Robert Goulet
CL 2087, CS 8887	THE ANDY WILLIAMS CHRISTMAS ALBUM
CL 2096, CS 8896	MERRY CHRISTMAS—The New Christy Minstrels
CL 2068, CS 8868	WONDERLAND OF CHRISTMAS—Andre Kostelanetz
CL 2075, CS 8875	ORGAN AND CHIMES FOR CHRISTMAS—Paul Taubman
CL 2117, CS 8917	THE CHRISTMAS SPIRIT—Johnny Cash
ML 5899, MS 6499	THE JOY OF CHRISTMAS—Bernstein and the New York Philharmonic, Mormon Tabernacle Choir
ML 5911, MS 6511	MUSIC FOR A MERRY CHRISTMAS—E. Power Biggs, Columbia Chamber Orchestra

CORAL RECORDS

445 Park Ave., New York 22, N. Y.

CRL 57071	ORGAN AND CHIMES—Owen Bradley*
CRL 57093	MERRY CHRISTMAS—Lawrence Welk*
CRL 57166	THE SOUNDS OF CHRISTMAS HARMONY—Ames Brothers*
CRL 57186	JINGLE BELLS—Lawrence Welk*
CRL 57189	CHRISTMAS MUSIC—Vincent Lopez*
CRL 57225	GREETINGS FROM THE McGUIRE SISTERS*
CRL 57307	HARK, THE STARS OF HOLLYWOOD SING*
CRL 57355	MERRY CHRISTMAS—Teresa Brewer, McGuire Sisters, Johnny Desmond, Ames Brothers, Lawrence Welk, Dorothy Collins, Lennon Sisters, Mel Torme*
CRL 57391	CHRISTMAS WITH "BIG" TINY LITTLE*

CROWN RECORDS

1435 S. La Cienega, Los Angeles 35, California

100,1	FAMOUS CHRISTMAS CAROLS—Johnny Cole and Robert Evans Chorus (Mono and Stereo)
200,2	CHRISTMAS FOR ALL (Mono and Stereo)
300,3	RUDOLPH THE RED-NOSED REINDEER (Mono and Stereo)
400,4	CHRISTMAS FAVORITES—Pipe Organ and Chimes (Mono and Stereo)
500,5	WHITE CHRISTMAS—1,000 strings (Mono and Stereo)
600,6	MERRY CHRISTMAS—Johnny Cole and Robert Evans Chorus (Mono and Stereo)
700,7	SILENT NIGHT—William Daly Organ and Chimes (Mono and Stereo)
800,8	JOY TO THE WORLD—Ivan Dittmars Organ and Chimes (Mono and Stereo)

DANA RECORDS

318 W. 48t St., New York 36, N. Y.

DL 1218	KOLEDY—Polish Christmas Carols
DL 1219	BOZE NARODZENIE—Polish Christmas Songs
DL 1285	POLSKIE KOLEDY—Polish Christmas Sing Along
SDL 1285	POLSKIE KOLEDY—Polish Christmas Songs

DECCA RECORDS

445 Park Ave., New York 22, N. Y.

DL 4438	HAVE YOURSELF A MERRY LITTLE CHRISTMAS—Wayne King
DL 4441	CHRISTMAS WONDERLAND—Bert Kaempfert
DL 8172	CHRISTMAS TIME—Fred Waring
DL 8419	A CHRISTMAS SING WITH BING—Bing Crosby
DL 4062	THE REGENSBURGER CATHEDRAL BOYS CHOIR SING CHRISTMAS SONGS*
DL 4070	CHRISTMAS DAY WITH SAMMY KAYE*
DL 4122	CHRISTMAS IN HAWAII—Paradise Islanders*
DL 4146	HAPPY HOLI-DEE—Lenny Dee*
DL 4162	MERRY CHRISTMAS BARBERSHOP STYLE—Evans Quartet*
DL 4169	A CHRISTMAS SONG FESTIVAL—Various Artists*
DL 4173	SING NOW AND REJOICE—Various Artists*
DDL 4343	A COUNTRY CHRISTMAS—Various Artists*
DL 4349	CHRISTMAS DAY WITH KITTY WELLS*
DL 4353	THE HEAVENS DECLARE—St. John's Seminary Choir*
DL 8009	THE LITTLEST ANGEL & LULLABY OF CHRISTMAS—Loretta Young, Gregory Peck*
DL 8010	A CHRISTMAS CAROL AND MR. PICKWICK'S CHRISTMAS—Ronald Colman, Charles Laughton*
DL 8084	THE SONG OF CHRISTMAS—Fred Waring*
DL 8128	MERRY CHRISTMAS—Bing Crosby
DL 8171	'TWAS THE NIGHT BEFORE CHRISTMAS—Fred Waring*
DL 8187	CHRISTMAS MUSIC—Ethel Smith*
DL 8191	A MERRY CHRISTMAS WITH THE FOUR ACES*
DL 8204	CHRISTMAS AROUND THE WORLD—Svend Saaby Choir*
DL 8354	JINGLE BELLS—Guy Lombardo*
DL 8388	O TANNENBAUM—Mixed Chorus & Orchestra*
DL 8391	CHRISTMAS EVE WITH BURL IVES*
DL 8652	JOYOUS BELLS OF CHRISTMAS—Owen Bradley*
DL 8781	THAT CHRISTMAS FEELING—Bing Crosby*
DL 8792	THE BELLS ON CHRISTMAS MORN—Carillon Bells*
DL 8794	CHRISTMAS WITH JESSE CRAWFORD*
DL 8809	NOEL NOEL—Hans Carste*
DL 8818	HOLIDAY MUSIC FOR HAPPY PEOPLE—Bobby Roberts*
DL 8920	JOY TO THE WORLD—Columbus Boychoir*
DL 8925	A CHRISTMAS FESTIVAL—LeRoy Anderson*
DL 8932	CHRISTMAS DANCE PARTY—Jan Garber*
DL 8933	CHRISTMAS IN SCANDINAVIA—Alex Stordahl*
DL 8939	THE SPIRIT OF CHRISTMAS—Ken Darby
DL 9030	CHRISTMAS WITH MARAIS AND MIRANDA*
DL 9056	AROUND THE CHRISTMAS TREE—Various Artists*
DL 9093	THE COMING OF CHRIST—Alexander Scourby*
DL 9400	MUSIC OF THE MEDIEVAL COURT AND COUNTRYSIDE—New York Pro Musica*
DL 9402	THE PLAY OF DANIEL—New York Pro Musica*
DL 9418	MEDIEVAL ENGLISH CAROLS AND ITALIAN DANCES—New York Pro Musica*
DL 9553	CHRISTMAS WITH THE TRAPP FAMILY SINGERS (VOL. I.)*
DL 9554	CHRISTMAS SONGS—Jane Wilson*
DL 9649	CHRISTMAS MUSIC—Virtuosi Di Roma*
DL 9689	CHRISTMAS WITH THE TRAPP FAMILY SINGERS (VOL. II.)*
DL 9800	CHRISTMAS IN SPAIN—St. Jordi Choir*
DL 10060	A CEREMONY OF CAROLS AND CAROLS OF MANY LANDS—Texas Boy's Choir*

DESIGN RECORDS
Pickwick Sales Co.

8-16 43d Ave., Long Island City, N. Y.

DLPX (SDLP) 1	CHRISTMAS IS FOR FAMILY—Dennis Day
DLPX 2	CHRISTMAS IS FOR CHILDREN
DLPX 3	ORGAN AND CHIMES AT CHRISTMAS TIME
DLP 4	HANDEL'S MESSIAH (excerpts)

DEUTSCHE GRAMMOPHON

350 5th Ave., New York 1, N. Y.

19 266, 136 266	EUROPEAN CHRISTMAS SONGS—Stader and Munich Boys' Choir*
3079/81	BACH—THE CHRISTMAS ORATORIO—Berlin Motet Choir, Berlin Philharmonic*
3102	GREGORIAN CHANT—Compline of Christmas—Second Vespers of Christmas—Monks' Choir of Benedictine Abbey of St. Martin, Buron*
3103	BUXTEHUDE—Two Christmas Cantatas*
3142, 73142	GREGORIAN CHANT-MIDNIGHT MASS FOR CHRISTMAS-TIDE—Monks Choir of Benedictine, Abbey of St. Martin, Buron*
3143, 73143	GREGORIAN CHANT—THIRD MASS FOR CHRISTMAS-TIDE—Monks of St. Martin*

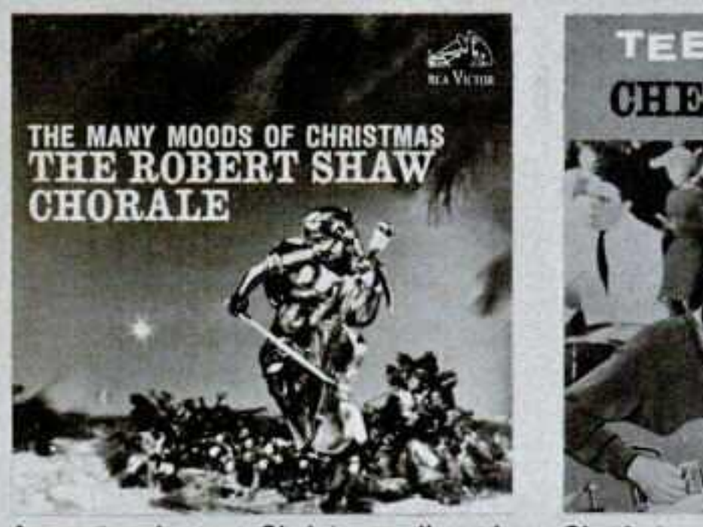
(Continued on page 24)

Yule Sales Volume Hitting New Peaks

In recent years, the total dollar volume of the record business during the month of December—largely Christmas business—totals between $60 million and $70 million at the retail level, predicated upon suggested list price. This, coupled with the fact that manufacturers this year are mounting strong merchandising campaigns tying in with their Christmas product, underscores the likelihood of a bonanza period for those dealers who will mount an aggressive merchandising campaign. In a companion story in this issue we are presenting a rundown of merchandising and dealer aids. We urge all retailers to take advantage of the season and the manufacturers' promotional efforts—which can result in a gratifying profit at the dealer level.

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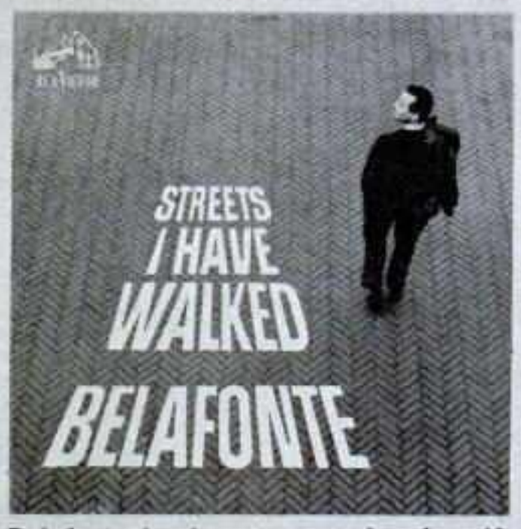
Do your Christmas with the brightest



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



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



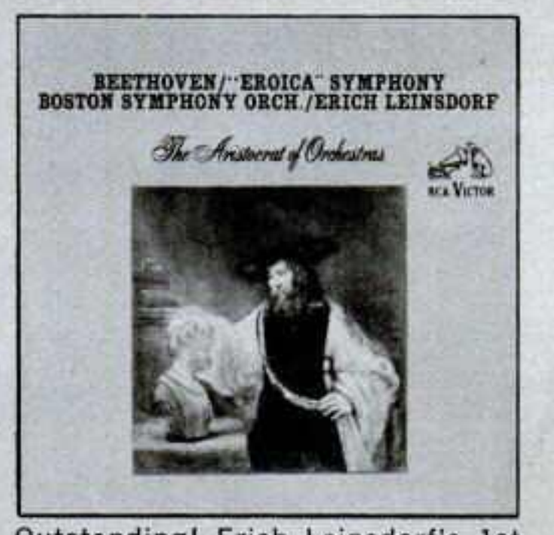
Belafonte is always a sure bet for gift sales. "Waltzing Matilda," "Tunga," "Sakura," 9 more. LPM/LSP-2695.



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



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



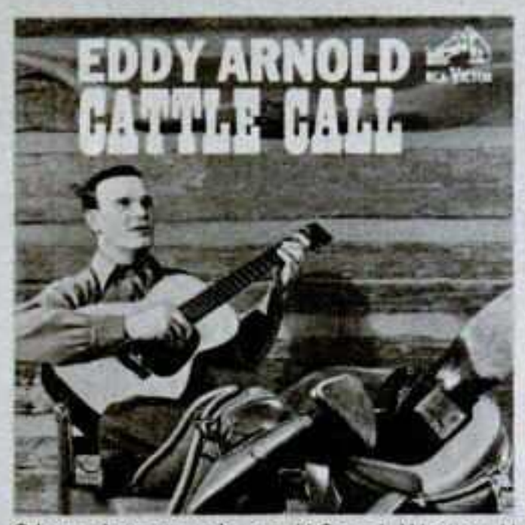
Outstanding! Erich Leinsdorf's 1st Beethoven album with the Boston Symphony. Great gift! LM/LSC-2644.



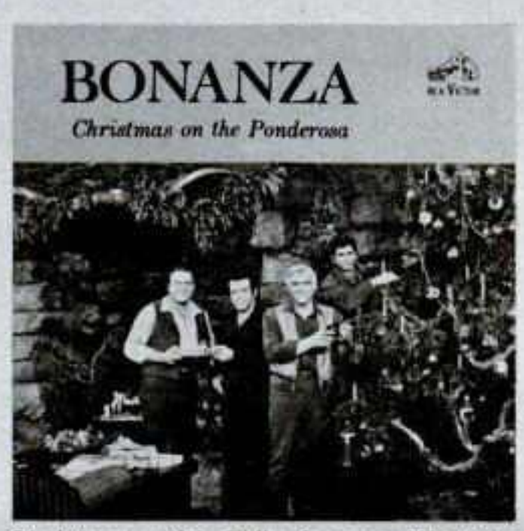
Tops for gift lists! This chart entry has "Wedding Dance," "Galop Chromatique." Stock up! LM/LSC-2677.



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



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



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



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



For her millions of fans, here's Kate's first exciting stage appearance in 32 years, recorded live. LPM/LSP-2819.



Win beautiful 'Linde' Star jewelry set in big exciting window display contest!*

*'Linde' is a trade mark of Union Carbide Corporation UNION CARBIDE

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stocking early... stars on RCA VICTOR



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



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



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



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



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



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



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



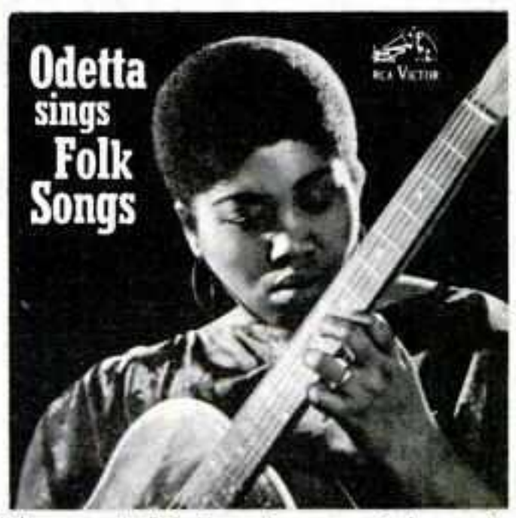
An exciting 1st album by a sensational new star. "This Is All I Ask," "Yellow Bird," 10 more. LPM/LSP-2745.



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



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



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



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

RCA VICTOR



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

The most trusted name in sound

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Yuletime Period Looms As Bonanza for Dealers

By REN GREVATT

Diskeries in depth, including both major and indies, appear intent on making this Christmas a bonanza selling period for dealers, with major new product by top artists being made available with Christmas material, important advertising allocations and all-out point-of-sale merchandising campaigns all a part of the picture. In many cases, too, special discounts are being offered.

RCA Victor, in a drive launched last week, has as its slogan, "This Christmas Give the Brightest Stars of All on RCA Victor." This is being backed up by extra discounts, special return privileges, heavy national advertising, point-of-sale materials and a dealer window contest undertaken in conjunction with the Linde Jewelry Manufacturing Division of Union Carbide.

Victor's ad program calls for insertions in the New Yorker, Playboy, Esquire, New York Times Sunday Magazine, Cosmopolitan, Saturday Review and High Fidelity, among others. Point-of-sale displays will highlight 24 Victor best sellers with full-color brochures illustrating 144 best sellers and new releases.

Capitol has blueprinted an extensive consumer ad campaign focusing on its 45 Capitol and Angel Christmas albums and is offering a special 12½ per cent discount off the face of the invoice. The ad campaign, largest seasonal effort ever undertaken by the firm, will use Life, Seventeen, Playboy and Esquire, as well as Time's November college issue to tell the Capitol Christmas story.

Full-Color Job

A full-color consumer catalog, a special floor merchandiser and a sampler LP are other factors in the drive. New material includes sets by Nat King Cole, Tennessee Ernie Ford and the Roger Wagner Chorale. The Ford set is the sound track of the singer's TV Christmas special, "The Story of Christmas," to be aired on NBC-TV, Sunday, December 24.

Columbia has scheduled heavy advertising and extensive in-store display units and has emphasized the element of new product, involving blockbuster artists. There are new Christmas albums by Andy Williams, the New Christy Minstrels, Robert Goulet and Leonard Bernstein and the New York Philharmonic with the Mormon Tabernacle Choir, among others.

Columbia's swinging subsidiary, Epic, on the heels of one of its best years on record, will push hard on a Christmas promotion on one of the artists responsible for the current success, Bobby Vinton. A special Vinton EP of four Christmas tunes with a colorful jacket is being promoted through a unique browser for counter use. The label will also put a push behind various catalog Christmas albums.

Decca, which has had in effect a special Christmas incentive plan for dealers, based on what is one of the biggest and most successful Christmas catalogs, is pushing the merchandise with point-of-sale aids including mounted lithos, and a trade and consumer ad schedule. The label has also re-recorded for stereo two of its all-time best selling Christmas items, Bing Crosby's "A Christmas Sing With Bing," and Fred Waring's "Christmas Time."

Liberty's Line

Liberty Records, which has its own Christmas standard in the form of the "Chipmunks Volume I" album and the Robert Rheims series, has launched what it calls its "most aggressive merchandising campaign ever." A large array of displays, including floor browser and floor-window display units plus bin divider boards, streamers and album cover easels have already been turned out. The label has a special discount program as well, which remains in effect through December 25. The CBS-TV "Alvin Show" on Saturday mornings will be the setting for a series of TV spots on the Chipmunks Christmas items.

Mercury will focus major attention on its hottest acquisition of the year, Johnny Mathis. Actually, Mathis' first album for the label was a Christmas set and this is getting a major emphasis in a series of unique "light and motion" displays developed by the label expressly for Christmas selling. In addition, the label will be promoting the Harry Simeone Chorale's "Wonderful Songs of Christmas" set and a package of Christmas material by the Platters.

London Records has come up with two Christmas album specials, one of which is available in stereo only. This one's the Phase Four "Glory of Christmas" with the Eric Rogers Chorale and ork. The second highlight on the London program is the newly recorded Mantovani "Christmas Greetings" LP. Both are being attractively displayed in a full-color series of store hangers.

Music Box Theme

Audio Fidelity has prepared bin dividers and other in-store display material on a Christmas "special," a set titled "Christmas Music Box Favorites." On a "limited time offer," the suggested list is $2.98 mono and stereo.

Vee Jay Records is pushing its "Seasons Greetings From the Four Seasons," through a special "buy-five-get-one-free" arrangement, along with browser dividers, color streamers and mounted lithos. The label is also promoting its "Golden Christmas Songs by America's Greatest Gospel Singing Groups."

On the kiddie record front, Golden has prepared an elaborate in-store rack which incorporates what the firm calls "a complete children's record department." The "floor dump" holds 144 29-cent singles, 36 49-cent singles and 30 LP's. The label also has a Christmas counter display for singles and albums and one designed for the firm's Christmas book and record sets.

WAYS TO BOOST SALES OF CHRISTMAS DISKS

1) Let your customers know you have Christmas records in length and depth through massed album display. Put up a sign—"Christmas Record Department."

2) Call attention to your Christmas department with suitable display material—and make it festive (appropriate holiday decor).

3) Plan for a pre-Christmas window featuring holiday records. Review display materials available from record labels.

4) Make it easy for shoppers to buy. Organize records into age groupings with a browser for each. Tip: Don't try to slice the grouping too fine. Make them: "Children's Favorites," "Teen-Age Favorites," and "Suggested for Adults (of all ages)."

5) Make your store "Christmas Records Headquarters" in your town by mentioning available merchandise in all your advertising.

6) Assign "special clerks" to the job of selling holiday merchandise. Have these clerks bone up on the available catalog of every line you carry (even those you don't). Give incentive to these clerks by mentioning their names as "Christmas Record Specialists" in your ads. These clerks should write the various labels for any special sales-aid material they might have.

7) Have an official "Christmas Record Week." Note that this year, Thanksgiving is six shopping days later than last year. You might start this promotion one week earlier. Use a "10 per cent off if you bring this ad" gimmick to stimulate traffic. Ask your newspaper ad salesman to send around a reporter and give him a story on holiday product availability.

8) Put together a bonus package of hard-to-move disks for Christmas and offer it at a very special low price with a phonograph purchase.

CHRISTMAS ALBUMS

• Continued from page 21

DOT RECORDS

1507 Vine St., Hollywood, Calif.

DLP 3222, DLP 25222	PAT BOONE WHITE CHRISTMAS—(Mono)*
DLP 3148, DLP 25148	CHRISTMAS CAROLS—Billy Vaughn and Orchestra (Mono)*
DLP 3397, DLP 25397	SILENT NIGHT—Lawrence Welk (Mono)*
DLP 3550, DLP 25550	A LIBERACE CHRISTMAS—(Mono)
DLP 3232, DLP 25232	MERRY CHRISTMAS—The Mills Brothers (Mono)*
DLP 3343, DLP 25343	CHRISTMAS WITH THE LENNON SISTERS—(Mono)*
DLP 3233, DLP 25233	THE LITTLE DRUMMER BOY—Jack Halloran Singers (Mono)*
DLP 3479, DLP 25479	CHRISTMAS TIME—George Wright (Mono)*
DLP 3345, DLP 25345	A KEELY CHRISTMAS—Keely Smith (Mono)*
DLP 3225, DLP 25225	ORGAN AND CHIMES—Dr. Norman S. Wright & Dr. Charles S. Kendall (Mono)*
DLP 3083	CHRISTMAS CHIMES—Dr. Charles S. Kendall (Mono)*
DLP 1062	MERRY CHRISTMAS—Pat Boone (Mono)*

EPIC RECORDS

799 7th Ave., New York 19, N. Y.

EG 7215	FOUR SONGS OF CHRISTMAS—Bobby Vinton
LC 3871, BC 1271	A CHRISTMAS FESTIVAL—FEAST OF LIGHTS—University of Redlands Choir
LN 3617, BN 547	CHRISTMAS DANCE PARTY (VOL. 9)—Lester Lanin and His Orchestra*
LN 24022, BN 26022	CHRISTMAS MUSIC BOX WONDERLAND—Rita Ford*
LC 3074	CHRISTMAS CAROLS—Royal Male Choir of Holland*
LC 3614, BC 1041	THE BIRTH OF CHRIST—Netherlands Chamber Choir*

FANTASY RECORDS

855 Treat Ave., San Francisco 10, Calif.

3350/8350	CHRISTMAS WITH KORLA PANDIT—Pipe Organ*

GRAND AWARD RECORDS

1501 Broadway, New York 36, N. Y.

33-320, 221	CHIMES AT CHRISTMAS—David Harkness and Fred Fredrico*
33-348	CHRISTMAS COMES TO OUR HOUSE
33-387, 223	CHRISTMAS CHORALES—Edward Carrington Choir*

GRAND PRIX RECORDS

KX 4	CHRISTMAS ORGAN AND CHIMES
KX 5	CHRISTMAS CHORALE
KX 6	THE DRUMMER BOY
KX 7	CHRISTMAS SING-A-LONG—Davidson Singers
KX 9	CHRISTMAS WITH THE HAPPY CRICKETS

IMPERIAL RECORDS

157 W. 57th St., New York 19, N. Y.

LP 3216	KOLEDY POLSKIE—Polish Christmas songs with Edmund Jagielski (Mono)*
LP 12216	KOLEDY POLSKIE—Polish Christmas songs with Edmund Jagielski (Stereo)*
LP 9250	MERRY CHRISTMAS—Edmund Francis (Mono)
LP 12250	MERRY CHRISTMAS—Edmund Francis (Stereo)

JAY JAY RECORDS

2452-56 S. Kedzie Ave., Chicago 23, Ill.

LP1039, 5026	CHRISTMAS TIME—Lil Wally (Mono and Stereo)
LP1026, 5012	DANCE AROUND THE CHRISTMAS TREE—Lil Wally (Mono and Stereo)
LP1023, 5011	POLISH CHRISTMAS CAROLS/KOLEDY—Lil Wally (Mono and Stereo)
LP 1017	POLISH CHRISTMAS CAROLS//KOLEDY (Mono)

JUBILEE RECORDS

318 W. 48th St., New York 36, N. Y.

LP 1058	CHRISTMAS—The La Falce Brothers

KAPP RECORDS

136 East 57th St., New York 22, N. Y.

KL-1154	CHRISTMAS SONGS FOR CHILDREN Marty Gold Children's Chorus
KL-1214	CHRISTMAS TIME—Pete King Chorale
KL-1350	THE SOUND OF CHRISTMAS DECK THE HALLS—Medallion Orchestra & Chorus
KL-1155	RING THE BELLS ON CHRISTMAS DAY—Holiday Bells
KL-1161	SILENT NIGHT—John Gart
KL-1164	CHRISTMAS TIME—Roger Williams

KING RECORDS

1540 Brewster Ave., Cincinnati 7, Ohio

LP 874	THE TRUE MEANING OF CHRISTMAS—Reno & Smiley
LP 722	IT'S CHRISTMAS TIME—Bob Kames*
LP 783	HAPPY HOLIDAYS—Bob Kames*
LP 775	CHARLES BROWN SINGS CHRISTMAS SONGS*
LP 803	SPIRITUAL CHRISTMAS SONGS—The Galation Singers*
LP 811	CHRISTMAS SONGS—Famous Country Artists*
LP 679	ORGAN & CHIMES—Bob Kames*
AL 1554	A VARIETY OF CHRISTMAS SONGS With organ and chimes*

LAURIE RECORDS

35 W. 45th St., New York 36, N. Y.

ALB 1005	ALL THE BEST OF CHRISTMAS FROM JACK CARROL

LIBERTY RECORDS

6920 Sunset Blvd., Hollywood 28, Calif.

LRP-3334/LST-7334	CHRISTMAS WITH THE CHIPMUNKS, VOL. II.
LRP-3256/LST-7256	CHRISTMAS WITH THE CHIPMUNKS, VOL. I.*
LP-6010/ST-7710	FOR THE WHOLE FAMILY AT CHRISTMAS—Robert Rheims
LP-6008/ST-7708	WE WISH YOU A MERRY CHRISTMAS—Robert Rheims*
LP-6006/ST-7706	MERRY CHRISTMAS IN CAROLS—Robert Rheims*
LRP-3267/LST-7267	MERRY CHRISTMAS FROM BOBBY VEE*
LRP-3257/LST-7257	'TWAS THE NIGHT BEFORE CHRISTMAS—BACK HOME—Walter Brennan*
LMM-13013/LSS-14013	SEASON'S GREETINGS—Felix Slatkin*

LONDON RECORDS

539 W. 25 St., New York, N. Y.

LL 3338/PS 338	CHRISTMAS GREETINGS—Mantovani
SP 44027	THE GLORY OF CHRISTMAS—Eric Rogers Chorale & Orchestra
LL 913/PS 142	MANTOVANI CHRISTMAS CAROLS—Mantovani*
LL 3145/PS 189	CHRISTMAS ORGAN & CHIMES—Charles Smart & James Blades*
TW 91223/PS 146	CHRISTMAS GREETINGS FROM GERMANY—Will Glahe, Orchestra & Children's Choir*
TW 91251/SW 99018	GERMAN CHRISTMAS SING-ALONG—Chorus & Orchestra cond. by Jean Jakus*
5644/OS 25280	A CHRISTMAS OFFERING—Leontyne Price*
A 4357/OSA 1329	HANDEL: MESSIAH—Soloists, Orchestra, Chorus under Sir Adrian Boult (3-LP's)
HANDEL: MESSIAH 5703/OS 25703	—Highlights—Soloists, Orchestra, Chorus under Sir Adrian Boult*
5711/OS 25711	HANDEL: MESSIAH CHORUSES—Orchestra & Chorus under Sir Adrian Boult*
5712/OS 25712	JOAN SUTHERLAND MESSIAH EXCERPTS—Joan Sutherland, Grace Bumbry, London Symphony Orchestra under Sir Adrian Boult*
5217	GREGORIAN CHANT: MIDNIGHT MASS & MASS FOR THE DAY—Monks of Solesmes (Mono)*
5335/OS 25038	GREAT SACRED SONGS—Kirsten Flagstad*
5524/OS25118	MUSIC FOR THE FEAST OF CHRISTMAS—Choir of Ely Cathedral and Renaissance Singers, directed by Michael Howard.*
5523/OS 25119	A FESTIVAL OF LESSONS & CAROLS—Choir of King's College Chapel, Cambridge, David Willcocks, director*
5634/OS 25271	BRITTEN: CEREMONY OF CAROLS—Choristers of Canterbury Cathedral; the Renaissance Singers—Dr. Sydney Campbell*
5651/OS 25285	A PROCESSION WITH CAROLS OF ADVENT SUNDAY—Choir of King's College, Cambridge—David Willcocks, director.
5686/OS 25320	HONEGGER: A CHRISTMAS CANTATA—Soloist, Chorus & Orchestra under Ernest Ansermet*
5735/OS 25735	ON CHRISTMAS NIGHT—Choir of King's College, Cambridge, David Willcocks, director*
CM 9146	BRITTEN: CEREMONY OF CAROLS—Copenhagen Boys Choir with New Symphony Orchestra under Eugene Goossens (Mono)*
CM 9275/CS 6206	CORELLI: CHRISTMAS CONCERTO—Stuttgart Chamber Orchestra, Karl Munchinger, director*

MERCURY RECORD CORP.

35 E. Wacker Drive, Chicago 1, Ill.

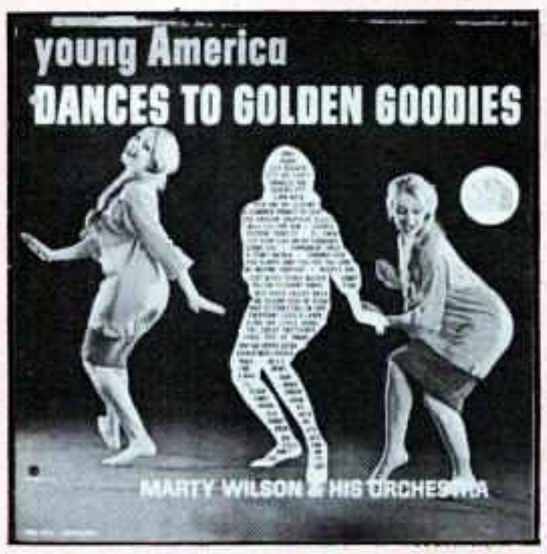
MG 20841/SR 60841	CHRISTMAS WITH THE PLATTERS
MG 20840/SR 60820	THE WONDERFUL SONGS OF CHRISTMAS—Harry Simeone Chorale
MG 20837/SR 60837	SOUND OF CHRISTMAS—Johnny Mathis
MG 50189/SR 90189	THE MAGIC OF THE BELLS
MG 50116	CHRISTMAS CAROLS IN HI-FI
MGW 12173	CHRISTMAS CAROLS WITH ORGAN CHIMES—Charles Cronham*
MGW 12174	CHRISTMAS WITH PATTI PAGE*
MGW 12175	CHRISTMAS FAVORITES—Jan August*
CLP-1213	CHRISTMAS SONGS & STORIES—Various Artists*

(Continued on page 28)

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20th CENTURY-FOX RECORDS
Presents its
HOLIDAY ON WAX



YOUNG AMERICA DANCES TO THE GOLDEN GOODIES—Marty Wilson & His Orchestra—TFM 3101/TFS 4101



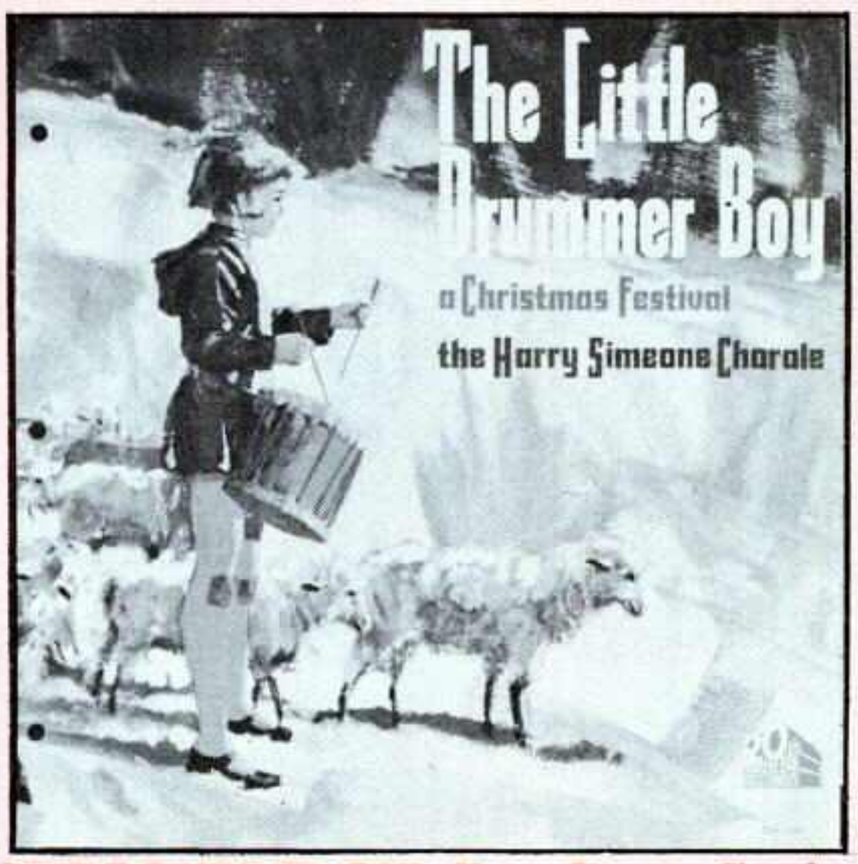
BEST OF SHIRLEY TEMPLE—Shirley Temple (Sound Tracks)—TFM 3102



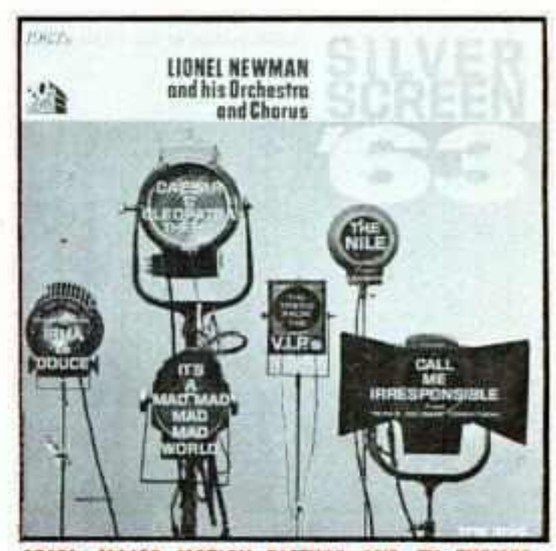
YOUNG AMERICA DANCES TO REEL FAVORITES—Bill Ramal & His Orchestra—TFM 3101/TFS 4103



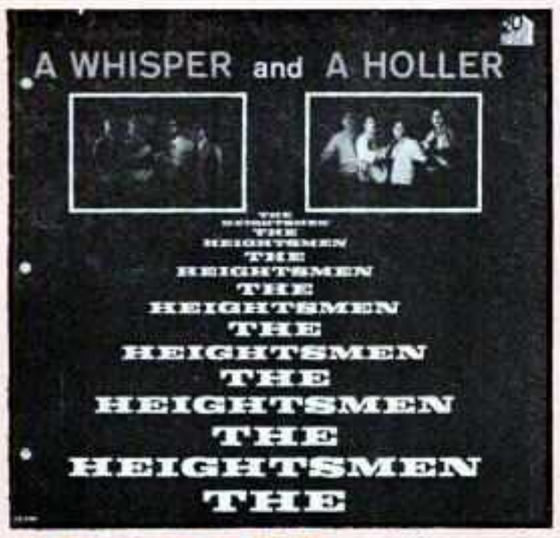
TOUGH TALK—Panama Francis & His Orchestra—TFM 5101/TFS 6101 (Pop-Jazz)



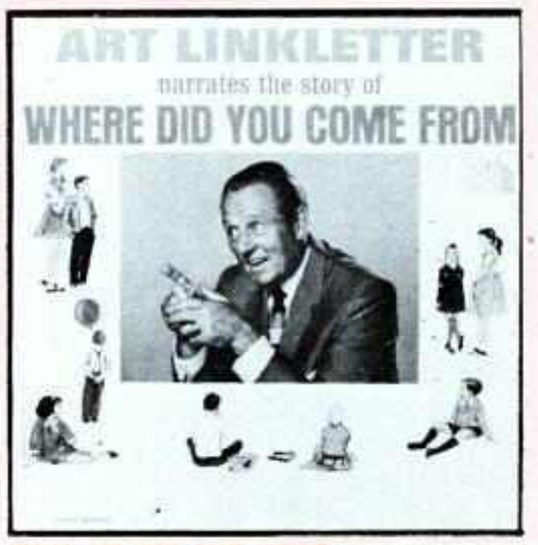
LITTLE DRUMMER BOY—Harry Simeone Chorale
TFM 3100/TFS 4100



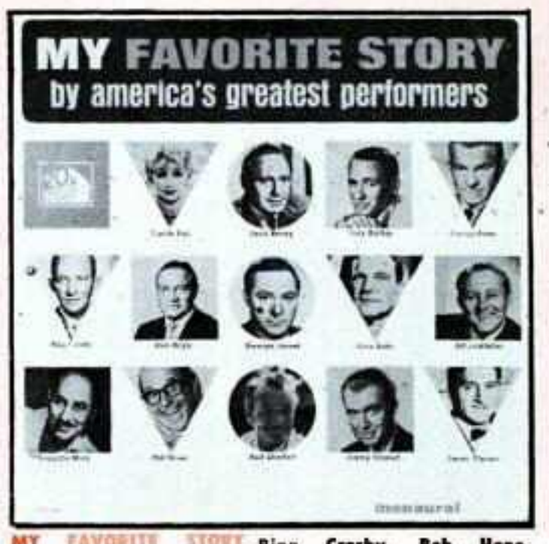
1963's MAJOR MOTION PICTURE AND TV THEMES—Lionel Newman, His Orchestra & Chorus—TFM 3105/TFS 4105



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



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



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



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

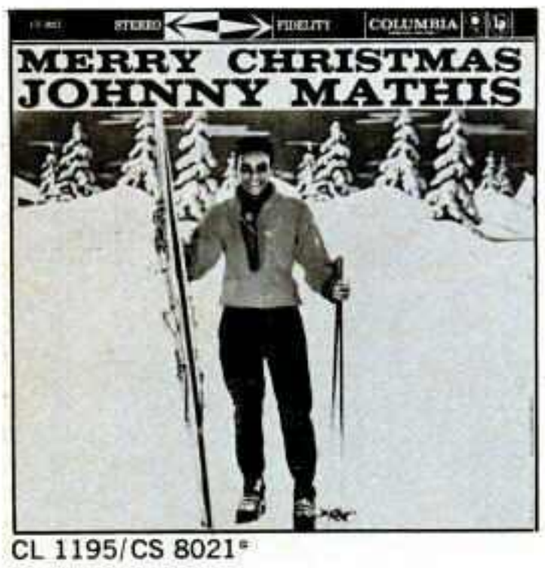
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Chris

31,837,068 RECORD BUYERS IN THE HOLIDAY BUYING MOOD WILL SEE COLUMBIA'S GREATEST NEW RELEASE AND CATALOG ALBUMS DURING THE BIGGEST RECORD-BUYING MONTH OF THE YEAR!

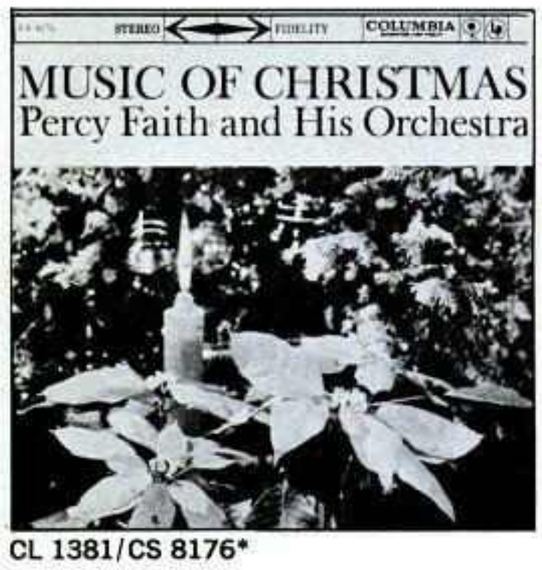
OUTSTANDING ALL-TIME BEST SELLERS



CL 1195/CS 8021*



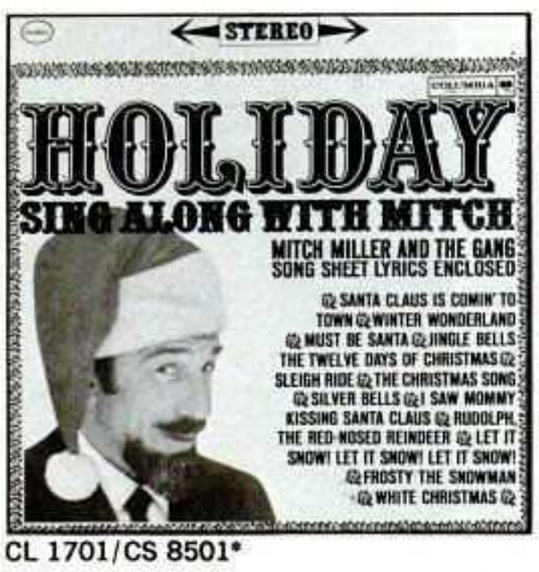
CL 1205/CS 8027*



CL 1381/CS 8176*



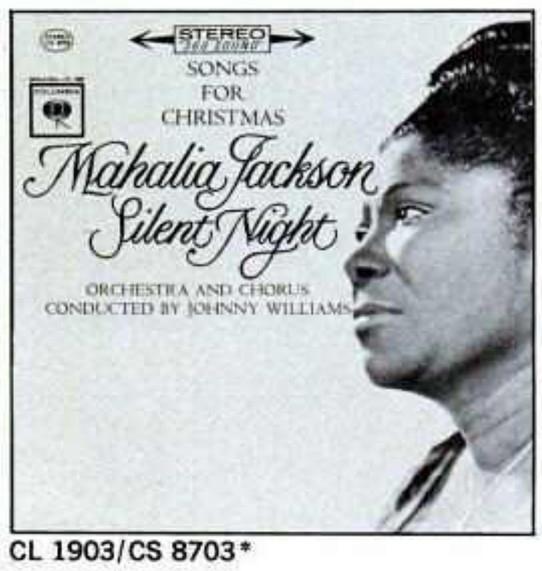
CL 1390/CS 8185*



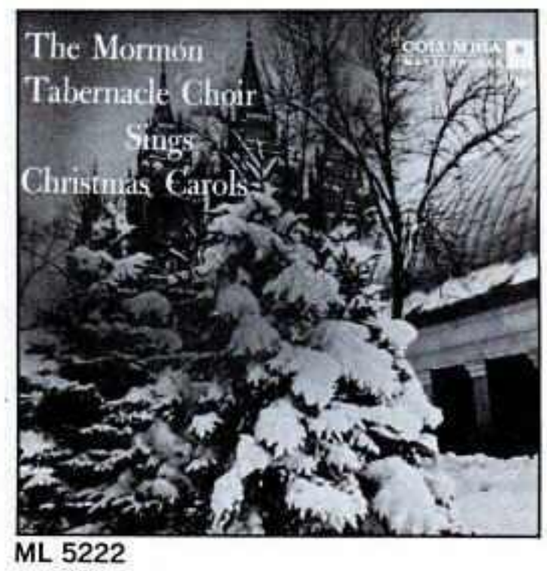
CL 1701/CS 8501*



CL 1892/CS 8692*



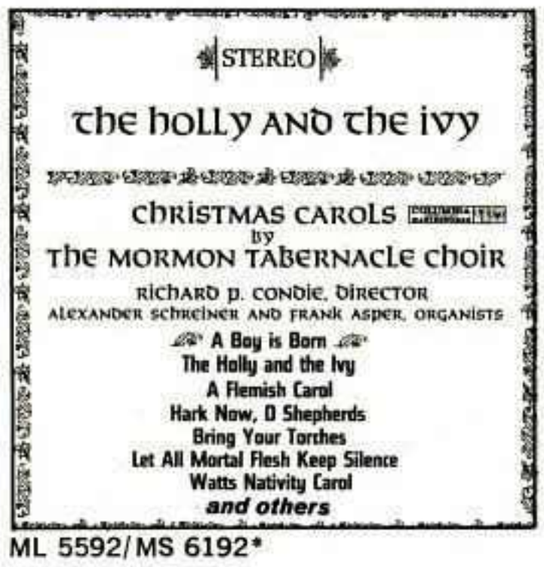
CL 1903/CS 8703*



ML 5222



ML 5423/MS 6100*



ML 5592/MS 6192*



ML 5769/MS 6369*



M2L 263/M2S 607* A 2-RECORD SET

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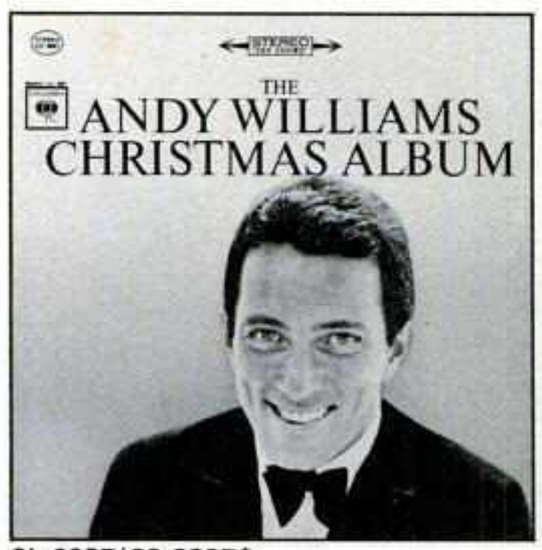
CL 2068/CS 8868*



CL 2075/CS 8875*



CL 2076/CS 8876*



CL 2087/CS 8887*



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CHRISTMAS ALBUMS

• Continued from page 24

MGM RECORDS

1540 Broadway, New York 19, N. Y.

E3468	MERRY CHRISTMAS FROM JONI JAMES—Joni James*
E3469	A MERRY CHRISTMAS TO YOU —David Rose*
E/SE3792	CHRISTMAS IN MY HEART— Connie Francis*
E/SE4166	CHRISTMAS AT HOME— Ray Charles Singers*
E/SE4187	WE WISH YOU A MERRY CHRISTMAS—Osmond Brothers*
CH112	A CHRISTMAS CAROL— Lionel Barrymore*

L'OISEAU-LYRE

c/o London Records, 539 W. 25 St., New York City

OL 50201/2—SOL 60032/3	BERLIOZ: L'ENFANCE DU CHRIST—Chorus, Soloists, ork under dir. of Colin Davis*

PHILLES RECORDS

440 E. 62nd St., New York 21, N. Y.

PHLP 4005	A CHRISTMAS GIFT FOR YOU— Bob B. Soxx & Blue Jeans, the Ronettes, Darlene Love, the Crystals

PHILIPS RECORDS

35 E. Wacker Drive, Chicago 1, Ill.

PCC-207/607	CHRISTMAS IN THE CONGO— The Troubadours
FHS 600-101	HOLIDAY FOR TEENS—
PHM 200-101, FHM 200-034, PHS 600-034	RING OUT, OH CHRISTMAS— Various Artists*
PHM 200-036, PHS 600-036	CHRISTMAS IN THE OLD WORLD—Various Artists*
PHM 500-025, PHS 900-025	CHRISTMAS CONCERTOS— I Musici*

RCA VICTOR RECORDS

155 E. 24th St., New York, N. Y.

LPM 1141	THE VOICES OF CHRISTMAS —Voices of Walter Schumann*
LPM 1951	ELVIS' CHRISTMAS ALBUM— Elvis Presley*
LPM/LSP 2023	A CHRISTMAS SOUND SPECTACULAR—John Klein*
LPM/LSP 2044	CHRISTMAS JOY— Melachrino Strings*
LPM/LSP 2054	A DING DONG DANDY CHRISTMAS— The Three Suns*
LPM/LSP 2064	CHRISTMAS HYMNS— George Beverly Shea*
LPM/LSP 2066	SEASON'S GREETINGS FROM PERRY COMO— Perry Como*
LPM/LSP 2254	THE SOUND OF CHILDREN AT CHRISTMAS—Hugo and Luigi's Children's Chorus*
LPM/LSP 2423	CHRISTMAS WITH CHET ATKINS—Chet Atkins*
LPM/LSP 2554	CHRISTMAS WITH EDDY ARNOLD—Eddy Arnold*
LPM/LSP 2558	THE SOUND OF CHRISTMAS ON THE RADIO CITY MUSIC HALL ORGAN— Dick Leibert*
LPM/LSP 2579	NASHVILLE CHRISTMAS PARTY—Chet Atkins, Eddy Arnold, Hank Locklin, Floyd Cramer and others*
LPM/LSP 2606	JAMES BLACKWOOD AND THE BLACKWOOD BROTHERS COMBINE WITH HOVIE LISTER AND THE STATESMEN TO WISH YOU A MUSICAL MERRY CHRISTMAS*
LPM/LSP 2626	TO WISH YOU A MERRY CHRISTMAS— Harry Belafonte*
LPM/LSP 2757	CHRISTMAS ON THE PONDEROSA— Bonanza Original TV Cast
LPM/LSP 2771	THE HAPPY HITS OF CHRISTMAS—Dick Leibert

RCA VICTOR RED SEAL RECORDS

LM 1701	AMAHL AND THE NIGHT VISITORS—Original Cast of the NBC-TV Production*
LP 1711	CHRISTMAS HYMNS AND CAROLS, Vol. 2— Robert Shaw Chorale*
LM/LSC 2139	CHRISTMAS HYMNS AND CAROLS, Vol. 1— Robert Shaw Chorale*
LM/LSC 2329	POPS CHRISTMAS PARTY— Arthur Fiedler and Boston Pops*
LM/LSC 2333	LANZA SINGS CHRISTMAS CAROLS—Mario Lanza*
LM/LSC 2613	CHRISTMAS CAROLS— Marian Anderson*
LM/LSC 2684	THE MANY MOODS OF CHRISTMAS— Robert Shaw Chorale

RCA CAMDEN RECORDS

155 E. 24th St., New York 10, N. Y.

CAL/CAS-777	CHRISTMAS HYMNS AND CAROLS—Mario Lanza
CAL/CAS-660	PERRY COMO SINGS MERRY CHRISTMAS MUSIC*
CAL/CAS-783	THE SPIRIT OF CHRISTMAS WITH THE LIVING STRINGS
CAL/CAS-725	LIVING VOICES SING CHRISTMAS MUSIC*
CTR-725	LIVING VOICES SING CHRISTMAS MUSIC— (Stereo)
CAL/CAS-726	ORGAN AND CHIMES PLAY CHRISTMAS CAROLS— Leo Addeo*
CAL-448	JOY TO THE WORLD— Robert Shaw Chorale*
CAL-633	THE SOUND OF CHRISTMAS —The Three Suns*
CAL-449	CHRISTMAS MAGIC— Hugo Winterhalter*
CAL/CAS-636	CHRISTMAS MUSIC BY THE AUGUSTANA CHOIR*
CAL/CAS-392	HI-FI CHRISTMAS PARTY— Domenico Savino*

RICHMOND

c/o London Records, 539 W. 25th New York, N. Y.,

BA 43002	HANDEL: MESSIAH— Soloists, Chorus & Orchestra under direction of Sir Adrian Boult

RIVERSIDE RECORDS

235 W. 46th St., New York, N. Y.

RM 3513, RS 93513	THE TWENTY-FIFTH DAY OF DECEMBER—The Staple Singers

ROULETTE RECORDS

1631 Broadway, New York 19, N. Y.

R-25095	IT IS CHRISTMAS ONCE AGAIN —Jimmy Rogers*
R-25097	ST. PATRICK'S CATHEDRAL CHOIR SINGS CHRISTMAS CAROLS*
R-25142	ST. PATRICK'S CATHEDRAL CHOIR SINGS CHRISTMAS SONGS (VOL. II)*

SAVOY RECORDS

56 Ferry St., Newark 1, N. J.

14032	O HOLY NIGHT—Marian Williams
14047	A MERRY CHRISTMAS—Famous Ward Singers

STARDAY INTERNATIONAL SALES, INC.

P.O. Box 115, Madison, Tenn.

HLP 501	MERRY CHRISTMAS BABY— Charles Brown, Lloyd Glenn, Lowell Fulson
SLP 253	MERRY CHRISTMAS—COUNTRY STYLE—Top-name artists
SLP 123	Y'ALL COME, LET'S HAVE A COUNTRY CHRISTMAS— Country Artists
SLP 149	OLD TIME CHRISTMAS SINGING —Jim Glaser Singers

TAMLA RECORDS

2649 W. Grand Blvd., Detroit 8, Mich.

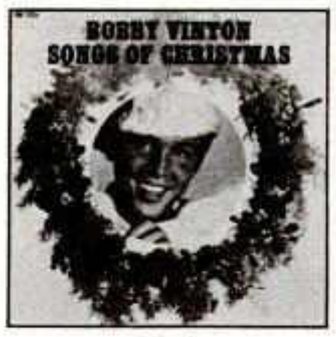
236	CHRISTMAS WITH THE MIRACLES

(Continued on page 43)

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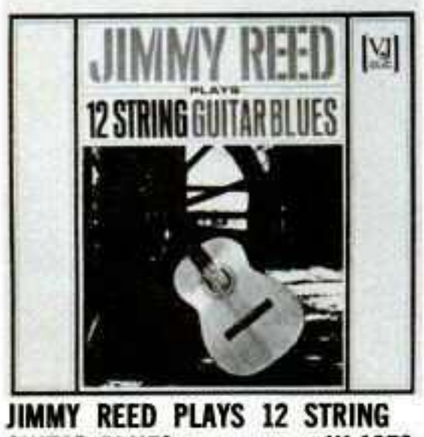
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THE NEW WINE SINGERS AT CHICAGO OPERA HOUSE VJ 1071



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The 4 Seasons VJ 1055



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GREAT GROUP OLDIES VOLUME 1 VJ 8003



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The Caravans VJ 5038



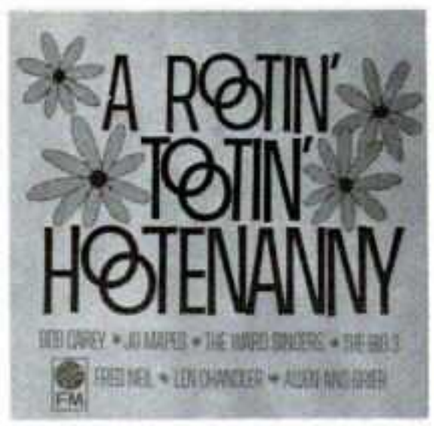
NEARER MY GOD TO THEE
The Harmonizing Four VJ 5039



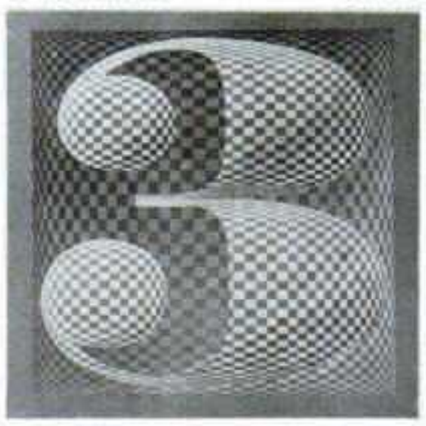
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Various Artists VJ 5043



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The Dungills VJ 1061



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COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO (S)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
ARVIN	83P15	P	M	M	—	2.4	1	Dual-Saph.	—	—	Wood pyroxylin: White, turquoise	15½x12x9¾	$19.95
ARVIN	73P03	P	M	M	—	2.4	1	Dual-Saph.	AM	—	Wood pyroxylin: Red, silver	6x14x13	$29.95
AUDIOLA (Phono Master)	155	P	M	M	—	1	1	Dual-Saph.	—	—	—	12x9½x5 (7 lbs.)	$19.95
AUDIOLA (Phono Master)	186	P	M	M	—	1.5	2	Dual-Saph.	—	—	—	13x12x7 (12 lbs.)	$29.95
AUDIOLA (Phono Master)	165	P	M	M	—	1	2	Single-Saph.	—	—	—	12x9x5 (7 lbs.)	$21.95
BIRCH (Boetsch Bros.)	43	P	M	M	—	2.1	1	Single-Saph.	—	—	Red & blue	12x10½x5½	$19.95
BIRCH (Boetsch Bros.)	206	P	M	M	—	2.1	1	Single-Saph.	—	—	Blue & green	13x12½x17	$24.95
COLUMBIA RECORDS (Masterwork)	1701	P	M	M	—	—	1	Dual-Saph.	—	—	Pyroxylin-covered wood: Olive w/oyster white	12¼x7x10½ (10½ lbs.)	$19.95
COLUMBIA RECORDS (Masterwork)	1702	P	M	M	—	—	1	Dual-Saph.	AM	—	Pyroxylin-covered wood: Blue tweed w/eggshell	14x6x13 (15 lbs.)	$29.95
DECCA	DP-480	P	M	M	—	—	1	Dual-Saph.	AM	—	Blue w/silver	7x15x10½ (69 lbs.)	$29.90
DECCA	DP-594	P	M	M	—	—	1	Dual-Saph.	—	—	Black, blue, gold	13½x7⅜x12¼ (73 lbs.)	$24.95
DECCA	DPS-17	P	M	M	—	—	1	Dual-Saph.	—	—	Silver on black, silver on white, gold on beige	6¾x12¼x10¾	$19.95
DYNAVOX	130	P	M	M	—	—	1	Dual-Saph.	—	—	Blue, coral, driftwood	—	$19.95
DYNAVOX	132	P	M	M	—	—	1	Dual-Saph.	—	—	Charcoal gray, driftwood brown, coral	—	$24.95
DYNAVOX	133	P	M	M	—	—	1	Dual-Saph.	—	—	Sky blue & ivory, coral & white	—	$24.95
EMERSON RADIO (DuMont Division)	P1912	P	M	M	—	—	1	Single-Saph.	—	—	Luggage type: Decorator colors	13¼x5x10⅜	$15.50
EMERSON RADIO (DuMont Division)	P1914	P	M	M	—	—	1	Single-Saph.	—	—	Luggage type: Decorator colors	13½x11 15/16x 4 15/16	$24.95
EMERSON RADIO (DuMont Division)	P1908	P	M	M	—	—	1	Single-Saph.	—	—	Luggage type: Decorator colors	12 15/16x5¼x11⅜	$29.95
EMERSON RADIO (DuMont Division)	P1942	P	M	M	—	—	1	Single-Saph.	—	—	Luggage type: Decorator colors	19 1/16x12 1/16x 4¾	$29.95
GENERAL ELECTRIC	RP2000	P	M	M	—	—	1	Single-Saph.	—	—	Vinyl-clad steel: Brown	14½x12x5 (11 lbs.)	$29.95
GOTHAM ELECTRONICS	1120	P	M	M	—	1½	2	Single-Saph.	—	—	Coral	12½x10½x5 (6 lbs.)	$14.95
GOTHAM ELECTRONICS	1102	P	M	M	—	1½	2	Dual-Saph.	—	—	Red	12¼x10½x7¾ (9 lbs.)	$19.95
MAJORETTE	450	P	M	M	—	—	1	Single-Saph.	—	—	Assortment of colors	9½x12x5 (7 lbs.)	$18.95
MAJORETTE	450T	P	M	M	—	—	1	Dual-Saph.	—	—	Assortment of colors	9½x12x5 (7 lbs.)	$19.95
MAJORETTE	320	P	M	M	—	—	1	Single-Saph.	—	—	Assortment of colors	12½x10½x7 (9 lbs.)	$24.95
MAJORETTE	DD25	P	M	M	—	—	1	Single-Saph.	—	—	Red, black	—	$29.95
PHONOLA	163	P	M	M	—	—	1	Dual-Saph.	—	—	Wood covered: Blue & white	12x10x5 (9 lbs.)	$19.95
PHONOLA	563	P	M	M	—	—	1	Dual-Saph.	—	—	Wood covered: Orange & white	12x13x5	$29.95
RCA VICTOR	3VB1	P	M	M	—	—	1	Dual-Saph.	—	—	Plastic: Storm gray w/ aqua, storm gray w/ persimmon	5¾x13⅛x11 1/16 (9 lbs.)	$19.95
RCA VICTOR	3VB2	P	M	M	—	—	1	Dual-Saph.	—	—	Plastic pyroxylin: char. w/white, red w/white, tan w/white	7x12⅜x10⅛	$24.95
SYMPHONIC	1Pn02	P	M	M	—	—	1	Dual-Saph.	—	—	Wood: Red, gray, blue	7x12½x10¾ (8½ lbs.)	$19.95
SYMPHONIC	1PN04	P	M	M	—	—	1	Dual-Saph.	—	—	Wood: Red, green, blue	7½x12½x11¼ (10½ lbs.)	$24.95
SYMPHONIC	1PA05	P	M	M	—	—	1	Dual-Saph.	—	—	Wood: gray w/white, copper w/white	7x14½x10½ (11½ lbs.)	$29.95
VANITY FAIR	101	P	M	M	—	1½	1	Single-Saph.	—	—	Blue	12½x10½x5 (6 lbs.)	$16.95
VANITY FAIR	102	P	M	M	—	1½	1	Dual-Saph.	—	—	Gold	14½x11x5½ (8 lbs.)	$17.95
VANITY FAIR	42	P	M	M	—	1½	1	Dual-Saph.	—	—	Black	12¾x10¾x5 (7 lbs.)	$18.95
VANITY FAIR	51	P	M	M	—	1½	1	Dual-Saph.	—	—	Olive	14x13¼x5 (9 lbs.)	$19.95
VANITY FAIR	100	P	M	M	—	1½	1	Single-Saph.	—	Yes	Blue	12½x10½x5¼ (5½ lbs.)	$19.95
VANITY FAIR	103	P	M	M	—	1½	1	Dual-Saph.	—	Yes	Gray	15x13x5½ (8 lbs.)	$24.95
VM	212	P	M	M	—	2	1	Dual-Saph.	—	—	Hardwood: plywood: pyroxylin: red & white, blue & white	14½x12⅝x4⅞ (8 lbs.)	$29.95
ZENITH	ZP2	P	M	M	—	—	1	Dual-Saph.	—	—	Polystyrene: Light blue scarlet red	5 1/32x15 3/32x 11 9/16	$29.95

$31 TO $60

COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO (S)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
ADMIRAL	Y5040	P	M	M	—	—	1	Dual-Saph.	—	—	Polystyrene	6¾x14⅜x17 9/16	$39.95
ADMIRAL	Y5050	P	A	M	—	—	1	Dual-Saph.	—	—	Wood	8⅛x14⅞x17	$49.95
ADMIRAL	Y5067	P	A	M	—	—	2	Dual-Saph.	—	—	Wood	15x21¼x7⅞	$59.95
ARVIN	83P55	P	A	M	—	2.4	1	Dual-Saph.	—	—	Wood-pyroxylin: Blue & white	7x16x17	$49.95
ARVIN	83P53	P	A	M	—	2.4	1	Dual-Saph.	—	—	Wood-pyroxylin: Red & white	7x16x17	$49.95
ARVIN	73P16	P	A	M	—	2.4	1	Dual-Saph.	AM	—	Wood-pyroxylin: Green & ivory	7x16x17	$59.95
ARVIN	83P68	P	A	S	—	4.8	2	Dual-Saph.	—	-	Wood-pyroxylin: Brown & tan	7x21x17	$59.95
AUDIOLA (Phono Master)	190	P	M	M	—	1.5	2	Dual-Saph.	—	—	—	15x13x7 (12 lbs.)	$32.95

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COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO (S)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
AUDIOLA (Phono Master)	240	P	A	M	—	1.5	2	Dual-Saph.	—	—	—	15x13¾x8¾ (16 lbs.)	$49.95
BULOVA WATCH	911	T	A	M	—	—	1	Dual-Saph.	—	—	Wood b/fabric: Two-tone blue	14½x20x8 (20 lbs.)	$59.95
BIRCH (Boetsch Bros.)	MA23	P	A	M	—	2.1	1	Dual-Saph.	—	—	Brown w/white	15x14x8	$49.95
BIRCH (Boetsch Bros.)	TM63	P	A	M	—	2.1	1	Dual-Saph.	—	—	Silver overlay on gray & white	20¾x14¾x8	$59.95
BIRCH (Boetsch Bros.)	S36	P	A	S	—	5	2	Dual-Saph.	—	—	Driftwood tan & white	15x14x8	$59.95
COLUMBIA (Masterwork)	1704	P	A	M	—	—	1	Dual-Saph.	—	—	Pyroxylin covered: Tan & white	18½x8x14⅝ (22 lbs.)	$49.95
COLUMBIA (Masterwork)	1705	P	A	S	—	—	2	Dual-Saph.	—	—	Pyroxylin covered: Rose beige w/white	20 9/16x8x14 25 lbs.)	$59.95
DECCA	DP-491	P	A	M	—	—	2	Dual-Saph.	AM	—	Gold	15¾x9x18 (75 lbs.)	$59.95
DECCA	DP-655	P	M	S	—	—	2	Dual-Saph.	—	—	Black & Silver, brown & copper	14x25x8 (75 lbs.)	$49.95
DECCA	DP-644	P	A	M	—	—	2	Dual-Saph.	—	—	Black & white, blue & light blue	15⅞x16½x10 (75 lbs.)	$44.95
DECCA	DP-643	P	A	M	—	—	2	Dual-Saph.	—	—	Maroon & silver blue & white	8¾x15x16¾ (75 lbs.)	$44.95
DECCA	DP-595	P	M	M	—	—	1	Dual-Saph.	—	—	Black & white w/silver, brown & white w/gold	9⅛x15½x14 (75 lbs.)	$44.95
DYNAVOX	330	P	A	M	—	—	1	Dual-Saph.	—	—	Charcoal gray, driftwood brown	—	$39.95
DYNAVOX	331	P	A	M	—	—	1	Dual-Saph.	—	—	Charcoal gray, brown	—	$49.95
DYNAVOX	134S	P	M	S	—	—	2	Dual-Saph.	—	—	Charcoal gray & ivory, brown & beige	—	$39.95
DYNAVOX	630	P	A	S	—	—	2	Dual-Saph.	—	—	Charcoal gray, driftwood brown	—	$54.95
DYNAVOX	633	P	A	S	—	—	2	Dual-Saph.	—	—	Charcoal gray & ivory, brown & beige	—	$59.95
EMERSON (DuMont Division)	P1946	P	M	M	—	—	1	Dual-Saph.	AM	—	Luggage type; decorator colors	19 1/6x12 1/6x4¾	$34.95
EMERSON (DuMont Division)	P1916	P	A	M	—	—	1	Dual-Saph.	—	—	Luggage type; decorator colors	14½x8⅜x16	$39.95
EMERSON (DuMont Division)	P1943	P	A	M	—	—	1	Dual-Saph.	—	—	Luggage type; decorator colors	20⅛x13⅝x8 5/16	$49.95
EMERSON (DuMont Division)	P1944	P	A	M	—	—	1	Dual-Saph.	AM	—	Luggage type; decorator colors	20⅛x13⅝x8 5/16	$59.95
EMERSON (DuMont Division)	P1921	P	M	S	—	—	2	Single-Saph.	—	—	Luggage type; decorator colors	18x5 3/16x11⅛	$34.95
EMERSON (DuMont Division)	P1945	P	M	S	—	—	2	Dual-Saph.	—	—	Luggage type; decorator colors	22¼x12 9/16x 4 1/16	$39.95
EMERSON (DuMont Division)	P1917	P	A	S	—	—	2	Dual-Saph.	—	—	Luggage type; decorator colors	14¼x8½x16	$49.95
EMERSON (DuMont Division)	P1910	P	A	S	—	—	2	Dual-Saph.	—	—	Luggage type; decorator colors	20¼x8½x15 13/16	$59.95
GENERAL ELECTRIC	RP2101	P	A	M	—	—	1	Dual-Saph.	—	—	Plastic: Tan	17¼x13¼x8 (17 lbs.)	$49.95
GENERAL ELECTRIC	RP2108	P	A	M	—	—	1	Dual-Saph.	—	—	Plastic: White	17¼x13¼x8 (17 lbs.)	$49.95
GOTHAM	1200	P	A	M	—	1½	2	Dual-Saph.	—	—	Aqua	15x13½x8 (16 lbs.)	$39.95
GOTHAM	1201	P	A	S	—	3	2	Dual-Saph.	—	—	Coral	15x13½x8 (19 lbs.)	$49.95
GOTHAM	1300	P	A	M	—	1½	2	Dual-Saph.	—	—	Brown	21x16x9 (21 lbs.)	$39.95
GOTHAM	1301	P	A	S	—	3	2	Dual-Saph.	—	—	Gray	20¾x13¼x9 (25 lbs.)	$59.95
GOTHAM	1303	P	A	S	—	3	2	Dual-Saph.	—	—	Gray	21x16x9 (25 lbs.)	$59.95
MAJORETTE	185	P	A	M	—	4	1	Dual-Saph.	—	—	Red, black	12¾x11⅝x9¾ (15 lbs.)	$44.95
MAJORETTE	388	P	A	M	—	4	1	Dual-Saph.	—	—	Black	16⅞x15⅝x8¾ (16 lbs.)	$46.95
MAJORETTE	DD50	P	A	M	—	4	1	Dual-Saph.	—	—	Blue, brown	13½x19½x9½ (18 lbs.)	$48.50
MAJORETTE	732	P	A	S	—	6	2	Dual-Saph.	—	—	Assorted colors	15¼x13¾x9 (16 lbs.)	$49.95
MAJORETTE	735	P	A	S	—	8	2	Dual-Saph.	—	—	Assorted colors	19¼x15½x8 (18 lbs.)	$54.95
MAJORETTE	625	P	A	S	—	8	2	Dual-Saph.	—	—	Tan, charcoal	13¾x24½x19¼ (21 lbs.)	$54.95
MERCURY	AG400	P	M	S	6 batt.	4	2	Single-Diam.	—	—	Plastic	4¾ lbs.)	$39.95
MERCURY	AG4126	P	M	S	both	5	2	Single-Diam.	—	—	Plastic	(8 lbs.)	$59.95
MOTOROLA	MP50	P	A	M	—	—	1	Dual-Saph.	—	—	Fabric-covered wood	—	$59.95
MOTOROLA	MP50	P	A	M	—	—	1	Dual-Saph.	—	—	Fabric-covered wood	—	$59.95
OLYMPIC	MA 240	P	A	M	—	5	2	Dual-Saph.	—	—	Leatherette: Slate & white, rust & cream	8¼x14¾x15	$49.95
OLYMPIC	SA 250	P	A	S	—	10	2	Dual-Saph.	—	—	Leatherette: Black & white	19⅝x8⅛x13	$59.95
PHILCO	1416 Bu	P	A	M	—	—	1	Dual-Saph.	—	—	Fabric over wood: Blue & white	8⅞x16x17¾ (21 lbs.)	$49.95
RCA VICTOR	4VA1	P	A	M	—	—	1	Dual-Saph.	—	—	Pyroxylin: Charcoal & white	8⅞x15⅞x17¾ (22 lbs.)	$49.95
RCA VICTOR	4VA5	P	A	M	—	—	2	Dual-Saph.	—	—	Pyroxylin: Silver mink w/white	15 7/15x18⅛x 9 13/16 (25 lbs.)	$59.95
SYLVANIA	45B20	P	A	M	—	—	1	Dual-Saph.	—	—	Luggage style: Black & white	—	$49.95
SYMPHONIC	3PA32	P	A	M	—	—	1	Dual-Saph.	AM	—	Wood: Gold & ivory, gray & white	10x15¼x15 (22½ lbs.)	$54.95
SYMPHONIC	3PN15-V	P	A	M	—	—	1	Dual-Saph.	—	—	Wood: Blue, tan	13½x21½x8½ (21 lbs.)	$54.95
SYMPHONIC	4PN18	P	A	S	—	—	2	Dual-Saph.	—	—	Wood: Green & white, gray & white	9¼x20½x13½ (26 lbs.)	$59.95
VANITY FAIR	200	P	A	M	—	1½	1	Dual-Saph.	—	—	Aqua	15x13½x8 (15 lbs.)	$39.95
VANITY FAIR	201	P	A	S	—	3	2	Dual-Saph.	—	—	Coral	19½x12x9½ (21 lbs.)	$49.95
VM	318	P	M	M	—	4	1	Dual-Saph.	—	—	Hardwood: plywood: pyroxylin: Gold, blue	17⅝x15¾x7 5/16 (19½ lbs.)	$49.95
WEBCOR	1451BP-RP	P	A	M	—	—	1	Dual-Saph.	—	—	Blue laminated plywood; also brown		
WEBCOR	1451BP-RP	P	A	M	—	—	1	Dual-Saph.	—	—	Fabric-covered wood: Blue, brown	15x16x9¾ (16 lbs.)	$49.95
WEBCOR	1542BP-RP	P	A	M	—	—	1	Dual-Saph.	—	—	Fabric-covered wood: Blue, brown	17¾x16x9¾ (18 lbs.)	$59.95
ZENITH	LP8	P	A	M	—	—	1	Dual-Saph.	—	—	Durastron: Blue, sea shell tan	17⅝x15¾x9 5/16	$59.95

$61 TO $80

ADMIRAL	Y5077	P	A	M	—	—	2	Dual-Saph.	AM	—	Wood	15⅜x21⅝x8¾	$79.95
ADMIRAL	Y5009	P	A	S	—	—	2	Dual-Saph.	—	—	Wood	8⅛x20 13/16x15⅛	$69.95
ARVIN	83P76	P	A	S	—	8	2	Dual-Saph.	—	—	Wood-pyroxylin: Blue & silver	16x21½x7½	$79.95
AUDIOLA (Phono Master)	250	P	A	M	—	2.5	2	Dual-Saph.	—	—	—	20¾x14x9 (22 lbs.)	$64.95
AUDIOLA (Phono Master)	250R	P	A	M	—	2.5	2	Dual-Saph.	AM	—	—	20¾x14x9 (24 lbs.)	$79.95
AUDIOLA (Phono Master)	300	P	A	M	—	2.5	2	Dual-Saph.	—	—	—	20¾x14x9 (24 lbs.)	$79.95
AUDIOLA (Phono Master)	320	P	A	M	—	2.5	2	Dual-Saph.	—	—	—	15x14x8¾ (18 lbs.)	$64.95
AUDIOLA (Phono Master)	330	P	A	M	—	2.5	2	Dual-Saph.	—	—	—	19½x15x8¾ (22 lbs.)	$74.95
BIRCH (Boetsch Bros.)	ATS6	P	A	S	—	5	2	Diam.-Saph.	—	—	Charcoal w/white	23¾x14½x8	$69.95
BIRCH (Boetsch Bros.)	ATS7	P	A	S	—	6	2	Diam.-Saph.	—	—	Bronze metallic w/ white	23¾x14½x8	$79.95
BIRCH (Boetsch Bros.)	TM44	P	A	S	—	5	2	Dual-Saph.	—	—	Charcoal metallic w/ white	24¾x14½x8	$69.95

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$61 TO $80 (Continued)

COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO ($)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
BULOVA WATCH	914	T	A	S	—	—	2	Dual-Saph.	—	—	Wood with fabric	15x8½x23½ (20 lbs.)	$79.95
COLUMBIA RECORD (Masterwork)	1709	P	A	S	—	—	2	Diam.-Saph.	—	—	Pyroxylin covered: Silver gray w/blue	22x16½x9½ (35 lbs.)	$79.95
DECCA	DP663	P	A	S	—	—	2	Dual-Saph.	—	—	Copper & black	15½x23¼x9⅛ (28 lbs.)	$79.95
DECCA	DP662	P	A	S	—	—	2	Dual-Saph.	—	—	Metallic blue w/black, metallic black w/white	10x23½x16 (85 lbs.)	$79.95
DECCA	DP656	P	A	S	—	—	2	Dual-Saph.	—	—	Black & white, blue & white, gold & black	8⅝x21⅝x15½ (93 lbs.)	$64.95
DELMONICO INTERNATIONAL	SPH-4	C	A	S	—	—	4	Dual-Saph.	—	—	Mahogany & walnut	23x28x14⅛	$69.95
DELMONICO INTERNATIONAL	642E	C	A	S	—	—	4	Dual-Saph.	AM	—	Ebony	23x28x14	$79.95
DYNAVOX	319C	P	A	M	—	—	1	Dual-Saph.	AM	—	Chocolate brown	—	$69.95
DYNAVOX	622	P	A	S	—	—	2	Dual-Saph.	—	—	Charcoal gray & ivory, brown & beige	—	$79.95
DYNAVOX	636	P	A	S	—	—	2	Dual-Saph.	—	—	Charcoal gray & ivory, brown & beige	—	$69.95
EMERSON (DuMont Division)	P1918	P	A	S	—	—	2	Dual-Saph.	—	—	Luggage type; decorator colors	14x8¾x19⅝	$69.95
EMERSON (DuMont Division)	P1947	P	A	S	—	—	2	Dual-Saph.	—	—	Luggage type; decorator colors	25 13/16x13½x8 1/16	$69.95
EMERSON (DuMont Division)	P1930	T	A	S	—	—	2	Dual-Saph.	—	—	Hardwood, walnut	27½x9½x14	$79.95
GENERAL ELECTRIC	RP2111	P	A	S	—	—	2	Dual-Saph.	—	—	Plastic: Tan	21¼x14x9¼ (21 lbs.)	$64.95
GENERAL ELECTRIC	RP2113	P	A	S	—	—	2	Dual-Saph.	—	—	Plastic: Brown	21¼x14x9¼ (21 lbs.)	$64.95
GENERAL ELECTRIC	RP2131	P	A	S	—	—	2	Dual-Saph.	—	—	Vinyl-clad steel: Tan	20½x9x14½ (29 lbs.)	$79.95
GENERAL ELECTRIC	RP2138	P	A	S	—	—	2	Dual-Saph.	—	—	Vinyl-clad steel: White	20½x9x14½ (29 lbs.)	$79.95
GOTHAM	1504	P	A	S	—	3	2	Dual-Saph.	—	—	Brown	27x13½x8 (28 lbs.)	$69.95
GOTHAM	1305	P	A	S	—	3	2	Dual-Saph.	—	—	Charcoal	29¼x13½x8½ (28 lbs.)	$79.95
GOTHAM	141	C	A	S	—	5	2	Dual-Saph.	—	—	Mahogany, walnut	27x28½x14¾	$79.95
MAGNAVOX	SC238	P	A	S	—	—	2	Diam.-Saph.	—	—	Brown & tan, blue & white	9x16x18	$69.90
MAGNAVOX	SC230	P	A	S	—	—	2	Diam.-Saph.	—	—	Green & black, gray & blue, beige & brown	9x16x18	$79.90
MAJORETTE	DD100B	P	A	S	—	8	2	Dual-Saph.	—	—	Brown, charcoal	14⅞x21¾x9½ (23 lbs.)	$74.95
MAJORETTE	DD100	P	A	S	—	18	2	Dual-Saph.	—	—	Tan, charcoal	22x14½x8½ (25 lbs.)	$79.97
MOTOROLA	SP51	P	A	S	—	—	2	Dual-Saph.	—	—	Wood covered in fabric: Aqua, blue, saddle tan	—	$79.95
OLYMPIC	SA260	P	A	S	—	10	2	Dual-Saph.	—	—	Leatherette: Slate gray & charcoal	14⅛x8¾x23¼	$69.95
OLYMPIC	SA300	P	A	S	—	10	2	Dual-Saph.	—	—	Leatherette: Charcoal & gray	23⅝x9½x14⅜	$74.95
OLYMPIC	MPR-15	P	A	M	—	5	2	Dual-Saph.	—	—	Leatherette: Charcoal & white, red & white	9⅛x17x5	$69.95
PHILCO	1421BK	P	A	S	—	—	2	Dual-Saph.	—	—	Black & white fabric over wood	7 9/16x22⅛x16½ (26 lbs.)	$69.96
PHILCO	1428BU	P	A	S	—	—	2	Dual-Saph.	—	—	Vinyl over wood: Blue & white	15¾x37 3/16x8⅛ (31 lbs.)	$79.95
PHONOLA	1363	P	A	S	—	—	2	Dual-Saph.	—	—	Wood covered: Green	23x8x14 (34 lbs.)	$69.95
PHONOLA	1463	P	A	S	—	—	4	Dual-Saph.	—	—	Wood covered: Blue & gray	18x17x8 (31 lbs.)	$79.95
RCA VICTOR	4VC2	P	A	S	—	—	2	Dual-Saph.	—	—	Pyroxylin: gold w/white	15 7/16x18⅛x 9 13/16	$69.95
RCA VICTOR	4VC4	P	A	S	—	—	2	Dual-Saph.	—	—	Pyroxylin: Blue w/white	15 7/16x26⅝x 9 13/16	$79.95
SYLVANIA	4SP36	P	A	S	—	—	2	Dual-Saph.	—	—	Luggage style: brown, beige	—	$79.95
SYMPHONIC	3PA36	P	A	M	—	—	1	Dual-Saph.	AM	—	Wood: Blue, tan	13½x21½x8½ (21 lbs.)	$64.95
SYMPHONIC	4PN19	P	A	S	—	—	2	Dual-Saph.	—	—	Wood: Tan	14¾x24½x9¼ (24 lbs.)	$69.95
SYMPHONIC	4PN23-D	P	A	S	—	10	2	Dual-Diam.	—	—	Wood: Blue w/white, gray	14¾x23½x9¼ (29½ lbs.)	$79.95
SYMPHONIC	4PN26	P	A	S	—	10	2	Dual-Diam.	—	—	Wood: Gray w/black, tan w/black	10x24x16¾ (36 lbs.)	$79.95
VM	344	P	A	S	—	4	2	Dual-Saph.	—	—	Hardwood, plywood, pyroxylin: brown, red	19⅛x18⅝x7¾ (24 lbs.)	$79.95
WEBCOR	GP, EP1453	P	A	S	—	—	2	Dual-Saph.	—	—	Fabric-covered plywood: Charcoal, avacado	15x26½x9¾ (26 lbs.)	$77.00
ZENITH	LPS45	P	A	S	—	--	2	Dual-Saph.	—	—	Sea shell tan & off-white, brown & light tan	9 5/16x30⅝x 18 5/16	$79.95

$81 TO $100

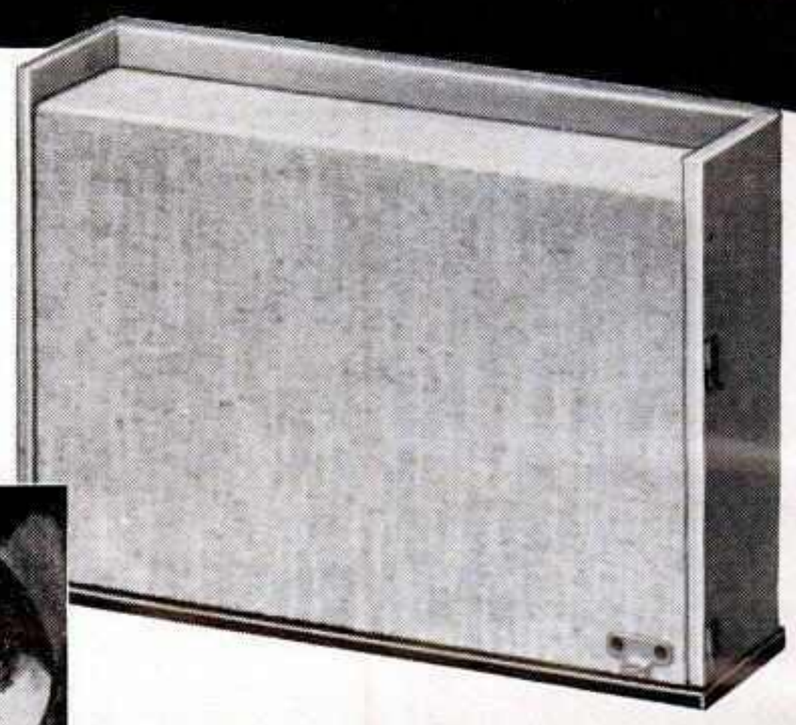
COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO ($)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
ADMIRAL	Y5027	P	A	S	—	—	2	Dual-Saph.	—	—	Wood	15x22¼x7⅞	$84.50
ADMIRAL	Y5037	P	A	S	—	—	2	Dual-Saph.	—	—	Wood	15½x24 9/16x9	$99.95
ARVIN	93T38	P	A	S	—	16	3	Dual-Saph.	—	—	Wood pyroxylin: Cordovan & beige	8½x22½x18	$99.95
AUDIOLA (PhonoMaster)	450	P	A	M	—	3	3	Dual-Saph.	—	—	—	20½x16½x8½ (24 lbs.)	$84.95
BIRCH (Boetsch Bros.)	SQ53	P	A	S	—	6	3	Dual-Saph.	—	—	Black w/white	13x16x16	$99.95
BIRCH (Boetsch Bros.)	SD55	P	A	S	—	10	3	Dual-Saph.	—	—	British tan w/beige	22x16x18½	$99.95
BULOVA WATCH	906	T	A	S	—	—	4	Dual-Saph.	—	—	Wood with fabric: Beige & white, beige ivory & brown	9x15x22 (24 lbs.)	$99.95
COLUMBIA (Masterwork)	1710	P	A	S	—	—	4	Dual-Saph.	—	—	Pyroxylin covered: Riviera blue	15¼x8½x16 (43 lbs.)	$99.95
DECCA	DP-671	P	A	S	—	—	4	Dual-Saph.	—	—	Glazed silver tweed	9¼x15x14¾ (36 lbs.)	$99.95
DELMONICO INTERNATIONAL	246	C	A	S	—	—	4	Dual-Saph.	AM	—	Mahogany, walnut	23x28x14	$89.95
DELMONICO INTERNATIONAL	133	C	A	S	—	—	4	Dual-Saph.	AM/FM	—	Ebony	23x28x14	$99.95
DYNAVOX	623	P	A	S	—	7	2	Dual-Saph.	—	—	Charcoal & silver, autumn brown & beige	—	$89.95
DYNAVOX	637	P	A	S	—	7	2	Dual-Saph.	—	—	Autumn brown & beige, ebony w/silver trim	—	$89.50
DYNAVOX	629	P	A	S	—	7	2	Dual-Saph.	—	—	Autumn brown & beige, gray & silver	—	$89.50
EMERSON (DuMont Division)	P1919	P	A	S	—	—	2	Dual-Saph.	—	—	Luggage type: Decorator colors	23¾x9⅜x16½	$99.95
EMERSON (DuMont Division)	P-923	P	A	S	—	—	2	Dual-Saph.	AM	—	Luggage type: Decorator colors	15⅛x9¾x17½	$99.95
EMERSON (DuMont Division)	P1920	P	A	S	—	—	2	Dual-Saph.	—	—	Luggage type: Decorator colors	26¾x16½x9½	$99.95
EMERSON (DuMont Division)	P1926	T	A	S	—	—	4	Dual-Saph.	—	—	Hardwoods, walnut	34 5/16x14⅛x40¾	$99.95
GENERAL ELECTRIC	RP2142	P	A	S	—	—	2	Dual-Saph.	—	—	Vinyl-clad steel: Beige	23x9x14 (31 lbs.)	$99.95
GENERAL ELECTRIC	RP2143	P	A	S	—	—	2	Dual-Saph.	—	—	Vinyl-clad steel: Gray	23x9x14 (31 lbs.)	$99.95
GOTHAM	1306	P	A	S	—	10	4	Dual-Diam.	—	—	Black	20x15½x9 (29 lbs.)	$89.95
GOTHAM	151	C	A	S	—	10	2	Dual-Saph.	—	—	Mahogany, walnut	27¼x36x16	$99.95
MAGNAVOX	SC235	P	A	S	—	—	2	Diam-Saph.	—	—	White, green, blue, gray	9x26x14	$89.90
MAGNAVOX	SC248	P	A	S	—	—	2	Diam-Saph.	—	—	Charcoal, beige	15x25x10	$99.90
MAGNAVOX	SC239	P	A	S	—	—	2	Diam-Saph.	—	Yes	White, tan, blue	9x26x14	$99.90
MAJORETTE	360	P	A	S	—	10	2	Dual-Saph.	—	—	Tan, charcoal	22x16½x9 (30 lbs)	$84.95
MAJORETTE	909	P	A	S	—	14	4	Diam.-Saph.	—	—	Walnut	— (25 lbs.)	$99.95

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All New! Zenith 5-with full console

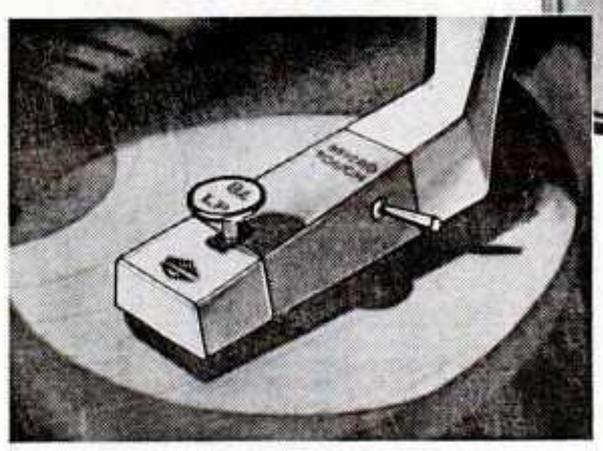


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MICRO-TOUCH®

the world's most imitated tone arm

Zenith's Micro-Touch 2G Tone Arm in the new model LPS80 gives the greatest sound separation—the most perfect sound reproduction —ever achieved in a portable stereo! Even if the tone arm is dropped, bounced or slid over records, sound track will not be damaged.



Lid separates into twin detachable speakers for

3-WAY LISTENING FLEXIBILITY!



1. Play set with both speakers raised



2. Play set with speakers on side hinges as wing speakers



3. Play set with speakers detached and separated up to 20 feet for greater stereo separation

WORLD'S MOST COMPLETE LINE OF TOP QUALITY

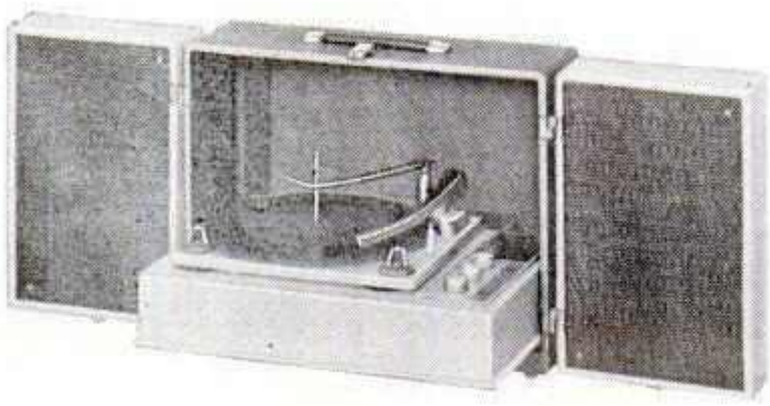
Ultra-slim high fidelity stereo!

Distinctive, slim luggage-look Zenith phonograph, easy to pack and carry. Detachable speaker unit; tilt-down record changer; Micro-Touch 2G Tone Arm; four Zenith quality speakers; dual channel amplifier; separate bass, treble, loudness and balance controls. In Charcoal color with vinyl clad front panel in grained Walnut color. The Chordette, Model KPS70C, $129.95*.



New! Compact portable stereo!

Here's "single-cabinet" portability in a new Zenith stereo with quality console features. Detachable twin remote speaker units; stereophonic dual channel amplifier; tilt-down Custom-Matic record changer; separate tone, loudness and balance controls. In Charcoal and Light Gray color or Beige, Tan and Pearl White color. The Stereo Twin, Model LPS50, $99.95*.



Smart swing-out speaker stereo!

New style compact luggage portable has two detachable speaker units; Special Custom-Matic 4-speed tilt-down record changer; separate tone, volume and balance controls; two Zenith quality speakers; dual channel amplifier. In Seashell Tan and Off-White colors or Brown and Light Tan colors. The Collegiate, Model LPS45, $79.95*

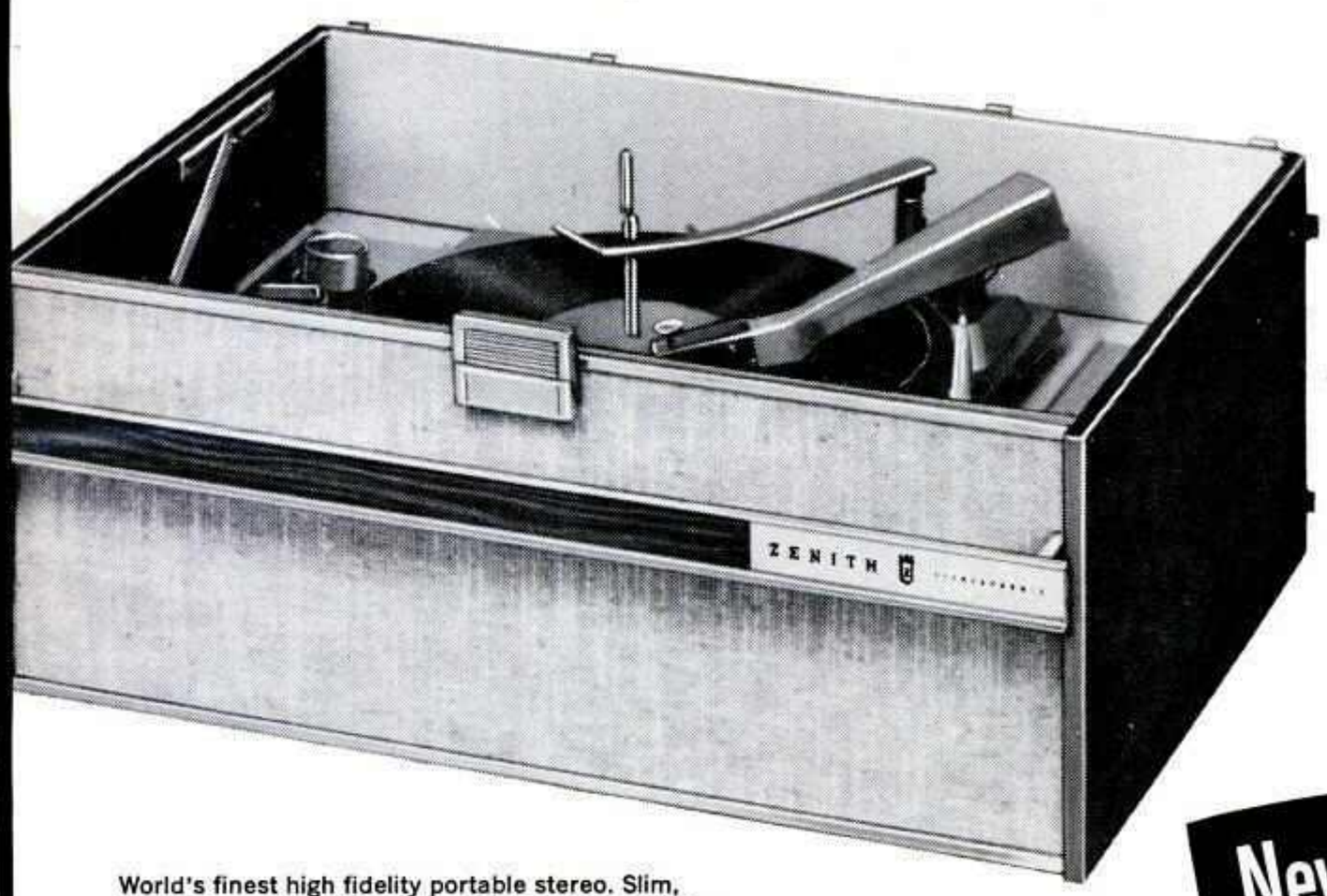


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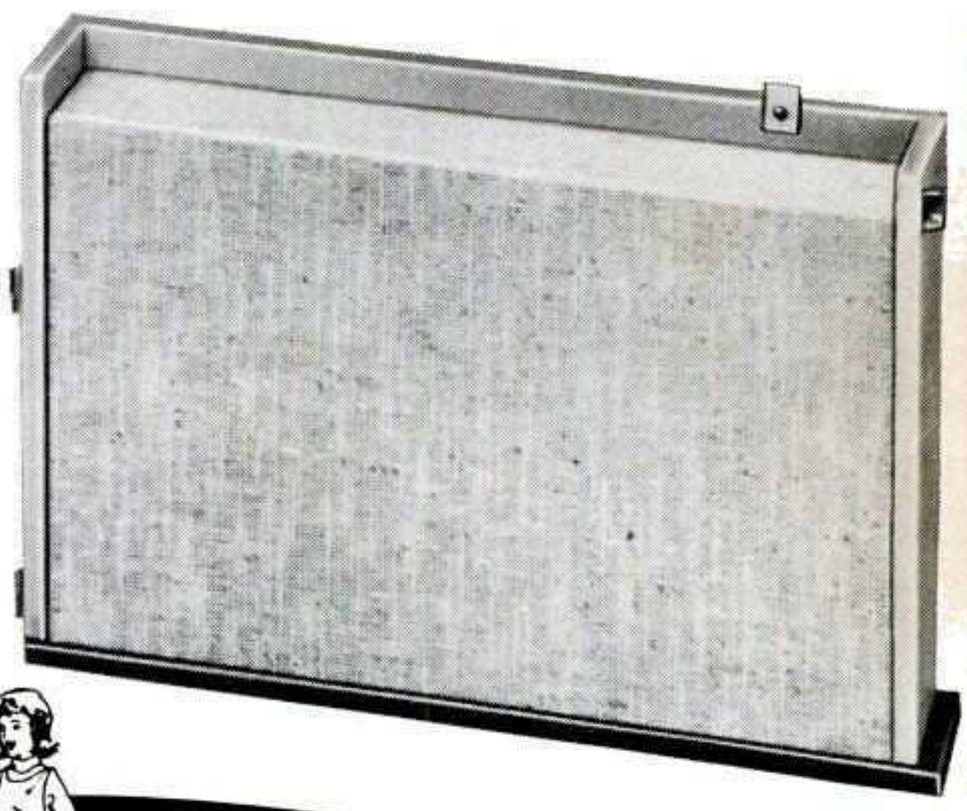
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expect from Zenith

speaker portable stereo tone quality!



World's finest high fidelity portable stereo. Slim, compact carry case in two-tone Charcoal Gray color or Beige and dark grained Walnut colors. The Chorister, Model LPS80, $149.95*.





New Deluxe Luggage Styling!

PORTABLE PHONOGRAPHS!

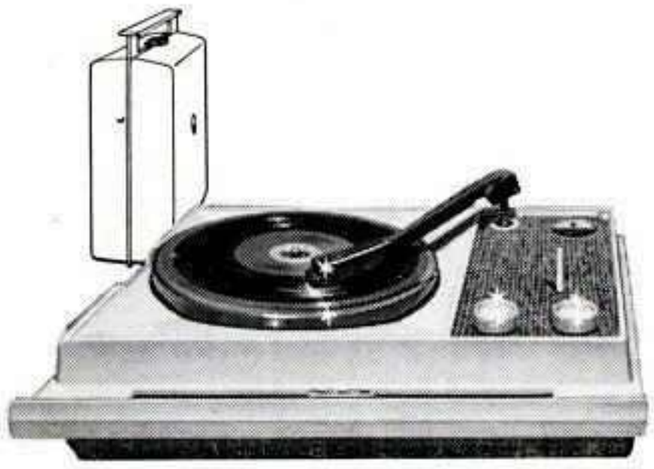
Brilliant new "Bandshell" performance!

Slim luggage style phonograph with molded finished back. Smartly styled phonograph has Special Custom-Matic 4-speed tilt-down record changer; separate volume and tone controls; large 6" x 4" speaker recessed in cabinet. In Blue or Light Tan colors. The Cheerleader, Model LP8, $59.95*.



Ultra-slim travel-case styling!

4-speed portable phonograph that introduces a new concept in styling. Compact, lightweight, designed for the younger set. Separate volume and tone controls. Zenith quality 4" speaker. In brilliant sales-making colors: Light Blue or Scarlet Red. The Teenager, Model ZP2, $29.95*.



ZENITH®

The quality goes in before the name goes on

ZENITH RADIO CORPORATION, CHICAGO 39, ILLINOIS

*Manufacturer's suggested retail price. Slightly higher in various Western and Southern areas. Prices and specifications subject to change without notice.

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$81 TO $100 (Continued)

COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO (S)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
MOTOROLA	SP511	P	A	S	—	10	2	Dual-Saph.	—	—	Fabric-covered wood: Metallic midnight blue	—	$99.95
MOTOROLA	SK119	T	A	S	—	10	2	Dual-Saph.	AM/FM (optional)	—	Hardboard covered in vinyl: Grained walnut	—	$99.95
OLYMPIC	SA301	P	A	S	—	10	2	Diam.-Saph.	—	—	Leatherette: Tan & brown	22½x9½x16¾	$94.95
PHILCO	1430BR	P	A	S	—	—	2	Dual-Saph.	—	—	Brown fabric over wood	15½x26½x9½ (36 lbs.)	$99.95
PHONOLA	1763	P	A	S	—	7½	4	Diam.-Saph.	—	—	Wood covered: Silver gray	29x9x15 (39 lbs.)	$99.95
RCA VICTOR	4VC5	P	A	S	—	—	2	Dual-Saph.	—	—	Pyroxylin: Simulated black lizard w/white	15 7/16x26⅝x 9 13/16 (36 lbs.)	$99.95
SYLVANIA	45P34	P	A	S	—	—	3	Dual-Saph.	—	—	Luggage style: Brown	—	$99.95
SYLVANIA	49P38	P	A	S	—	—	2	Diam.-Saph.	—	—	Luggage style: Charcoal, brown	—	$99.95
SYMPHONIC	4PN28	P	A	S	—	10	2	Dual-Diam.	—	—	Wood: Blue, gray, tan	15¼x16¼ (37 lbs.)	$99.95
SYMPHONIC	4PN29	P	A	S	—	10	2	Dual-Diam.	—	—	Wood: Blue, tan	15½x24¾x9¼ (37 lbs.)	$99.95
SYMPHONIC	4C409	C	A	S	—	—	2	Dual-Saph.	—	—	Mahogany, walnut, maple	28x36x15¾	$99.95
VM	359	P	A	S	—	6	2	Dual-Diam.	—	—	Hardwood, plywood, pyroxylin: Brown,	15¾x23¼x9⅝ (31 lbs.)	$99.95
VM	351	P	A	S	—	6	2	Dual-Saph.	—	—	Hardwood, plywood, pyroxylin: Black & silver	8x23⅛x18¼ (30 lbs.)	$99.95
WEBCOR	EP, GP1455	P	A	S	—	—	2	Diam.-Saph.	—	—	Fabric-covered wood: Charcoal, avocado	15x26½x9¾ (27 lbs.)	$99.90

$101 TO $150

ADMIRAL	Y5097	P	A	S	—	—	4	Diam-Saph.	—	—	Wood	15½x24 9/16x9	$119.95
ADMIRAL	Y6000	C	A	S	—	—	4	Dual-Saph.	—	—	Hardboard: Mahogany, walnut	27x32½x16¼	$119.95
ARVIN	92P58	C	A	S	—	8	3	Dual-Saph.	—	—	Wood: Walnut finish	—	$124.95
ARVIN	73P59	P	A	S	—	6	2	Dual-Saph.	AM/FM	—	Wood, pyroxylin: Charcoal & gray	8½x27x19¼	$129.95
ARVIN	73P98	C	A	S	—	2	2	Dual-Saph.	AM	—	Wood: Walnut finish	—	$139.95
AUDIOLA (Phono-Master)	460	P	A	M	—	3	4	Dual-Saph.	—	—	—	22½x16x9⅞ (30 lbs.)	$109.95
AUDIOLA (Phono Master)	500	P	A	M	—	3	3	Dual-Saph.	—	—	—	23½x15x9 (28 lbs.)	$109.95
AUDIOLA (Phono Master)	550	P	A	M	—	3	4	Dual-Saph.	—	—	—	24½x15¾x9 (30 lbs.)	$129.95
BIRCH (Boetsch Bros.)	CS606	C	A	S	—	10	2	Dual-Saph.	—	—	Plastic Laminate: Walnut	42x17x36	$139.95
BIRCH (Boetsch Bros.)	CTS-363	T	A	S	—	6	2	Dual-Saph.	—	—	Plastic Laminate: Walnut	17x47x17	$119.00
BULOVA	907	T	A	S	—	—	4	Dual-Saph.	AM	—	Wood w/fabric: Blue & silver	8½x17x22	$139.95
BULOVA	912	T	A	S	—	—	4	Dual-Saph.	—	—	Wood w/fabric: Black & silver	16x24x9½	$119.95
COLUMBIA (Masterwork)	1712	P	A	S	—	20	6	Diam.-Saph.	—	—	Pyroxylin covered: Slate gray w/white	22½x15¾x13½ (50 lbs.)	$149.95
CRESTMARK	405	C	A	S	—	10	4	Dual-Saph.	—	—	Wood veneers: Mahogany, walnut	40x28x17½	$129.95
DECCA	DP118	C	A	S	—	—	4	Dual-Saph.	—	—	Mahogany finish	28¼x34x15½	$119.95
DECCA	DP119	C	A	S	—	—	4	Dual-Saph.	—	—	Walnut finish	28¼x34x15½	$124.95
DECCA	DP316	C	A	S	—	15	4	Dual-Saph.	—	—	Mahogany	28¼x36x16¼	$149.95
DECCA	DP317	C	A	S	—	15	4	Dual-Saph.	—	—	Walnut	28¼x36x16¼	$149.95
DECCA	DP299	P	A	S	—	20	4	Diam.-Saph.	—	—	Brown & black	10½x20¼x16½ (54 lbs.)	$139.95
DECCA	DP287	P	A	S	—	15	4	Diam.-Saph.	—	—	Beige & black	9½x27x21 (39 lbs.)	$109.95
DECCA	DP614	P	M	S	—	20	4	Dual-Saph.	—	—	Black w/gray	6x16x18½ (41 lbs.)	$149.95

COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO (S)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
DELMONICO INTERNATIONAL	1225	C	A	S	—	—	4	Dual-Saph.	AM/FM	—	Mahogany, walnut	23x28x14	$119.95
DELMONICO INTERNATIONAL	225	C	A	S	—	—	4	Dual-Saph.	AM/FM	—		23x28x14	$119.95
DELMONICO INTERNATIONAL	228	C	A	S	—	—	4	Dual-Saph.	AM/FM	—		30x28x14	$139.95
DYNAVOX	634	P	A	S	—	14	4	Dual-Saph.	—	—	Brown & beige, charcoal gray & silver	—	$129.50
EMERSON (DuMont Division)	P1924	P	A	S	—	—	4	Dual-Saph.	AM/FM-FM Stereo	—	Luggage type: Decorator colors	18¾x10¼x74	$149.95
GENERAL ELECTRIC	RP2153	P	A	S	—	—	4	Diam.-Saph.	—	—	Vinyl-clad steel: Brown	24½x9x14 (31 lbs.)	$124.95
GENERAL ELECTRIC	RP2158	P	A	S	—	—	4	Diam.-Saph.	—	—	Vinyl-clad steel: white	24½x9x14 (31 lbs.)	$124.95
GENERAL ELECTRIC	RP2160	P	A	S	—	5	4	Diam.-Saph.	—	—	Vinyl-clad steel: Black	24½x9x14 (33 lbs.)	$129.95
GENERAL ELECTRIC	RP2161	P	A	S	—	5	4	Diam.-Saph.	—	—	Vinyl-clad steel: Antique leather	24½x9x14 (33 lbs.)	$149.95
GENERAL ELECTRIC	RC3100	C	A	S	—	—	4	Diam.-Saph.	—	—	Hardwoods, veneers: Maple, walnut, mahogany	38 width	$129.95
GENERAL ELECTRIC	RC4820	T	A	S	—	10	4	Diam.-Saph.	—	—	Veneer: Walnut, maple	50 width	$139.95
GOTHAM	151F	C	A	S	—	10	2	Dual-Saph.	AM/FM		Mahogany, walnut	27¼x36x16	$129.95
GRANCO	RP95	T	A	S	—	10	—	Dual-Saph.	AM/FM-FM Stereo	—	Walnut	22x14x10	$149.95
MAJORETTE	DD200	P	A	S	—	14	4	Diam.-Saph.	—	—	Tan, charcoal	22¼x16½x9¼ (30 lbs.)	$109.95
MAJORETTE	1934	C	A	S	—	14	2	Dual-Saph.	—	—	Oiled walnut	10x17½x42	$119.95
MAJORETTE	862	P	A	S	—	14	8	Dual-Saph.	—	—	Tan, charcoal	22x16½x9 (30 lbs.)	$109.95
MAGNAVOX	SC287	C	A	S	—	10	4	Diam.-Saph.	—	—	Traditional: Mahogany Colonial: maple Contemporary: Walnut	28x38x17	$149.50
MAGNAVOX	SC601	C	A	S	—	—	4	Diam.-Saph.	—	Yes	Mahogany, walnut	15x37x17	$149.50
MAGNAVOX	SC602	C	A	S	—	—	4	Diam.-Saph.	—	Yes	Walnut	18x34x10	$149.50
MAGNAVOX	SC251	P	A	S	—	—	4	Diam.-Saph.	—	Yes	Gray & blue, ivory & gold	15x25x10	$125.00
MAGNAVOX	SC236	P	A	S	—	—	4	Diam.-Saph.	—	Yes	Charcoal & blue	11x28x15	$129.90
MAGNAVOX	SC249	P	A	S	—	—	4	Diam.-Saph.	—	Yes	Black, tan	16x26x10	$139.90
MAGNAVOX	SC279	P	A	S	—	—	4	Diam.-Saph.	—	Yes	Black, tan	9x18x24	$149.90
MERCURY	AG9115	P	M	S	—	10	2	Single-Diam.	—	—	Wood	(24 lbs.)	$139.95
MOTOROLA	SK100	T	A	S	—	—	3	Dual-Saph.	AM/FM (optional)	—	Hardboard, hardwood solids: Mahogany, walnut, maple	—	$129.95
MOTOROLA	SK124	C	A	S	—	—	3	Dual-Saph.	FM/AM (optional)	—	Hardboard, hardwood solids: Mahogany	—	$149.95
MOTOROLA	SP52	P	A	S	—	—	2	Dual-Saph.	—	—	Fabric-covered wood: Spice brown, sunset, gray	—	$119.95
OLYMPIC	P101	C	A	S	—	20	4	Dual-Saph.	—	—	Grained hardboard: Mahogany, walnut, oak	37½x29¼x17½	$119.95
OLYMPIC	A102	C	A	S	—	10	4	Dual-Saph.	AM	—	Grained hardboard: Mahogany, walnut, oak	37½x29¼x17½	$149.95
OLYMPIC	P111	C	A	S	—	20	4	Dual-Saph.	—	—	Grained hardboard: Mahogany, walnut	39½x29½x18	$149.95
PACKARD BELL	ARC-1	C	A	S	—	—	2	—	—	—	Walnut, maple	—	$129.95
PHILCO	1529BK	P	A	S	—	—	4	Diam.-Saph.	—	—	Black vinyl over wood	15¼x28¾x9½ (41 lbs.)	$129.95
PHILCO	1618WA	C	A	S	—	—	2	Dual-Saph.	—	—	Walnut veneers, hardwood	16x42⅝x9½	$129.95
PHILCO	1660MB	C	A	S	—	—	3	Dual-Saph.	—	—	Mahogany veneers, hardwoods	27¾x38x15 17/16	$149.95
PHONOLA	2263	P	A	S	—	20	4	Diam.-Saph.	—	—	Wood covered: Black & silver	25x19x9 (40 lbs.)	$149.95
RCA VICTOR	4VC6	P	A	S	—	—	2	Dual-Saph.	—	—	Vinyl-covered steel: Beige, char brown	16 5/16x25⅝x B 29/32 (49 lbs.)	$129.95

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$101 TO $150 (Continued)

COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO (S)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
RCA VICTOR	4VC8	P	A	S	—	—	4	Diam.-Saph.	—	—	Vinyl-covered steel: Charcoal	16 5/32x25⅝x 8 29/32 (51 lbs.)	$149.95
RCA VICTOR	4VE04	C	A	S	—	6.4	4	Dual-Saph.	—	—	Hardboard-grained: Mahogany, walnut	28 1/32x38x17½	$149.95
SYLVANIA	45P35	P	A	S	—	—	3	Diam.-Saph.	—	—	Luggage case: Ebony & blue	—	$129.95
SYLVANIA	45P39	P	A	S	—	—	4	Diam.-Saph.	—	—	Luggage style: Charcoal & silver	—	$129.95
SYLVANIA	SC508	T	A	S	—	18	4	Diam.-Saph.	—	—	Veneers, hardwood solids: Mahogany	—	$149.95
SYMPHONIC	4PN35	P	A	S	—	10	4	Dual-Diam.	—	—	Wood: Charcoal gray	9¾x24½x18½ (40 lbs.)	$119.95
SYMPHONIC	4PN37	P	A	S	—	20	6	Dual-Diam.	—	—	Wood: Gray, tan	17½x31¾x9½ (53 lbs.)	$149.95
SYMPHONIC	4CA10	C	A	S	—	10	2	Dual-Saph.	AM	—	Mahogany, walnut, maple	28x36x15¾	$129.95
SYMPHONIC	4CN24	C	A	S	—	10	2	Dual-Diam.	—	—	Veneers, solids: Mahogany, walnut, maple	28x36x16	$119.95
SYMPHONIC	4CA16	C	A	S	—	10	2	Dual-Diam.	AM	—	Veneers, solids: Mahogany, walnut, maple	28x36x16	$139.95
SYMPHONIC	4CN46	C	A	S	—	10	4	Dual-Saph.	—	—	Mahogany, walnut	30½x43x12¼	$139.95
VM	357	P	A	S	—	16	4	Dual-Diam.	—	—	Hardwood, plywood, pyroxylin: Navy blue, gold	11x15⅛x16⅛ (29 lbs.)	$129.95
WEBCOR	EP1458	P	A	S	—	—	4	Dual-Saph.	—	—	Fabric-covered wood: Charcoal	15½x23½x9¼ (29 lbs.)	$129.90
WEBCOR	EP, GP-1459	P	A	S	—	—	4	Diam.-Saph.	—	—	Vinyl-covered wood: Charcoal, tan	18¾x23x9 (29 lbs.)	$144.00
WEBCOR	EP1354	P	A	S	—	—	5	Single-Diam.	—	—	Ebony	—	$129.90
WEBCOR	1376	C	A	S	—	8	3	Diam.-Saph.	—	—	Contemp: Mahogany Danish mod: Walnut Italian Prov: Walnut	32x16x27	$149.95
ZENITH	SK2450T	C	A	S	—	—	4	Dual-Saph.	—	—	Walnut veneers, hardwood solids	27¾x38x16	$149.95
ZENITH	KPS70	P	A	S	—	—	4	Dual-Saph.	—	—	Vinyl: Charcoal gray	15x29¾x9⅞	$129.95
ZENITH	LPS80	P	A	S	—	—	5	Diam.-Saph.	—	—	Two-toned charcoal gray, dark-grained walnut	12 7/16x16 15/16x 22⅛	$149.95

$151 TO $200

ADMIRAL	Y6021	C	A	S	—	—	4	Dual-Saph.	AM/FM	—	Veneers: Walnut, mahogany	28½x40x16⅝	$169.95
ANDREA	PSPA6S	P	A	S	—	16	4	Diam.-Saph.	—	—	Wood with plastic: Gray, brown, blue	19½x19½x9¾ (32 lbs.)	$160.00
ARVIN	73P88	C	A	S	—	20	5	Dual-Diam.	AM/FM-FM Stereo	—	Wood: Walnut finish	—	$199.95
ARVIN	73P68	C	A	S	—	4	3	Dual-Diam.	AM/FM	—	Wood: Walnut finish	—	$159.95
BIRCH (Boetsch Bros.)	T14	T	A	S	—	8	2	Dual-Saph.	—	Yes	Plastic laminate: Walnut	23½x23½x24	$159.95
CANADIAN MARCONI	3502	C	A	S	—	20	3	Dual-Saph.	—	—	Mahogany, walnut, oiled walnut veneers	36½x28¼x17	$169.95
COLUMBIA (Masterwork)	1716	P	A	S	—	30	2	Single-Diam.	—	Yes	Samsonite: Burnt olive	20¾x7¼x16 (32 lbs.)	$199.95
CRESTMARK	1034	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo (optional)	—	Wood veneer: Mahogany, walnut	40x28x17½	$189.95
CURTIS MATHES	642	C	A	S	—	15	4	Single-Diam.	AM/FM	—	Veneer: Walnut	30x23x16¼	$159.95
CURTIS MATHES	652	C	A	S	—	15	4	Single-Diam.	AM/FM-FM Stereo (optional)	—	Veneer: Walnut	48x27x16	$179.95
CURTIS MATHES	582	C	A	S	—	15	4	Single-Diam.	AM/FM-FM Stereo (optional)	—	Veneer: Maple	48x30x16	$199.95
CURTIS MATHES	662	C	A	S	—	15	4	Single-Diam.	AM/FM-FM Stereo (optional)	—	Veneer: Walnut	48x30x16	$199.95
DECCA	DP 218	C	A	S	—	—	4	Dual-Saph.	AM/FM	—	Mahogany	28¼x34x15½	$159.95
DECCA	DP 219	C	A	S	—	—	4	Dual-Saph.	AM/FM	—	Walnut	28½x34x15½	$164.95
DECCA	DP 318	C	A	S	—	15	4	Dual-Saph.	—	—	Fruitwood	28¼x36x16¼	$159.95
DECCA	DP 213	C	A	S	—	—	4	Dual-Diam.	AM/FM	—	Mahogany	28¼x28¼x15½	$189.95
DECCA	DP 214	C	A	S	—	—	4	Dual-Diam.	AM/FM	—	Walnut	28¼x28¼x15½	$189.95
DECCA	DP 215	C	A	S	—	—	4	Dual-Diam.	AM/FM	—	Blond mahogany	28¼x28¼x15½	$199.95
DELMONICO INTERNATIONAL	150	C	A	S	—	—	6	Dual-Diam.	AM/FM	—	Mahogany, walnut	25x32x14	$169.95
DELMONICO INTERNATIONAL	120	C	A	S	—	—	6	Dual-Diam.	AM/FM	—	Mahogany, walnut	38½x30x15¾	$189.95
DELMONICO INTERNATIONAL	931	C	A	S	—	—	4	Dual-Diam.	AM/FM/SW	—	Mahogany, walnut	31x31x16	$199.95
DELMONICO INTERNATIONAL	JM321	C	A	S	—	—	6	Dual-Saph.	AM/FM	—	Mahogany, walnut	50x29⅝x17½	$199.95
DYNAVOX	635	P	A	S	—	32	6	Diam.-Saph.	—	—	Charcoal, brown	—	$189.50
DYNAVOX	1030	T	A	S	—	14	4	Dual-Saph.	—	—	Hand-rubbed walnut	—	$179.50
EMERSON (DuMont Division)	P1925	T	A	S	—	—	4	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwood, walnut	34¼x16¾x10½	$169.95
EMERSON (DuMont Division)	P1934	C	A	S	—	—	4	Dual-Diam.	AM/FM-FM Stereo	—	Hardwoods, mahogany, walnut	38¾x30x17¼	$179.95
EMERSON (DuMont Division)	P1935	C	A	S	—	—	4	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwoods, mahogany, walnut	38¾x18x30	$199.95
GENERAL ELECTRIC	RP2180-81	P	A	S	—	5	4	Diam.-Saph.	—	—	Vinyl-clad steel: Black	25x12½x16 (44 lbs.)	$179.95
GENERAL ELECTRIC	RC3110	C	A	S	—	—	4	Diam-Saph.	AM/FM	—	Hardwoods, veneers: Mahogany, walnut, maple	38 width	$179.95
GENERAL ELECTRIC	RC3130	C	A	S	—	—	4	Diam-Saph.	AM/FM-FM Stereo	—	Hardwoods, veneers: Mahogany, walnut, maple	38 width	$199.95
GENERAL ELECTRIC	RC4100	C	A	S	—	5	4	Diam.-Saph.	—	—	Hardwoods, veneers: Mahogany, walnut, maple	45 width	$169.95
GENERAL ELECTRIC	4620	C	A	S	—	5	4	Diam.-Saph.	—	—	Hardwoods, veneers: Walnut, maple	42x43	$169.95
GENERAL ELECTRIC	4830	T	A	S	—	—	4	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwoods, veneers: Walnut, maple	50 width	$189.95
GRANCO	RP1003	T	A	S	—	10	4	Dual-Saph.	AM/FM-FM Stereo	—	Walnut	30x14x11	$169.95
GRANCO	RP1004	C	A	S	—	10	4	Dual-Saph.	AM/FM-FM Stereo	—	Walnut	36x25x11	$189.95
MAGNAVOX	St288	C	A	S	—	10	4	Diam.-Saph.	AM/FM	—	Traditional: Mahogany Colonial: Maple Contemporary: Walnut	27x38x17	$198.50
MAGNAVOX	ST275	T	A	S	—	10	4	Diam.-Saph.	AM/FM	—	Contemporary: Mahogany, walnut Colonial: Maple	16x50x17	$169.50
MAGNAVOX	SC619	C	A	S	—	15	6	Diam.-Saph.	—	Yes	Contemporary: Walnut	27x40x17	$198.50
MAGNAVOX	SC603	T	A	S	—	—	4	Diam.-Saph.	—	Yes	Contemporary: Mahogany, walnut Colonial: Maple	16x50x17	$169.50
MAGNAVOX	ST644	C	A	S	—	—	4	Diam.-Saph.	AM/FM	Yes	Contemporary: Walnut	20x36x10	$198.50
MOTOROLA	SP53	P	A	S	—	26	6	Dual-Diam.	—	—	Fabric-covered wood: Pearl white, seal brown	—	$179.95
MOTOROLA	SKT119	T	A	S	—	—	4	Dual-Saph.	AM/FM	—	Wood & hardboard-covered by vinyl: Grained walnut	—	$169.95
MOTOROLA	SK125	C	A	S	—	—	3	Dual-Saph.	AM/FM (optional)	—	Maple veneers, hardwood solids	—	$189.95
MOTOROLA	Sk135	C	A	S	—	16	5	Dual-Diam.	AM/FM-FM Stereo (optional)	—	Veneers, hardwood solids: Mahogany	41⅝ width	$199.95
OLYMPIC	F103	C	A	S	—	20	4	Dual-Saph.	AM/FM	—	Mahogany, walnut, oak-grained hardboard	37½x29¼x17½	$179.95
OLYMPIC	F113	C	A	S	—	20	4	Dual-Saph.	AM/FM	—	Grained hardboard: Mahogany, walnut	39½x29½x18	$199.95
PE PHONOGRAPH (Blaupunkt)	REX660	P	A	S	—	20	4	Dual-Diam.	—	—	Wood plastic covered: Black & white	22¼x16½x8 (29 lbs.)	$200.00
PHILCO	1537GY	P	A	S	—	—	4	Diam.-Saph.	—	—	Vinyl over wood: Two-tone gray	19x25⅛x9⅞ (52 lbs.)	$179.95

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$151 TO $200 (Continued)

COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO (S)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
PHILCO	1620WA	C	A	S	—	—	2	Dual-Saph.	AM/FM-FM Stereo	—	Veneers, hardwoods: Walnut	16x42⅝x9½	$199.95
PHILCO	1660WA	C	A	S	—	—	3	Dual-Saph.	—	—	Veneers, hardwoods: Walnut	27¾x38x15 7/16	$159.95
PHILCO	1661MB	C	A	S	—	—	3	Dual-Saph.	AM/FM	—	Veneers, hardwoods: Mahogany	27¾x38x15 7/16	$199.95
PHONOLA	2363	P	A	S	—	22	4	Diam.-Saph.	—	Yes	Wood-covered black walnut	22x12x14 (41 lbs.)	$179.95
PHONOLA	2463	P	A	S	—	7½	4	Diam.-Saph.	AM/FM	—	Wood-covered black walnut	25x13x14 (44 lbs.)	$179.95
PHONOLA	1863	C	A	S	—	10	2	Diam.-Saph.	AM/FM	—	Veneers: Walnut	42x16x28 (75 lbs.)	$199.95
PHONOLA	1963	C	A	S	—	10	2	Diam.-Saph.	AM/FM-		Veneers: Mahogany	42x16x28 (75 lbs.)	$199.95
PILOT	XKE1000	P	A	S	—	15	4	Single-Diam.	AM/FM-FM Stereo (optional)	Yes	Royalite airline luggage case	(25 lbs.)	$199.50
SYLVANIA	SC508K	T	A	S	—	18	4	Diam.-Saph.	—	—	Veneers, hardwood solids: Maple	—	$169.95
SYLVANIA	SC511	C	A	S	—	18	4	Diam.-Saph.	—	—	Veneers, hardwoods solids: Mahogany	—	$159.95
SYMPHONIC	4PS34	P	A	S	—	10	2	Dual-Diam.	AM/FM-FM Stereo	—	Wood: Blue & tan	15½x24¾x9¼ (39 lbs.)	$169.95
SYMPHONIC	4CF11	C	A	S	—	10	2	Dual-Saph.	AM/FM-FM Stereo (optional)	—	Mahogany, walnut, maple	28x36x15¾	$159.95
SYMPHONIC	4CS17	C	A	S	—	10	2	Dual-Diam.	AM/FM-FM Stereo	—	Veneers, solids: Mahogany, walnut, maple	28x36x16	$179.95
SYMPHONIC	4CA47	C	A	S	—	10	4	Dual-Saph.	AM	—	Mahogany, walnut	30½x43x12¼	$159.95
SYMPHONIC	4CF48	C	A	S	—	10	4	Dual-Saph.	AM/FM-FM Stereo (optional)	—	Mahogany, walnut	30½x43x12¼	$179.95
SYMPHONIC	4CM40	C	A	S	—	10	6	Dual-Diam.	—	—	Solids, veneers: Mahogany, walnut	28x48x17½	$159.95
SYMPHONIC	4CS43	C	A	S	—	10	4	Dual-Diam.	AM/FM-FM Stereo	—	Solids, veneers: Mahogany, walnut	28x48x17½	$199.95
VM	380	P	A	S	—	30	4	Dual-Diam.	—	Yes	Hardboard plywood, pyroxylin: Ebony & gold	11⅜x16⅜x 19⅜ (32 lbs.)	$179.95
WEBCOR	EP1450	P	A	S	—	—	4	Single-Diam.	—	—	Vinyl-covered wood: Ebony	16½x32½x9¾ (38 lbs.)	$169.90
WEBCOR	1378	C	A	S	—	20	5	Diam-Saph.	—	—	Mahogany, walnut, fruitwood	30¾x38½x17	$189.95
WEBCOR	1379	C	A	S	—	20	5	Diam-Saph.	—	—	Oiled walnut	30¾x38½x17	$189.95
ZENITH	SK2500T	C	A	S	—	—	4	Dual-Saph.	—	—	Veneers, hardwoods: Mahogany	29x38¼x16½	$169.95

$201 TO $300

ADMIRAL	Y6085	C	A	S	—	—	6	Diam.-Saph.	AM/FM-FM Stereo	—	Early American: Maple veneer	28¾x72½x16¾	$299.95
AMERICAN ELITE (Telefunken)	Contessa	C	A	S	—	16	4	Diam.-Saph.	AM/FM/2SW	—	Walnut veneer	22½x32x15½	$299.50
ANDREA	CSPA65	C	A	S	—	16	4	Diam.-Saph.	—	—	Veneers & hardwood solids: Fruitwood, walnut	30x32x16½	$230.00
COLUMBIA (Masterwork)	4040	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	—	Oiled walnut	46x28x16¼	$279.95
CRESTMARK	3644	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneer: Maple, mahogany	46x29x17½	$259.95
CRESTMARK	1054	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneer: Walnut	52x29x17½	$249.95
CRESTMARK	1074	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneer: Walnut	72x17x27½	$289.95
CURTIS MATHES	672	C	A	S	—	15	4	Single-Diam.	AM/FM-FM Stereo (optional)	—	Maple & veneers	48x30x16	$229.95
CURTIS MATHES	682	C	A	S	—	15	4	Single-Diam.	AM/FM-FM Stereo (optional)	—	Cherry & veneers	48x30x16	$229.95
CURTIS MATHES	692	C	A	S	—	15	4	Single-Diam.	AM/FM-FM Stereo (optional)	—	Cherry & veneers	48x30x16	$229.95
CURTIS MATHES	663MX	C	A	S	—	20	6	Single-Diam.	AM/FM-FM Stereo	—	Walnut & veneers	48x30x16	$249.95
CURTIS MATHES	673MX	C	A	S	—	20	6	Single-Diam.	AM/FM-FM Stereo	—	Maple & veneers	48x30x16	$279.95
CURTIS MATHES	683MX	C	A	S	—	20	6	Single-Diam.	AM/FM-FM Stereo	—	Cherry & veneers	48x30x16	$279.95
CURTIS MATHES	693MX	C	A	S	—	20	6	Single-Diam.	AM/FM-FM Stereo	—	Cherry & veneers	48x30x16	$279.95
CURTIS MATHES	702	C	A	S	—	15	4	Single-Diam.	AM/FM-FM Stereo	—	Walnut & veneers	72x30x16	$299.95
DECCA	DP416	C	A	S	—	15	4	Dual-Saph.	AM/FM-FM Stereo	—	Mahogany	28¼x36x16¼	$229.95
DELMONICO INTERNATIONAL	315	C	A	S	—	—	6	Dual-Saph.	AM/FM	—	Mahogany, walnut	28¼x38⅝x17	$219.95
DELMONICO INTERNATIONAL	317	C	A	S	—	—	6	Dual-Saph.	AM/FM	—	Walnut	40¾x29x15¼	$239.95
DELMONICO INTERNATIONAL	4TR317	C	A	S	—	—	6	Dual-Diam.	AM/FM	—	Mahogany, walnut	40¾x29x15¼	$299.95
DELMONICO INTERNATIONAL	935	C	A	S	—	—	4	Dual-Diam.	AM/FM/SW	—	Mahogany	31x31x16	$249.95
DELMONICO INTERNATIONAL	933	C	A	S	—	—	4	Dual-Diam.	AM/FM/SW	—	Mahogany, walnut	29x37¾x16	$279.95
DELMONICO INTERNATIONAL	945	C	A	S	—	—	4	Dual-Diam.	AM/FM/SW	—	Mahogany, walnut	37½x30x14½	$299.95
DELMONICO INTERNATIONAL	1251	C	A	S	—	—	4	Dual-Diam.	AM/FM/SW	—	Mahogany, walnut	32x31x16	$299.95
DELMONICO INTERNATIONAL	4TR-21	C	A	S	—	—	6	Dual-Saph.	AM/FM		Mahogany, walnut	40½x29x14½	$299.95
DELMONICO INTERNATIONAL	JM318	C	A	S	—	—	6	Dual-Saph.	AM/FM		Mahogany, walnut	50x29⅝x17½	$229.95
DELMONICO INTERNATIONAL	Jm322	C	A	S	—	—	6	Dual-Saph.	AM/FM		Mahogany, walnut	50x29⅝x17¼	$299.95
DYNAVOX	735	P	A	S	—	—	6	Dual-Saph.	AM/FM-FM Stereo	—	Charcoal, gray, brown	—	$249.95
DYNAVOX	1031	P	A	S	—	14	4	Dual-Saph.	—	—	Hand-rubbed walnut	—	$249.95
ELECTROHOME	Avanti	C	A	S	—	10	2	Diam.-Saph.	AM/FM-FM Stereo (optional)	—	Woods, veneers: Walnut, Sw. walnut, oiled walnut, oiled teak	49¼x27x16¼	$299.50
EMERSON (DuMont Division)	P1936	C	A	S	—	—	4	Dual-Saph.	AM/FM-FM Stereo	—	Hardwoods: Mahogany, walnut	57¼x31x17⅝	$299.95
EMERSON (DuMont Division)	P1937	C	A	S	—	—	6	Dual-Saph.	AM/FM-FM Stereo	—	Hardwoods: Mahogany, walnut	57¼x31x17⅝	$249.95
EMERSON (DuMont Division)	P1938	C	A	S	—	—	6	Diam-Saph.	AM/FM-FM Stereo	—	Hardwoods, walnut	57¼x17⅝x30	$279.95
EMERSON (DuMont Division)	Concerto	T	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwoods, maple	40x19¼x10¾	$259.95
EMERSON (DuMont Division)	Metro-politan	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwoods, oiled walnut, mahogany	41¼x29x17½	$279.95
EMERSON (DuMont Division)	Concerto	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	—	Oiled walnut	40x17¾x10¾	$249.95
EMERSON (DuMont Division)	Carnegie	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	—	Maple, hardwoods	41¼x30¾x17½	$299.95
FISHER	A-9	T	A	S	—	20	4	Diam.-Saph.	AM/FM (optional)	—	Modern: Walnut	32⅝x13⅛x16⅞	$249.95
FLEETWOOD	4107	C	A	S	—	30	4	Dual-Diam.	AM/FM-FM Stereo	—	Hardwoods & veneers	48x17½x29	$299.95
GENERAL ELECTRIC	RP2190-91	P	A	S	—	5	4	Diam.-Saph.	AM/FM-FM Stereo	—	Antique leather	25x12½x16 (50 lbs.)	$279.95
GENERAL ELECTRIC	RC4110	C	A	S	—	5	4	Diam.-Saph.	AM/FM	—	Hardwood, veneers: Mahogany, walnut, maple	—	$229.95
GENERAL ELECTRIC	RC4130	C	A	S	—	10	4	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwood, veneers: Mahogany, walnut, maple	—	$249.95

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$201 TO $300 (Continued)

COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO (S)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
GENERAL ELECTRIC	RC4230	C	A	S	—	10	6	Diam.-Saph.	AM/FM-FM Stereo	—	General hardwoods, veneers: Mahogany, walnut, maple, mediterranean, antique white	—	$299.95
GENERAL ELECTRIC	4630	C	A	S	—	5	4	Diam.-Saph.	AM/FM-FM Stereo	—	General hardwoods, veneers: Walnut, maple	—	$249.95
GENERAL ELECTRIC	4650	C	A	S	—	5	4	Diam.-Saph.	AM/FM-FM Stereo	—	General hardwoods, veneers: Walnut, maple	27 width	$269.95
GENERAL ELECTRIC	4840	T	A	S	—	5	6	Diam.-Saph.	—	—	General hardwoods, veneers: Walnut, maple	50 width	$229.95
GENERAL ELECTRIC	4850	T	A	S	—	5	6	Diam.-Saph.	AM/FM-FM Stereo	—	General hardwoods, veneers: Walnut, maple	50 width	$299.95
GUILD RADIO & TV	785	T	A	S	—	30	3	Dual-Saph.	AM/FM	—	Maple salem	29½x18x21 (55 lbs.)	$209.95
MAGNAVOX	ST289	C	A	S	—	10	4	Diam.-Saph.	AM/FM-FM Stereo	—	Traditional: Mahogany Colonial: Maple Contemporary: Walnut	27x38x17	$229.95
MAGNAVOX	ST276	T	A	S	—	10	4	Diam.-Saph.	AM/FM-FM Stereo	—	Modern: Mahogany, walnut	19x50x17	$249.95
MAGNAVOX	ST294	C	A	S	—	10	4	Diam.-Saph.	AM/FM	—	Traditional: Mahogany Colonial: Maple Contemporary: Walnut	27x40x17	$249.95
MAGNAVOX	ST295	C	A	S	—	10	4	Diam.-Saph.	AM/FM-FM Stereo	—	Contemporary: Walnut	27x40x17	$279.50
MAGNAVOX	ST642	C	A	S	—	15	6	Diam.-Saph.	AM/FM	—	Traditional: Mahogany	27x42x17	$279.50
MAGNAVOX	ST643	C	A	S	—	15	6	Diam.-Saph.	AM/FM-FM Stereo	—	Traditional: Mahogany	27x42x17	$298.50
MAGNAVOX	ST652	C	A	S	—	15	6	Diam.-Saph.	AM/FM	—	Colonial: Maple	27x42x17	$289.50
MAGNAVOX	ST653	C	A	S	—	15	6	Diam.-Saph.	AM/FM	—	Contemporary: Walnut	27x42x17	$279.50
MAGNAVOX	ST654	C	A	S	—	15	6	Diam.-Saph.	AM/FM-FM Stereo	—	Contemporary: Walnut	27x42x17	$298.50
MAGNAVOX	ST632	C	A	S	—	10	4	Diam.-Saph.	AM/FM-FM Stereo	—	Contemporary: Walnut	26x60x17	$298.50
MAGNAVOX	ST618	C	A	S	—	30	4	Diam.-Saph.	—	Yes	Far East Contemporary: Walnut, ebony	29x44x17	$298.50
MOTOROLA	SP54	P	A	S	—	28	8	Dual.-Diam.	—	—	Fabric-covered wood: grained walnut, charcoal	—	$229.95
MOTOROLA	SKR120	T	A	S	—	10	4	Dual-Diam.	AM/FM-FM Stereo	—	Hardboard, hardwood solids: Mahogany	—	$229.95
MOTOROLA	SKR121	T	A	S	—	10	4	Dual-Diam.	AM/FM-FM Stereo	—	Hardboard, hardwood solids: Maple	—	$259.95
MOTOROLA	SK161	C	A	S	—	40	5	Dual-Diam.	AM/FM-FM Stereo (optional)	—	Veneers, hardwood solids: Walnut	46¾ wide	$279.95
MOTOROLA	SK162	C	A	S	—	40	5	Dual-Diam.	AM/FM-FM Stereo (optional)	—	Cherrywood veneers, hardwood solids	48¾ wide	$299.95
OLYMPIC	S114	C	A	S	—	20	4	Dual-Saph.	AM/FM-FM Stereo	—	Mahogany, walnut, grained hardboard	39½x29½x15	$219.95
OLYMPIC	P121	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Walnut, mahogany	48x29½x18¾	$209.95
OLYMPIC	F123	C	A	S	—	20	4	Diam.-Saph.	AM/FM	—	Veneers: Walnut, mahogany	48x29½x18¾	$249.95
OLYMPIC	S124	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Walnut, mahogany	48x29½x18¾	$269.95
OLYMPIC	1934	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Cherry	44¼x30¼x17¼	$299.95
OLYMPIC	1935	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Maple	44¼x32x17¼	$299.95
OLYMPIC	1936	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Walnut	48¼x28¾x16¾	$299.95
OLYMPIC	1938	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwood: Ebony	48¼x28¾x16¾	$299.95
PACKARD BELL	RPC-27	C	A	S	—	—	4	Dual-Diam.	AM/FM-FM Stereo	—	Walnut, maple	—	$279.95
PACKARD BELL	RPC28	C	A	S	—	—	6	Dual-Diam.	AM/FM-FM Stereo	—	Mahogany, walnut, maple	—	$299.95
PHILCO	1661WA	C	A	S	—	—	3	Dual-Saph.	AM/FM	—	Hardwoods, walnut veneer	27¾x38x15 7/16	$209.95
PHILCO	1662MB	C	A	S	—	—	3	Dual-Saph.	AM/FM-FM Stereo	—	Hardwoods, walnut veneer	27¾x38x15 7/16	$219.95
PHILCO	1662WA	C	A	S	—	—	3	Dual-Saph.	AM/FM-FM Stereo	—	Hardwoods, walnut veneer	27¾x38x15 7/16	$229.95
PHILCO	1663MB	C	A	S	—	—	4	Diam.-Saph.	AM/FM-FM Stereo	—	Mahogany hardwoods & veneers	29x38x15½	$249.95
PHILCO	1663WA	C	A	S	—	—	4	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut hardwoods & veneers	29x38x15½	$259.95
PHILCO	1663MA	C	A	S	—	—	4	Diam.-Saph.	AM/FM-FM Stereo	—	Maple hardwoods & veneers	29x38x15½	$269.95
PHILCO	1664WA	C	A	S	—	—	4	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut hardwoods & veneers	19¼x50x18½	$279.95
PHILCO	1666MB	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	—	Mahogany hardwoods & veneers	27¾x44x17	$269.95
PHILCO	1666WA	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut hardwoods & veneers	27¾x44x17	$289.95
PHILCO	1669MB	C	A	S	—	20	5	Diam.-Saph.	AM/FM-FM Stereo	—	Mahogany hardwoods & veneers	26x48x17¼	$299.95
PHILCO	1700MA	C	A	S	—	—	4	Diam.-Saph.	AM/FM-FM Stereo	—	Maple hardwoods & veneers	33⅛x64x21	$299.95
PHONOLA	2663	P	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	—	Wood covered: Black, silver	25x22x10 (45 lbs.)	$229.95
PHONOLA	2763 2963	C	A	S	—	12	4	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Walnut, maple	42x16x28 (75 lbs.)	$249.95
PHONOLA	3062	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut solids & veneers	57x12x29 (75 lbs.)	$299.95
PILOT	201	C	A	S	—	16	4	Single-Diam.	AM/FM-FM Stereo (optional)	—	Mahogany finish	51½ width	$299.95
RCA VICTOR	4VF09	C	A	S	—	20	6	Dual-Saph.	AM/FM	—	Hardwoods: Mahogany, walnut	27 5/32x39½x18	$229.95
RCA VICTOR	4VF10	C	A	S	—	20	6	Dual-Saph.	AM/FM-FM Stereo	—	Hardwoods: Mahogany, walnut	27 5/32x39½x18	$259.95
RCA VICTOR	4VF11	C	A	S	—	20	6	Dual-Saph.	AM/FM	—	Maple veneers, hardwoods	28 25/32x39½x18	$239.95
RCA VICTOR	4VF12	C	A	S	—	20	6	Dual-Saph.	AM/FM-FM Stereo	—	Maple veneers, hardwoods	28 25/32x39½x18	$269.95
RCA VICTOR	4VF14	C	A	S	—	20	6	Diam.-Saph.	AM/FM	—	Hardboard, grained mahogany	30 13/32x42x18¾	$269.95
RCA VICTOR	4VF15	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	—	Hardboard, grained mahogany	30 13/32x42x18¾	$299.95
STERLING HI FI	Caruso	C	A	S	—	16	4	Dual-Saph.	AM/FM-Stereo (optional)	—	Light & dark walnut	—	$299.95
SYLVANIA	SC515	C	A	S	—	18	4	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers, hardwood solids: Mahogany	—	$229.95
SYLVANIA	SC521	C	A	S	—	18	4	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers, hardwood solids: Mahogany	—	$249.95
SYLVANIA	SC526	C	A	S	—	18	4	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers, hardwood solids: Maple	—	$279.95
SYLVANIA	SC541	C	A	S	—	22	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers, hardwood solids: Walnut		$299.95
SYMPHONIC	4CS81	C	A	S	—	40	6	Dual-Diam.	AM/FM-FM Stereo	—	Veneers & solids: Mahogany	28x44x18	$299.95
UROPA	S331	C	A	S	—	25	6	Dual-Saph.	AM/FM-FM Stereo	—	Hardwood, walnut	60x18x30½	$279.95
WEBCOR	1398	C	A	S	—	20	5	Diam.-Saph.	AM/FM-FM Stereo	—	Mahogany, walnut, fruitwood	30¾x38½x17	$249.95
WEBCOR	1399	C	A	S	—	20	5	Diam.-Saph.	AM/FM-FM Stereo	—	Oiled walnut	30¾x38½x17	$249.95
WEBCOR	1380	C	A	S	—	20	5	Diam.-Saph.	—	—	Oiled walnut	30¾x42x17	$249.95
WEBCOR	1390	C	A	S	—	20	5	Diam.-Saph.	AM/FM-FM Stereo	—	Oiled walnut	30¾x42x17	$299.95
WEBCOR	1381	C	A	S	—	20	5	Diam.-Saph.	—	—	Walnut	30¾x42x17	$249.95
WEBCOR	1391	C	A	S	—	20	5	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut	30¾x42x17	$299.95
ZENITH	SL2501	C	A	S	—	—	6	Diam.-Saph.	—	—	Mahogany veneers, hardwood solids	28x43x16½	$209.95

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$201 TO $300 (Continued)

COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO (S)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
ZENITH	SP401	C	A	S	—	—	4	Diam.-Saph.	—	—	Walnut veneers, hardwood solids	28x45¾x11½	$219.95
ZENITH	MK2450	C	A	S	—	—	4	Dual-Saph.	AM/FM-FM Stereo	—	Walnut veneers, hardwood solids	27¾x38x16	$259.95
ZENITH	MK2600	C	A	S	—	—	4	Dual-Saph.	AM/FM-FM Stereo	—	Mahogany veneers, hardwood solids	29x38¼x16½	$289.95
ZENITH	RKA-2600	C	A	S	—	—	4	Dual-Saph.	AM/FM	—	Mahogany veneers, hardwood solids	29x38¼x16½	$249.95
ZENITH	SL2505	C	A	S	—	24	8	Diam.-Saph.	—	—	Mahogany veneers, hardwood solids	29x46⅞x18¼	$285.00

$301 TO $400

AMERICAN ELITE (Telefunken)	Vienna	C	A	S	—	15	4	Diam.-Saph.	AM/FM/2SW	—	Walnut veneers	35½x28¼x14⅜	$359.50
AMERICAN ELITE (Telefunken)	5374	C	A	S	—	16	4	Diam.-Saph.	AM/FM/2SW	—	Walnut veneers	43x32x16½	$399.50
AMERICAN ELITE (Telefunken)	5184	C	A	S	—	18	4	Diam.-Saph.	AM/FM/2SW	—	Walnut veneers	43x31½x16½	$379.50
ANDREA	2CSPRA 6S	C	A	S	—	16	4	Diam.-Saph.	AM/FM	—	Veneers w/hardwood solids: Fruitwood, walnut	30x32x16½	$350.00
ANDREA	2CSPMRA 6S	C	A	S	—	16	4	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers w/hardwood solids: Fruitwood, walnut	—	$380.00
CANADIAN MARCONI	3505	C	A	S	—	30	4	Diam-Saph.	AM/FM-FM Stereo (optional)	—	Walnut veneers	40x29x16¼	$329.95
CANADIAN MARCONI	3507	C	A	S	—	30	4	Diam-Saph.	AM/FM-FM Stereo (optional)	—	Fruitwood veneers	40 1/6x30⅝x16 5/16	$339.95
CANADIAN MARCONI	3508	C	A	S	—	30	4	Diam-Saph.	AM/FM-FM Stereo	—	Fruitwood veneers	40⅛x30x16¾	$349.95
CLAIRTONE	S384	C	A	S	—	25	6	Diam.-Saph.	AM/FM-FM Stereo	—	Solid walnut, matched veneers	50x27½x18¼	$399.50
CLAIRTONE	S394	C	A	S	—	25	6	Diam.-Saph.	AM/FM-FM Stereo	—	Fruitwood, matched veneers	50x27½x18¼	$399.50
CLAIRTONE	S374	C	A	S	—	25	6	Diam.-Saph.	AM/FM-FM Stereo	—	Maple, matched veneers	50x27½x18¼	$399.50
CLAIRTONE	S264	C	A	S	—	25	6	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut, matched veneers	56x27½x18½	$349.50
CRESTMARK	7454	C	A	S	—	60	6	Diam.-Saph.	AM/FM-FM Stereo	—	Wood veneers: Mayan, pecan, cherry	52x30x17½	$333.95
CRESTMARK	5254	C	A	S	—	60	6	Diam.-Saph.	AM/FM-FM Stereo	—	Wood veneers: Mahogany	52x30x17½	$333.95
CRESTMARK	3464	C	A	S	—	60	8	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Cherry, mahogany	60x30x17½	$399.95
CRESTMARK	7464	C	A	S	—	60	8	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Mayan, pecan, cherry	60x35x17½	$399.95
COLUMBIA (Masterwork)	4060	C	A	S	—	—	4	Diam.-Saph.	AM/FM-FM Stereo	—	Oiled walnut interlaced design	48x28x16¾	$395.95
CURTIS MATHES	703	C	A	S	—	20	6	Single-Diam.	AM/FM-FM Stereo	—	Walnut & veneers	72x30x16	$349.95
CURTIS MATHES	704	C	A	S	—	100	8	Single-Diam.	AM/FM-FM Stereo	Yes	Walnut & veneers	72x30x16	$399.95
CURTIS MATHES	613	C	A	S	—	20	6	Single-Diam.	AM/FM-FM Stereo	—	Walnut & veneers	61x30x19	$349.95
CURTIS MATHES	614	C	A	S	—	100	8	Single-Diam.	AM/FM-FM Stereo	Yes	Walnut & veneers	61x30x19	$399.95
CURTIS MATHES	623	C	A	S	—	20	6	Single-Diam.	AM/FM-FM Stereo	—	Maple & veneers	61x30x19	$399.95
CURTIS MATHES	633	C	A	S	—	20	6	Single-Diam.	AM/FM-FM Stereo	—	Cherry & veneers	61x30x19	$399.95
DELMONICO INTERNATIONAL	986	C	A	S	—	—	4	Dual-Diam.	AM/FM/SW	—	Mahogany, walnut	47½x21¼x14¾	$399.95
DELMONICO INTERNATIONAL	955	C	A	S	—	—	4	Dual-Diam.	AM/FM/SW	—	Mahogany, walnut	40½x31x16	$329.95
DELMONICO INTERNATIONAL	965	C	A	S	—	—	4	Dual-Diam.	AM/FM/SW	—	Mahogany, walnut	40½x31x16	$349.95
DELMONICO INTERNATIONAL	4TR31	C	A	S	—	—	6	Dual-Saph.	AM/FM/SW	—	Mahogany, walnut	40½x31x16	$319.95
DELMONICO INTERNATIONAL	1255	C	A	S	—	—	4	Dual-Diam.	AM/FM/SW	—	Mahogany, walnut	32x31x16	$319.95
DELMONICO INTERNATIONAL	1010	C	A	S	—	—	6	Dual-Diam.	AM/FM/SW	—	Mahogany, walnut	47½x32½x16	$329.95
DELMONICO INTERNATIONAL	1011	C	A	S	—	—	6	Dual-Diam.	AM/FM/SW	—	Mahogany, walnut	47½x32½x16	$359.95
DELMONICO INTERNATIONAL	981	C	A	S	—	—	4	Dual-Diam.	AM/FM/SW	—	Mahogany, walnut	47½x21¼x14¾	$349.95
DELMONICO INTERNATIONAL	985	C	A	S	—	—	4	Dual-Diam.	AM/FM/SW	—	Mahogany, walnut	47½x21¼x14¾	$379.95
DELMONICO INTERNATIONAL	JM319	C	A	S	—	—	6	Dual-Saph.	AM/FM	—	Mahogany, walnut	50x29⅝x17¼	$329.95
DELMONICO INTERNATIONAL	GM325	C	A	S	—	—	6	Dual-Saph.	AM/FM/SW	—	Walnut	50x29⅝x17¼	$399.95
DELMONICO INTERNATIONAL	GM328	C	A	S	—	—	6	Dual-Diam.	AM/FM	—	Walnut	62x28x17	$399.95
DELMONICO INTERNATIONAL	JM372	C	A	S	—	—	6	Dual-Diam.	AM/FM	—	Walnut	72x28x17	$349.95
DELMONICO INTERNATIONAL	GM371	C	A	S	—	—	6	Dual-Diam.	AM/FM	—	Walnut	62½x28x18½	$379.95
ELECTROHOME	Fiesta	C	A	S	—	20	3	Diam.-Saph.	AM/FM-FM Stereo (optional)	—	Woods, veneers: Walnut, mahogany, Sw. walnut, br. mahogany	44x17¼x27	$399.50
ELECTROHOME	LaFayette	C	A	S	—	20	3	Diam.-Saph.	AM/FM-FM Stereo (optional)	—	Woods, veneers: Walnut, mahogany, bgdy. fruitwood, antique white	48x27x16½	$399.50
ELECTROHOME	Connecticut MK1	C	A	S	—	20	3	Diam.-Saph.	AM/FM-FM Stereo (optional)	—	Woods, veneers: Antique maple, candlelight, maple	47¾x29¾x15½	$369.50
ELECTROHOME	Palermo	C	A	S	—	20	3	Diam.-Saph.	AM/FM-FM Stereo (optional)	—	Woods, veneers: Walnut, Sw. walnut, mahogany, br. mahogany, bgdy. fruitwood	47¾x27x15½	$349.50
EMERSON (DuMont Division)	Sibelius	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut	59x28½x18	$399.95
EMERSON (DuMont Division)	Ravel	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	—	Fruitwood	59x28½x18	$399.95
EMERSON (DuMont Division)	Puccini	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	—	Distressed walnut	59x28½x18	$399.95
EMERSON (DuMont Division)	Foster	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	—	Maple	59x28½x18	$399.95
FLEETWOOD	4097	C	A	S	—	30	6	Dual-Diam.	AM/FM-FM Stereo	—	Hardwoods & veneers	55x17½x29	$339.50
FLEETWOOD	4089B	C	A	S	—	30	6	Dual-Diam.	AM/FM-FM Stereo	—	Hardwoods & veneers	57x18x29	$389.50
FLEETWOOD	4109	C	A	S	—	30	6	Dual-Diam.	AM/FM-FM Stereo	—	Hardwoods & veneers Maple	54x18x28	$399.50
FISHER	P29	C	A	S	—	36	6	Diam.-Saph.	AM/FM (optional)	—	Modern: Walnut, mahogany, French & Italian Provincial: Fruitwood & distressed walnut, mahogany. Early American: Maple	42x17¾x30	$359.50
GENERAL ELECTRIC	4670	C	A	S	—	10	6	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwoods & veneers: Maple, walnut, cherry, mediterranean	32 width	$349.95
GENERAL ELECTRIC	RC4890	C	A	S	—	10	6	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwoods & veneers: Walnut, maple	44 width	$399.95
GUILD	6119	T	A	S	—	48	3	Diam.-Saph.	AM/FM	Yes	Maple Salem	29½x18x21	$349.50
MAGNAVOX	ST630	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	—	Traditional: Mahogany, Danish Modern: Walnut	28x50x19	$349.50
MAGNAVOX	ST651	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	—	Early American: Cherry	28x46x18	$348.50
MAGNAVOX	ST645	C	A	S	—	—	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Contemporary: Walnut, mahogany	20x40x11¾	$350.00
MAGNAVOX	ST635	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Danish Modern: Walnut	26x60x18	$398.50

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$301 TO $400 (Continued)

COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO (S)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
MAGNAVOX	ST636	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Far East Contemporary: Walnut, ebony	29x44x17	$398.50
MAGNAVOX	ST637	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Early American: Cherry, maple	28x46x18	$398.50
MAGNAVOX	ST638	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Normandy provincial: Fruitwood, antique ivory	30x48x18	$398.50
MAGNAVOX	ST639	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Italian provincial: Mahogany, French walnut	29x45x17	$398.50
MAGNAVOX	MV381	C	A	S	—	10	4	Diam.-Saph.	AM/FM	—	Contemporary: Mahogany, walnut. Early American: Cherry	28x63x18½	$398.50
MOTOROLA	SJ163	C	A	S	—	40	7	Dual-Diam.	AM/FM-FM Stereo (optional)	—	Veneers & hardwood solids: Walnut	55¼ width	$329.95
MOTOROLA	SK148	C	A	S	—	40	9	Dual-Diam.	AM/FM-FM Stereo (optional)	—	Veneers & hardwood solids: Cherry	—	$369.95
MOTOROLA	SK164	C	A	S	—	40	9	Dual-Diam.	AM/FM-FM Stereo (optional)	—	Veneers & hardwood solids: Walnut	61⅞x26	$379.95
MOTOROLA	SK165	C	A	S	—	40	9	Dual-Diam.	AM/FM-FM Stereo (optional)	—	Veneers & hardwood solids: Bleached mahogany	61¼x26	$399.95
MOTOROLA	SK150	C	A	S	—	40	10	Dual-Diam.	AM/FM-FM Stereo (optional)	—	Veneers & hardwood solids: Walnut	68x26	$399.95
OLYMPIC	1937	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwood: Antique white & gold	44½x30¼x17¼	$319.95
OLYMPIC	S135	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Walnut	52½x29½x18	$350.00
OLYMPIC	S145	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Mahogany	52x29½x18⅛	$350.00
PACKARD BELL	RPC29	C	A	S	—	—	6	—	AM/FM-FM Stereo	—	Walnut, maple French provincial: Antique white	—	$369.95
PE PHONOGRAPH (Blaupunkt)	Chicago	C	A	S	—	20	6	Dual-Saph.	AM/FM-FM Stereo (optional)	—	Light walnut	28½x16x32½	$370.00
PE PHONOGRAPH (Blaupunkt)	Roma	C	A	S	—	20	6	Dual-Saph.	AM/FM-FM Stereo (optional)	—	Dark Walnut	32¼x17x34½	$380.00
PE PHONOGRAPH (Blaupunkt)	Rio De Luxe	C	A	S	—	20	6	Dual-Saph.	AM/FM-FM Stereo (optional)	—	Light French walnut	37x16x32½	$400.00
PHILCO	1669WA	C	A	S	—	20	5	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut veneers & hardwoods	26x48x17¼	$309.95
PHILCO	1680	C	A	S	—	20	5	Diam.-Saph.	AM/FM-FM Stereo	—	Mahogany, maple veneers & hardwoods	30x50 7/16x15 1/16	$349.95
PHILCO	1688-MB	C	A	S	—	20	5	Diam.-Saph.	AM/FM-FM Stereo	—	Mahogany veneers & hardwoods	26x58x17¼	$369.95
PHILCO	1688-WA	C	A	S	—	20	5	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut veneers & hardwoods	26x58x17⅞	$379.95
PHILCO	1689-CH	C	A	S	—	20	5	Diam.-Saph.	AM/FM-FM Stereo	—	Cherry veneers & hardwoods	28½x49½x17 3/16	$369.95
PHILCO	1704-WA	C	A	S	—	20	5	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut veneers & hardwoods	46¾x38x17⅜	$399.95
PHILCO	1741 DWA	C	A	S	—	30	5	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut veneers & hardwoods	31x58x15⅝	$399.95
PILOT	201	C	A	S	—	16	4	Single-Diam.	—	—	Walnut finish	51½ width	$319.50
PILOT	202	C	A	S	—	16	4	Single-Diam.	AM/FM-FM Stereo	—	Mahogany finish, oiled walnut finish	51½ width	$339.50
PILOT	203	C	A	S	—	16	4	Single-Diam.	AM/FM-FM Stereo	—	Nutmeg maple finish	51½ width	$399.50
PILOT	205	C	A	S	—	16	4	Single-Diam.	AM/FM-FM Stereo	—	Fruitwood finish, antique white	51½ width	$399.50
PILOT	204	C	A	S	—	16	4	Single-Diam.	AM/FM-FM Stereo	—	Fruitwood finish	51½ width	$399.50
RCA VICTOR	4VF20	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut veneers & hardwoods	30 21/32x46x18⅞	$349.95
RCA VICTOR	4VF22	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	—	Maple veneers & hardwoods	30 9/32x46x18½	$349.95
SETCHELL-CARLSON	RP640	C	A	S	—	30	5	Diam.-Saph.	AM/FM-FM Stereo	—	Solids & veneers	29¾x53x16	$353.16
SETCHELL-CARLSON	RP640E	C	A	S	—	30	5	Diam.-Saph.	AM/FM-FM Stereo	—	Solids & veneers	33⅝x55½x16	$364.50
SETCHELL-CARLSON	RP640P	C	A	S	—	30	5	Diam.-Saph.	AM/FM-FM Stereo	—	Solids & veneers	32⅝x53½x16	$372.60
SYLVANIA	SC542	C	A	S	—	—	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: hardwood solids: Antiqued mahogany	—	$329.95
SYLVANIA	SC561	C	A	S	—	22	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: hardwood solids: Mahogany	—	$389.95
SYLVANIA	23H100	C	A	S	—	18	4	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: hardwood solids: Mahogany	—	$399.95
STERLING HI FI	Minuette	C	A	S	—	20	4	Dual-Saph.	AM/FM-SW-FM Stereo (optional)		Light & dark walnut	—	$329.95
STERLING HI FI	Mikado	C	A	S	—	16	6	Dual-Saph.	AM/FM-SW-FM FM Stereo (optional)	—	Light & dark walnut	—	$359.95
STERLING HI FI	Bar-Bizon	C	A	S	—	16	6	Dual-Saph.	AM/FM-SW-Stereo (optional)	—	Light & dark walnut	—	$399.95
STERLING HI FI	Casino	C	A	S	—	20	6	Dual-Saph.	AM/FM-SW-FM Stereo (optional)	—	Light & dark walnut	—	$399.95
SYMPHONIC	4CS82	C	A	S	—	40	6	Dual-Diam.	AM/FM-FM Stereo	—	Solids & veneers: Fruitwood	28x44x18	$329.95
SYMPHONIC	4CS83	C	A	S	—	40	6	Dual-Diam.	AM/FM-FM Stereo	—	Solids & veneers: Maple	28x44x18	$329.95
SYMPHONIC	4CS84	C	A	S	—	40	6	Dual-Diam.	AM/FM-FM Stereo	—	Solids & veneers: Walnut	28x44x18	$339.95
UROPA	7732	C	A	S	—	25	6	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut	72x18x29½	$389.95
ZENITH	ML2607	C	A	S	—	24	8	Diam.-Saph.	AM/FM-FM Stereo	—	Mahogany veneers, hardwood solids	30x46½x18	$399.95
ZENITH	ML2606	C	A	S	—	24	8	Diam.-Saph.	AM/FM-FM Stereo	—	Oiled walnut, veneers & hardwood solids	30x46½x17⅝	$399.95
ZENITH	ML2605	C	A	S	—	24	8	Diam.-Saph.	AM/FM-FM Stereo	—	Maple veneers & solids	29x46⅞x18¼	$399.95
ZENITH	ML2601	C	A	S	—	—	6	Diam.-Saph.	AM/FM-FM Stereo	—	Mahogany veneers & hardwood solids	28x43x16½	$319.95
ZENITH	MP401	C	A	S	—	—	4	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut veneers & hardwood solids	28x45¾x11½	$339.95

$401 TO $500

AMERICAN ELITE (Telefunken)	5476	C	A	S	—	16	6	Dual-Saph.	AM/FM/2SW	—	Walnut veneer	47x30¾x14½	$499.50
CANADIAN MARCONI	3515	C	A	S	—	24	6	Diam-Saph.	AM/FM-FM Stereo	—	Veneers: Walnut, oiled walnut	60x26⅛x50¾	$469.95
CANADIAN MARCONI	3517	C	A	S	—	80	6	Diam-Saph.	AM/FM-FM Stereo	—	Veneers: Walnut, oiled walnut	51½x23¾x17¼	$469.95
CLAIRTONE	T345W	C	A	S	—	40	6	Diam-Saph.	AM/FM-FM Stereo	—	Solid walnut, matched veneer	67¼x28¼x19	$499.50
CLAIRTONE	S404	C	A	S	—	40	6	Diam-Saph.	AM/FM-FM Stereo	—	Walnut	58x28¼x19	$469.50
CRESTMARK	9864	C	A	S	—	60	4	Diam-Saph.	AM/FM-FM Stereo	—	Mahogany, sandlewood	66x31x17½	$419.95
COLUMBIA (Masterwork)	4070	C	A	S	—	50	4	Single-Diam.	AM/FM-FM Stereo	—	Contemporary: Walnut, hardwood	52½x29x17	$475.00
COLUMBIA (Masterwork)	4080	C	A	S	—	50	4	Single-Diam.	AM/FM-FM Stereo	—	Italian Provincial: Fruitwood	52½x29x17	$475.00
CURTIS MATHES	624	C	A	S	—	100	8	Single-Diam.	AM/FM-FM Stereo	—	Maple & veneers	61x30x19	$449.95

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$401 TO $500 (Continued)

COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO (S)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
CURTIS MATHES	634	C	A	S	—	100	8	Single-Diam.	AM/FM-FM Stereo	—	Cherry & veneers	61x30x19	$449.95
CURTIS MATHES	C94	C	A	S	—	100	8	Single-Diam.	AM/FM-FM Stereo	—	Walnut & veneers	73¾x30½x17	$499.95
DELMONICO INTERNATIONAL	995	C	A	S	—	—	6	Dual-Diam.	AM/FM/SW	—	Mahogany, walnut	45½x30¾x16¼	$449.95
DELMONICO INTERNATIONAL	1265	C	A	S	—	—	8	Dual-Diam.	AM/FM/SW	—	Walnut	47x33x16	$429.95
DELMONICO INTERNATIONAL	1212	C	A	S	—	—	6	Dual-Diam.	AM/FM/SW	—	Walnut, mahogany	56x33½x17½	$479.95
DELMONICO INTERNATIONAL	1236	C	A	S	—	—	8	Dual-Diam.	AM/FM/SW	—	Walnut, mahogany	55¼x34x16¾	$499.95
DELMONICO INTERNATIONAL	1096	C	A	S	—	—	6	Dual-Diam.	AM/FM/SW	—	Walnut, mahogany	44½x26½x17	$459.95
DELMONICO INTERNATIONAL	2005	C	A	S	—	—	6	Dual-Saph.	AM/FM/SW	—	Walnut, mahogany	44½x36½x17	$449.95
DELMONICO INTERNATIONAL	2006	C	A	S	—	—	6	Dual-Saph.	AM/FM/SW	—	Walnut, mahogany	44½x36½x17	$479.95
DELMONICO INTERNATIONAL	2015	C	A	S	—	—	6	Dual-Saph.	AM/FM/SW	—	Walnut, mahogany	44½x35¼x16¾	$449.95
DELMONICO INTERNATIONAL	4TR60	C	A	S	—	—	6	Dual-Saph.	AM/FM	—	Walnut, mahogany	50x29¾x17¼	$479.95
DELMONICO INTERNATIONAL	4TR330	C	A	S	—	—	6	Dual-Saph.	AM/FM	—	Walnut, mahogany	62½x28x18½	$499.95
DELMONICO INTERNATIONAL	GM331	C	A	S	—	—	6	Dual-Diam.	AM/FM	—	Walnut	62½x28x18½	$409.95
DELMONICO INTERNATIONAL	GM335	C	A	S	—	—	6	Dual-Diam.	AM/FM/SW	—	Walnut	62½x28x18½	$429.95
DELMONICO INTERNATIONAL	GM341	C	A	S	—	—	6	Dual-Diam.	AM/MF	—	Walnut	62½x28x18½	$449.95
DELMONICO INTERNATIONAL	GM345	C	A	S	—	—	6	Dual-Diam.	AM/FM/SW	—	Walnut	62½x28x18½	$469.95
ELECTROHOME	Capistrano	C	A	S	—	20	3	Diam.-Saph.	AM/FM-FM Stereo	—	Woods, veneers: Walnut, Sw. walnut, oiled teak, mahogany	56½x27x17½	$489.50
ELECTROHOME	Cantata	C	A	S	—	20	3	Diam.-Saph.	AM/FM-FM Stereo	—	Woods, veneers: Walnut, mahogany, Sw. walnut, br. mahogany	56½x27x17½	$489.50
FLEETWOOD	4095	C	A	S	—	80	6	Dual-Diam.	AM/FM/SW FM Stereo	—	Hardwoods, veneers	66¼x17½x29	$499.50
FLEETWOOD	4078	C	A	S	—	80	6	Dual-Diam.	AM/FM/SW FM Stereo	—	Hardwoods, veneers	64x18x28	$499.50
FISHER	D39	C	A	S	—	36	6	Diam-Saph.	AM/FM (optional)	—	Modern: Walnut Provincials: fruitwood, distressed walnut	60x13¾x28½	$499.50
GENERAL ELECTRIC	4330	C	A	S	—	50	8	Diam-Saph.	AM/FM-FM Stereo	Yes	Hardwoods, veneers: Walnut, mediterranean cherry	64x66	$449.95
MAGNAVOX	ST67	C	A	S	—	30	4	Diam-Saph.	AM/FM-FM Stereo	Yes	Contemporary: Walnut, ebony	29x50x19	$495.00
MAGNAVOX	ST671	C	A	S	—	30	4	Diam-Saph.	AM/FM-FM Stereo	Yes	Normandy Provincial: Fruitwood, antique ivory	30x48x19	$495.00
MAGNAVOX	ST672	C	A	S	—	30	4	Diam-Saph.	AM/FM-FM Stereo	Yes	Colonial: Cherry, maple, green	29x48x19	$495.00
MAGNAVOX	ST640	C	A	S	—	30	4	Diam-Saph.	AM/FM-FM Stereo	Yes	Italian Provincial: Walnut, antique green	29x45x17	$495.00
MAGNAVOX	MU386	C	A	S	—	10	4	Diam.-Saph.	AM/FM	—	Traditional: Mahogany Colonial: Cherry	30x55x18	$498.50
MAGNAVOX	MU33	C	A	S	—	10	6	Diam.-Saph.	AM/FM	—	International: Mahogany, French walnut	29x56x17	$498.50
MOTOROLA	SK154	C	A	S	—	40	10	Dual-Diam.	AM/FM-FM Stereo (optional)	—	Veneer, hardwood solids: Walnut	66½x21⅝	$429.95
MOTOROLA	SK151	C	A	S	—	102	11	Dual.-Diam.	AM/FM-FM Stereo (optional)	—	Veneers, hardwood solids: Walnut	—	$429.95
MOTOROLA	SK152	C	A	S	—	102	11	Dual.-Diam.	AM/FM-FM Stereo (optional)	—	Veneers, hardwood solids: Cherrywood	—	$499.95
PACKARD BELL	23K5	C	A	S	—	—	6	—	AM/FM-FM Stereo	—	Walnut, maple	—	$499.95
PACKARD BELL	RPC30	C	A	S	—	—	6	—	AM/FM-FM Stereo	—	Walnut, maple French & Italian Provincial: Antique white	—	$475.00
PACKARD BELL	RPC31	C	A	S	—	—	6	Dual-Saph.	AM/FM-FM Stereo	—	Walnut, maple	—	$475.00
PE PHONOGRAPH (Blaupunkt)	Madeira Deluxe	C	A	S	—	20	6	Dual-Saph.	AM/FM-FM Stereo (optional)	—	Dark walnut	45x17x36½	$465.00
PE PHONOGRAPH (Blaupunkt)	Barcelona	C	A	S	—	20	6	Dual-Saph.	AM/FM-FM Stereo (optional)	—	Dark walnut	45x17x36½	$465.00
PE PHONOGRAPH (Blaupunkt)	Miami	C	A	S	—	20	6	Dual-Saph.	AM/FM-FM Stereo (optional)	—	Light walnut	28½x16x32½	$470.00
PHILCO	1741MB	C	A	S	—	30	5	Diam.-Saph.	AM/FM-FM Stereo	—	Mahogany veneers & hardwoods	31 3/16x57x15½	$415.00
PHILCO	1741MA	C	A	S	—	30	5	Diam.-Saph.	AM/FM-FM Stereo	—	Maple veneers & hardwoods	32 3/16x59x15½	$430.00
PHILCO	1741CH	C	A	S	—	30	5	Diam.-Saph.	AM/FM-FM Stereo	—	Cherry veneers & hardwoods	31 3/16x59x 15 15/16	$445.00
PILOT	206	C	A	S	—	16	4	Single-Diam.	AM/FM-FM Stereo	—	Ebony finish	51½ width	$429.50
PILOT	4500	C	A	S	—	30	4	Single-Diam.	AM/FM-FM Stereo	—	Lacquered walnut, solids, veneers	52 width	$469.50
PILOT	402	C	A	S	—	30	6	Single-Diam.	AM/FM-FM Stereo	—	Oiled walnut, solids, veneers	54 width	$499.50
RCA VICTOR	4VF30	C	A	S	—	24	8	Diam.-Saph.	AM/FM-FM Stereo	—	Antique & maple veneers, hardwoods	28 29/32x46x 18 7/16	$450.00
RCA VICTOR	4VF32	C	A	S	—	24	8	Diam.-Saph.	AM/FM-FM Stereo	—	Italian Provincial: Antique mahogany, walnut veneers. Hardwoods	30 5/32x46x18	$450.00
RCA VICTOR	4VF34	C	A	S	—	24	8	Diam.-Saph.	AM/FM-FM Stereo	—	Prench Provincial: Antique cherry Veneers & hardwoods	31 13/32x46x 18 11/16	$450.00
RCA VICTOR	4VF40	C	A	S	—	58	8	Diam.-Saph.	AM/FM-FM Stereo	—	Neo-classic antiquated Lombardy mahogany Veneers & Hardwoods	28 5/32x62¼x 18 3/16	$500.00
SYLVANIA	SC575	C	A	S	—	60	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers, hardwood solids: Antiqued cherry	—	$459.95
SYLVANIA	SC581	C	A	S	—	60	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers, hardwood solids: Antiqued walnut	—	$495.00
SYLVANIA	23H110	C	A	S	—	18	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers, hardwood solids: Mahogany	—	$499.95
STERLING HI FI	Traviata	C	A	S	—	24	6	Dual-Saph.	AM/FM/SW-FM Stereo (optional)	—	Light & dark walnut	—	$409.95
UROPA	7233	C	A	S	—	25	8	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwood: Cherry	72x21x32¼	$409.95
UROPA	7834	C	A	S	—	25	8	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwood: Walnut	72x18x31	$439.95
UROPA	9735	C	A	S	—	25	8	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwood: Walnut	72x18x31½	$459.95
UROPA	9036	C	A	S	—	25	8	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwood: Cherry	72x20x33	$499.95
WEBCOR	WC3393	C	A	S	—	20	5	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut	32½x45x17⅞	$439.95
ZENITH	ML2610	C	A	S	—	24	8	Diam.-Saph.	AM/FM-FM Stereo	—	Maple veneers & solids	29x58¾x17½	$485.00
ZENITH	MI2608	C	A	S	—	24	8	Diam.-Saph.	AM/FM-FM Stereo	—	Oiled walnut veneers & hardwood solids	29x58x17 7/16	$475.00

$501 TO $1,000

AMERICAN ELITE (Telefunken)	Salzburg	C	A	S	—	16	6	Diam.-Saph.	AM/FM/2SW	—	Walnut & teak veneers	54½30½x15	$649.50
AMERICAN ELITE (Telefunken)	Americana	C	A	S	—	20	6	Diam.-Saph.	AM/FM/2SW	—	Oiled walnut	52¼x32¾x15½	$699.50

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$501 TO $1,000 (Continued)

COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO (S)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
AMERICAN ELITE (Telefunken)	Hymnus	C	A	S	—	31	8	Diam.-Saph.	AM/FM/ 2SW	—	Oiled walnut	60½x33½x15½	$799.50
CANADIAN MARCONI	3521	C	A	S	—	80	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Walnut, oiled walnut	58x29x18½	$549.95
CANADIAN MARCONI	3522	C	A	S	—	80	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Walnut, oiled walnut	66x26x17½	$599.95
CANADIAN MARCONI	3523	C	A	S	—	80	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Walnut, oiled walnut	72x26x17¾	$649.95
CANADIAN MARCONI	3519	C	A	S	—	80	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Grenoble	53x28⅞x17½	$549.95
CLAIRTONE	T345M	C	A	S	—	40	6	Diam.-Saph.	AM/FM-FM Stereo	—	Mahogany	67¼x28¼x19	$539.50
CLAIRTONE	T345E	C	A	S	—	40	6	Diam.-Saph.	AM/FM-FM Stereo	—	Ebony	67¼x28¼x19	$539.50
CLAIRTONE	T365F	C	A	S	—	40	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Fruitwood	63x29¾x18¼	$599.50
CLAIRTONE	T365A/1	C	A	S	—	40	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Antique white	63x29¾x19¼	$629.50
CLAIRTONE	T355W	C	A	S	—	40	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Solid walnut matched veneers	63¼x30x19	$599.50
CLAIRTONE	T405W	C	A	S	—	60	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Solid walnut matched veneers	58x28¼x19	$649.50
CLAIRTONE	T605W	C	A	S	—	60	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Solid walnut matched veneers	62x27½x18	$699.00
CLAIRTONE	T605T	C	A	S	—	60	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Teak	62x27½x18	$749.00
CLAIRTONE	T575	C	A	S	—	60	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Maple	62x29x19	$799.00
CLAIRTONE	T555	C	A	S	—	60	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Fruitwood, antique ivory	62x30x19	$799.00
CLAIRTONE	T505	C	A	S	—	60	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Solid walnut matched veneers	62x30x19	$799.00
CLAIRTONE	T585	C	A	S	—	60	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Walnut & veneers	60½x29x19½	$799.00
CLAIRTONE	T1005	C	A	S	—	60	4	Single-Diam.	AM/FM-FM Stereo	Yes	Solid walnut & matched veneers	81½x26¾x19	$995.00
CLAIRTONE	TT855	C	A	S	—	60	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Walnut	67¼x29½x19	$799.00
CLAIRTONE	TT885	C	A	S	—	60	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Fruitwood	67¼x29¾x19½	$799.00
CLAIRTONE	TT755	C	A	S	—	60	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Walnut	67¼x28¼x19	$699.00
DELMONICO INTERNATIONAL	1246	C	A	S	—	—	8	Dual-Diam.	AM/FM/ 2SW	—	Walnut, mahogany	55x33¾x16⅞	$549.95
DELMONICO INTERNATIONAL	1256	C	A	S	—	—	10	Dual-Diam.	AM/FM/ 2SW	—	Walnut, mahogany	67x34x17	$599.95
ELECTROHOME	Versailles	C	A	S	—	120	3	Single-Diam.	AM/FM-FM Stereo	Yes	Woods, veneers: Walnut, mahogany, antique white, bgdy. & cust. fruitwood antique	60½x31x19¼	$895.00
ELECTROHOME	Kalmar	C	A	S	—	120	3	Single-Diam.	AM/FM-FM Stereo	Yes	Woods, veneers: Walnut, Sw. walnut, oiled walnut, oiled teak	60¾x29¾x20	$895.00
ELECTROHOME	Tuscany	C	A	S	—	40.4	3	Single-Diam.	AM/FM-FM Stereo	—	Woods, veneers: Walnut, cust. fruitwood, antique, cust. br. mahogany antique, antique white	49½x30x18½	$749.50
ELECTROHOME	Laurentian	C	A	S	—	40.4	3	Single-Diam.	AM/FM-FM Stereo	—	Woods, veneers: Mahogany, bgdy. fruitwood, antique white	46x30x18¾	$599.50
ELECTROHOME	Madison	C	A	S	—	40.4	3	Single-Diam.	AM/FM-FM Stereo	—	Woods, veneers: Walnut, Sw. walnut, oiled walnut, br. mahogany, cust. fruitwood antique	58½x29½x18¾	$749.50
ELECTROHOME	Montego	C	A	S	—	40.4	3	Diam.-Saph.	AM/FM-FM Stereo	—	Woods, veneers: Walnut, mahogany, sw. walnut, antique white, cust. br. mahogany antique	58¼x29x19⅛	$749.50
ELECTROHOME	Tamarack	C	A	S	—	20	2	Diam.-Saph.	AM/FM-FM Stereo (optional)	—	Woods, veneers: Walnut, mahogany, Sw. walnut	55x30x17½	$799.50
ELECTROHOME	Florentine	C	A	S	—	20	3	Diam.-Saph.	AM/FM-FM Stereo (optional)	—	Woods, veneers: Walnut, mahogany, Sw. walnut, br. mahogany, antique white	58x29x18¼	$579.50
ELECTROHOME	Huntington	C	A	S	—	20	3	Diam.-Saph.	AM/FM-FM Stereo (optional)	—	Woods, veneers: Antique maple, candlelight, maple	48½x28x17½	$579.50
ELECTROHOME	Festival	C	A	S	—	20	3	Diam.-Saph.	AM/FM-FM Stereo (optional)	—	Woods, veneers: Walnut, Sw. walnut, oiled teak	58x28x18	$549.50
EMERSON (DuMont Division)	Kirsten	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut	56½x20 3/16x33	$595.00
EMERSON	Cavalier	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	—	Fruitwood	56½x20 7/16x33	$595.00
FISHER	E49	C	A	S	—	45	6	Dual-Diam.	AM/FM (optional)	—	Modern: Walnut, mahogany, teak. Provincial: Fruitwood, mahogany, distressed walnut Early Amer.: Walnut	50½x18¾x30¼	$595.00
FISHER	F59	C	A	S	—	75	6	Single-Diam.	AM/FM (optional)	—	Modern: Walnut Provincial: Fruitwood, Antiqued ivory, distressed walnut Traditional: Mahogany	55¾x18⅞x31	$795.00
FISHER	A69	C	A	S	—	75	6	Single-Diam.	AM/FM (optional)	—	Modern: Walnut Provincial: Fruitwood Italian Provincial: Distressed walnut	60 18½x31⅜	$895.00
FISHER	S79	C	A	S	—	75	6	Single-Diam.	AM/FM (optional)	—	Modern: Walnut Provincial: Fruitwood, mahogany	52x19¼x30	$995.00
FISHER	TV109	C	A	S	—	20	3	Diam.-Saph.	AM/FM (optional)	—	Modern: Walnut Provincial: Fruitwood Italian Provincial: Distressed walnut	60x16¾x28½	$795.00
FLEETWOOD	4094	C	A	S	—	80	6	Dual-Diam.	AM/FM/ SW-FM Stereo	—	Hardwoods, veneers	63½x18½x30	$549.50
FLEETWOOD	4080	C	A	S	—	80	6	Dual-Diam.	AM/FM/ SW-FM Stereo	—	Teak, hardwoods, veneers	66½x18½x28½	$599.50
FLEETWOOD	4108	C	A	S	—	80	6	Dual-Diam.	AM/FM/ SW-FM Stereo	—	Cherry, fruitwood	66x19x29	$699.50
GENERAL ELECTRIC	4530	C	A	S	—	100	10	Diam.-Saph.	AM/FM-FM Stereo	Yes	Hardwoods, veneers: Walnut, cherry, mediterranean	54x58	$549.95
GUILD	921M2	C	A	S	—	70	5	Diam.-Saph.	AM/FM	—	Birch veneer, salem cherry	39x42x22	$599.50
GUILD	818DS	C	A	S	—	70	5	Diam.-Saph.	AM/FM	—	Birch veneer, salem cherry	37x34x18	$529.50
GUILD	H20DS	C	A	S	—	70	6	Diam.-Saph.	AM/FM	—	Maple salem	—	$749.50
MAGNAVOX	ST650	C	A	S	—	50	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Contemporary: Walnut	28x51x19	$599.00
MAGNAVOX	ST662	C	A	S	—	50	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	French Provincial: Fruitwood, antique ivory	30x48x18	$599.00
MAGNAVOX	ST683	C	A	S	—	50	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Empire: Mahogany	28x59x19	$599.00
MAGNAVOX	ST684	C	A	S	—	50	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Italian Provincial: Walnut, antique green, ivory	28x59x19	$595.00
MAGNAVOX	ST680	C	A	S	—	100	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	18th Century English: Mahogany, cherry	30x56x19	$695.00
MAGNAVOX	ST682	C	A	S	—	100	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	French Provincial: Fruitwood, antique ivory	31x56x19	$695.00
MAGNAVOX	ST685	C	A	S	—	100	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Danish Modern: Walnut	29x59x19	$695.00
MAGNAVOX	MV357	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Scandinavian: Walnut Traditional: Mahogany	31x59x18	$595.00
MAGNAVOX	MR372	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Contemporary: Walnut	29x62x19	$695.00
MAGNAVOX	MR374	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Colonial: Cherry	29x62x19	$695.00

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$501 TO $1,000 (Continued)

COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO (S)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
MAGNAVOX	MR377	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Normandy Provincial: Walnut, antique ivory	29x62x19	$695.00
MAGNAVOX	MR832	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Italian Provincial: Mahogany, walnut	28x63x18½	$695.00
MAGNAVOX	MV417	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	—	Cosmopolitan: Mahogany, walnut	31x60x19	$695.00
MAGNAVOX	MR450	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Far East Contemporary: Walnut, ebony	30x66x19	$795.00
MAGNAVOX	MR454	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	French Provincial: Fruitwood, antique ivory	32½x62¾x21½	$795.00
MAGNAVOX	MR451	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	English Traditional: Mahogany, cherry	32x62x20	$895.00
MAGNAVOX	MV545	C	A	S	—	10	4	Diam.-Saph.	AM/FM	—	Contemporary: Mahogany, walnut	28x56x20	$795.00
MAGNAVOX	MV552	C	A	S	—	20	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Danish Modern: Walnut	31x57x20	$995.00
MOTOROLA	SKR153	C	A	S	—	40	10	Dual-Diam.	AM/FM-FM Stereo	—	Veneers, hardwood solids: Maple	—	$550.00
MOTOROLA	SKR155	C	A	S	—	102	11	Dual-Diam.	AM/FM-FM Stereo	—	Solids, veneers: Walnut	—	$650.00
MOTOROLA	SKR157	C	A	S	—	102	11	Dual-Diam.	AM/FM-FM Stereo	—	Solid, veneers: Bleached mahogany, antique white	—	$700.00
MOTOROLA	SKR159	C	A	S	—	102	11	Dual-Diam.	AM/FM-FM Stereo	—	Solids, veneers: Walnut	—	$850.00
MOTOROLA	SKR160	C	A	S	—	102	11	Dual-Diam.	AM/FM-FM Stereo	—	Solids, veneers: Bordeaux-finished walnut, antique white	—	$725.00
MOTOROLA	SK116	C	A	S	—	102	5	Dual-Diam.	AM/FM-FM Stereo	—	Solids, veneers: Mahogany	—	$850.00
MOTOROLA	SK56	C	A	S	—	102	5	Dual-Diam.	AM/FM-FM Stereo	—	Solids, veneers: Honduras mahogany	—	$895.00
MOTOROLA	SK57	C	A	S	—	102	5	Dual-Diam.	AM/FM-FM Stereo	—	Solids, veneers: Walnut	—	$995.00
PACKARD BELL	RPC32	C	A	S	—	—	6	—	AM/FM-FM Stereo	—	Italian Provincial: Walnut	—	$550.00
PACKARD BELL	RPC33	C	A	S	—	—	8	—	AM/FM-FM Stereo	—	Walnut	—	$595.00
PACKARD BELL	23DK7	C	A	S	—	—	6	—	AM/FM-FM Stereo	—	Walnut, maple	—	$725.00
PE PHONOGRAPH (Blaupunkt)	Valencia De Luxe	C	A	S	—	20	6	Dual-Diam.	AM/FM-FM Stereo (optional)	—	Dark French walnut	51¼x17x37¼	$530.00
PE PHONOGRAPH	St. Lawrence	C	A	S	—	24	10	Dual-Saph.	AM/FM-FM Stereo	—	Dark walnut	55x16¾x33	$665.00
PILOT	404	C	A	S	—	30	6	Single-Diam.	AM/FM-FM Stereo	—	Cherry solids, veneers: Fruitwood finish	54 width	$549.50
PILOT	405	C	A	S	—	30	6	Single-Diam.	AM/FM-FM Stereo	—	Cherry solids, veneers: Fruitwood finish	54 width	$549.50
PILOT	B505	C	A	S	—	30	6	Single-Diam.	AM/FM-FM Stereo	—	Cherry solids, veneers: Fruitwood finish, oiled walnut	56 width	$695.00
PILOT	502	C	A	S	—	30	6	Single-Diam.	AM/FM-FM Stereo	—	Oiled walnut, solids, veneers	74 width	$595.00
PILOT	702	C	A	S	—	70	8	Single-Diam.	AM/FM-FM Stereo	Yes	Oiled walnut, solids, veneers	62 width	$795.00
PILOT	705	C	A	S	—	70	8	Single-Diam.	AM/FM-FM Stereo	Yes	Cherry solids, veneers	62 width	$849.50
PILOT	707	C	A	S	—	70	8	Single-Diam.	AM/FM-FM Stereo	Yes	Oak solids, veneers	62 width	$895.50
RCA VICTOR	4VF44	C	A	S	—	58	8	Diam.-Saph.	AM/FM-FM Stereo	—	Danish Modern: Walnut Veneers, hardwoods	29⅛x59x17¼	$525.00
RCA VICTOR	4VF46	C	A	S	—	58	8	Diam.-Saph.	AM/FM-FM Stereo	—	Colonial: Antique maple Veneers, hardwoods	28 5/23x62¼x 18 3/16	$525.00
RCA VICTOR	4VF48	C	A	S	—	58	8	Diam.-Saph.	AM/FM-FM Stereo	—	French Provincial: Antiqued parchment, white & antiquted fruitdood Cherry veneers, hardwoods	28 9/32x62¼x 18⅛	$550.00
RCA VICTOR	4VF53	C	A	S	—	58	8	Diam.-Saph.	AM/FM-FM Stereo	—	Colonial spinet: Antiqued maple veneers, knotty pine panels. Hardwoods	40¼x48½x18¼	$550.00
RCA VICTOR	3VF60	C	A	S	—	58	6	Diam.-Saph.	AM/FM-FM Stereo	—	Early American hutch: Antiqued maple Veneers, hardwoods	60⅝x44¼x16⅝	$575.00
RCA VICTOR	3VF61	C	A	S	—	58	6	Diam.-Saph.	AM/FM-FM Stereo	—	Antiqued natural cherry & hardwoods	55x52¾x16⅝	$595.00
RCA VICTOR	3VF64	C	A	S	—	58	6	Diam.-Saph.	AM/FM-FM Stereo	—	Danish Modern. hutch: Walnut veneer & hardwood	50x52x16	$595.00
RCA VICTOR	4VF70	C	A	S	—	100	8	Dual-Diam.	AM/FM-FM Stereo	—	Antiqued bronze mahogany veneers, hardwoods	30 5/32x63x 19 9/16	$795.00
RCA VICTOR	4VF60	C	A	S	—	100	8	Dual-Diam.	AM/FM-FM Stereo	—	Danish walnut Veneers, hardwoods	43 25/32x49x 15¼	$695.00
STERLING HI FI	Arabella	C	A	S	—	40	8	Dual-Diam.	AM/FM/SW-FM Stereo (optional)	—	Light & dark walnut	—	$649.95
STERLING HI FI	Isabella	C	A	S	—	40	8	Dual-Diam.	AM/FM/SW-FM Stereo (optional)	—	Light & dark walnut	—	$699.95
SYLVANIA	SC591	C	A	S	—	110	6	Dual-Diam.	AM/FM-FM Stereo	—	Veneers, hardwood solids, antiqued walnut	—	$595.00
SYLVANIA	SC617	C	A	S	—	110	6	Dual-Diam.	AM/FM-FM Stereo	—	Polynesian walnut	—	$795.00
SYLVANIA	23H120	C	A	S	—	18	4	Single-Diam.	AM/FM-FM Stereo	—	Veneers, hardwoods: Walnut	—	$629.95
WEBCOR	WC3392	C	A	S	—	40	5	Diam.-Saph.	AM/FM-FM Stereo	—	Oiled walnut	32x50x19	$549.95
ZENITH	ML2685	C	A	S	—	120	8	Dual-Diam.	AM/FM-FM Stereo	Yes	Cherry fruitwoods, veneers & solids	29x66x19½	$850.00
ZENITH	ML2675	C	A	S	—	120	8	Dual-Diam.	AM/FM-FM Stereo	Yes	Fawn-colored mahogany, veneers & solids	28x66½x19⅞	$850.00
ZENITH	ML2670	C	A	S	—	120	8	Dual-Diam.	AM/FM-FM Stereo	Yes	Oiled walnut, veneers & solids	28x62¾x19	$800.00
ZENITH	ML2636	C	A	S	—	120	8	Diam.-Saph.	AM/FM-FM Stereo	—	Maple veneers & solids	30x50½x17⅞	$550.00
ZENITH	ML2786	C	A	S	—	24	4	Diam.-Saph.	AM/FM-FM Stereo	—	Oiled walnut veneers & hardwood solids	30 9/16x58 13/16x 17 1/16	$650.00
ZENITH	ML2785	C	A	S	—	24	4	Diam.-Saph.	AM/FM-FM Stereo	—	Walnut veneers & hardwood solids	32x57 13/16x16⅞	$595.00
ZENITH	RL2785	C	A	A	—	24	4	Diam.-Saph.	AM/FM	—	Walnut veneers & hardwood solids	32x57 13/16x16⅞	$519.95

OVER $1,000

CLAIRTONE	CTT1855	C	A	S	—	40	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Walnut	67¼x29¾x22¼	$1,295.00
CLAIRTONE	CTT1885	C	A	S	—	40	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Fruitwood	67¼x29¾x22¼	$1,295.00
CLAIRTONE	CTT1755	C	A	S	—	40	6	Diam.-Saph.	AM/FM-FM Stereo	Yes	Walnut	67¼x29¾x22¼	$1,195.00
ELECTROHOME	Criterion	C	A	S	—	120	3	Single-Diam.	AM/FM Stereo	Yes	Woods, veneers: Walnut, Sw. walnut	84¾x30x17½	$1,695.00
FISHER	960	C	A	S	—	80	4	Single-Diam.	AM/FM (optional)	—	Modern: Walnut & teak Provincial: Fruitwood Italian Provincial: Mahogany, distressed walnut	62x19¾x33	$1,695.00
FISHER	6000	C	A	S	—	120	4	Single-Diam.	AM/FM (optional)	—	Modern: Walnut Provincial: Fruitwood Italian Provincial: Distressed walnut	72x20¼x33¾	$1,197.00
FISHER	9000	C	A	S	—	120	4	Single-Diam.	AM/FM (optional)	—	Modern: Walnut French Provincial: Fruitwood Italian Provincial: Distressed walnut	72½x20¾x33	$2,695.00
MAGNAVOX	MR555	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	Italian Provincial: Walnut	31x64x22	$1,250.00

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OVER $1,000 (Continued)

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MAGNAVOX	MR556	C	A	S	—	30	4	Diam.-Saph.	AM/FM-FM Stereo	Yes	French Provincial: Fruitwood, antique ivory	31x64x22	$1,250.00
PACKARD BELL	21CK4	C	A	S	—	—	8	—	AM/FM-FM Stereo	—	French Provincial: Walnut, maple	—	$1,195.00
PILOT	902	C	A	S	—	100	10	Single-Diam.	AM/FM-FM Stereo	Yes	Oiled walnut solids & veneers	70 wide	$1,150.00
PILOT	904	C	A	S	—	100	10	Single-Diam.	AM/FM-FM Stereo	Yes	Cherry solids & veneers: Fruitwood finish	70 wide	$1,150.00
PILOT	905	C	A	S	—	100	10	Single-Diam.	AM/FM-FM Stereo	Yes	Cherry solids & veneers: Fruitwood, antique white	70 wide	$1,150.00
PILOT	TD902	C	A	S	—	100	10	Single-Diam.	AM/FM-FM Stereo	Yes	Oiled walnut solids & veneers	70 wide	$1,875.00
PILOT	TD904	C	A	S	—	100	10	Single-Diam.	AM/FM-FM Stereo	Yes	Cherry solids, veneers: Fruitwood finish	70 wide	$1,875.00
PILOT	TD905	C	A	S	—	100	10	Single-Diam.	AM/FM-FM Stereo	Yes	Cherry solids & veneers: Fruitwood, antique white	70 wide	$1,875.00

OPEN

ADMIRAL	Y6011A	C	A	S	—	—	6	Dual-Saph.	AM/FM-Stereo	—	Contemporary Hardwood: Walnut blond, mahogany	27x32½x16¼	
ADMIRAL	Y6031	C	A	S	—	4	4	Dual-Saph.	AM/FM-Stereo	—	Contemporary Veneers: Walnut, mahogany, blond	28½x40x16⅜	
ADMIRAL	Y6045	C	A	S	—	4	4	Dual-Saph.	AM/FM-Stereo	—	Early American Veneers: Maple	30⅛x40x16⅜	
ADMIRAL	Y6051	C	A	S	—	—	6	Diam.-Saph.	AM/FM-Stereo	—	Danish Modern Veneers: Walnut	27¼x44x17⅛	
ADMIRAL	Y6065	C	A	S	—	—	6	Diam.-Saph.	AM/FM-Stereo	—	Early American Veneers: Maple	27x44x17 3/16	
ADMIRAL	Y6071	C	A	S	—	—	6	Diam.-Saph.	AM/FM-Stereo	—	Danish Modern Veneers: Walnut	26x72½x16⅝	
ADMIRAL	Y6091	C	A	S	—	—	6	Diam.-Saph.	AM/FM-Stereo	—	Danish Modern Veneers: Walnut	28½x49x17	
ADMIRAL	Y6102	C	A	S	—	—	6	Diam.-Saph.	AM/FM-FM Stereo	—	Traditional Veneers: Mahogany	28¾x49x17⅞	
ADMIRAL	Y6105	C	A	S	—	—	6	Diam.-Saph.	AM/FM-FM Stereo	—	Early American Veneers: Maple	28¾x49x17⅞	
ADMIRAL	Y6111	C	A	S	—	—	6	Diam.-Saph.	AM/FM-FM Stereo	—	Italian Provincial: Walnut veneer	29x49x17	
ADMIRAL	Y6129	C	A	S	—	—	6	Diam.-Saph.	AM/FM-FM Stereo	—	French Provincial: Veneer: Cherrywood	30x49x18¼	
ADMIRAL	Y6131	C	A	S	—	—	6	Diam.-Saph.	AM/FM-FM Stereo	—	Danish Modern Veneers: Walnut	26x55x17⅞	
ADMIRAL	Y6141	C	A	S	—	—	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneer: Walnut	26x73x16⅝	
ADMIRAL	Y6149	C	A	S	—	—	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneer: Cherrywood	26½x72x17	
ADMIRAL	Y6161	C	A	S	—	125	8	Diam.-Saph.	AM/FM-FM Stereo	Yes	Veneer: Walnut	27x75x19	
ADMIRAL	Y6191	C	A	S	—	250	8	Diam.-Saph.	AM/FM-FM Stereo	Yes	Veneer: Walnut	27x75x19	
ADMIRAL	Y6189	C	A	S	—	125	8	Diam.-Saph.	AM/FM-FM Stereo	Yes	Veneer: Cherrywood	27x75x18⅛	
ADMIRAL	Y7019	C	A	S	—	250	8	Diam.-Saph.	AM/FM-FM Stereo	Yes	Veneer: Cherrywood	27x75x18⅛	
ANDREA	6LB5 PMRA 75	C	A	S	—	40	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers: Hardwood, fruitwood, walnut	30x50x18	
ANDREA	7LB5 PMRA 75	C	A	S	—	40	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers, hardwood solids: Fruitwood, walnut, antique white	30x48x18¾	
COLUMBIA RECORDS (Masterwork)	4020	C	A	S	—	—	4	Single-Saph.	AM/FM	—	Oiled walnut, hardwoods	38x25¾x17½	
EMERSON (DuMont Division)	P1927	C	A	S	—	—	4	Diam.-Saph.	AM/FM-FM Stereo	—	Hardwoods, walnut	34¼x29½x12	
MAJORETTE	62	C	M	M	—	—	1	Single-Saph.	—	—	Wood	—	

COMPANY	MODEL NUMBER	PORTABLE (P) TABLE (T) CONSOLE (C)	MANUAL (M) AUTOMATIC (A)	MONO (M) STEREO (S)	BATTERY-POWERED?	POWER (IN WATTS)	NUMBER OF SPEAKERS	TYPE OF STYLUS	AM, AM-FM, AM-FM-FM STEREO	TRANSISTOR CIRCUITRY?	CABINET STYLING	DIMENSIONS AND WEIGHT (IF PORT)	APPROXIMATE RETAIL PRICE
OLYMPIC	728	C	A	M	—	5	3	Dual-Saph.	AM	—	Mahogany, walnut, oak, grained hardboard	28x22x16½	
OLYMPIC	MM230	P	M	M	—	5	2	Dual-Saph.	—	—	Leatherette: Slate & white, flame & cream	5⅝x10½x12½	
OLYMPIC	MM231	P	M	M	—	5	2	Dual-Saph.	—	—	Leatherette: Slate & white, rust & cream	6¾x12½x11⅛	
PHILIPS (Kuba)	Limone	C	A	S	—	15	4	Dual-Saph.	AM/FM/SW-FM Stereo (optional)	—	Dark walnut, high gloss	28x32½x16	
PHILIPS	Messina	C	A	S	—	15	4	Dual-Saph.	AM/FM/SW-FM Stereo (optional)	—	Dark walnut, high gloss	41½x30x16	
PHILIPS	Undine	C	A	S	—	15	6	Dual-Saph.	AM/FM/SW-FM Stereo (optional)	—	Dark and light walnut, high gloss	41½x31x16	
PHILIPS	Rimimi	C	A	S	—	15	4	Dual-Saph.	AM/FM/SW-FM Stereo (optional)	—	Dark walnut, high gloss	45½x31x16	
PHILIPS	Piazza Bar	C	A	S	—	15	6	Dual-Saph.	AM/FM/SW-FM Stereo (optional)	—	Dark walnut, high gloss	42x34x17	
PHILIPS	Carmen Bar	C	A	S	—	15	6	Dual-Saph.	AM/FM/SW-FM Stereo (optional)	—	Dark walnut, high gloss	45x36x16½	
PHILIPS	Serenade	C	A	S	—	15	6	Dual-Saph.	AM/FM/SW-FM Stereo (optional)	—	Dark walnut, high gloss	45x36x16½	
RCA VICTOR	4VA3	P	A	M	—	—	1	Dual-Saph.	—	—	Pyroxylin: gold w/white	15 7/16x18⅛x 9 13/16 (23 lbs.)	
RCA VICTOR	4VF28	C	A	S	—	20	6	Diam.-Saph.	AM/FM-FM Stereo	—	Veneers & hardwoods	29 9/32x46x18⅝	
SYMPHONIC	3PN13	P	A	M	—	—	1	Dual-Saph.	—	—	Wood: Gray w/white, gold w/ivory, blue w/white	9x15¼x15 (20 lbs.)	
VM	325	P	A	S	—	5	1	Dual-Saph.	—	—	Hardboard, plywood, pyroxylin finish: orange	7⅝x17⅜x18¼ (20 lbs.)	
WESTINGHOUSE	73MP1-2	P	M	M	—	—	1	Single-Saph.	—	—	Pyroxylin: Blue, white, bronzed white	6½x10½x12⅜	
WESTINGHOUSE	85MP1	P	M	M	—	—	1	Dual-Saph.	—	—	Polypropylene: charcoal, beige, mist blue	5¾x13⅝x16¾	
WESTINGHOUSE	62MPS1	P	M	S	—	—	1	Dual-Saph.	—	—	Pyroxylin: Charcoal, red, turquoise	5¾x13⅝x16¾	
WESTINGHOUSE	75AC1	P	A	M	—	—	2	Dual-Saph.	—	—	Pyroxylin: Slate gray, metallic, mocha	8⅞x14⅝x16⅝	
WESTINGHOUSE	96AC1	P	A	M	—	—	2	Dual-Saph.	—	—	Pyroxylin: Charcoal, brown	13¾x20½x8⅝	
WESTINGHOUSE	84ACR1	P	A	M	—	—	2	Dual-Saph.	AM	—	Pyroxylin: Grecian gray	8⅞x15⅝x17 1/16	
WESTINGHOUSE	99AC	P	A	M	Yes 6 'D'	—	2	Dual-Saph.	—	Yes	Pyroxylin: Charcoal, olive green	13¾x20½x8⅝	
WESTINGHOUSE	87ACS	P	A	S	—	—	2	Dual-Saph.	—	—	Pyroxylin: Charcoal blue	9x22½x15¼	
WESTINGHOUSE	97ACS	P	A	S	—	—	2	Dual-Saph.	—	—	Pyroxylin: Charcoal	14⅝x28¼x8¾	
WESTINGHOUSE	86ACS	P	A	S	—	—	2	Dual-Saph.	—	—	Pyroxylin: Gray, brown	8⅞x24⅛x13⅝	
WESTINGHOUSE	88ACS	P	A	S	—	—	4	Dual-Saph.	—	—	Pyroxylin: Charcoal	7⅜x20¾x16⅝	
WESTINGHOUSE	98ACS	P	A	S	—	—	2	Dual-Saph.	—	—	Pyroxylin: Charcoal	14⅜x29½x8⅝	
WESTINGHOUSE	89ACS	P	A	S	—	—	4	Dual-Saph.	—	—	Plastic: Moroccan, charcoal	9x18¾x13¼	
WESTINGHOUSE	91ACS	P	A	S	—	10	4	Dual-Saph.	—	Yes	Pyroxylin: Charcoal	16x27x9	
WESTINGHOUSE	92ACS	P	A	S	—	10	5	Dual-Saph.	—	Yes	Pyroxylin: Charcoal	8½x23¾x15⅝	
WESTINGHOUSE	90ACS	C	A	S	—	—	2	Dual-Saph.	—	—	Wood: Maple, mahogany, walnut	28x29x16¼	
ZENITH	7500	C	A	S	—	120	8	—	AM/FM-FM Stereo	—	Walnut veneers & solids	32x67⅞x19½	
ZENITH	7200	C	A	S	—	24	4	—	AM/FM-FM Stereo	—	Walnut veneers & solids	32x67¼x22¾	
ZENITH	LP550	P	A	S	—	—	2	Dual-Saph.	—	—	Luggage types; vinyl-coated fabrics	16x19¾x10¼	

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• ALBUM REVIEWS

• Continued from page 10

JAZZ SPECIAL MERIT

SATIN DOLL

Shirley Scott. Prestige PR 7283

Organist Scott is back with another light, easy album of swinging sounds. It's just a trio here, with George Tucker, bass, and drummer Mack Simpkins. The title tune, "Don't Mean a Thing," and "Perdido," give a clue to things—the LP is composed of music written by Duke Ellington.

JAZZ SPECIAL MERIT

JOE WILLIAMS AT NEWPORT '63

RCA Victor LPM 2762 (M); LSP 2762 (S)

It's all here: Joe Williams singing "April in Paris," "In the Evenin" and "Every Day," backed by Clark Terry, Zoot Sims, Coleman Hawkins and Howard McGhee. The setting is the 1963 Newport Jazz Festival. The performances are excitingly fresh with everyone improvising for the live audience. Joe should do a lot of business with this one.

CLASSICAL SPECIAL MERIT

MADRIGAL MASTERPIECES, VOL. 2

The Deller Consort (Deller)
Vanguard XBG 639 (M); BGS 5051 (S)

Experts in the field of early vocal music, Alfred Deller and his fine assemblage of musicians have produced another album of rarely heard works, worthy in every respect as a follow-up to their first volume in this series. The great care exercised in the production of the album is up to the usual high standards of Vanguard-Bach Guild. Music for the specialty collector.

CLASSICAL SPECIAL MERIT

SCHUMANN: PIANO CONCERTO IN A MINOR; CHOPIN: PIANO CONCERTO NO. 2 IN F MINOR

Fou Ts'ong, Piano; London Symphony Orchestra (Maag). Westminster XWN 18940; WST 17040 (S)

A strong entry by the young Chinese pianist, who, incidentally, will be performing in the U. S. this season. His reading of the Chopin is individual and dynamic. He brings all the poetry and drama of the work to the fore. Doubled with the popular Schumann concerto should stimulate further interest. Peter Maag offers clean, sensitive support from the orchestra.

CLASSICAL SPECIAL MERIT

HAYDN: SYMPHONY NO. 60 IN C MAJOR; SYMPHONY NO. 52 IN C MINOR

The Esterhazy Orchestra (Blum)
Vanguard VRS 1105 (M); VSD 2143 (S)

David Blum and the Esterhazy Orchestra have long dedicated themselves to neglected masterpieces of Haydn and in this package offer, for the first time on records, the lovely Symphony No. 60, which Haydn originally wrote as incidental music to the comedy "Le Distrait." A recording of high quality, and a welcome addition to the catalog.

CLASSICAL SPECIAL MERIT

LEOPOLD STOKOWSKI CONDUCTS NEGRO FOLK SYMPHONY

American Symphony Orchestra
Decca DL 10077 (M); DL 710077 (S)

Dawson's symphony is a highly programmatic, subjective piece of romantic music, thoroughly enjoyable and well performed. The second movement is lush and haunting; the outer movements, vital and imposing. This disk marks the record debut of this symphony, as well as the young American Symphony Orchestra under Leopold Stokowski.

CLASSICAL SPECIAL MERIT

PAGANINI: CONCERTO NO. 5

Franco Guilli; Orchestra da Camera dell'Angelicum (Rosada)
Decca DL 10081 (M); DL 710081 (S)

Here is an example of a reconstructed, hitherto lost piece of music. The only existing part of the score was the solo score, around which the orchestral passages have been neatly reworked. Though it is not one of Paganini's better efforts, it is worthy of noting. Performance, however, is somewhat lifeless.

CLASSICAL SPECIAL MERIT

TCHAIKOVSKY: SYMPHONY NO. 6; PATHETIQUE

Rundfunk Symphony Orchestra (Dixon). Everest 6115 (M); 3115 (S)

Dean Dixon is perhaps the world's most talked about Negro conductor. Although his American concerts received wide acclaim, he has not been offered a full-time conducting post. Dixon now conducts some of the top symphony orchestras of Europe. "Pathetique" is among Tchaikovsky's most popular works. Dixon and the Rundfunk Symphony performance should help keep that feeling among classical music lovers.

COUNTRY SPECIAL MERIT

'MID THE GREEN FIELDS OF VIRGINIA

The Carter Family
RCA Victor LPM 2772 (M)

This is a valued collector's item put together from the RCA Victor archives by Brad McCuen. The noted family has some of its truly representative performances in this album—recorded in the late 1920's. Sound is surprisingly good considering the age of the original recordings.

SPECIALTY SPECIAL MERIT

ARNOLD PALMER'S PERSONAL GOLF INSTRUCTIONS (2-12")

With Chris Schenkel
Sports Champions, Inc. SCI 32

Here are four sides (complete with an illustrated book of instructions) which should prove to be of value to the most casual of Sunday golfers. Pro Arnie Palmer takes the duffer, step by step, from the fundamentals to the finesse of making the putt on the 18th hole. Palmer reminisces along with sportcaster Chris Schenkel for further interesting listening.

LOW PRICE SPECIAL MERIT

HOOTENANNY HITS

Minstrels Three. Mercury Wing 12264 (M); SRW 16264 (S)

The Minstrels Three do a fine job with 10 really big folk favorites. Package features a mixture of folk standards and contemporary folk fare. Multi-color panels on cover should be real attention-getter.

☆☆☆☆

FOUR-STAR ALBUMS

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

POPULAR

THE BEST OF SHIRLEY TEMPLE
Sound Tracks. 20th Century-Fox TFM 3102 (M)

JOE AN DEDDIE COAST TO COAST
Crescendo GNP 96

SCARY TALES
John Zacherley. Parkway P 7203

COMING HOME
Little Richard. Coral CRL 57446 (M); CRL 757446 (S)

TEDDY WILSON 1964
Cameo C 1059 (M); SC 1059 (S)

MELODIES AND MEMORIES
Jan Garber & His Ork. Decca DL 4416 (M); DL 74416 (S)

DESIGNED FOR DANCING
Warren Covington & His Ork. Decca DL 4448 (M); DL 74448 (S)

SANDY NELSON PLAYS
Imperial LP 9249

SILVER SCREEN '63
Lionel Newman & His Ork & Chorus. 20th Century-Fox TFM 3105 (M); TFS 4105 (S)

THE AMAZING AMANDA AMBROSE
RCA Victor LPM 2742 (M); LSP 2742 (S)

VOCAL VELVET
Henry Jerome, His Chorus & Ork. Decca DL 4440 (M): DL 74440 (S)

TRAIL DUST
Sons of the Pioneers. RCA Victor LPM 2737 (M); LSP 2737 (S)

BY POPULAR DEE-MAND
Lenny Dee. Decca DL 4429 (M); DL DL 74429 (S)

BABY, BABY, BABY
Jimmy Witherspoon. Prestige PR 7290

THIS IS MY BAND
Lloyd Price. Double L DL 2301 (M); SDL 8301 (S)

JAZZ

JUST JAZZ!
Various Artists. Imperial LP 9246

JAZZ IMPRESSIONS OF FOLK MUSIC
Harold Land Quintet. Imperial LP 9247

PLAY BACH JAZZ, VOL. 1, 2, AND 3.
Jacques Loussier Trio. London LL 3287 (M); PS 287 (S)

PLAY BACH JAZZ, VOL. 2
Jacques Loussier Trio. London LL 3288 (M); PS 288 (S)

PLAY BACH JAZZ, VOL. 3
Jacques Loussier Trio. London LL 3289 (M); PS 289 (S)

CLASSICAL

TCHAIKOVSKY: PIANO CONCERTO NO. 1
Sviatoslav Richter. Bruno BR 41007

JOHN WILLIAMS PLAY 24 STUDIES FOR GUITAR BY FERNANDO SOR
Westminster VWN 19039 (M); WST 17039 (S)

CAMPRA: TE DEUM
National Orchestra of the Monte Carlo Opera; & Various Artists. Westminster XWN 19041 (M); WST 17041 (S)

BRUCKNER: SYMPHONY NO. 8 (2-12")
Munich Philharmonic Orchestra (Knappertsbusch). Westminster XWN 2235 (M); WST 235 (S)

GOTTSCHALK: A NIGHT IN THE TROPICS; GOULD: LATIN-AMERICAN SYMPHONETTE
Reid Nibley; Utah Symphony Orchestra (Abravanel). Vanguard VRS 1103 (M); VSD 2141 (S)

INTERNATIONAL

THE CARIBBEAN AT NIGHT
Orquestra Namorados do Caribe. RCA Vitor FPM 116 (M); FSP 116 (S)

I REMEMBER THE VIOLINS OF VILLA FONTANA
RCA Victor FPM 113 (M); FSP 113 (S)

THE HEART OF ITALY
Franco Pagani. RCA Victor FPM 114 (M); FSP 114 (S)

RUDOLF SHOCK SINGT
Fiesta FLP 1385

COUNTRY

ECHOES OF THE CARTER FAMILY
Starday SLP 248

THERE'S GOLD IN THEM THAR HILLS
Merle Kilgore. Starday SLP 251

DIESEL SMOKE, DANGEROUS CURVES AND OTHER TRUCK DRIVERS FAVORITES
Various Artists. Starday SLP 250

IRISH SONGS THE SLIM WHITMAN WAY
Imperial LP 9245

SPECIALTY

JAN PEERCE SINGS YIDDISH FOLK SONGS
Vanguard VRS 9122 (M); VSD 2135 (S)

THE BALLAD OF FANNY HILL (2-12")
Julie Hamilton. Fax FAXLP 5201 (M)

CHRISTMAS

CHRISTMAS AT ST. GEORGE'S
Chamber Brass Players. Request RLP 10063 (M);

SPOKEN WORD

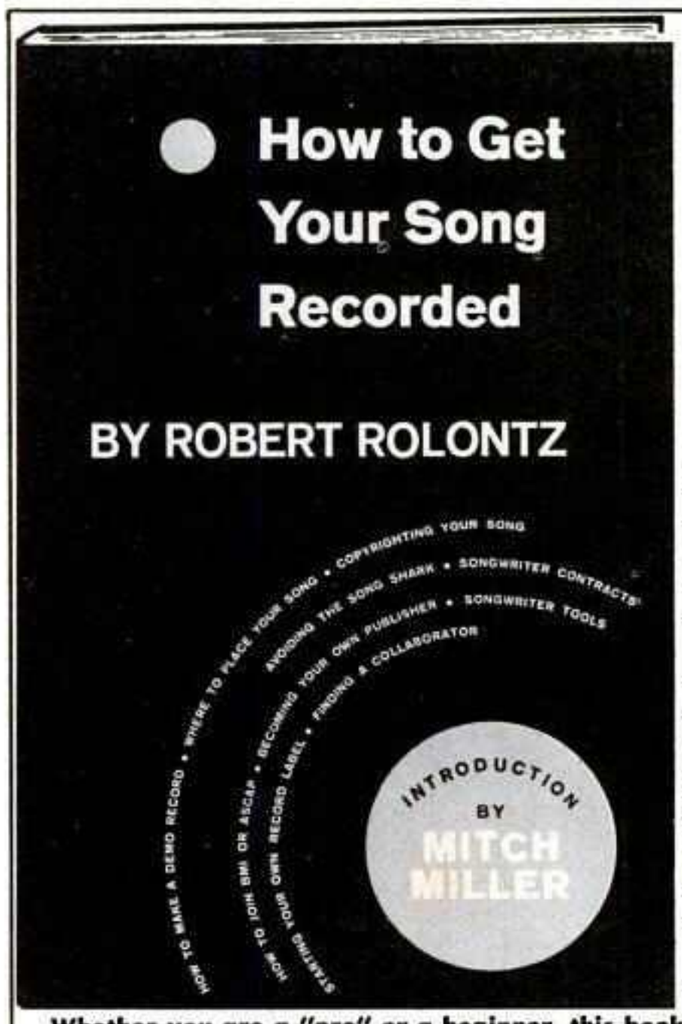
ART LINKLETTER NARRATES THE STORY OF WHERE DID I COME FROM
20th Century-Fox TFM 3107

LOW PRICE POPULAR

SURF CITY/SURFIN' USA AND OTHER SURFIN' HITS
The Tides. Mercury Wing MGW 12265 (M); SRW 16265 (S)

WALTZES
David Carroll & His Ork. Mercury

(Continued on page 42)



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FULL FREQUENCY RANGE RECORDING

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THE GLORY OF CHRISTMAS
The Eric Rogers Chorale and Orchestra
Hark! The Angels Sing; O Come, All Ye Faithful; Silent Night; Jesu, Joy Of Man's Desiring; The First Noel; Hallelujah; Joy To The World; O Holy Night; Ave Maria; The Lord's Prayer; Greensleeves; Amen.
Stereo: SP 44027

2 Perennial Christmas Favorites



A CHRISTMAS OFFERING—
Leontyne Price
Silent Night; Hark! The Herald Angels Sing; God Rest Ye Merry, Gentlemen; others.
The Vienna Phil. Orch.; The Singverein Der Gesellschaft Der Musikfreunde—von Karajan
Stereo: OS 25280 Mono: 5644



Handel: MESSIAH
Joan Sutherland;
Grace Bumbry;
Kenneth McKellar;
David Ward.
London Symphony Chorus and Orchestra—
Sir Adrian Boult.
Stereo: OSA 1329 Mono: A 4357
(3 records)

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ REGIONAL BREAKOUTS

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

THE CHEER LEADER . . .

Paul Petersen, Colpix 707 (Northridge, ASCAP) (Boston)

NOW . . .

Lena Horne, 20th Century-Fox 449 (Stratford, ASCAP) (New York)

NEAR TO YOU . . .

Wilbert Harrison, Sea-Horn 502 (Rhinelander, BMI) (Detroit)

YOU'RE NO GOOD . . .

Betty Everett, Vee Jay 566 (Morris, ASCAP) (Atlanta)

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

SALLY AND THE ROSES

CHICKEN BACK

(Blackwood, BMI) (2:10)

USHER BOY

(T.M., BMI) (2:21)—Columbia 42895

Here's that driving distaff sound on two up-beat sides. The first is a dance step motif that has fluid drive while the second is a swinger with a movie usher lyric idea.

POP SPOTLIGHT

THE MIRACLES

I GOTTA DANCE TO KEEP FROM CRYING

(Jobete, BMI) (2:39)—Tamla 54089

The group has a solid follow up to "Mickey's Monkey" here. The side has swing and the big sound and it will be another side that goes all the way. The flip is "Such Is Life" (Jobete, BMI) (2:39).

POP SPOTLIGHT

PETER, PAUL AND MARY

STEWBALL

(Pepamar, BMI) (3:09)

THE CRUEL WAR

(Pepamar, BMI) (3:52)—Warner Bros. 5399

Two more by the powrehouse folk duo. First is a well-known (in folk circles) melody about a race horse that is sold with appropriate folk feeling. The second is an anti-war tune that has dulcet sound.

POP SPOTLIGHT

CHRIS MONTEZ

MONKEY FEVER

(Guitar, BMI) (2:29)

NO, NO, NO

(Rond 11, BMI) (2:00)—Monogram 516

Two sides by Chris, either or both could make it. The first is in the monkey groove with swing and powerhouse rhythm. The second is sung with a Spanish lyric touch and could make it as well.

POP SPOTLIGHT

BOBBY DARIN

BE MAD LITTLE GIRL

(T. M., BMI) (2:30)—Capitol 5079

Here's Bobby's solid follow-up sung and written by the vocalist. Side has strong lyric line with a "you chicken" chorus sung by the group. Flip is "Since You Been Gone" (T. M., BMI) (2:30).

POP SPOTLIGHT

SUPREMES

WHEN THE LOVELIGHT STARTS SHINING THROUGH HIS EYES

(Jobete, BMI) (2:27)

STANDING AT THE CROSSROADS OF LOVE

(Jobete, BMI) (2:27)—Motown 1051

Jockeys are riding this one right out of the stable. Side has strong lead singing from a lass that sounds some like an earlier Little Esther. Side has swing and frantic sound. The second side is a medium beat ballad that could make it as well.

POP SPOTLIGHT

MARTHA AND THE VANDELLAS

QUICKSAND

(Jobete, BMI) (2:34)—Gordy 7025

"Heat Wave" was the last hit by the group and this is the new winner. Side has propulsive swing and the hit sound. Martha really belts it out. The flip is "Darling, I Hum Our Song" (Jobete, BMI) (2:33).

POP SPOTLIGHT

RIGHTEOUS BROTHERS

KOKO JOE

(Venice, BMI) (2:20)—Moonglow 224

This is a hand-clappin', stompin', screamer with a beat that's right on top of their last one, "Right Now." The disk really goes for the kids. The second side is "B Flat Blues" (Maxwell, BMI) (3:10).

POP SPOTLIGHT

RANDY AND THE RAINBOWS

WHY DO KIDS GROW UP?

(Just-Bright Tunes, BMI) (1:47)—Rust 5037

The group has the 4 Seasons touch again with the heavy, foot-tappin' side sound. The flip is "She's My Angel" (Bright Tunes, BMI) (2:00).

POP SPOTLIGHT

PIXIES THREE

COLD, COLD WINTER

(Merjoda, BMI) (2:34)—Mercury 72208

Lost boyfriends and lost summer days are the theme for this side. The girls sing with unbridled enthusiasm and have a background that builds with fast-tempo pick ups and fine instrumental work—the works. The flip is "442 Glenwood Ave." (Merjoda, BMI) (2:10).

POP SPOTLIGHT

HENRY MANCINI

ORANGE TAMOURE

(Southdale-Northern, ASCAP) (1:52)—RCA Victor 8256

The Polynesian dance step gets its best going over since its inception with this high-stepping disk by Mr. Mancini. Mighty danceable side here that goes. The second side is "Charade" (Southdale-Northern, ASCAP) (2:34).

POP SPOTLIGHT

HEDLEY AND LEE

LITTLE MISS TREATER

(Four Star, BMI) (2:24)

TROUBLE

(Four Star, BMI) (2:24)—Challenge 59218

Two solid sides by this group which have a sound similar to the Everly Brothers. First is a swinging middle tempo that has "Wake Up Little Suzie" sound. The second side also has a sound, again in a middle tempo.

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POP SPOTLIGHT

SUZETTES

SKY HIGH

(Maxwell, BMI) (2:55)—Moonglow 225

Here's a wild version of "Grenesleeves." Side has a fast-moving tempo that features high-sounding fem chorus that really gets to you. The second side is "Somewhere," by John Horn (Maxwell, BMI) (2:55)

POP SPOTLIGHT

THE COOKIES

GIRLS GROW UP FASTER THAN BOYS

(Screen Gems-Columbia, BMI) (2:25)—Dimension 1020

Here's the girl group back with another smash. This side has the big beat and solid fem sound. It's also amply endowed with tricky sax figures and a rhythm that makes it. Flip is "Only the Other People" (Screen Gems-Columbia, BMI) (2:32).

POP SPOTLIGHT

JANE MORGAN

BLESS 'EM ALL

(Fox, ASCAP) (2:44)

DOES GOODNIGHT MEAN GOODBYE

(Screen Gems-Columbia, BMI) (2:36)—Colpix 713

Here are two fine sides by Jane Morgan that could put her back on the charts in a big way. First is a rousing, bright tune from the flick "The Victors" with a touch of Dixie thrown in for added excitement. The flip is a beautiful ballad with loads of emotional appeal, also from the film.

JAZZ SPOTLIGHT

FREDDIE ROACH

BLUES IN THE FRONT ROOM

(Groove, BMI) (3:00)—Blue Note 1891

A real strong side for Roach, reminiscent of his past organ hits. Side has a repetitious blues figure that swings along nicely, has potent keyboard work and the commercial pop touch. Good wax.

CHRISTMAS SPOTLIGHT

THE CHIPMUNKS

WONDERFUL DAY

(Monarch, ASCAP) (2:28)—Liberty 55635

A cute seasonal ditty done in the traditional David Seville style associated with his past hits with his little friends. Side should find favor with youngsters of all ages during the holiday season.

C.&W. SPOTLIGHT

GEORGE MORGAN

ALL RIGHT

(Cedarwood, BMI) (2:47)

ONE DOZEN ROSES

(Cedarwood, BMI) (2:44)—Columbia 42882

Morgan turns in a couple of mighty smart sides, starting with a snappy, upbeat weeper ballad of a broken love. Flip is another ballad, slower, with recitation and with a message of real personal, family tragedy. Moving wax both ways.

CHRISTMAS EP SPOTLIGHT

BOBBY VINTON

SONGS OF CHRISTMAS

Epic EG 7215

Here's a neatly packaged (with full-color sleeve) EP, offering Vinton with four strong Christmas sides, each one of which could command much holiday play. Sides are "Silver Bells," (2:58); "White Christmas," (2:23); "O Holy Night," (3:39), and "The Christmas Song," (2:25).

★★★★

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

JAN BRADLEY
★★★★ Behind the Curtains (2:01)—★★★★ Pack My Things (And Go) (Janjo, BMI) (2:20). NIGHT OWL 1055

FRANK D'RONE
★★★★ Mr. Blue (Cornerstone, BMI) (2:36)—★★★★ Have a Good Time (Acuff-Rose, BMI) (2:11). CAMEO 282

KENNI WOODS
★★★★ Back With My Baby (Trio, BMI) (2:20)—★★★★ Do You Really Love Me (Trio, BMI) (2:25). PHILIPS 40156

TIMERS
★★★★ No Go Showboat (Sea of Tunes, BMI) (1:50)—★★★★ Competition Coupe (Four Star, BMI) (1:40). REPRISE 231

OVATIONS
★★★★ I Don't Wanna Cry (Iza, BMI) (2:40) — ★★★★ Loneliness Never Entered My Mind (Iza, BMI) (2:19). CAPITOL 5082

KYU SAKAMOTO
★★★★ The Olympic Song (Robbins, ASCAP) (2:51)—★★★★ Tankobushi (Beechwood, BMI) (2:30). CAPITOL 5080

MINCY TWINS
★★★★ The Dream (Music Productions, BMI) (2:57) — ★★★★ Come On, Li'l Darlin' (Ardmore, ASCAP) (1:55). PHILIPS 40136

THE STANLEY WILSON ORK
★★★★ Danse Avec Moi (Dance With Me) (Leeds, ASCAP) (2:41)—★★★★ If You Go (Pickwick, ASCAP) (2:49). CHARTER 13

HENRY JEROME & HIS ORK.
★★★★ Dance of the Hours Cha Cha Cha (Northern, ASCAP) (1:52)—★★★★ Three Coins in the Fountain Cha Cha (Robbins, ASCAP) (1:58). DECCA 25618

MARTY GOLD & HIS ORK
★★★★ Ballerina (Dance, Ballerina, Dance) (Jefferson, ASCAP) (2:45)—★★★★ Main Theme From the Cardinal (Chappell, ASCAP) (2:35). RCA VICTOR 8271

VINCENT EDWARDS
★★★★ Does Goodnight Mean Goodbye (Screen Gems-Columbia, BMI) (2:33)—★★★★ Per Te Per Me (Jay, ASCAP) (2:58). DECCA 31563

FRANK IFIELD
★★★★ Mule Train (Disney, ASCAP) (2:25)—★★★★ Please (Famous, ASCAP) (2:27). CAPITOL 5089

FATS DOMINO
★★★★ Goin' Home (Travis, BMI) (2:27)—★★★★ I Can't Give You Anything But Love (Mills, ASCAP) (2:11). IMPERIAL 66005

JOHNNY MATHIS
★★★★ All the Sad Young Men (Elm Drive, ASCAP) (3:04)—★★★★ I'll Search My Heart (Elm Drive, ASCAP) (2:59). COLUMBIA 4-42916

KENYON HOPKINS
★★★★ Theme From "Who Do You Kill?" (Groton, BMI) (2:02)—★★★★ East Side, West Side (Main Title) (Groton, BMI) (1:39). COLUMBIA 4-42922

SURF BUNNIES
★★★★ Surf City High (Tonto-La Casa Del Zorro, BMI) (1:59)—★★★ Met the Boy I Adore (Tonto, BMI) (2:35). GOLIATH 1353

ROYCE McAFEE COMBO
★★★★ Hot Links (Inette-Big D, BMI) (2:07)—★★★ Once There Was Love (Inette-Big D, BMI) (2:26). WARNER BROS. 5397

(Continued on page 42)



For extra holiday sales...

MANTOVANI

and now...
just released during Mantovani's U.S.A. tour

MONTY'S SECOND GREAT CHRISTMAS LP...

CHRISTMAS GREETINGS

Deck The Halls; Once In Royal David's City; Jingle Bells; Toy Waltz; The Holly And The Ivy; O Thou That Tellest Good Tidings; It Came Upon The Midnight Clear; The Twelve Days Of Christmas; While Shepherds Watched Their Flocks; Christmas Bells; Mary's Boy Child; I Saw Three Ships.

Stereo: PS 338 Mono: LL 3338



...and don't forget Monty's previously released all-time best selling Christmas LP...

CHRISTMAS CAROLS — The First Nowell; Joy To The World; Hark, The Herald Angels Sing; Silent Night, Holy Night; God Rest Ye Merry, Gentlemen; O Tannenbaum; While Shepherds Watched Their Flocks; Christmas Bells; Mary's Boy Child; I Saw Three Ships.

Stereo: PS 142 Mono: LL 913



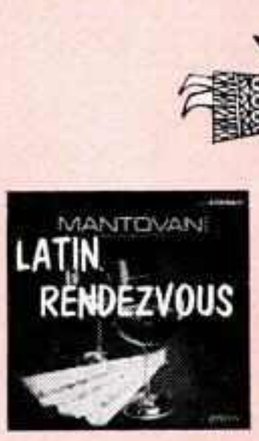
recently released

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: LL3328



...other great Monty LP's...



Granada, Malagueña; Cielito Lindo; Be Mine Tonight; La Paloma; Siboney; Andalucia; Maria Elena; Perfidia; Estrellita; Amapola; España.
Stereo: PS295
Mono: LL3295



Slavonic Dance in E Minor (Dvorák); Etude (Chopin); Tango in D (Albeniz); Barcarolle from "The Tales of Hoffmann"; On Wings Of Song; others.
Stereo: PS269
Mono: LL3269



Moon River; Fanny; Advise And Consent; Goodbye Again; Judgment At Nuremberg; The Apartment; Never On Sunday; Barabbas; others.
Stereo: PS249
Mono: LL3261



Whiffenpoof Song; Missouri Waltz; Let Me Call You Sweetheart; The Sidewalks Of New York; Clementine; Marcheta; others.
Stereo: PS248
Mono: LL3260



"Exodus"; Theme from "A Summer Place"; Green Leaves Of Summer; Seventy-Six Trombones; others.
Stereo: PS224
Mono: LL3231



Over The Rainbow; Summertime In Venice; Three Coins In The Fountain; Laura; High Noon; Hi-Lili, Hi-Lo; others.
Stereo: PS 124
Mono: LL1700



The High And The Mighty; Friendly Persuasion; Whatever Will Be, Will Be (Que Sera, Sera); Tammy; Be My Love; others.
Stereo: PS164
Mono: LL3117



If I Loved You; Wunderbar; I've Never Been In Love Before; Hello Young Lovers; Stranger In Paradise; They Say It's Wonderful; others.
Stereo: PS125
Mono: LL1219

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Billboard

For Week Ending November 16, 1963

TOP LP's

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

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	**IN THE WIND** Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	4
2	2	**THE SECOND BARBRA STREISAND ALBUM** Columbia CL 2054 (M); CS 8854 (S)	10
3	4	**ELVIS' GOLDEN RECORDS, VOL. 3** Elvis Presley, RCA Victor LPM 2765 (M); LSP 2765 (S)	10
4	5	**TRINI LOPEZ AT PJ's** Reprise R 6093 (M); R9-6093 (S)	18
5	3	**INGREDIENTS IN A RECIPE FOR SOUL** Ray Charles, ABC-Paramount ABC 465 (M); ABCS 465 (S)	12
6	7	**MOVING** Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	44
7	10	**BYE BYE BIRDIE** Sound Track, RCA Victor LOC 1081 (M); LSO 1081 (S)	30
8	6	**PETER, PAUL & MARY** Warner Bros. W 1449 (M); WS 1449 (S)	82
9	11	**WEST SIDE STORY** Sound Track, Columbia OL 5670 (M); OS 2070 (S)	108
10	12	**PAINTED, TAINTED ROSE** Al Martino, Capitol T 1975 (M); ST 1975 (S)	6
11	13	**BLUE VELVET** Bobby Vinton, Epic LN 24068 (M); BN 26068 (S)	15
12	9	**THE BARBRA STREISAND ALBUM** Columbia CL 2007 (M); CS 8807 (S)	32
13	14	**SINATRA'S SINATRA** Frank Sinatra, Reprise R 1010 (M); R9-1010 (S)	7
14	20	★ **SURFER GIRL** Beach Boys, Capitol T 1981 (M); ST 1981 (S)	6
15	22	**MONDO CANE** Sound Track, United Artists UAL 4105 (M); UAS 5105 (S)	18
16	17	**THE JAMES BROWN SHOW** King 826 (M); S 826 (S)	21
17	8	**MY SON, THE NUT** Allan Sherman, Warner Bros. W 1501 (M); WS 1501 (S)	14
18	21	**JOAN BAEZ IN CONCERT** Vanguard VRS 9112 (M); VSD 2122 (S)	56
19	19	**I LEFT MY HEART IN SAN FRANCISCO** Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	72
20	16	**HOLLYWOOD—MY WAY** Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	15
21	18	**DAYS OF WINE AND ROSES** Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	31
22	23	**LANGUAGE OF LOVE** Jerry Vale, Columbia CL 2043 (M); CS 8843 (S)	11
23	28	★ **ROBERT GOULET IN PERSON** Columbia CL 2088 (M); CS 8888 (S)	5
24	27	**THIS IS ALL I ASK** Tony Bennett, Columbia CL 2056 (M); CS 8856 (S)	13
25	25	**RAMBLIN'** New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	13
26	26	**LAWRENCE OF ARABIA** Sound Track, Colpix CP 514 (M); SCP 514 (S)	38
27	15	**SHUT DOWN** Various Artists, Capitol T 1918 (M); ST 1918 (S)	19
28	30	**THE FREEWHEELIN' BOB DYLAN** Columbia CL 1986 (M); CS 8786 (S)	11
29	36	**JOHNNY** Johnny Mathis, Columbia CL 2044 (M); CS 8844 (S)	13
30	32	**SEPTEMBER SONG** Jimmy Durante, Warner Bros. W 1506 (M); WS 1506 (S)	9
31	29	**SUNNY SIDE!** Kingston Trio, Capitol T 1935 (M); ST 1935 (S)	14
32	34	**HOW THE WEST WAS WON** Sound Track, MGM 1E5 (M); 1SE5 (S)	31
33	38	**OLIVER** Original Cast, RCA Victor LOCD 2004 (M); LSOD 2004 (S)	55
34	48	**JOAN BAEZ, VOL. 1** Vanguard VRS 9078 (M); VSD 2007 (S)	90
35	31	**WIPE OUT** Surfaris, Dot DLP 3535 (M); DLP 25535 (S)	15
36	41	**PETER NERO IN PERSON** RCA Victor LPM 2710 (M); LSP 2710 (S)	11
37	33	**THEMES FOR YOUNG LOVERS** Percy Faith & Ork, Columbia CL 2023 (M); CS 8823 (S)	22
38	44	**ROY ORBISON'S GREATEST HITS** Monument MLP 8000 (M); (no Stereo)	64
39	45	★ **MY BOYFRIEND'S BACK** Angels, Smash MGS 27039 (M); SRS 67039 (S)	8
40	43	**THE SOUND OF MUSIC** Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	204
41	24	**GOLDEN HITS OF THE 4 SEASONS** Vee Jay LP 1065 (M); SR 1065 (S)	11
42	58	**TWO SIDES OF THE SMOTHERS BROTHERS** Mercury MG 20675 (M); SR 60675 (S)	48
43	46	**JOAN BAEZ, VOL. II** Vanguard VRS 9094 (M); VSD 2097 (S)	103
44	68	★ **WASHINGTON SQUARE** Village Stompers, Epic LN 24078 (M); BN 26078 (S)	3
45	40	**WEST SIDE STORY** Original Cast, Columbia OL 5230 (M); OS 2001 (S)	162
46	67	**BROADWAY—MY WAY** Nancy Wilson, Capitol T 1828 (M); ST 1828 (S)	33
47	50	**I WANNA BE AROUND** Tony Bennett, Columbia CL 2000 (M); CS 8800 (S)	33
48	61	**RING OF FIRE—THE BEST OF JOHNNY CASH** Columbia CL 2053 (M); CS 8853 (S)	17
49	35	**MOON RIVER & OTHER GREAT MOVIE THEMES** Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	80
50	53	**THE GREAT ESCAPE** Sound Track, United Artists UAL 4107 (M); UAS 5107 (S)	9
51	51	**JOHNNY'S GREATEST HITS** Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	289
52	52	**IN DREAMS** Roy Orbison, Monument MLP 8003 (M); SLP 18003 (S)	14
53	57	**THE IMPRESSIONS** ABC-Paramount ABC 450 (M); ABCS 450 (S)	12
54	139	★ **THE SINGING NUN** Philips PCC 203 (M); PCC 603	2
55	64	**CAMELOT** Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	147
56	42	**LET'S GO** Ventures, Dolton BLP 2024 (M); BST 8024 (S)	12
57	82	★ **ANNETTE'S BEACH PARTY** Vista BV 3316 (M); STER 3316 (S)	5
58	70	★ **BACH'S GREATEST HITS** Creative Swingle Singers, Philips PHN 200-097 (M); PHS 600-097 (S)	4
59	65	**THE SONGS I LOVE** Perry Como, RCA Victor LPM 2708 (M); LSP 2708 (S)	9
60	49	**THE BEST OF THE KINGSTON TRIO** Capitol T 1705 (M); ST 1705 (S)	76
61	99	★ **ANY NUMBER CAN WIN** Jimmy Smith, Verve V 8552 (M); V6-8552 (S)	2
62	47	**RAMBLIN' ROSE** Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	61
63	73	★ **I AM THE GREATEST** Cassius Clay, Columbia CL 2093 (M); CS 8893 (S)	6
64	39	**THINK ETHNIC** Smothers Brothers, Mercury MG 20777 (M); SR 60777 (S)	33
65	56	**THE SMOTHERS BROTHERS AT THE PURPLE ONION** Mercury MG 20611 (M); SR 60611 (S)	19
66	79	★ **BIG FOLK HITS** Brothers Four, Columbia CL 2033 (M); CS 8833 (S)	6
67	131	★ **CATCH A RISING STAR** John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	2
68	74	**JOHNNY'S NEWEST HITS** Johnny Mathis, Columbia CL 2016 (M); CS 8816 (S)	31
69	72	**LITTLE TOWN FLIRT** Del Shannon, Big Top 1308 (M); LPS 1308 (S)	22
70	105	★ **LITTLE DEUCE COUPE** Beach Boys, Capitol T 1998 (M); ST 1998 (S)	2
71	92	**THIS TIME BY BASIE: HITS OF THE 50's AND 60's** Count Basie, Reprise R 6070 (M); R9-6070 (S)	18
72	75	**OLDIES BUT GOODIES, VOL. 5** Various Artists, Original Sound 5007 (M); 8855 (S)	25
73	86	★ **PRISONER OF LOVE** James Brown, King 851 (M); (no Stereo)	8
74	37	**SURFIN' U.S.A.** Beach Boys, Capitol T 1890 (M); ST 1890 (S)	29
75	81	**BANNED IN BOSTON** Rusty Warren, Jubilee JGM 2049 (M); (no Stereo)	5
76	63	**THE BEST OF THE CHAD MITCHELL TRIO** Kapp KL 1334 (M); KS 3334 (S)	8
77	62	**SCARLETT O'HARA** Lawrence Welk, Dot DLP 3528 (M); DLP 25528 (S)	15
78	69	**TODAY'S BEST—SOUND OF THE GREAT BANDS, VOL. 7** Glen Gray & the Casa Loma Ork, Capitol T 1938 (M); ST 1938 (S)	5
79	102	**MODERN SOUNDS IN COUNTRY & WESTERN MUSIC** Ray Charles, ABC-Paramount ABC 410 (M); ABCS 410 (S)	83
80	101	★ **ELLA & BASIE** Ella Fitzgerald & Count Basie, Verve V 4061 (M); V6-4061 (S)	5
81	54	**THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER** Nat King Cole, Capitol T 1932 (M); ST 1932 (S)	20
82	87	**HOBO FLATS** Jimmy Smith, Verve V 8554 (M); V6-8554 (S)	27
83	71	**GENE PITNEY SINGS WORLD-WIDE WINNERS** Musicor MM 2005 (M); MS 3005 (S)	16
84	60	**THE CONCERT SINATRA** Frank Sinatra, Reprise R 1009 (M); R9-1009 (S)	22
85	59	**FOR YOU** Roger Williams, Kapp KL 1336 (M); KS 3336 (S)	6
86	55	**DANKE SCHOEN** Wayne Newton, Capitol T 1973 (M); ST 1973 (S)	6
87	90	**FOOL BRITANNIA** Various Artists, Acappela AC 1 (M); (no Stereo)	5
88	93	**NIGHT BEAT** Sam Cooke, RCA Victor LPM 2709 (M); LSP 2709 (S)	10
89	91	**JUST KIDDIN' AROUND** Ray Conniff & Billy Butterfield, Columbia CL 2022 (M); CS 8822 (S)	10
90	110	★ **YOU WON'T BELIEVE YOUR EARS** Wes Harrison, Philips PHM 200-103 (M); PHS 600-103 (S)	3
91	106	★ **GREAT SCENES FROM GERSHWIN'S PORGY & BESS** Leontyne Price & William Warfield, RCA Victor LM 2679 (M); LSC 2679 (S)	7
92	83	**CLEOPATRA** Sound Track, 20th Century-Fox FXG 5008 (M); SXG 5008 (S)	22
93	94	**HONEY IN THE HORN** Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	9
94	66	**SEVEN STEPS TO HEAVEN** Miles Davis, Columbia CL 2051 (M); CS 8851 (S)	10
	123	..... London LL 3328 (M); PS 328 (S)	2
96	98	**KNOCKERS UP** Rusty Warren, Jubilee JLP 2029 (M); (no Stereo)	158
97	78	**I LOVE YOU BECAUSE** Al Martino, Capitol T 1914 (M); ST 1914 (S)	23
98	84	**CALL ON ME** Bobby Bland, Duke DLP 77 (M); (no Stereo)	19
99	77	**LITTLE STEVIE WONDER THE THE 12 YEAR OLD GENIUS** Tamla 240 (M); (no Stereo)	19
100	122	**JAZZ SAMBA** Stan Getz & Charlie Byrd, Verve V 8432 (M); V6-8432 (S)	62
101	137	★ **SEVERAL SHADES OF JADE** Cal Tjader, Verve V 8507 (M); V6-8507 (S)	8
102	141	★ **NUMBER 1 HITS, VOL. 1** Billy Vaughn, Dot DLP 3540 (M); DLP 25540 (S)	2
103	88	**TIME OUT** Dave Brubeck, Columbia CL 1397 (M); CS 8192 (S)	148
104	128	★ **CHAD MITCHELL TRIO SINGIN' OUR MIND** Mercury MG 20838 (M); SR 60838 (S)	2
105	138	★ **ROCKIN' THE BOAT** Jimmy Smith, Blue Note 4141 (M); BST 8-4141 (S)	2
106	121	**IRMA LA DOUCE** Sound Track, United Artists UAL 4109 (M); UAS 5109 (S)	10
107	112	**HEAVENLY** Johnny Mathis, Columbia CL 1361 (M); CS 8152 (S)	117
108	100	**FRANK FONTAINE SINGS LIKE CRAZY** ABC-Paramount ABC 460 (M); ABCS 460 (S)	13
109	108	**SONGS I SING ON THE JACKIE GLEASON SHOW** Frank Fontaine, ABC-Paramount ABC 442 (M); ABCS 442 (S)	41
110	125	**STREETS I HAVE WALKED** Harry Belafonte, RCA Victor LPM 2695 (M); LSP 2695 (S)	22
111	85	**SINCERELY YOURS** Robert Goulet, Columbia CL 1931 (M); CS 8731 (S)	46
112	80	**SHANGRI-LA** Percy Faith & His Ork, Columbia CL 2024 (M); CS 8824 (S)	5
113	96	**BUDDY HOLLY STORY** Coral CRL 57279 (M); (no Stereo)	149
114	89	**CHUCK BERRY ON STAGE** Chess LP 1408 (M); (no Stereo)	13
115	130	★ **MARCH ON WASHINGTON** Ralph Cooper, Mr. Maestro 1000 (M); (no Stereo)	3
116	107	**SHIRELLES GREATEST HITS** Scepter 507 (M); (no Stereo)	43
117	76	**MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II** Ray Charles, ABC-Paramount ABC 435 (M); ABCS 435 (S)	55
118	95	**UNIQUELY MANCINI** Henry Mancini, RCA Victor LPM 2692 (M); LSP 2692 (S)	21
119	124	**GREATEST AMERICAN WALTZES** Connie Francis, MGM E 4145 (M); SE 4145 (S)	7
120	132	**STOP THE WORLD—I WANT TO GET OFF** Original Cast, London AM 55001 (M); AMS 88001 (S)	52
121	—	★ **MARIA ELENA** Los Indios Tabajaras, RCA Victor LPM 2822 (M); LSP 2822 (S)	1
122	140	★ **BROTHER JACK McDUFF LIVE** Prestige PR 7274 (M); ST 7274 (S)	2
123	—	★ **SUGAR SHACK** Jimmy Gilmer & the Fireballs, Dot DLP 3545 (M); SLP 25545 (S)	1
124	135	**ELECTRODYNAMICS** Dick Hyman, Command RS 856 (M); RS 856 SD (S)	2
125	97	**SURF CITY & OTHER SWINGIN' CITIES** Jan & Dean, Liberty LRP 3314 (M); LST 7314 (S)	15
126	149	★ **FREEDOM MARCH ON WASHINGTON—August 28, 1963** Various Artists, 20th Century-Fox TFM 3110 (M); (no Stereo)	2
127	120	**MALA FEMMENA & CONNIE'S BIG HITS FROM ITALY** Connie Francis, MGM E 4161 (M); SE 4161 (S)	5
128	115	**SO MUCH IN LOVE** Tymes, Parkway P 7032 (M); (no Stereo)	16
129	147	**BLOWIN' IN THE WIND** Chad Mitchell Trio, Kapp KL 1313 (M); KS 3313 (S)	27
130	127	**ODETTA SINGS FOLK SONGS** RCA Victor LPM 2643 (M); LSP 2643 (S)	8
131	146	★ **BUD & TRAVIS IN CONCERT** Liberty LDM 11001 (M); LDS 12001 (S)	2
132	117	**MORE (Soul Surfin')** Kai Winding, Verve V 8551 (M); V6-8551 (S)	15
133	126	**MY SON, THE CELEBRITY** Allan Sherman, Warner Bros. W 1487 (M); WS 1487 (S)	44
134	—	★ **HERE'S LOVE** Original Cast, Columbia KOL 6000 (M); KOS 2400 (S)	1
135	134	**I WROTE A SONG** Don Gibson, RCA Victor LPM 2702 (M); LSP 2702 (S)	3
136	119	**THE NEW CHRISTY MINSTRELS** Columbia CL 1872 (M); CS 8672 (S)	51
137	111	**ABILENE** George Hamilton IV, RCA Victor LPM 2778 (M); LSP 2778 (S)	7
138	148	**THE VERY BEST OF CONNIE FRANCIS** MGM E 4167 (M); SE 4167 (S)	3
139	—	★ **THE WORLD OF MIRIAM MAKEBA** RCA Victor LPM 2750 (M); LSP 2750 (S)	1
140	150	**LITTLE JOHNNY TAYLOR** Galaxy 203 (M); 8203 (S)	2
141	109	**TWANGIN' UP A STORM** Duane Eddy, RCA Victor LPM 2700 (M); LSP 2700 (S)	7
142	—	**MORE** Vic Dana, Dolton BLP 2026 (M); BST 8026 (S)	1
143	113	**OUR MAN IN HOLLYWOOD** Henry Mancini, RCA Victor LPM 2604 (M); LSP 2604 (S)	40
144	145	**PAUL ANKA'S 21 GOLDEN HITS** RCA Victor LPM 2691 (M); LSP 2691 (S)	20
145	144	**CATTLE CALL** Eddy Arnold, RCA Victor LPM 2578 (M); LSP 2578 (S)	4
146	103	**THE PATSY CLINE STORY** Decca DXB 176 (M); DXSB 7176 (S)	12
147	114	**SINATRA—BASIE** Frank Sinatra & Count Basie, Reprise R 1008 (M); R9-1008 (S)	42
148	—	**THE CLANCY BROTHERS & TOMMY MAKEM IN PERSON AT CARNEGIE HALL** Columbia CL 1950 (M); CS 8750 (S)	1
149	104	**FOURTEEN 14K FOLK SONGS** Limeliters, RCA Victor LPM 2671 (M); LSP 2671 (S)	8
150	133	**1963—THE YEAR'S MOST POPULAR THEMES** Enoch Light & His Ork, Command RS 854 (M); RS 854 SD (S)	3

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.

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READY and SET to GO ...*All the way...*



BERT KAEMPFERT

plays JINGO JANGO
c/w THE LITTLE DRUMMER BOY
31560



VINCENT EDWARDS

sings DOES GOODNIGHT MEAN GOODBYE
(FROM THE CARL FOREMAN PRODUCTION "THE VICTORS")
C/W PER TE PER ME
31563



BILLY GRAMMER

sings OLD FOOLISH ME
c/w I'LL LEAVE THE PORCHLIGHT A-BURNING
31562



MARGIE BOWES

sings OUR THINGS
c/w THERE'S GOTTA BE A WAY
31557



WARNER MACK

sings SURELY
c/w THIS LITTLE HURT
31559

and a late starter — **ELTON BRITT** **sings CHRISTMAS IN NOVEMBER**
31568

on DECCA® *Naturally!*

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Billboard HITS OF THE WORLD

ARGENTINA

(*Courtesy Escalera a la Fama)
*Denotes local origin

This Week	Last Week	
1	1	IL BALLO DIL MATTONE—Rita Pavone (Victor)—Curci-Fermata
2	3	CELIA—*Leo Dan (CBS)—Mundo Musical
3	2	DESPEINADA—*Pick Ups (Music Hall)
4	6	CUORE—Rita Pavone (Victor)—Aldon-Fermata
5	4	TUS CAPRICHITOS—Neil Sedaka (Victor)—Fermata
6	5	RIO MANSO—*Ramona Galarza (Odeon)—Lagos
7	7	REGALITO—*Rodolfo Zapata (Music Hall)—Lagos
8	—	ACUARELADEL RIO—*Chacho Santa Cruz (Microfon)—Tempo
9	8	LA TERZA LUNA—Neil Sedaka (Victor)—Rondak-Fermata
10	10	JUAN PALLES—*Los Indianos (CBS)—Korn

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	
1	2	DANCE ON—Kathy Kirby (Decca)—Alberts
2	1	MARIA ELENA—Los Indios Tabajaras (RCA)—Alberts
3	4	PAINTED, TAINTED ROSE—Al Martino (Capitol)—Leeds
4	5	BLUE BAYOU—Roy Orbison (London)—Allans
5	13	ROYAL TELEPHONE—*Jimmy Little (Festival)—Crown
6	—	HANGIN' FIVE—*The Delltones (Festival)—Essex
7	7	NO TRESPASSING—Helen Shapiro (Columbia)—Alberts
8	—	POINT PANIC—The Surfaris (Festival)—Alberts
9	9	BLUE VELVET—Bobby Vinton (Epic)—Chappells
10	12	WASHINGTON SQUARE—The Village Stompers (Epic)
11	10	SHINDIG—The Shadows (Columbia)—Belinda
12	—	JUDY JUDY JUDY—Johnny Tillotson (London)—Belinda
13	—	SHE LOVES YOU—The Beatles (Parlophone)—Leeds
14	3	BOMBORA—*The Atlantics (CBS)—Southern
15	6	WIPE OUT—The Surfaris (London)—Pincus Gil

BRITAIN

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

This Week	Last Week	
1	2	YOU'LL NEVER WALK ALONE—Gerri and the Pacemakers (Columbia)—Williamson Music
2	3	SHE LOVES YOU—*Beatles (Parlophone)—Northern Songs, Ltd.
3	1	DO YOU LOVE ME—*Brian Poole and the Tremeloes (Decca)—Dominion Music
4	6	I—*Shirley Bassey (Columbia)—Shapiro-Bernstein/Beim
5	4	THEN HE KISSED ME—Crystals (London)—17 Savile Row Music
6	5	BLUE BAYOU—Roy Orbison (London)—Acuff-Rose Music
7	17	SUGAR AND SPICE—*Searchers (Pye)—Welbeck Music
8	11	BE MY BABY—Ronettes (London)—Belinda Music
9	9	MEMPHIS TENNESSEE—Chuck Berry (Pye Int.)—Jewel Music
10	7	THE FIRST TIME—*Adam Faith (Parlophone)—Freddie Poser
11	8	IF I HAD A HAMMER—Trini Lopez (Reprise)—Essex Music
12	12	HELLO LITTLE GIRL—*Fourmost (Parlophone)—Northern Songs, Ltd.
13	14	BOSSA NOVA BABY—Elvis Presley (RCA)—Hill & Range Music
14	24	FOOLS RUSH IN—Rick Nelson (Brunswick)—Cavendish Music
15	21	MEMPHIS TENNESSEE—*Dave Berry (Decca)—Jewel Music
16	20	MISS YOU—*Jimmy Young (Columbia)—Campbell-Connelly
17	13	EVERYBODY—Tommy Roe (HMV)—Chappell Music
18	10	SHINDIG—*Shadows (Columbia)—Shadows-Belinda Music
19	16	MEAN WOMAN BLUES—Roy Orbison (London)—Belinda Music
20	—	BLOWIN' IN THE WIND—Peter, Paul & Mary (Warner Bros.)—Blossom Music
21	17	SOMEBODY ELSE'S GIRL—*Billy Fury (Decca)—Lorna Music
22	28	MULE TRAIN—*Frank Ifield (Columbia)—Walt Disney Music
23	15	SEARCHIN'—*Hollies (Parlophone)—Progressive Music
23	—	SUE'S GOTTA BE MINE—Del Shannon (London)—Vicki Music
25	24	STILL—*Karl Denver (Decca)—Peter Maurice
26	—	YOUR MOMMA'S OUT OF TOWN—*Carter-Lewis (Oriole)—Southern Music
27	19	APPLEJACK—*Jet Harris-Tony Meehan (Decca)—Essex Music
28	24	HELLO MUDDUH, HELLO FADDUH—Allan Sherman (Warner Bros.)
29	27	JUST LIKE EDDIE—*Heinz (Decca)—Meridian Music
30	—	GUILTY—Jim Reeves (RCA)—142 Music
30	—	RED SAILS IN THE SUNSET—Fats Domino (HMV)—Peter Maurice

EIRE

(Courtesy Irish Times, Ltd., Dublin)

This Week	Last Week	
1	7	YOU'LL NEVER WALK ALONE—Gerri and the Pacemakers (Parlophone)—Williamson
2	1	BLUE BAYOU—Roy Orbison (London)—Acuff-Rose
3	5	THEN HE KISSED ME—Crystals (London)—17 Savile Row
4	2	DO YOU LOVE ME? Brian Poole and the Tremeloes (Decca)—Dominion
5	3	IF I HAD A HAMMER—Trini Lopez (Reprise)—Essex
6	—	BOSSA NOVA BABY—Elvis Presley (RCA Victor)—Hill & Range
7	8	SHINDIG—Shadows (Columbia)—Belinda
8	6	SHE LOVES YOU—Beatles (Parlophone) Northern Songs, Ltd.
9	4	KISS ME QUICK—Brendan Bowyer (HMV)—West One
10	9	STILL—Karl Denver (Decca)—Peter Maurice

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Two Weeks Ago	
1	1	IF I HAD A HAMMER/AMERICA—Trini Lopez (Reprise)—Essex
2	2	N'EST CE PAS MERVEILLEUX—*Adamo (Pathe)—Ardmore & Beechwood
3	5	ONLY YOU—Brenda Lee (Brunswick)—Globe
4	4	DEVIL IN DISGUISE—Elvis Presley (RCA)—Belinda Music
5	6	HELLO JIM—Paul Anka (RCA)—Spanka
6	8	I'M MOVIN' ON—Matt Lucas (Philips)—Belinda Music
7	3	WAAR EN WANNEER—*Bob Benny (Polydor)—Ideal
8	9	IT'S ALL IN THE GAME—Cliff Richard (Columbia)—Brauer
9	—	TES TENDRES ANNEES—Johnny Hallyday (Philips) Bens
10	7	JE LIEGT—*Will Tura (Palette)—World

FRANCE

This Week	Last Week	
1	1	PENDANT LES VACANES/PREMIERE SURPRISE PARTIE—Sheila (Philips)
2	2	I'M WATCHING YOU—Sylvie Vartan (RCA)—Paul Anka (RCA)
3	4	DA DOU RON RON/JE NE DANSERAI PLUS JAMAIS—Johnny Hallyday (Philips)
4	3	ELLE ETAIT SI JOLIE—Alain Barriere (RCA)
5	5	SI TU VEUX ETRE HEUREUX/PAUVRE PETITE FILLE RICHE—Claude Francois (Fontana)
6	6	C'EST MA FETE—Richard Anthony (Columbia)
7	7	FILE FILE FILE—Frank Alamo (Barclay)
8	10	JE—Danyel Gerard (A-Z)
9	9	IL A LE TRUC—Les Gam's (Mercury)
10	8	DEMAIN TU TE MARIES—Patricia Carli (Bel Air)

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Two Weeks Ago	
1	1	IF I HAD A HAMMER/AMERICA—Trini Lopez (Reprise)—Eds. Tropicales
2	4	TU MENS MON AMOUR—*Robert Cogoi (Philips)—World Music
3	2	N'EST CE PAS MERVEILLEUX—*Adamo (Pathe)—Ardmore & Beechwood
4	3	C'EST MA FETE—Richard Anthony (Columbia)—Brauer
5	—	MA GUITARE—Johnny Hallyway (Philips)—Ventura
6	—	I'M WATCHING—Sylvie Vartan (RCA)—Spanka
7	5	I'M MOVIN' ON—Matt Lucas (Philips)—Belinda Music
8	7	PAUVRE PETITE FILLE RICHE—Claude Francois (Fontana)—SEMI
9	8	DA DOU RON RON—Johnny Hallyday (Philips)—Belinda Music
10	9	DEVIL IN DISGUISE—Elvis Presley (RCA)—Belinda Music

HOLLAND

(Courtesy Platennieuws, Amersfoort)

This Week	Last Week	
1	7	IF I HAD A HAMMER—Trini Lopez (Reprise)—Basart
2	1	TES TENDRES ANNEES—Johnny Hallyday (Philips)—Altona
3	3	IK HEB EERBIED VOOR JOUW GRIJZE HAREN—Gert Timmerman (Telefunken)—World Music/International Music
4	6	WLADIMIR—Anneke Gronloh (Philips)—Belinda
5	10	CIMERONI—Anneke Gronloh (Philiphs)—Altona
6	2	DEVIL IN DISGUISE—Elvis Presley (RCA)—Belinda
7	—	WHEN I'M WALKING—Fats Domino (ABC-Paramount)
8	4	IT'S ALL IN THE GAME—Cliff Richard (Columbia)—Basart
9	—	LASS MEIN HERZ NICHT WEINEN—Imca Marina (Imperial)—Anagon Music
10	—	DE SCHOORSTEENVEGER (The Chimney-Sweeper)—Dikke Leo (Telstar)—Benelux Music

HONG KONG

This Week	Last Week	
1	5	BOSSA NOVA BABY—Elvis Presley (RCA Victor)
2	8	DONNA THE PRIMA DONNA—Dion Dimuci (CBS)
3	3	SUNSHINE——The Fabulous Echoes (Diamond)
4	1	IT'S ALL IN THE GAME—Cliff Richard (Columbia)
5	6	JAMAICAN MASH—The Satellites (Diamond)
6	—	SUKIYAKI—Kyu Sakamoto (Capitol)
7	7	LIMBO SIDE BY SIDE—Chubby Checker (Parkway)
8	4	SHINDIG—The Shadows (Columbia)
9	12	HELLO HEARTACHES, GOODBYE LOVE—Little Peggy March (RCA Victor)
10	—	WILD—Dee Dee Sharp (Cameo)

ISRAEL

(Courtesy Kol Israel Broadcasting)
*Denotes local origin

This Week	Last Week	
1	1	IF I HAD A HAMMER—Trini Lopez (Reprise)—Ludlow, BMI
2	3	SAY IT WITH FLOWERS—*Geulah Gil (Hed Arzi)—ACUM
3	7	IT'S ALL IN THE GAME—Cliff Richard (Columbia)—Blossom Music
4	6	YOU CAN NEVER STOP ME LOVING YOU—Johnny Tillotson (Cadence)—Ridge, BMI
5	4	CANDY GIRL—The Four Seasons (Vee Jay)—Claridge Music
6	10	SWEETS FOR MY SWEET—Searchers (Cadence)—Hill & Range
7	8	IT DOESN'T MEAN A THING—Rooftop Singers (Fontana)—Laurence Wright
8	—	FOOLS RUSH IN—Rick Nelson (Decca)—Bergman, Vocco & Conn, ASCAP
9	9	PENDANT LES VACANCES—Sheila (Philips)
10	—	TWIST AND SHOUT—The Beetles (Parlophone)—Sherwin Music

ITALY

(Courtesy Musica e Dischi, Milan)
*Denotes local origin

This Week	Last Week	
1	1	SE MI VUOI LASCIARE—*Michele (RCA)
2	8	SABATO TRISTE—*Adriano Celentano (Clan)
3	2	SE MI PERDERAI—*Nico Fidenco (RCA)
4	6	NON ANDARE COL TAMBURO—*Remo Germani (Jolly)
5	3	HEY PAULA—Paul & Paula (Philips)
6	5	I WATUSSI—*Edoardo Vianello & i Flippers (RCA)
7	7	T'HANNO VISTA DOMENICA SERA—*Peppino Di Capri (Carisch); *Isabella Iannetti (Royal)
8	—	AMICO—*Don Backy (Clan)
9	4	QUELLI DELLA MIA ETA'—Francoise Hardy (Vogue); *Catherine Spaak (Ricordi)
10	9	WINI WINI—*Betty Curtis (CGD)
11	12	ERI UN' ABITUDINE—*John Foster (Style); Andy Williams (CBS)
12	10	CUORE—*Rita Pavone (RCA)
13	11	LE ROSE SONO ROSSE—Johnny Dorelli (CGD)
14	—	L'ETA' DELL'AMORE—Francoise Hardy (Vogue)
15	—	TI CERCHERO'—*Ricky Gianco (Jaguar)

JAPAN

(Courtesy Utamatic, Tokyo)
*Denotes local origin

This Week	Last Week	
1	1	KOHKOU 3-NEN SEI—*Funaki Kazuo (Columbia)—JASRAC
2	2	SHIMA NO BLUES—*Misawa Akemi & Mahina Stars (Victor)—JASRAC
3	6	(YOU'RE) THE DEVIL IN DISGUISE—Elvis Presley (Victor)—Aberbach
4	3	YOGIRI NO BLUES—*Ishihara Yujiro (Teichiku)—JASRAC
5	5	HEY PAULA—Paul & Paula (Philips)—Shinko
6	4	MR. BASS MAN—Johnny Cymbal (Kapp)—No publisher
7	10	YUUHI NO OKA—*Ishihara Yujiro & Asaoka Ruriko (Teichiku)—JASRAC
8	7	TWIST NO. 9—Jimmy Fontana (Victor)—BIEM
9	8	AKAI HANDKERCHIEF—*Ishihara Yujiro (Teichiku)—JASRAC
10	9	CUTIE PIE—Johnny Tillotson (Seven Seas)—Shinko

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	
1	3	ENTREGA TOTAL—*Javier Solis (CBS)—Mundo Musical
2	1	LET'S GET TOGETHER—Haley Mills (Gamma)—Brambila
3	2	DESPEINADA—*Los Hooligans (Orefon)—Reimsa
4	5	MAGIA BLANCA—*Hnos. Carrion (CBS)—Emmi
5	6	GRACIAS—Connie Francis (MGM)—Brambila
6	4	THE GUNS FROM NAVARONE—Al Caiola (Gamma) Grever
7	8	LA MALAGRADECIDA—*Hnas. Huerta (CBS)—Pending
8	7	EL LECHERO—*Las Guerrilleras (Peerless)—Pending
9	9	PERA MADURA—*Manolo Munoz (Musart)—Brambila
10	10	MEDIA VUELTA—*J. A. Jimenez (RCA)—Pending

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	
1	1	GI MEG EN COWBOY TIL MANN—*Wenche Myre Triola)—Stockholm Musikproduktion
2	5	IF I HAD A HAMMER—Trini Lopez (Reprise)—Essex
3	2	SUKIYAKI—Kyu Sakamoto (HMV)—Imudico/Musikk-Huset
4	3	YOU DON'T HAVE TO BE A BABY TO CRY—Caravelles (Sonet)—Thore Ehrling
5	4	IT'S ALL IN THE GAME—Cliff Richard (Columbia)—Musikk-Huset
6	7	SHE LOVES YOU—Beatles (Parlophone)—Edition Lyche
7	8	DETROIT CITY—Bobby Bare (RCA Victor)—No publisher
8	—	DO YOU LOVE ME—Brian Poole & Tremeloes (Decca)
9	6	SHINDIG—Shadows (Columbia)—Belinda
10	10	THEN HE KISSED ME—Crystals (London)—Belinda

PHILIPPINES

*Denotes local origin

This Week	Last Week	
1	1	A MILLION THANKS TO YOU—*Pilita Corrales (Villar)—Mareco
2	3	MORE—Steve Lawrence (Columbia)—Mareco
3	6	BIG DADDY—*Celtics (Mabuhay)—Mareco
4	5	NO MAN CAN STAND ALONE—Johnny Mathis (Columbia)—Mareco
5	9	PERFIDIA—Matadors (Colpix)—Fama
6	—	YOUR LOVE IS MINE—Jerry Vale (Columbia)—Mareco
7	—	PLEASE DON'T FALL IN LOVE WITH ME—Sandy Stewart (Colpix)—Fama
8	3	SUKIYAKI—Kai Winding (Verve)—Mareco
9	7	I'LL BE LOVING YOU—James Darren (Colpix)—Fama
10	4	ON TOP OF SPAGHETTI—Tom Glazer (Kapp)—Mareco

SPAIN

(Courtesy Discomania)
*Denotes local origin

This Week	Last Week	
1	2	AMOR DE VERANO—*Duo Dinamico (Voz Amo)—Musica Sur
2	6	TELL HIM—*Luis Aguile (Voz Amo)—Robert Mellin
3	3	RHYTHM OF THE RAIN—The Cascades (WB)—Universal Jazz
4	1	FREE ME—Enrique Guzman (CBS)—Canciones Mundo
5	5	CARINOSA—*Duo Dinamico (Voz Amo)—Musica Sur Fermata
6	8	CRYING IN THE WIND—Paul Anka (RCA)—Editorial Hispavox
7	4	TOUS LES GARCONS ET LES FILLES—Francoise Hardy (Hispavox)—Universal Jazz
8	—	BLAME IT ON THE BOSSA NOVA—Eydie Gorme (CBS)—Hispavox
9	7	STASERA PAGO IO—Modugno (Fonit)—Canciones Del Mundo
10	—	CANCION TRISTE—*Duo Dinamico (Voz Amo)—Musica Sur

JAPAN

Weiss Reports On WB Sales

By J. FUKUNISHI
108 Kakinokizaka, Meguroku, Tokyo

Bob Weiss, Warner Bros. Records international manager, held a press conference in Tokyo October 12 when he reported on the sales achieved by the label all over the world. Lately signed **Werner Muller (Ricardo Santos); Peter, Paul and Mary; Everly Brothers** and other Warner artists are reportedly coming to Japan next year.

Toshiba Records is issuing "Live Young," the theme song of Warner Bros. picture "Palm Springs Weekend" etched by **Troy Donahue** November 15 and further the sound-track album of the same picture December 15. Toshiba is also releasing "Sally Go Round the Roses" by Jaynettes November 5.

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Jack Jones'

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Bright Sales in Rising Sun Land

By J. FUKUNISHI
108 Kakinokizaka, Meguroku, Tokyo

TOKYO — Record Festival was held at Tokyo Municipal Gymnasium November 3, a national holiday, under the sponsorship of Japan Phonograph and Record Association and supported by Radio Corporation of Japan (NHK). Top singers of Victor, Columbia, King, Teichiku, Toshiba and Grammophon gave stage performances with the accompaniment of NHK Orchestra, and the whole program was broadcast on radio and television.

To celebrate this annual event, all recording companies inaugurate all-out year-end sales campaigns.

Victor's business for the first six-month period of fiscal 1963 (April through September) is up 5 per cent over the preceding period. Usually the first six-month sales shows a decrease compared to the preceding period which involves the Yuletide season, but Victor succeeded in going up 5 per cent this year. The diskery now presses 26 different labels and is shooting for an increase of 30 per cent over last year's the last six-month period.

Dynagroove bowed in October 20 with eight albums.

As incentives, Victor is offering dealers extensive allowances for advertising , and publicity, and prizes to customers in the "Victor Grand Sale."

Columbia Sales Promo

Columbia's Beethoven "Symphony No. 5" by Bruno Walter and Dvorak "New World Symphony" by Leonard Bernstein are still maintaining the two top positions on the classical best sellers chart. To commemorate the fifth anniversary of the debut of stereo in Japan, the label is now running a special sales campaign from October 21 to January 20. All customers who purchase one stereo album during this period may compete for stereo phonographs or stereo records in a special lottery. The firm is also celebrating Georg Szell's 50th anniversary as music conductor, is marketing three albums of Cleveland Orchestra under his direction.

More than 25 executives and staff members in a.&r. and sales left Columbia to join the newly formed Nippon Crown Records.

The 10th anniversary of the London label was celebrated. King Records is marketing several albums of piano concerti, symphonies and popular music by London artists. The firm is seeking an increase of 20 per cent over last year's sales by the end of this year; 10 per cent through normal growth and the rest of 10 per cent by promotion.

Toshiba Records, affiliate of EMI, presses seven different labels. This season's schedule comprises the release of five LP's of popular Japanese songs and four albums by Fischer-Diskau who is here now as a member of Berlin Opera Company.

Revamp Personnel

The diskery which recently underwent a complete personnel reshuffle of directors and executives discontinued return payments to dealers but uses the money saved to advertising and publicity funds for dealers. It is reported that the label will mainly stress expensive opera and other special packages, and reduce the number of popular disks which have been marketed profusely so far. Allocations to dealers without specific orders will also be reduced, and only popular disks deemed good sellers will be merchandised in the future. Through this policy the firm can prevent dealers from investing too much money in unsalable disks.

Teichiku Records, sister company of Nippon Victor, is releasing good sellers steadily. In September the reconstruction of the plant was completed and new automatic presses can produce 600,000 disks monthly. Accounts of this diskery are closed once in August, and the business target for this fiscal year is $4,170,000. The firm intends to accomplish 45 per cent of this amount by the end of December.

In Japanese pop tunes "Red Handkerchief" has nearly sold 600,000, and a movie based on this tune which is now being shot will further help enhance the sale of this disk. Another new song now breaking is entitled "Hill in Setting Sun." Still others are "Island Boy" and "Let's Blow a Reed." Consequently the company suspended the release of records for December and is devoting full time to the promotion of prior best sellers. In the past, the firm had paid return privileges to dealers, but the rate will be reduced, and dealers will be serviced by a far more streamlined production and distribution system to speed up dealer turn-over.

In the international market the diskery represents Decca and Union (a label created in Japan consisting of indie labels in the States and Europe). "The Best of Sammy Davis Jr.," "Champagne and Bongos," "Western Screen Themes," "Sabicas, Fantastic Flamenco" and "Coleman Hawkins, Tenor Sax," are enjoying remarkable sales.

Grammophon Up 22%

Grammophon's sales for the first six-month period reached $1,800,000, a gain of 22 per cent over $1,180,000 for the same period last year. This is due mostly to the upsurging sales of Japanese pop songs in recent months. The label's policy is rather conservative and does not allow for allocations of large quantities to dealers. This may not improve the firm's current coverage of 10 per cent of the market, but is welcomed by dealers who do not like to be pressed with too heavy responsibility. The best seller is the German-pressed package of Beethoven's nine symphonies imported from Deutsche Grammophon. The firm has found the limited sale of expensive opera packages make it more profitable to import pressed disks than to press them in Japan. At present Grammophon is the only diskery offering imported records.

Domestic Singles Give Birth to Local Albums

By ESPEN ERIKSEN

OSLO — Sales of domestic single records have increased so much in the last year that labels are now ready to take a chance on issuing LP's consisting of material by the local hit-makers. Both Norsk Phonogram A-S and Egil Monn Iversen A-S plan a series of albums to be issued this fall.

Norsk Phonogram will present an LP called "Husker du" (Do You Remember) consisting of the hits of local talent such as Sigurd Jansen, John Weyer Larsen and others. The same label also plans LP's by the Norwegian country singers Als Proysen and Vidar Sandbeck, both LP's presenting the artists' recent hits.

Egil Monn Iversen will also produce three LP's, one by the Monn Keys, one by Wenche Myhre (today riding on top of the Hit Parade) and one by Per Asplin. The latter's LP will consist of new recordings — the other five LP's will consist of old material (except for Wenche Myhre, who will do three new songs in addition to nine older ones).

The success of domestic production has yet not been explained. It may be that the Norwegian artists have become better lately, it may also be that British and American hit music just is not "comme il faut" any more. The diskeries have tried hard to plug their local talent, but have had difficulties because there is nowhere to plug them except on personal appearances. Radio and television, government-owned, do not run commercials. The diskery that has done most for local talent and local recordings is Egil Monn Iversen.



GOLDEN BISCUITS: The four members of Los Paraguayos get a taste of gold as they bite into the award disk given them by Philips for the 2.5 million records they have sold over the years around the world.

International NEWS REPORTS



UN GOLD: Nana Mouskouri receives a gold LP from Dr. M. Kadosa, representative of the UN High Commissioner for Refugees in Germany. The award was made for the 210,000 copies of the UN "All Star Festival" album sold in Germany. Miss Mouskouri performed on the disk along with many other international stars.

Germany Makes First Critic Record Awards

By CHRISTIAN TOERSLEFF

HAMBURG—On October 31 the first "Preis der Deutschen Schallplattenkritik" (German Record Critic Awards) were given here. With these awards, Germany now has a match for the French "Grand Prix du Dique," the Dutch "Edison Award" and the American "Grammy."

The awards which consist of a document and plaque have been established by the record magazine Fono Forum and will be given once a year. Some 20 companies entered 348 recordings in the competition. Some 35 critics and journalists acted as the jury and chose 41 recordings in 16 categories for the awards. Ten record companies got the following number of awards: Deutsche Grammophon 13, Electrola 9, Philips 6, Teldec 5, CBS 3, Christophorus 1, Discophon 1, Supraphon 1, Baerenreiter 1, Amadeo 1. The awarding in the Musikhalle in Hamburg was done by publisher Richard Kaselowsky and editor Hans Otto Springel. Following records received awards:

Symphonic winners were Mahler: Symphony No. 9 D-minor (Columbia Symphony Orchestra, Conductor: Bruno Walter (CBS); Bartok: Music for stringed instruments, percussion and Celestra-Hindemith: Mathis-Symphony-Berlin Philharmonic, conductor: Herbert von Karajan (Columbia).

Classical winners were Liszt: Piano Concerto E-major, A-major — Svjatoslav Richter — London Symphony Orchestra, conductor: Kyrill Kondrashin (Philips); Dvorak: Cello Concerto H-minor—Pierre Fournier — Berlin Philharmonic — conductor: George Szell (Deutsche Grammophon).

Contemporary Music winners were Dietrich Fischer-Dieskau signt zeitenoessische Lieder (Electrola); Krenek: "Lamentatio Jermiae Prophetae" N.C.R.V. Vocal Ensemble Hilversum, conductor: Marinus Voorberg (Baerenreiter).

Old Classical winners were Torelli: Concerti A-minor, E-major, G-minor, E-minor, G-major—I Musici (Philips); "Musik in Notre Dame um 1200"—Deller Consort—Helmut Hucke, Diskantpommer—Albrecht Renz (Harmonia mundi); "Good Friday Gregorianic"—monks of St. Pierre in Solesmes (Decca).

Choir music winners were Bach: Mass A-minor—Stader, Toepper, Haefliger, Engen, Fischer-Dieskau — Bach-Choir and orchestra Munich — conductor: Karl Richter (Deutsche Grammophon); Beethoven: "Missa solemnis"—Schwarzkorf, Ludwig, Gedda, Zaccaria — Philharmonia Choir and orchestra—conductor: Herbert von Karajan (Columbia); Prokofiev: Cantate Alexander Nevsky—Vera Soukupova—Czech Philharmonic — conductor: Karel Ancerl (Supraphon).

Historic Recordings cited were Beethoven: Symphony No. 5 C-minor — Berlin Philharmonic —conductor: Wilhelm Furtwaengler (Deutsche Grammophon); Dinu Lipatti plays Chopin - Valse (Columbia); Brahms: Symphony No. 1 C-minor — Concertgebouw - Orchestra — conductor: Willem Mengelberg (Philips).

Chamber Music winners were Bach: Das wohltemperierte Klavier, Part 1—Helmut Walcha, harpsichord (Odeon); Bach: 6 Suites for Violoncello solo—

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Pierre Fournier (Deutsche Grammophon, Archiv-Produktion).

Opera winners were Strauss: "Elektra" — Madeira, Borkh, Schech, Fischer-Dieskau, Uhl—Saechsische Staatskapelle Dresden: conductor: Karl Boehm (Deutsche Grammophon); Strauss: "Salome" — Nilsson, Hoffman, Waechter, Stolze—Vienna Philharmonic—conductor: Georg Solti (Decca).

Winners in the song category were "Teresa Berganza sings Italian and Spanish Songs" Decca; Schubert: Die Winterreise—Hans Hotter (Deutsche Grammophon).

Solo recital winners were Mozart: "Exultate Jubilate"—Maria Stader—conductor: Ferenc Fricsay—Radio-Symphony Orchestra (Deutsche Grammophon); Paul Tortelier plays 6 Suites for Violoncello by Bach (Electrola).

International folk winners were Janoma maria makalale (Christophorus); "Song and Sound the World Around" (Philips).

Chanson night club singing awards went to Fritz Grasshoff: Halunkenpostille (Electrola); Muenchner Lach—und Schiessgesellschaft "Ueberleben Sie mal" (Polydor).

Instrumental opera winners were Strauss: "Die Fledermaus" — Gueden, Koeth, Resnik, Berry, Waechter, Zampieri, Kunz—Vienna Philharmonic—conductor: Herbert von Karajan (Decca); Strauss: "Eine Nacht in Venedig," Wiener Blut—Schwarzkorf, Loose, Gedda, Kunz—Philharmonic Choir and Orchestra—conductor: Otto Ackermann (Columbia).

Jazz soloist winners were "Africa-Brass"—John Coltrane-Quartet (Philips); "Focus"—Stan Getz, Eddie Sauter (Verve).

Jazz ensemble winners were Charlie Mingus: "Tijuana Moods" (RCA); "The King Jazz Story"—Milton Mezz Mezzrow, Sidney Bechet (Storyville).

Jazz Vocal winners were Billie Holiday: "The Golden Years" (CBS); "Odetta Sings Spirituals" (Amadeo).

Jazz Documentary winners were "The Fletcher Henderson Story" (CBS); "The Golden Book of Classic Swing" (Brunswick).

Poetry Spoken Word winners were Zuckmayer: "Der Hauptmann von Koepenick" (Deutsche Grammophon); Frisch: "Andorra" (Deutsche Grammophon).

Children Recording winners were Kaestner: "Emil und die Deteltive" (Polydor); "The Instruments of the Orchestra"—Yehudi Menuhin (Electrola).

Viking Acquires La Gloria Label

AUCKLAND, N. Z.—Viking Record Company's directors, Ron Dalton and Jim Staples, purchased the major shareholding of La Gloria Records. Viking now distributes Cameo, Parkway, Reprise, Roulette and Audio Fidelity, all formerly handled by La Gloria Records.

Harry Miller, sole proprietor of La Gloria, will remain on the board of directors and will stay as a shareholder in the new venture. This move will place Viking in the "Big Three" in the industry here, and makes them the No. 1 independent in the country. Miller, whose Miller Associates organization is responsible for the huge influx of overseas talent over the past three years, also said he has terminated his managerial contract with the Howard Morrison Quartet.

BELGIUM

Lopez Lopes Across Land

By JAN TORFS
Stuivenbergvaart 37, Mechelen

Trini Lopez is by far the most popular singing star in the country. In Flemish Belgium as well as in Walloon Belgium, his smash record "If I Had a Hammer" is on top of the best seller lists. In Flemish Belgium, people like more the "Hammer" side, while Walloon Belgium turns more to the "America" flip side. Socodisc (distributors of the Reprise label) released Trini's second single: "La Bamba," taken from the LP: "Trini Lopez and PJ's."

At the same time "La Bamba" was released through Socodisc, Discobel brought "Jeanie Marie" and "Love Me Tonight" on the market under the Imperial label. Both these songs were taken from an LP that Lopez once made for the King label.

Italdisc is now distributed exclusively through Show Records. . . . **Brook Benton's** "Tender Years" is one of those records which never broke through until it was translated into French. **Johnny Hallyday** made a French version of this record under the title "Tes tendres annees," and it has had very good sales. Now the Dutch version has been released by **Willeke Alberti.**

Will Tura's first LP was released this week. The record is composed of five new songs and three oldies. . . . Barclay Records invited most of the Belgian record dealers, as well as the press, to a dinner held November 10 at the restaurant of the Metropole Hotel in Brussels. Occasion was the inauguration of the new Franco-Belgium Barclay Company in Brussels. Many Barclay artists performed during this dinner. . . . That old hit by the **Crewcuts,** "Giddy-Up a Ding Dong" is here again, now in a twist version by the **Crazy Rockers,** a new Dutch guitar group. . . . Another oldie, "Mule Train," once a best seller by **Vaughn Monroe,** is back in two different versions; one by **Frank Ifield** on Columbia and another by **Frankie Laine** on CBS.

BRITAIN

BBC, ATV Fight For Garland TV

By CHRIS HUTCHINS
News Editor
New Musical Express

There's a major battle going on here for **Judy Garland's** American TV series. Bidding against the BBC are ATV, Associated Rediffusion, and Granada—the main three independent companies. Thirty-two hour long shows are involved—11 of them have already been filmed by CBS and feature such artists as **Lena Horne, Steve Lawrence, Count Basie** and **Vic Damone.**

The **Beatles** will make thier first film early in the new year—for United Artists. The picture goes into production next February and author **Alun Owen** has been signed to write the screen play. The group's recording manager **George Martin** will supervise the music and the Beatles themselves are composing songs and incidental tunes. The Beatles will receive awards from EMI chairman **Sir Joseph Lockwood** — a silver disk for sales in excess of 250,000 of their first album "Please Please Me" (which has now been at No. 1 in the LP chart for more than half a year) and a silver EP for the fastest-ever selling British EP and also for topping the singles, LP and EP charts at the same time. He might just as well give them two silver albums for advance orders on their new LP "With The Beatles" (released this week), total well over a quarter of a million.

Timi Yuro had an urgent call from **Robert Farnon** the weekend before last. The Canadian m.d. was recording in Holland the following day and wanted lyrics for a Dutch girl chorus to sing to one of his own tunes. Timi collaborated with young British composer **Ian Samwell** and they cabled words to "Little Girl You Shouldn't Cry." . . . Show business was shocked by the death from a drug overdose of 35 - year - old **Michael Holliday** — a Columbia Recording artist. Holliday had eight major selling records here including two chart toppers—"The Story of My Life" and "Starry Eyed." . . . Immediately after his Australasian schedule **Frank Ifield** will begin a three-week tour of South Africa in early February with **Susan Maughan.** American and French dates are being set up for the star during the April-May period delaying his film plans to next fall after a summer season at the new Black pool ABC theater where **Cliff Richard** started this year. . . . Granada-TV has filmed a 45-minute spectacular with **Little Richard** for screening here next month. The **Shirelles** guest in the show.

Visitors

Bobby Rydell and **Ann-Margret** arrived for the premiere of Bye Bye Birdie (7). Rydell stays on for a four-week tour with Columbia lark **Helen Shapiro. Duane Eddy** flew in for his concerts with the Shirelles. Little Richard headlines their show for its first eight dates and after a concert at Paris Olympia Eddy returns to be joined by **Gene Vincent** for the remainder of the schedule. . . . **Rui De Carvalho** of EMI's associate

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JOACHIM JEAN ABERBACH seems content enough with the reception Belinda Music threw for him when he visted the Sydney office.

company in Portugal, Valentim de Carvalho, was due on Thursday (14) for talks at head office.... **Alan Campbell** leaves London within the next two weeks for Istanbul where he takes charge of EMI's Turkish company, Gramofon Limitet Sirketi, in succession to **Allan Collins** who returns to London. **Rene Majet**—a former manager of EMI's Argentine firm—has been appointed the company's supervisor for Spain, Portugal, Tunis and Algeria.... EMI's managing director **Len Wood** returned from his U. S. visit. **Kenny Lynch** is in New York seeking songs to publish here through his company, Klynch Music.... Pye's American representative **Irving Chezar** is in London on his annual visit to the company's head office.

Record Business

Gerri and the **Pacemakers'** new single "You'll Never Walk Alone" notched up a 500,000 sales figure within four weeks of release. It has made them the first recording artists to reach the No. 1 spot in the British chart with their first three records.... **Little Stevie Wonder's** first single on Stateside, "Work Out Stevie, Work Out," was issued here. ... On the London label Decca will issue three "Memories Are Made of Hits" albums next February featuring a host of rock 'n roll standards including those by **Little Richard, Jerry Lee Lewis, Duane Eddy, Ray Charles** and **Del Shannon.**

CHILE

Dealers Boycott RCA-Digest Club

By RICARDO GARCIA

The Reader's Digest partnership with RCA Victor is launching musical selections with a lower price than the standard record. Record dealers have decided to firmly oppose this project with a boycott against RCA records. The announcement of a Reader's Digest Record Club without previous agreement with record distributors is the principal reason for the boycott.

The Italian musical wave has also invaded Chile. **Rita Pavone's** records have had enormous success. Chilean versions such as Odeon's "Il ballo del mattone" with **Rafael Peralta,** RCA's original version and the Spanish version with **Gloria Benavides** of "Pel di Carotta" are also hits. Recently **Maggie** (Odeon) recorded "Alla mia eta" and the same song was sung by Gloria Benavides (RCA). "Sapore di sale," the Italian summer hit by **Gino Paoli,** has been also recorded in Spanish by **Gloria Aguire,** a new young star, for Odeon. Another Italian hit is "Guarda come dondolo." The interpreters are **Eduardo Viannello** (RCA) and **Tony Vilar** (CBS).

Chilean **Luis Dimas** and His Twisters" are a strong attraction here for teen-age customers. His latest record has two big commercial songs: "Caprichito" and "Me recordaras." Dimas has a contract with Philips, the label that obtained great success with the Brazilian **Silvinho,** whose "Esta Noite" and "Amor Sincero" are the other best sellers of this season. . . . Demon, the new label owned by **Camilo Fernandez,** has had a year of great activity. Its most popular artists are **Sergio Inostroza** and **Fresia Soto,** a teen-age star who recorded recently in English, "If I Had a Hammer," with very good sales. Demon will be represented in Argentina by **Sicamericana.**

RCA Victor recently issued golden records awards for 1963. The winners were **Ginnette Acevedo,** the most popular female vocalist in 1963; **Sergio Inostroza,** the **Oscar Arriagada** quinet, Gloria Benavides and **Duo Rey Silva.**

Sir **Joseph Lockwood** spent a few days in Santiago de Chile. EMI's president visited the new Odeon Chilllena studios, and after this, Lockwood continued his trip to Lima, Peru.

EIRE

Patrol Over, Pat O'Hagan on Air

By KEN STEWART
Irish Times, Ltd., Dublin.

After spending a year touring America, Australia, New Zealand and Scotland, **Patrick O'Hagan,** hit recorder of "The Irish Patrol," returned to Dublin and immediately began work for a new series of Radio Eireann's "Maureen Potter Show."

The **Beatles'** one-night stand at Dublin's Adelphia was sold out almost a month before the show. Among supporting acts were the **Brook Brothers, Kestrels** and **Vernon Girls.** . . . Although his last release, "Kiss Me Quick," failed to make a big impact, early reaction to "Bossa Nova Baby" indicates that **Elvis Presley** is about to return to his usual status as one of the country's most consistent hitmakers. . . . Irish-American deejay, **Hugh Hardy,** is here on a short vacation.... **Freddie and the Dreamers** arrived for a 12-day ballroom tour, in addition to a guest shot in Telefis Eireann's "Showband Show." With them was **Barry Perkins** of Starlite Artistes, London. . . . **Dick Haymes** flew in for a television spectacular featuring local talent. . . . Pye's **John Woods** left for business discussions with the company's British chiefs.

FRANCE

Pathe Riding Crest Wave

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

Pathe Marconi is making a great promotional effort on surf music. Distributors are pushing surf releases such as "Surfin Safari," "Surfin' USA" and "Surfer Girl" by the **Beach Boys,** "Surf Beat" by **Dick Dale** and "Surf City" by **Jan and Dean.** Two new U. S. labels have appeared on the French market through Pathe Marconi's releases of "Memphis" by **Lonnie Mack** (Fraternity) and Sanctified Samba" by **Jack McDuff** (Prestige).

After Ricordi's collapse, **Pierre Perrin,** composer of last year's best selling tune "Clair de Lune a Maubeuge," and **Ria Bartok** have been signed up by Pathe Marconi. Main titles of their first EP's are "La Mouffetard . . . tard" and "Coeur," respectively.

Philips marketed a new LP series devoted to the great French songs. First LP's issued are by **Edith Piaf, Patachou, Mireille, Guy Beart, Mouloudji** and **Les 4 Barbus.** Price is at 26.90 franks.

New talent signed are: **Moustique** (Golf Drouot), **Ildy** (Barclay), **Le Petit Prince** (Barclay), **Pierre Michelot** (Mercury), **Roger Varnay** (Mercury), **Les Sagittaires** (Week End).

GERMANY

Gerson 'Velvet' Carpet Tour

By JIMMY JUNGERMANN
102 Ismaninger St., Munich 27

Harry Gerson, rep of **Edwin H. Morris** publishing firm, visited Munich. He heard extensive playing of "Blue Velvet," current Morris hit, and a German version of the tune by **Wyn Hoop** is expected shortly.

"Rote Lippen Soll Man Kussen," German version of British hit "Lucky Lips," featuring **Cliff Richard,** sold 75,000 records in Germany. . . . Munich singer/comedian **Kurt Grosskurth** has been contracted by the Elite Special—Austroton label.

The East Berlin "Amiga" label released an album featuring the **Gunter Oppenheimer** orchestra with a program of U. S. standards. . . . **Gerd Hammerling,** former Schaeffers rep, formed his own publishing firm "Nero" in Berlin and Munich. **Caterina Valente** recorded Hammerling's "Hawaiiana Melody" for Decca. . . . Munich music publisher **Hans R. Beierlein** visited Paris to meet the Montana rep **Waldemar Kuri** there, and **Eddie Barclay.** . . . **Pat Boone** recorded the first German songs "Ein Goldener Stern" b-w "Rose Marie" for the London label. . . . Philips reports heavy sales of the "Annie Get Your Gun" album featuring the Original Berlin cast.

HOLLAND

Belinda Picks Up 3 New Catalogs

By SKIP VOOGD
Joh. Campuysstr. 189,
The Hague

Publisher business in this country had a number of important changes. Molen Music and Victoria Music will be handled by Belinda Amsterdam). Sunrise Music is the third Dutch catalog of Belinda (Amsterdam) L.C., which has grown out from an American affiliation to a strong and active local publisher.

Tony Renis from Italy visited Amsterdam.... **Trini Lopez'** "If I Had a Hammer" already has four Dutch records: by **Rob de Nijs** on Decca, **Ted Powder** on Delta, **John Lamers** on CNR and the **Mounties** on Imperial.... "Mille Mille Grazie," performed by **Petula Clark,** is on the German hit lists now. The first Dutch record has been made by **Elly de Wit** on CNR.... **Nana Mouskouri** has a new one on Philips with "Rode Koralen," **Ted Powder** with "Waarom" on Delta, De Straatzangers with "Kerstmis in Amsterdam" (Christmas in Amsterdam) on Decca, **Rob de Nijs** with "Afscheid" on Decca and **Bobbejann Schoepen** on Omega with "Weer Een Cafe."

Specially developed for Holland is a brand-new Baroque series on EP and a **Rudolf Schock** single series with famous items, chosen from his Negram Eurodisc repertoire. ... New records from **Renate und Werner Leismann, The Searchers, Johnny Cymbal, Ruby and the Romantics, Peter Hinnen, Johnny Hallyday.** ... Through S. P. Philips France, Phonogram has gained distribution rights of the label Critere, a company manufacturing recordings of a highly exclusive character only.... During their personal appearance tour in the United States, **Esther Ofarim** and her husband **Abraham** recorded a Philips album of folk songs.... Firms are building demand for music with a hard-rocking surf beat, "Wipe Out" by the **Surfaris** (London) and "Surf City" in a version by the vocal quartet the **Fouryos** (Decca) . . . Riverside produced the album "Cannonball in Europe," recorded during the International Jazz Festival of Comblain-La-Tour, Belgium, in 1962, by the **Cannonball Adderley Sextet.** ... The United Artists label has two solid items on the Dutch market: "Only in America" by **Jay and the Americans** and "Cry Baby" by **Garnet Mimms & the Enchanters.**

HONG KONG

Weiss Sees HK Mkt. Expanding

By CARL MYATT
27 A Estoril Court

Bobby Weiss, Warners' globe-trotting international director, was in town earlier this week for conferences with Jardine, Matheson and Company, Hong Kong agents for Warners' reords. Weiss said he found the market siutation far more stable than it was when he visited here some six months ago, and this in spite of the piracy question which was still a source of great concern to the record industry in the area. He pointed to Singapore as one of the most rapidly expanding markets in Southeast Asia and added that Warners' records sold especially well there.

In general, Weiss said that the future of the record industry in the area "is very bright." He also revealed that tours by Warner Bros. recording artists—in this connection he named **Joannie Summers** and the **Everley Brothers**—are being organized, and Hong Kong would definitely be included in the circuit.

Kenny Ball and His Jazzmen, fresh from a successful tour of New Orleans, New Zealand and Australia, added Honk Kong to the lists of cities they have conquered when they gave two performances at City Hall. The band received an enthusiastic reception from the fans and the critics, and five-star reviews were the order of the day in the press the next morning.



PANCHOS IN VILLA: Trio Los Panchos, top selling Latin American act, show Billboard Puerto Rican correspondent Tony Contreras (far left) their latest Columbia-CBS album on the balcony of the Hotel La Concha, where they had scored strong success as performers. Group members are Johnny Albino, Alfredo Gil and Chucho Navarro.

HUNGARY

2 Distinguished Musicians Die

By PAUL GYONGY
Dere Kutca 6, Budapest

Tivadar Orszagh, violin virtuoso and professor at the Budapest Music Academy, died at the age of 61. Professor Orszagh was a member of the **Waldbauer-Kerpely** string quartet. The Budapest Music Academy lost the leader of its string professorship.

One of our outstanding light music composers, **Denes Buday,** died at the age of 73. Buday who was equally talented in operetta as chanson put to music poems of our finest poets. He also composed film scores to his credit made before the war.

The **Leo Weiner** quartet and the sonata Piano-Violin composition competitions ended without a first prize winner. Second prizes were given away to a Bulgarian and a Hungarian quartet and a second prize went to a Czechoslovakian sonata. . . . More interesting and successful was the Pablo Casals cello competition which ended with six finalists and the jury had a very difficult task making a decision. All six artists showed great skill and artistic ability. Three first and three second prizes, shows the outstanding high quality of the whole event. First prizes went to: **Piesa Homicer** (Soviet Union), **Laszlo Mezo** (Hungary) and **Tsutsumi Tsuyoshi** (Japan). Second prizes went to **Donald Leonard** (U. S. A.) **Jevgafov Lev** (Soviet Union) and a 15-year-old Hungarian, **Miklos Perenyi.**

ISRAEL

Shalom to Pete Seeger's Tour

By AZARIA RAPOPORT
73, Ahad Haam St., Tel Aviv

Pete Seeger's arrival in Israel gave local folk addicts a thrill last week. The **Weavers'** leader and spiritual father is a legendary figure for most of the local folksong crowd. The first breakthrough of an Israeli song into the international arena is cred-

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ited to him ever since he made popular his arrangement of "Tzena Tzena" more than a decade ago. To some people who had long envied the cross-country hootenanny fad in the United States and tried unsuccessfully to install it here, Seeger's visit seems to indicate a new trial. The composer-singer is in Israel as part of an international tour that will take him to Japan and India in November, to Kenya, Uganda and other African States in December and then via Italy back to Israel.

NORWAY

Wenche Does It Again!

By ESPEN ERIKSEN
Verdens Gang, Oslo

For the second time this year, a domestic disk reached the top of the Hit Parade in Norway when local songstress **Wenche Myhre** moved into the No. 1 position with her recording "Gi meg en cowboy til mann" on Triola. The tune, originally titled "Ich will 'nen Cowboy als Mann," was this year's winner in the German song festival, as sung by Danish songstress **Gitte.**

Another Norwegian singer changed his name to try for international success. **Odd Holme,** already on the market here on diskery Iversen & Frogh with two records, has become **Bob Bergen,** singing "I Wonder If She Loves Me" c/w "A Little Girl Like You." The songs were penned by a young Norwegian **Yngvar Bjerke,** who incidentally won an Australian No. 1 prize for "I Wonder" while visiting the continent a year ago. . . . Nera put together two tracks from **Jim Reeves'** LP "The International Jim Reeves" as a single record. This new RCA Victor platter in Norway will consist of "Auf wiederseh'n Sweetheart" c/w "Blue Canadian Rockies." Also Nera plans to issue two old Jim Reeves renditions that have never before been on the same platter, "Charmaine" c/w "Ramona."

Elvis Presley's latest hit in the States, "Witchcraft" c/w "Bossa Nova Baby," will be issued shortly, simultaneously with an older Elvis Presley record that has been in demand lately; "Song of the Shrimps" c/w "The Walls Have Ears." This is the first time Nera has issued two Elvis singles at the same time. Sales of "Devil in Disguise" have reached 24,000 and is due for a Silver Disk (gained at 25,000 copies).

The first domestic record in five years from Siemens Norge has been issued on the Polydor label. It is by **Barbel Gjeitvik,** 20-year-old songstress, who makes her debut with a Norwegian version of the American hit "Skip to My Lou" called "Han skal i glass og ramme."

Siemens is also issuing a series of U. S., London and Decca records riding high on the British Top 30 these days, as aired on the Radio Luxembourg. These platters include "Then He Kissed Me" by the Crystals (London), "Do You Love Me" by **Brian Poole & Tremeloes** on Decca, "Applejack" by **Jet Harris/Tony Meehan** on Decca, "Blue Bayou/Mean Woman Blues" by **Roy Orbison** on London, "Still" by **Karl Denver** on Decca, and "Fools Rush In" by Rick Nelson on Brunswick. The top selling platter in Sweden, **Brenda Lee's** "I Wonder/My Whole World Is Falling Down" on Brunswick, was issued here in August.

TODAY'S TOP TUNES

HONOR ROLL OF HITS™

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

FOR WEEK ENDING NOVEMBER 16

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	SUGAR SHACK	By McCormick-Voss—Published by Dundee (BMI)	8
2	2	DEEP PURPLE	By Parish-deRose—Published by Robbins (ASCAP)	6
3	3	WASHINGTON SQUARE	By Goldstein—Published by Rayven (BMI)	6
4	7	I'M LEAVING IT UP TO YOU	By Terry Jr.-Harris—Published by Venice (BMI)	4
5	5	IT'S ALL RIGHT	By Mayfield—Published by Curtom (BMI)	5
6	6	MARIA ELENA	By Barcelaca—Published by Peer Int'l (BMI)	5
7	13	SHE'S A FOOL	By Barkan-Raleigh—Published by Helios-MRC (BMI)	4
8	12	BOSSA NOVA BABY	By Leiber-Stoller—Published by Presley (BMI)	3
9	4	MEAN WOMAN BLUES	By DeMetrius—Published by Gladys (ASCAP)	7
10	15	EVERYBODY	By Roe—Published by Low-Twi (BMI)	3
11	11	FOOLS RUSH IN	By Bloom-Mercer—Published by Bregman, Vocco & Conn (ASCAP)	6
12	16	500 MILES AWAY FROM HOME	By Bare-Williams—Published by Central Songs (BMI)	3
13	9	I CAN'T STAY MAD AT YOU	By King-Goffin—Published by Screen Gems-Columbia (BMI)	8
14	8	BUSTED	By Howard—Published by Pamper (BMI)	9
15	20	(Down at) PAPA JOE'S	By Smith—Published by Tuneville (BMI)	4
16	10	DONNA THE PRIMA DONNA	By DiMuci-Maresca—Published by Disal (ASCAP)	7
17	17	TALK TO ME	By Seneca—Published by Jay & Cee (BMI)	7
18	14	BE MY BABY	By Spector-Greenwich-Barry—Published by Mother Bertha-Trio (BMI)	10
19	—	HEY LITTLE GIRL	By Mayfield—Published by Curtom-Jalynne (BMI)	1
20	28	WALKING THE DOG	By Thomas—Published by East (BMI)	3
21	—	DOMINIQUE	By Soeur Sourire—Published by General (ASCAP)	1
22	26	MISTY	By Burke-Garner—Published by Vernon (BMI)	3
23	18	THAT SUNDAY, THAT SUMMER	By Weiss-Sherman—Published by Comet (ASCAP)	7
24	27	CRY TO ME	By Russell—Published by Mellin-Progressive (BMI)	2
25	23	YOU LOST THE SWEETEST BOY	By Holland-Dozier-Holland—Published by Jobete (BMI)	4
26	—	TWENTY-FOUR HOURS FROM TULSA	By David-Bacharach—Published by Arch (ASCAP)	1
27	25	CROSSFIRE!	By Mann-Appell—Published by Kalmann (ASCAP)	5
28	—	LITTLE RED ROOSTER	By Dixon—Published by Arc (BMI)	1
29	30	WALKING PROUD	By Goffin-King—Published by Screen Gems-Columbia (BMI)	2
30	—	YOUR OTHER LOVE	By Ogerman-Raleigh—Published by Helios-Merna (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. **SUGAR SHACK—Jimmy Gilmer & the Fireballs, Dot 16487.**
2. **DEEP PURPLE—Nino Tempo & April Stevens, Atco 6273.**
3. **WASHINGTON SQUARE — Ames Brothers, Epic 9630; Village Stompers, Epic 9617;** Kirby Stone 4, Warner Bros. 5392.
4. **I'M LEAVING IT UP TO YOU —Dale & Grace, Montel/Michele 921;** Dick Holler, Vital 102; Specials, Marc 103.
5. **IT'S ALL RIGHT—Impressions, ABC-Paramount 10487.**
6. **MARIA ELENA**—Harold Bradley, Columbia 42830; **Los Indios Tabajaras, RCA Victor 8216;** Billy Mure, MGM 13161; Tony Reno & the Sherwoods, Johnson 123; Jerry Vale, Columbia 42872; Slim Whitman, Imperial 66002.
7. **SHE'S A FOOL—Lesley Gore, Mercury 72180.**
8. **BOSSA NOVA BABY — Elvis Presley, RCA Victor 8243.**
9. **MEAN WOMAN BLUES—Roy Orbison, Monument 824.**
10. **EVERYBODY — Tommy Roe, ABC-Paramount 10478.**
11. **FOOLS RUSH IN—Rick Nelson, Decca 31533.**
12. **500 MILES AWAY FROM HOME—Bobby Bare, RCA Victor 8238.**
13. **I CAN'T STAY MAD AT YOU —Skeeter Davis, RCA Victor 8219.**
14. **BUSTED — Ray Charles, ABC-Paramount 10481.**
15. **(Down at) PAPA JOE'S—Dixiebelles, Sound Stage 7 2507.**
16. **DONNA THE PRIMA DONNA —Dion DiMuci, Columbia 42852.**
17. **TALK TO ME—Sunny and the Sunglows, Tear Drop 3014.**
18. **BE MY BABY—Ronettes, Philles 116.**
19. **HEY LITTLE GIRL—Major Lance, Okeh 7181.**
20. **WALKING THE DOG—Rufus Thomas, Stax 140.**
21. **DOMINIQUE — Singing Nun, Philips 40152.**
22. **MISTY—Johnny Mathis, Columbia 33042; Lloyd Price, Double L 722.**
23. **THAT SUNDAY, THAT SUMMER—Nat King Cole, Capitol 5027.**
24. **CRY TO ME—Betty Harris, Jubilee 5456.**
25. **YOU LOST THE SWEETEST BOY—Mary Wells, Motown 1048.**
26. **TWENTY-FOUR HOURS FROM TULSA—Gene Pitney, Musicor 1034.**
27. **CROSSFIRE! — Orlons, Cameo 273.**
28. **LITTLE RED ROOSTER—Sam Cooke, RCA Victor 8247.**
29. **WALKING PROUD — Steve Lawrence, Columbia 42865.**
30. **YOUR OTHER LOVE—Connie Francis, MGM 13176.**

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"Boy's Think"
Witch #117

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• ALBUM REVIEWS

• Continued from page 31

Wing MGW 12256 (M); SRW 16256 (M);

DANCE PARTY
Ralph Marterie & His Marlboro Men. Mercury Wing MGW 12259 (M); SRW 16259 (S)

GET ON THE BAND WAGON--$$$$--
Duke-Peacock Is Bursting at the Seams With Hits!
BOBBY BLAND'S "I CAN'T STOP SINGING"
DUKE 370
AL "T.N.T." BRAGGS' "TAKE A LOOK AT ME"
PEACOCK 1928
VERNA RAE CLAY'S "HE LOVES ME, HE LOVES ME NOT"
SURE-SHOT 5001
JOE HINTON'S "BETTER TO GIVE THAN RECEIVE"
BACKBEAT 539
LITTLE FRANKIE LEE'S "FULL TIME LOVER"
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LOW PRICE JAZZ

TERRY GIBBS PLAYS THE DUKE
Mercury Wing MGW 12255 (M); SRW 16255 (S)

LOW PRICE CLASSICAL

CHABRIER: ESPANA; ROUSSEL: THE SPIDER'S FEAST; FRANCK: PSYCHE
Detroit Symphony (Paray). Mercury Wing MGW 14036 (M); SRW 18036 (S)

RESPIGHI: THE PINES OF ROME' THE FOUNTAINS OF ROME
Minneapolis Symphony (Dorati). Mercury Wing MGW 14035 (M); SRW 18035 (S)

BLOCH: CONCERTO GROSSO NO. 1; GOULD: SPIRITUALS FOR ORCHESTRA
Chicago Symphony (Kubelik); Minneapolis Symphony (Dorati). Mercury WING MGW 14034 (M); SRW 18034 (S)

BEETHOVEN: EGMONT OVERTURE; LENORE NO. 3 OVERTURE SMETANA: EXCERPTS FROM MY FATHERLAND
Minneapolis Symphony (Dorati); Chicago Symphony (Kubelik). Mercury Wing MGW 14037 (M); SRW 18037 (S)

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

POPULAR

UNCHAIN MY HEART
Jack La Forge. Regina R 288

ITALIAN MOON
Steve Merrick. Cook 1282

SONGS FROM THE GARDEN OF LOVE
H. Jefferson-Jones, the Playboys & Ork. Cook 1281

LOVE AT LAST!
Norma French. Original Sound LPM 5006 (M)

JIM KWESKIN AND THE JUG BAND
Vanguard VRS 9139 (M); VSD 2158 (S)

CLASSICAL

FANFARES FOR BRASS
Orchestra de Chambre (Paillard). Decca DL 10080 (M); DL 710080 (S)

TELEMANN: 3 CONCERTI—SUITE CONCERTANTE
Pro Arte Chamber Orchestra of Munich & Soloists (Redel). Westminster XWN 19042 (M); WST 17042 (S)

SCHUBERT: SONATA IN B FLAT; SONATA IN A MINOR
Fou Ts'ong. Westminster XWN 19038 (M); WST 17038 (S)

CHRISTMAS

CHRISTMAS WITH JOE LONGSTRETH AND JOHN ESCOCA
Carriage CRLP 5031

INTERNATIONAL

MUSIC OF MODIZITZ
Guild Chamber Orchestra (Adler). Collectors Guild CGL 630

LOW PRICE POPULAR

BIG BEAT ON THE ORGAN
Jon Thomas. Mercury Wing MGW 12258 (M); SRW 16258 (S)

INTOXICATING PEARL BAILEY
Mercury Wing MGW 12257 (M); SRW 16257 (S)

DANCING TO THE BLUES
Clyde McCoy. Mercury Wing MGW 12260 (M); SRW 16260 (S)

Capital Orchestra Back in Rehearsal

WASHINGTON — The National Symphony Orchestra here went back to rehearsal last week as musicians agreed on a $147.50 weekly wage minimum in a new three-year contract with National Symphony Association. Provision was made for reopening questions of wages and length of season in the spring. Season guarantee is for 32 weeks of work.

Symphony manager M. Robert Rogers said guarantee of the full season was made largely possible by a pledge of $300,000 from Washington patroness Mrs. Herbert A. May. Negotiations settling the AFM local's strike were aided by Presidential adviser Charles A. Horsky and a Cabinet-Congressional Committee which has pledged a fund-raising drive among business and labor members in the community.

MUSIC AS WRITTEN

NEW YORK

Some industry wags say two of anything is a trend. If so, sons are this week's trend. Atlantic a.&r. staffer **Arif Mardin** and wife had a son **Yusif M.** born at New York Hospital and New York promotion man for Warner Bros. **Marvin Deane** is proud pa of a boy named **Andrew.**

Atlantic Records is issuing the **Modern Jazz Quartet** doublefold "European Concert" LP as single sets. . . . All future **David Troy** disks will be released on the London label. . . . Coast Records, West Coast recording studio, has promoted chief engineer **Don Geis** to vice-president and general manager and added **Bob Young** as sales manager. . . . Spoken Arts Records has appointed Peter Fishler Distributors, Brookline, Mass., as distributor. The label's president, **Arthur Luce Klein,** has returned from an extensive, two-year recording rtip of Europe seven Shakespearean condensations, eight albums of British poetry and additional Spanish and French material is due to be issued.

Chancellor Records has signed **Joyce Troyano** to a contract. . . . **Stan Getz** has completed new recordings for Verve. One of the tunes written by **Lalo Shifrin** and **Gene Lees.** . . . Globe Records, East Hartford, Conn., one-stop, has moved from Ward to Tolland Street address. . . . Mercury songstress Lesley Gore received the international pop poll winner's prize from the Melody Maker, music business paper of London, England. Miss Gore was also tagged "The Hope of 1963." . . . Merit Distributors of Detroit has added **Gordon Bossin** to its promotion department. The Music Box one-stop chain opened a new branch in San Francisco. . . . Warner Bros. international director **Bob Weiss** completing tours of Far East.

JACK MAHER

Radio Faces Hearing Next

WASHINGTON—Radio stations may be next to get local, open-to-the-public hearings of the type held by the FCC for TV stations in Chicago and Omaha. FCC Chairman E. William Henry, in his recent report to the Omaha hearings held last January, said there is not enough continuous "dialogue" going on between broadcasters and their public.

The FCC chairman feels that a "grass roots" inquiry, where broadcasters and public can get together in an open forum, would give the commission a clearer picture of radio's direction. Since television jolted radio into music and news format some 10 years back, "We need to know what radio's new role is and what it might reasonably become." Both AM and FM broadcasters would be invited to such inquiries, when and if they are held in representative communities.

The Omaha report recognizes that "the local inquiry may not always be the best means" of obtaining information on the way licensees perform their local services and program for their audience—but the FCC chairman believes it is better than private confabs between agency and broadcasters.

HOLLYWOOD

Film queen **Doris Day,** whose top box office position overshadows her role as a disk star, is completing a pop LP for Columbia with both **Irv Townsend** and son, **Terry Melcher,** in the control booth. Young Melcher, who heads Columbia's Coast teen parade, has also cut the **Paris Sisters** first single. . . . Capitol's **Wayne Newton** is in his L. A. night club debut at the Crescendo. When he first appeared on the scene, Columbia's **Bob Murphy** notified New York of the vocalist's talents, but the East Coasters weren't buying, for which Capitol is quite happy. . . . **Shelly's Manne**-Hole continues presenting top jazz fare introducing Atlantic's **Jack Wilson** and **Gerry Mulligan-Bob Brookmeyer.** . . . The **Kingston Trio** helped open the Hootenanny, a new folk club in the San Fernando Valley. . . . **Julie London** on a month-long college concert tour through the South.

ELIOT TIEGEL

Warner's Gets Cast Rights to 'Rugantino'

ROME—Full rights to "Rugantino," the Italian musical which will open February 3 after a Toronto tryout, have been acquired by Warner Bros. Records. The deal was set between WB and CAM Records, which has the original cast rights for the hit Italian LP. It is also expected that a number of singles will be culled from the score, with Frank Sinatra being named as one possible artist to be tapped to do a tune.

• SINGLES REVIEWS

• Continued from page 33

KENNY ROSSI
★★★★ Don't Put Me On (Merjoda, BMI) (2:25)—★★★ I'll Never Smile Again (Pickwick, ASCAP) (2:18). MERCURY 72211

CLAIRETTE CLEMENTINO
★★★★ Adonis (Joy, ASCAP) (2:08) — ★★★ Bless My Soul (Chappell, ASCAP) (2:04). CAPITOL 5081

THE LARKS
★★★★ I Want Her to Love Me (Vocal) (Shaker Heights, BMI) (2:28). —★★★ I Want Her to Love Me (Instrumental) (Shaker Heights, BMI) (2:28). GUYDEN 2098

THE CRESCENTS
★★★★ Pink Dominos (Dimondaire-Room-Seven, BMI) (2:26) — ★★★ Breakout (Dimondaire - Room - Seven, BMI) (1:55). ERA 3116

HANK BALLARD AND THE MIDNIGHTERS
★★★★ Buttin' In (Lois, BMI) (2:20) —★★★ I'm Learning (Briarcliff, BMI) (2:50). KING 5821

ROSE MURPHY
★★★★ Love Me Baby (Wemar, BMI) (2:01)—★★★ Bouquet of Lilies and Tears (Jodi, ASCAP) (2:42). REGINA 292

JAMES ROBINS
★★★★ I'll Be There (Sonlo, BMI) (2:55) — ★★★ Someone From Somewhere (Sonlo, BMI) (2:32). FEDERAL 12504

BOBBY DALE
★★★★ Evergreen (Chaplewood) (2:30) — ★★★ Let's Say Good-By (Chaplewood) (2:45). BELLE 4750

THE BONNETS
★★★★ Ya Gotta Take a Chance (Lenmar, BMI) (1:50)—★★ Ya Gotta Take a Chance (Instrumental) (Lenmar, BMI) (1:50). UNICAL 3010

DELL-ITES
★★★★ Humorock (Garopa, BMI) (2:10)—★★ Delma (With Her Green Eyes) (Garopa, BMI) (2:25). DELL 614

KELLY GORDON
★★★★ Let Me Tell Ya Jack (Four Star, BMI) (2:18)—★★★ Tears, Tears (BNP, ASCAP) (2:10). MERCURY 72215

CASCADES
★★★★ For Your Sweet Love (Four Star, BMI) (2:02) — ★★★ Jeannie (Honeysuckle, BMI) (2:13). RCA VICTOR 8268

JOHNNY GALAHAD
★★★★ '29 MODEL-A (T.M., BMI) (2:00) — ★★★ Movin' Free (T.M., BMI) (3:09). DECCA 31564

DALTON BOYS
★★★★ Oh Freedom (Champion, BMI) (2:50) — ★★★ Silver Dollar (Hampshire House, ASCAP) (2:21). CORAL 72387

CHELL-MARS
★★★★ Roamin' Heart (Dandelion, & Hi-Mar, BMI) (2:06)—★★★ Feel Alright (Dandelion & Hi-Mar, BMI) (2:15). JAMIE 1266

FERRANTE & TEICHER
★★★★ Crystal Fingers (Arlou, ASCAP) (2:08) — ★★★ Greensleeves (Arlou, ASCAP) (3:25). UNITED ARTISTS 660

KENNY GAMBLE
★★★★ Standing in the Shadows (Hill & Range, BMI) (2:21)—★★★ No Mail on Monday (Roosevelt, BMI) (2:30). EPIC 9636

AL (TNT) BRAGGS
★★★★ Take a Look at Me (Don, BMI) (2:45)—★★★ Drip Drop Goes the Tears (Don, BMI) (2:15). PEACOCK 1928

BABS TINO
★★★★ Dr. Jekyll or Mr. Hyde (Brenner, BMI) (2:10)—★★★ Great Things (Blackwood, BMI) (2:59). KAPP 561

JIVIN' GENE
★★★★ Cryin' Towel (Big Bopper, BMI) (2:31) — ★★★ Genie Bom Beanie (Big Bopper, BMI) (1:24). CHESS 1873

BILLY J. KRAMER AND THE DAKOTAS
★★★★ I'll Keep You Satisfied (2:04)—★★★ I Know (2:04). LIBERTY 55643

TOBIN MATTHEWS
★★★★ Can't Stop Talking About You (Columbia, BMI) (2:31)—★★★ When You Came Along (Seventh Avenue, BMI) (2:13). WARNER BROS. 5398

THE ORCHIDS
★★★★ That Boy Is Messin' Up My Mind (Trio, BMI) (2:38) — ★★★ The Harlem Tango (Screen Gem, BMI) (2:42). COLUMBIA 4-42913

COUNTRY

DARRELL McCALL
★★★★ Keeping My Feet on the Ground (Four Star, BMI) (2:25)—★★★★ Got My Baby on My Mind (Pamper, BMI) (2:38). PHILIPS 40154

TED BRAZEL
★★★★ Just Happened to Be Passing By (Lonzo & Oscar, BMI) (2:22). — ★★ Send Me You (Alonzo & Oscar) (2:17). CLARK 207

LES CUNNINGHAM
★★★★ A Whole Lot of Nothing (Champion, BMI) (2:00) — ★★★★ Who Is the Biggest Fool (Moss-Rose, BMI) (2:20). DECCA 31536

STAN HITCHCOCK
★★★★ This Town (Just Ain't Big Enough) (Barton, BMI) (1:56) — ★★★★ Someone to Be Lonesome For (Moss Rose, BMI) (2:44). EPIC 9634

CHRISTMAS

BING CROSBY
★★★★ Christmas Dinner Country Style (Shayne, ASCAP) (2:27) — ★★★★ Do You Hear What I Hear? (Shayne, ASCAP) (2:42). CAPITOL 5088

RAY BOLGER
★★★★ L'il Elfy (Land of Fantasy, BMI) (2:52)—★★★ Frosty the Snowman (Hill & Range, BMI) (1:34). ARMOUR 7799

JAZZ

LOU DONALDSON
★★★★ Spacemen Twist (Parts I & II). (Groove, BMI) (2:50, 2:50). BLUE NOTE 1895

GOSPEL

THE SWEET TONES
★★★★ Jesus Calls Us (Garrawak, BMI) (1:59)—★★★ Jesus Said I'm the Way (Garrawak, BMI) (1:30). ARRAWAK 103

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CHRISTMAS ALBUMS

• Continued from page 28

20TH CENTURY FOX RECORDS
444 W. 56th St., New York 19, N. Y.

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

VANGUARD RECORDING SOCIETY, INC.
154 W. 14th St., New York 11, N. Y.

VRS-428 A MUSIC BOX OF CHRISTMAS CAROLS—Welch Chorus*

VRS-497 CHANSONS DE NOEL—French Christmas Carols*

VRS-499 HOLLY AND THE IVY—Alfred Deller, English Carols*

VRS-1062 HARK YE SHEPHERDS —Carols, Deller Consort*

VRS-9040 DICKENS' A CHRISTMAS CAROL—Siobhan McKenna*

VRS-9080, VSD-2080 THE LIFE OF CHRIST—Charlton Heston (Mono)*

VRS-9081, VSD-2081 THE PASSION OF OUR LORD—Charlton Heston (Mono)*

VRS-9079, VSD-2079 ODETTA SINGS CHRISTMAS SPIRITUALS—(Mono)*

BACH GUILD

BG-158 BACH CHRISTMAS CANTATA NO. 63*

BG-523 BACH CHRISTMAS CANTATAS NOS. 122/133*

BG-569, BGS-5006 AN 18th CENTURY CHRISTMAS—Solisti di Zagreb (Mono)*

BG-654, BGS-5066 MEDIEVAL CHRISTMAS CAROLS—Deller & Deller Consort (Mono)

VEE JAY
1449 S. Michigan Ave., Chicago 5, Ill.

5045 TREASURY OF GOLDEN CHRISTMAS SONGS—America's Greatest Gospel Groups

1055 SEASON'S GREETINGS—The 4 Seasons*

VERVE RECORDS
1540 Broadway, New York 19, N. Y.

V4042 ELLA WISHES YOU A MERRY CHRISTMAS—Ella Fitzgerald*

V2021 LET'S SING A SONG OF CHRISTMAS —Spike Jones (Mono)*

VOCALION RECORDS
445 Park Ave., New York 22, N. Y.

VL 3626 CHRISTMAS FOR CHILDREN—Frank Luther

WARNER BROS. RECORDS, INC.
4000 Warner Blvd., Burbank, Calif.

W/WS 1483 CHRISTMAS WITH THE EVERLY BROTHERS*

W/WS 1484 I WISH YOU A MERRY CHRISTMAS—Bing Crosby*

TRINI IN L. A.

Everything Just Right for Trini

Trini Lopez, just returned to Los Angeles after his first European tour, proved that P.J.'s is still his favorite stomping ground. Lopez and his trio opened (29) before the kind of enthusiastic audience which has packed the night club during his two years here as a single and during the last six with drummer Mickey Jones and electric bassist David Shriver.

Lopez, a smiling 25-year old Dallas lad, uses the combination of a hard rocking beat, his smooth flowing voice, tricky guitar fingering and his audience as a vocal chorus to create excitement and infused infection.

Utilizing his natural Latin background, Trini included a south of the border medley in his second set and has drummer Jones creating a mild Latin feel on cymbals on "Unchain My Heart," the now famous "If I Had a Hammer" and "La-Bamba."

With one successful Reprise LP and another just released, Lopez is concentrating on emphasizing the commercial rock and roll beat, which on the night reviewed tended toward overbearance. Trini's success has been in combining his Latin flavored vocals such as "America" from "West Side Story" with the danceable rock beat.

His current interest in broadening his repertoire to include blues and country tunes will offer Trini mucho opportunities to develop further his style, which right now is in a good commercial groove.

ELIOT TIEGEL

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CBS Salutes Cole Porter

NEW YORK — A salute to Cole Porter was aired Sunday (10) on Lee Jordan's "Music of Broadway" on WCBS. Alfredo Antonini conducted the 26-piece CBS Orchestra. Stu Foster and Lynn Roberts sang from "Kiss Me Kate," "Born to Dance" and "Anything Goes."

Stereoddities Names Distribs

FT. LAUDERDALE, Fla. — Stereoddities, Inc., has announced the following distributor appointments:

Delta Distributors, New Orleans (Hugh Devlin), Alpha Distributing Corporation, New York City (Harry Apostoleris), B & K Distributing Company, Oklahoma City (Cliff Keeton), and Dallas (Bill Burton), Beckerman Distributors, Inc., Milwaukee (Harry Beckerman), and Allen Distributing Company, Richmond, Va. (Milt Seinsheimer).

TALENT TOPICS

BOSTON

Frank Sinatra Jr. finished a one-week stand at Blinstrub's Village, but there seems to be little to indicate that he will be any threat to his famous dad. Comedy song stylists **Anita Ray** and **Diane Hall** are currently holding forth, with the **McGuire Sisters** set for next date.... **Hildegarde** is once more charming the toffs at the Statler-Hilton's Terrace Room. . . . **Sergio Franchi** breaking records and hearts at the Framingham Monticello. The Italian RCA recording artist was chosen to sing "The Star-Spangled Banner" at the $100-a-plate dinner for President Kennedy here.

Jazz is getting the treatment at the Tic Toc these evenings with **Al Grey, Billy Mitchell, Sir Charles Thompson** and **Marcus Foster**.... The jazz workshop also is featuring vibro artist **Milt Jackson** backed by **Herb Pomeroy's** sextet.... "Bill Bailey" is resounding from the Revere Beach Surf Club as **Pearl Williams** aided by **Marty Lane** beats it out.

Dennis Day will appear for one night at the Donnelly Memorial Theatre in "A Night With ...." accompanied by **Horace McMahon** of "Naked City" fame as master of ceremonies on November 17.... The Donnelly also will have **Ray Charles,** who breaks the house record regularly there, next week.... **Bobby Dylan** will make his Boston debut this week at Jordan Hall.... With a swinging musical comedy season well started here, the Hub will get "Stop the World..." for three weeks at the Shubert, starting November 11.... **Kirk Douglas** in "One Flew Over the Cuckoo's Nest" at the Shubert before going to Broadway. Some opening reviews really battered the Wasserman play.

CAMERON DEWAR

MEMPHIS

Jerry Lee Lewis will be on the road soon on an extended tour. He will play the Thunderbird in Las Vegas again, where he made such a hit a few months back. . . . **Jimmy Driftwood** led a group of singers recently to Washington where they performed for senators, congressmen and government officials hoping to woo support for a water and sewer system and folk culture center for Mountain View.

The storm still rages in the city commission over what public facility to name for **Elvis Presley.** Nobody has agreed on anything yet, some two months after the commissioners decided to name something for him.... Movie star **George Hamilton** has turned singer, chose his home town of Memphis to plug his first record, "Don't Envy Me," on MGM. He was mobbed by fans several times in his two-day stay.

Met opera singer **Eileen Farrell** was a big hit here last week when she opened the Beethoven Club's season.... **Ace Cannon's** album "Moanin' Sax" and **Bill Black's** latest, "Bill Black's Combo Out West," both on Hi label, are due out this week.

Beti Bernhardt, pretty singer, wowed 'em when she opened with **Bob Morris'** ork at Hotel Peabody's Skyway last week.... **Ace Cannon's** new single on Hi, "Swanee River," is going fast, reports one-stop operator **Frank Berretta.... The Journeymen** headline the Hootenanny U.S.A. show November 14 at the Auditorium. Also appearing are **Jo Mapes** and **Geez-inlaw Brothers.**

Bill Black's Combo, Hi Records top instrumental group, just finished extended record sessions on another album. Bill's fans keep demanding more.... **Jimmy Driftwood** headlined an Ozark Folk Festival folk sing last week at Eureka Springs, Ark. The voice of America recorded it for broadcast behind iron curtain countries and NBC filmed it for use on TV later.

ELTON WHISENHUNT

Kate Smith

• Continued from page 12

tune as it is written) has a powerful hold on the listener. With the lavish arrangements by maestro Henderson and the large orchestra, you could revel in the beauty of pure, full sound. Kate was, as always, at her best on the ballads and sustained material. Her up-tempo work was occasionally more self-conscious (as in "Back Home in Indiana," she resorted to such dated "swinging" techniques as "on the Wa-bash-bash-bash") but she even elicited a certain amount of "homey" charm in them.

Much of the credit for programming which kept the evening moving at a nice pace must be given Skitch Henderson whose arrangements were imaginative and his conducting exceptionally careful and always considerate of the singer.

RCA Victor recorded the concert live, and the album is being rushed to the market. In fact, it should be on the stands by the time this review appears.

Kate closed her concert with another trademark of hers "God Bless America," sung with such power that the whole house spontaneously rose to its feet in tribute to an evening they'd not soon forget.

BARRY KITTLESON

Changes Name

NEW YORK—Selling Thru Sound, Inc., radio and TV musical commercial producer, has changed its name to Sonny Hayes Productions, Inc. The firm's offices will remain at 141 East 55th Street, New York City.

"BEVERLY BUFF"
is chart bound again with
"PUZZLE OF LOVE"
(Bethlehem) #3078
b/w
"FROM ONE PAIR OF ARMS TO ANOTHER"
on King Records
(Bethlehem Label)

ST. LOUIS BLUES
b/w
"OUTSKIRTS OF TOWN"
Jimmy Reed
VJ #570
VeeJay RECORDS
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Chicago 5, Ill.

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PROGRAMMING NEWSLETTER

So You Want to Be a Deejay

By BILL GAVIN
(Contributing Editor)

MOST STATIONS HAVE A SET OF RULES for their disk jockeys. These range from a set of printed instructions, often known as "The Bible," to a fatherly talk by the program director, informally outlining a few brief do's and don'ts.



Appearing below are selected different sets of station rules for disk jockeys. They seem generally applicable as a guide for DJ's in a majority of stations.

1. BE YOURSELF. Don't try to sound like someone else, whose air work you may admire. There's nothing wrong with adopting new ideas in your show, but use them in your own way. When you are on the air, you are not an actor, pretending to be someone else. You are a performer whose job is to entertain. Do your job by being natural, genuine, sincere. Radio listeners are quick to spot—and reject—a phony.

2. RESPECT YOUR LISTENERS. A disk jockey will sometimes privately express a low regard for the intelligence and good taste of his audience. As a result of this attitude he deliberately lowers the caliber of his show, both in his music and in his chatter. This is sometimes offensive to listeners. On the other hand, they are usually complimented when you give them credit for intelligence and understanding. Don't downgrade your vocabulary to a 12-year-old's level. You're a mature adult. Don't be afraid to sound like one.

3. PREPARE YOUR SHOW. Know well in advance everything that is scheduled on the log. Think out how you are going to handle each item. Check the commercial copy well in advance. Read over and rehearse all new commercials. Check with the engineer on your cues for live inserts and tags for the transcribed commercials. Check the intro and endings of all new records, so that you won't be talking over song lyrics.

4. YOUR SHOW IS MUSIC. The music you play is the reason that you have listeners. Avoid any statements like: "Time out, now, for five minutes of news, and then I'll be right back with you again." News, commercials, promos and features all have a reason for being where they are. While you don't need to treat them as world shaking importance, never give the impression that they are unavoidable interruptions to your own inspired efforts.

5. AVOID DEAD AIR. Gaps of silence in your show—even one second—are indications of indifference or poor preparation. Dead air is the brand of the amateur. Be a pro. Also, be sure that you know what you're going to say at the end of each record or spot, so that you won't sound surprised to be "on."

6. MAKE YOUR SHOW MOVE. This does not mean that everything you say must be at breakneck speed. Nothing grows more tiresome to the listener than unrelenting speed in speech. The trick is in knowing where and when to slow down—to pace your words and phrases for emphasis. A show that moves does so because of tight cues and crisp, brief remarks. Don't be afraid to write our your "ad libs" in advance. Decide beforehand whether what you're going to say will add to your listener's enjoyment of your show and/or friendship for the station. If your remarks don't pass this test, don't make them.

7. CONTRAST YOUR MUSIC. Tempo must change appreciably from one record to the next. Types of sound should also change. For instance, avoid two falsetto voices in succession, or two vocal groups without a predominant lead singer. And, of course, never play two girl vocals, or two instrumentals consecutively.

8. BALANCE YOUR MUSIC. Space your instrumentals evenly—at least one every half hour, or more often if there is currently a high ratio of instrumental hits. Avoid the screamers and hard rock sounds between 9 a.m. and 3 p.m. Even in peak teen listening hours, space out the rougher sounds. Remember that we don't intend to lose our adult audience even when your people are tuned in. But don't assume, as some do, that adult listeners prefer slow, sweet music. There is plenty of bright music on the playlist to keep every show moving.

9. "SELL" YOUR MUSIC. You are paid, in part, for selling our sponsors' products and services. It is equally important that you present our musical product in a way that will make it most acceptable to our listeners. This doesn't require you to "rave" about every record. It does require that you show—in some convincing manner—your own enthusiasm for the newer picks and extras. With the established hits, sometimes the way you mention the name of the artist is all that is needed to show a listener that you share his enthusiasm for it.

10. HIGHLIGHT YOUR SHOW. Every half hour should offer something special. Usually it's a top pick, or a high ranking sales breakout. Whatever it is, let your listeners hear about it in advance; let them know when it's coming. Always point your show ahead in such a way as to give your listeners a reason for staying tuned. Never plead with them to "stay tuned" or "don't touch that dial." Simply take it for granted that what is coming up is worthy of their continued attention.

11. BE FUNNY, IF YOU CAN, if not, don't try. Many successful disk jockeys never tell a joke, never try to be witty or clever. If you want to try humor on your show, go ahead. We'll let you know if it isn't right, and we'll help you make it work, if we can.

12. THINK ABOUT YOUR JOB. It's important. Millions of people find companionship in radio. Many of them are lonely, many feel worried and insecure. You can bring them a sense of belonging, a contact with things that seem familiar and real. Get to know your community. Take part in it. We think you're a good disk jockey—that's why we hired you. We want you to improve—to grow with your job. Believe in it. Be proud of it, work hard at it. Make us proud of you.

Dean Rusk to Participate In Westinghouse Confab

CLEVELAND — More than 300 leaders in broadcast programming in addition to prominent guests Secretary of State Dean Rusk, FCC Chairman E. William Henry, Francis Keppel, commissioner of education, Department of Health, Education and Welfare—will participate in the Group W (Westinghouse Broadcasting) fifth annual conference on public service programming which begins here Sunday (10).

Expert panelists and speakers will seek to guide and advance the conference's specific aims and purpose, which is to enlarge the capability of the broadcasters to bring information and education to communities.

The focus through the first day of the four-day confab will be on news—the whole spectrum from basic innovations in newscasting to broad questions related to the nature of news.

On Tuesday, delegates will center their attention on how the industry has improved techniques for determining community needs and tastes and is responding to them. On Wednesday, meetings will concentrate on the art of the television and radio documentary, with demonstrations of both.

Delegates and guests will be entertained during the conference by Count Basie, Mike Douglas (host of the syndicated "Mike Douglas Show"), Phyllis Diller, Tim Conway ("McHale's Navy") and others.

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'MUSICIANS OFF STAGE' UP FOR FREE AS SERIES

GREAT BARRINGTON, Mass.—High Fidelity is again offering free to classical music stations its radio interview program, "Musicians Off Stage." The 15-minute monthly tape program has as host Gene Bruck and features interviews with musical celebrities.

Guests lined up for the fall series so far are William Steinberg, conductor of the Pittsburgh Symphony, and violinist Yehudi Menuhin.

The program, now being carried on 48 stations on an exclusive market basis, may be obtained by writing Walter F. Grueninger, High Fidelity Radio Service, Great Barrington, Mass.

Radio-TV PROGRAMMING

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

READY-TO-GO PROGRAMMING

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

BEST TRACKS FROM THE NEW SPOTLIGHT LP'S

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

POPULAR

COME BLOW YOUR HORN—Maynard Ferguson's Big Band (Cameo C 1066, SC 1066) "Country Boy" (Kimberly, BMI) (3:52)

JAZZ

TREAD YE LIGHTLY—Clark Terry (Cameo C 1071, SC 1071) "Misty" (Vernon, ASCAP) (4:00)

CHRISTMAS

A CHRISTMAS GIFT FOR YOU FROM PHILLES RECORDS — Various Artists (Philles PHLP 4005) "Santa Claus Is Coming to Town" (Leo Feist, ASCAP) (2:29)

COUNTRY

BUCK OWENS SINGS TOMMY COLLINS (Capitol T 1989, ST 1989) "High on the Hilltop" (2:31)

ALONE WITH YOU—Rose Maddox (Capitol T 1993, ST 1993) "Long Black Limousine" (2:40)

VOICE OF THE PEOPLE—Jimmy Driftwood (Monument MLP 8006) "What Is the Color of the Soul of Man" (Combine, BMI) (2:54)

THE TALL GENTLEMAN—Carl Smith (Columbia CL 2091, CS 8891) "This Orchid Means Goodbye" (Fairway, BMI) (2:35)

I LOVE A SONG—Stonewall Jackson (Columbia CL 2059, SC 8859) "A Wound Time Can't Erase"

SPIRITUAL

CLARA WARD AND HER GOSPEL SINGERS AT THE VILLAGE GATE —Vanguard VRS 9135, VSD 2151) "Let Us All Go Back" (2:56)

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100 TITLE, ARTIST, LABEL	Weeks on Hot 100
1	1	WASHINGTON SQUARE, Village Stompers, Epic 9617	9
2	2	I'M LEAVING IT UP TO YOU, Dale & Grace, Montel-Michele 921	7
3	3	MARIA ELENA, Los Indios Tabajaras, RCA Victor 8216	9
4	5	500 MILES AWAY FROM HOME, Bobby Bare, RCA Victor 8238	7
5	4	I CAN'T STAY MAD AT YOU, Skeeter Davis, RCA Victor	11
6	20	DOMINIQUE, Singing Nun, Philips 40152	2
7	8	TALK TO ME, Sunny & Sunglows, Tear Drop 3014	11
8	13	TWENTY-FOUR HOURS FROM TULSA, Gene Pitney, Musicor 1034	5
9	6	THAT SUNDAY, THAT SUMMER, Nat King Cole, Capitol 5027	12
10	11	YOUR OTHER LOVE, Connie Francis, MGM 13176	5
11	15	LIVING A LIE, Al Martino, Capitol 5060	4
12	10	DON'T THINK TWICE IT'S ALL RIGHT, Peter, Paul & Mary, Warner Bros. 5385	10
13	7	THE GRASS IS GREENER, Brenda Lee, Decca 31539	8
14	—	SINCE I FELL FOR YOU, Lenny Welch, Cadence 1439	4
15	14	THE MATADOR, Johnny Cash, Columbia 42880	4
16	9	BLUE VELVET, Bobby Vinton, Epic 9614	15
17	16	FUNNY HOW TIME SLIPS AWAY, Johnny Tillotson, Cadence 1441	5
18	12	BLUE GUITAR, Richard Chamberlain, MGM 13170	8
19	19	DON'T WAIT TOO LONG, Tony Bennett, Columbia 42886	6
20	—	YOUNG WINGS CAN FLY, Ruby & the Romantics, Kapp 557	4

YESTERYEAR'S HITS

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

POP—5 Years Ago
November 17, 1958

1. Tom Dooley, Kingston Trio, Capitol
2. It's Only Make Believe, C. Twitty, MGM
3. Topsy II, C. Cole, Love
4. It's All in the Game, T. Edwards, MGM
5. To Know Him Is to Love Him, Teddy Bears, Dore
6. Beep Beep, Playmates, Roulette
7. Chantilly Lace, Big Bopper, Mercury
8. Lonesome Town, R. Nelson, Imperial
9. Queen of the Hop, B. Darin, Atco
10. I Got a Feeling, R. Nelson, Imperial

POP—10 Years Ago
November 14, 1953

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

RHYTHM & BLUES—5 Years Ago—November 17, 1958

Topsy II, C. Cole, Love
It's All in the Game, T. Edwards, MGM
Rock-In' Robin, B. Day, Class
A Lover's Question, C. McPhatter, Atlantic
I'm Gonna Get My Baby, J. Reed, Vee Jay
Key to the Highway, Little Walter, Checker
Hold It, B. Doggett, King
Just a Dream, J. Clanton, Ace
Queen of the Hop, B. Darin, Atco
Tears on My Pillow, Little Anthony & the Imperials, End

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ONE HUNDRED MILLION PEOPLE!

UNPRECEDENTED EXPOSURE!

EMOTIONAL IMPACT!

RED SOVINE



C.&W. SPOTLIGHT

DREAM HOUSE FOR SALE

WAYNE WALKER

(Cedarwood, BMI) (2:58)

KING OF THE OPEN ROAD

CARL GRACE & TOMMY HILL

Starday

(Starday, BMI) (2:09)—Starday 650

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

Latest Red Sovine Albums:

GOLDEN COUNTRY BALLADS OF THE '60s—SLP 197

THE ONE AND ONLY RED SOVINE—SLP 132

ANOTHER FANTASTIC MILESTONE FOR COUNTRY MUSIC-INTERNATIONAL

RED SOVINE'S SPOTLIGHT PICK HIT SINGLE WILL BE FEATURED ON THE NEW NASHVILLE PRODUCED SHOW TO BE AIRED EACH WEEK ON RADIO WSM AND "RADIO NEW YORK WORLDWIDE" (WRUL)—PLUS REBROADCAST OVER THE AUSTRALIAN NETWORK TO REACH OVER 100,000,000 PEOPLE IN THE U. S., EUROPE, AFRICA, LATIN AMERICA AND AUSTRALIA.

FOR DIAMONDS—KNOW YOUR JEWELER

FOR COUNTRY ★ BLUEGRASS ★ SACRED ★ WESTERN ★ OLD-TIME

GET WITH Starday ***Founded 1952*** **From NASHVILLE, TENNESSEE, The Musical Heart of America**

P. O. Box 115, Madison, Tennessee
Phone: 228-2575. Area Code 615

ON SPARTON IN CANADA, ARIOLA IN GERMANY, AND THE DECCA RECORD CO. OF LONDON—WORLDWIDE

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What's New in the World of Programming:

NEW SOUNDS IN AIR AT WFEC, HARRISBURG

HARRISBURG, Pa. — There is a new sound on the radio scene in Pennsylvania's capital city. On October 7, WFEC was born from the rib of the now defunct WHGB.

The station, purchased by interests headed by Herb Schorr (father of KHJ program director Arnie Schorr), has embarked on a lively top 40 personality format in the nation's 21st radio market (includes York and Lancaster).

Station spokesmen report that as a result of the call letter change, new air personalities, tight top 40 format, and aggressive promotion, the station has moved into first place in Harrisburg in less than a month.

The new voices being heard by Harrisburgers belong to Bob Robbin (in from WTIX, New Orleans), WFEC program director; Lucky Pierre (former KHJ, Hollywood, personality), Buddy Carr (formerly of KAAY, Little Rock), Buzz-A-Long (brought in from KDOC, Tyler, Tex.) and John Barger (ex-KNOW, Austin, Tex., staffer), news director Glenn Simms (alumnus of WNOE, New Orleans), and two localities, Kurt Whitcomb and Don Cliffton (who switched from WCMB).

WFEC is combatting top-rater WSBA in York, a highly regarded pop rocker owned by Susquehanna Broadcasting; WCMB, programming a modified top 40; WHP, the CBS affiliate that sticks to standards and the softer sounding pop records; WKBO, NBC carrier, playing all types of music, and WHYL, an indie also offering a myriad musical potpourri.

WFEC is backing up its new line-up of professional showmen with increased news coverage (10 minutes per hour) and a music list of 40 with no more than 30 extras programmed in two 25-minute segments. Also spotlighted is the "WFEC No. Onederful Record," five new "discoveries" each week, and two "golden oldies" an hour.

Cin'y WCPO Inaugurates 'Fun Radio'

CINCINNATI — Saturday (9) was the kick-off day for a new format on WCPO here. The station switched from a full-time summer hootenanny format to pop music with the emphasis on "fun radio."

Five new deejays have been hired to see to it WCPO has loads of fun. Shad O'Shea (WIL, St. Louis alumnus) is handling the 6 to 9 waker-upper segment. Next in line in the 9 to noon slot is the station's new program director, Bob Keith, who hails from WFUN, Miami; Dick Provost, a local stalwart, programs the noon to 3 p.m. time, while Mike Gavin (ex-WKLO, Louisville) airman sits in from 3 to 6 p.m. Another WFUN man, Rock Robbins, is hosting the 6 to 9 p.m. show. Myles Foland, well-known in Cincy, is in the 9 to midnight slot and newcomer from WNOR Norfolk, Jack McCoy is heard in the all-night spot.

Bill Dawes, recent WCPO program director and air personality, has been appointed director of FM and community relations for WCPO. Other airmen, Jim Dandy and Bill Burns, have exited the station.

The outlet has dropped all but a few selected offerings from CBS (the net is looking for another outlet in the city) and will emphasize a wide variety of current music with the notable exception of "hard rock."

The station's major competition for audience and in sound is WSAI, a powerhouse pop rocker that has had the rating picture sewed up in Cincinnati for many a moon now.

Coast Station Goes C&W For 1st Time

SAN DIEGO, Calif.—For the first time in San Diego radio history a station is programming 21 hours a day of country-western music. KSON switched to a full-time c.&w. schedule September 29.

KSON Vice-President and General Manager James P. Hensley said the programming change was made after an exhaustive survey of the San Diego market showed a definite need for this type of local radio programming.

San Diego, the nation's 19th largest radio market, is considered by many to suffer from signal overpopulation (seven AM, eight FM and six Tijuana, Mexico, stations). KSON, a 250-watter broadcasting from 5 a.m. to 2 a.m., has had to battle top-rated rocker KCBQ and other swinging pop music outlets such as KDEO and KGB. Softer sounding KOGO (NBC affiliate), KFMB (CBS affiliate) and KSDO, including the predominantly easy listening sounds of the eight FM outlets are also vying for the listener's ear and the advertising dollar.

The station states that research conducted for the past three months indicated San Diego has a tremendous influx of residents from the South and Midwest areas of the United States where country and western music is predominant. The hope of capturing this audience and the obvious need to develop a distinctive and exclusive format and sound in what is claimed to be a station overpopulation area has figured greatly in the decision to go all c.&w.

With the programming change KSON has added country and western air personalities Smokey Rogers, Eddie Briggs, Weldon Rogers and Mike Larson.

OKLA. STATION GOES TOP 40 AROUND CLOCK

MIDWEST CITY, Okla.—It may be a first for FM . . . a 24 hour format of top 40 music. KMWC-FM, owned by Carl Williams, began Friday, October 25, broadcasting top 40 music around the clock.

Although KMWC-FM is not the only FM'er to embrace such a format, it is certainly the first reporting a 24-hour schedule of pop music in a broadcast field which prides itself on aloof, high-brow fare for hte most part.

"Radio Midwest City is among the nation's leaders in the upcoming trend to popularize FM radio," said James R. Hale, "It is becoming increasingly apparent, especially in this market, the FM means only frequency modulation," said Hale.

The swingin' FM'ers of KMWC are: Easy Smith, Mr. Dee, Bart Knight, Ray Ramano, Barry Winters and Mike Love.

Atlanta Station Makes Switch From Top Forty

ATLANTA—Station WAKE here, long associated with Top 40 music, has changed policy in favor of a "best of everything" formula.

The station will concentrate on proved pop favorites and established performers; chart winners (excluding hard rock, blues and teen-age appeal records); standards and million sellers, and new releases, according to Gene Blaine, the station's program director.

WAKE's airmen are Mike Holiday (5-9 a.m.), Gene Blaine (9-11 a.m.), Bob Baker (11-3 p.m.), Ron Bowen (3-7 p.m.), Bob Brisendine, the station's news director, who will air 60 minutes of news and talk features from 7 to 8 p.m., and Paul Drew, the only deejay who will continue to program rock and roll in his 8 p.m. to 1 a.m. show. The station now signs off at 1 a.m.

Format policy change at WAKE leaves the Atlanta market with two nightly competitive tight top 40 outlets, WPLO and WQXI.

The station announced last week its affiliation with the CBS Radio Network.

See 4-Way Det. Battle

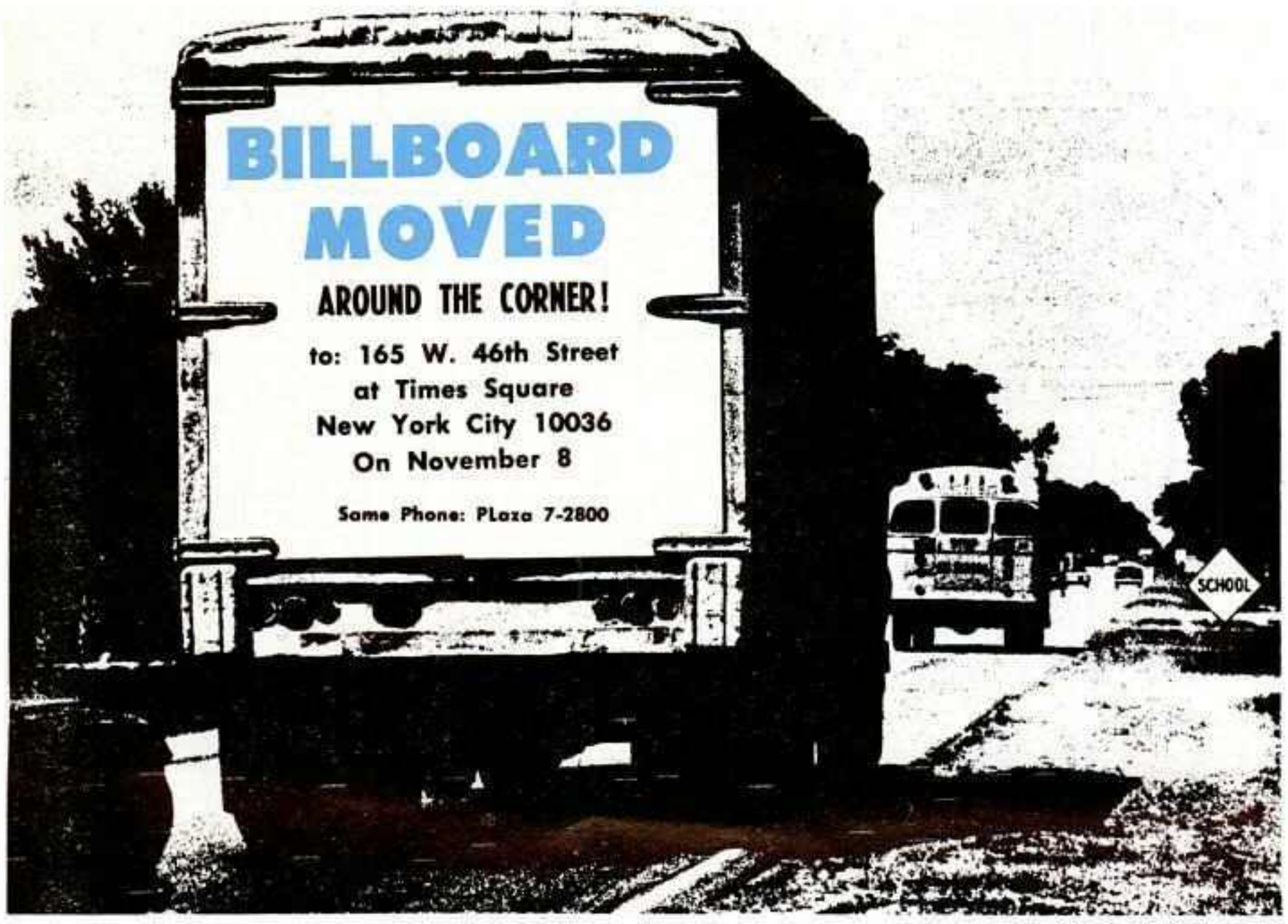
DETROIT—A four-way battle is shaping up in this market with the immediate changeover in programming at WKMH.

The Dearborn-based 5,000-watter has introduced a new set of calls, WKNR, several new airmen, and a radical switch from the soft sound in music to a "30 plus 1" format. Detroit will be one of the few markets where severe competition is taking place among three or more pop music stations.

The Knorr-owned outlet has been under the program doctoring of consultant Mike Joseph for many months. Soft standards had been the path for more than a year. WKMH (Now WKNR) was once the major pop music outlet in the market. Today a major fight is developing between the new WKNR, RKO's 50,000-watter, CKLW (which recently added Tom Clay in the late p.m. to help accentuate their positive pop sound), WJBK, Storer-owned swinger, and WXYZ, the ABC-owned pop-rater.

Mort Crowley (KHJ defector) broadcasts 5 to 9 a.m. followed by the Motor City's famous Robin Seymour in the 9 to noon slot. Jim Sanders is handling the noon to 3 shift with Gary Stevens hosting the 3 to 7 p.m. segment. Bob Green goes up to midnight and Bill Phillips holds the fort all night.

NOTICE



VOX JOX

By GIL FAGGEN

SEGUE

As long rumored, **Sam Holman** departed WABC (New York) late Friday by "mutual consent." His 1 to 3 p.m. show has been taken over by **Bobby Dayton**—a John Box refuge (WIL, KBOX)—who will continue to do the noon to 5 p.m. Sunday shift at WABC. Holman was recently replaced as program director by **Rich Sklar.**

Gary Owens joins KMPC (Los Angeles) in 3 to 6 p.m. slot replacing **Johnny Grant,** who moves into the world of public relations for Golden West Broadcasting, owner of KMPC.

Stan Kaplan, executive v.-p. of Mars Broadcasting, producer of **Dick Clark** radio show and Demand jingle package, elected executive v.-p. of WMEX (Boston).

As I reported several weeks ago, **Neal McIntire** has joined WINS (New York) as producer-director. WINS promotion executive **Gerald Sherwin** has been upped to similiar position. McIntire joins station from KQV (Pittsburgh) and WHK (Cleveland). Both men will report to program manager **Dom Quinn.**

Red Jones, program director of WDGY (Minneapolis-St. Paul), returns to WQXI (Atlanta) as assistant to general manager **Ken Burkhart.** Jones was former WQXI program director and deejay.

"The Johnny Andrews Show" made its debut Sunday (20) on WCBS (N.Y.C.) 6:15 to 8:55 p.m. Andrews, a former WTAM-KYW (Cleveland) performer, is currently performing at Manhattan's swank Tower East.

Don Kellerman, CBS News producer, whose most recent assignment has been the "Cronical" series, has been appointed director of cultural programming for National Educational Television.

Jack Hanrahan, formerly producer-writer-performer on the **Mike Douglas** syndicated show from KYW-TV, now doing morning trick on WIRD Radio (Lake Placid, N. Y.).

Todd A. Spoeri appointed publicity-public relations manager of Group W's Baltimore outlet, WJZ-TV. . . . **John Corcoran** named publicity director for WFIL-AM-FM-TV (Philadelphia).

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Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

The Power of Good Displays



DALLAS—George Goldfarb and Jack Jacobs, co-owners of the Melody Shops in Dallas, are firm believers in the record selling power of good displays. This sales philosophy is followed both in the front display windows and inside their four Dallas locations.

Current releases and top sellers are prominent in the windows facing the sidewalks. These windows are the best advertising we can do, Goldfarb said. Note the wide variety of styles of material and repertoire shown in one of the firm's key windows.

Dealers' Yuletime Arriving a Little Early This Season

NEW YORK—Christmas will arrive early this year or, put another way, taking his annual Christmas selling start from Thanksgiving Day, the dealer will find Christmas arriving this year five days ahead of schedule.

That's because Thanksgiving falls November 28 as compared to November 22 a year ago. And this means simply that disk retailers will have something like 25 per cent less selling time for the strongly holiday-oriented product than in most years. Since these busy days between Thanksgiving and Christmas normally are the heaviest selling days of the entire year, with an abnormally high per cent of the total annual gross sandwiched in, dealers should move now to compensate for the shorter key selling time.

The Master Photo Dealers and Finishers Association, in advising its members of this loss of selling time (through its publication, The Barometer) calls attention to the need to start holiday promotions earlier and to "work harder than ever."

There is no reason why this philosophy cannot work for the record and home entertainment equipment dealer. Aware of the problem of minimal selling time, which has always afflicted the holiday retail picture, record manufacturers began turning out holiday product this year as early as August. The first new album of the season to appear at that time was the Paul and Paula Christmas set on Philips.

Jolly, Fat Yule

Since then a veritable barrage of product has come out (see separate section this issue for detailed directory of Christmas album availabilities) and much of it in September and early October. By now, the great majority of product has been released. Dealers, with this kind of manufacturer support, should get on the Christmas kick at once. Don't wait for Thanksgiving. Chances are, your rack or chain competitor isn't waiting either. Don't get lost in the shuffle.

The same philosophy holds for equipment selling. Many shoppers now try to stretch out their Christmas buying, to make the blow on the pocketbook softer and to avoid the hassle of the last-minute crush. The time to push and display new merchandise, decorated with the traditional ribbon and tinsel, is now. The same is true of all related items such as accessories and certainly including tape. In this way, there'll be six weeks of selling time instead of three, and quite possibly the sales level can jump substantially by using the simple, early-bird approach.

Other handy tips designed for stepped-up Christmas as well as all-year sales, offered by the Photo Dealer's house organ, include the suggestions that dealers should "promote" rather than simply "offer" credit terms

(Continued on page 48)

EQUIPMENT NEWSLETTER

Lack of FM Knowledge Often Hurts

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

BELIEVE IT OR NOT, RADIO CAN BE highly profitable. But many dealers are sabotaging their own radio profits as a result of two fatal errors: (1) Lack of information and knowledge about FM and FM stereo. (2) Failure to demonstrate FM.



This is the opinion of one of the most respected and knowledgeable veterans of home entertainment merchandising. He's Gerald O. Kaye, who heads New York's big Friendly Frost retail chain as well as the area's only 24-hour FM stereo station, WTFM, and whose experience encompasses virtually every link in the chain of TV-radio-phonograph distribution.

The specific problem we brought to him in our interview is this: Why do some dealers do so well with FM and FM stereo, while others completely strike out?

In reply, Kaye discussed a survey of 1,400 dealers made by his FM stereo station when it began broadcasting two years ago. It revealed that most dealers simply did not understand FM stereo, nor were they aware of its qualities and its limitations. Surveyors went up to the roofs of TV-radio dealers and looked for antenna installations. "In most cases," said Kaye, "even the TV antenna wasn't hooked up."

AT THAT TIME, he explained, an outside antenna was a necessity for FM stereo demonstration in the vast marjority of cases. "Until about a year ago the manufacturers had done little research on FM. Even the FM stereo chassis were based on designs 10 years old. Last year the circuits were improved so much that in many cases an outdoor antenna isn't needed now.

"The dealer isn't fully aware of these developments—any more than he was aware that an antenna was needed in the first place. He should be the most knowledgeable person about FM. He should be able to answer the public's questions."

Most dealers don't have any idea how to sell FM stereo, Kaye believed. "Dealers today are so spoiled that they don't demonstrate radios. AM radios are sold like toasters. The basic theory is—'take it, it's guaranteed; if you don't like it, bring it back'."

"Many dealers don't realize that FM radio is a different ball game," said Kaye. "AM as a service medium is a sound instrument.

"The demonstration is the key. If you demonstrate, you can step up again—like the old days. Radio should be sold with a demonstration." Here Kaye was referring to stepping up prospects from AM radio to FM or FM-AM.

HE POINTED TO AN APPROACH being used by Friendly Frost in its ads and in personal contact with customers: In the New York area, for example, most people don't know that 27 FM stations are receivable. "With these 27," Kaye continued, "you can get anything AM has to offer"—including the same programming as virtually all of the AM stations—plus another six FM-only stations. This generally is true in most major metropolitan markets.

This is just one example—but it demonstrates how a dealer can give the consumer more understanding of the facts of FM, to help sell up from AM to FM. In Kaye's words, "There is no profit in AM, but there is profit in FM."

Interestingly, Kaye has found that the big volume in FM-AM radio is in high-ticket, and not low-ticket, merchandise. "This is because people who buy FM know what they want and are willing to pay for it."

Back to the important point about demonstration: "Some things have to be demonstrated, and some don't. The public now takes for granted that a black-and-white TV will work. They usually don't even look at the picture — they'll examine the cabinet closely. In TV-phono combinations, cabinet and sound are the qualities that sell. In color TV, it's different. The picture must be demonstrated. FM and FM stereo are like color TV.

"In our stores, we leave the TV pictures on with no sound. But we do have an FM stereo receiver turned on all day long. People hear it and stop. The music is big, full and rich. As a matter of fact, this is one of the ways we do most of our selling. We've checked store by store and proven it. It works."

An AM customer, Kaye believes, should be shown—and demonstrated — the advantages of FM, and told that FM gives him everything he'll get on AM, and much more. After he's been shown FM, "then step up to FM stereo." Added Kaye: "The effort has to be made, but this is one of the best ways to sell both FM and FM stereo."

Interestingly, FM sales breed more FM sales. "The person we sold the FM stereo set shows off with it. This exposure, this radiation, creates more customers. The dealer who gets out more FM stereo radios is going to cash in on this radiation much more than the guy across the street.

"Many dealers don't realize that FM is not a single-set market. The person who has FM soon isn't satisfied with anything else. Therefore any FM sale can be a multiple sale—with FM now moving into bedrooms, kitchens and so forth. Once a fellow goes FM, he's got religion."

FM IS RADIO, a better kind of radio, Kaye pointed out that many consumers think that it's strictly a medium for symphonic music, and dealers often do nothing to dispel this illusion—to let them know that FM provides the same wide variety of music, news and sports as AM—and more of it—and does it far more clearly.

Kaye stressed another point: FM is still on the way up. After a long famine, every set manufacturer is now in the FM and FM stereo business. This means a wider variety of merchandise, more national advertising, more research leading to better circuits for better reception, and eventual elimination of all outside antenna requirements for FM stereo.

This can mean good business in a growing field. The key words are: (1) Know. (2) Demonstrate.

United Stereo Tells of Deal

NEW YORK—United Stereo Tapes, pre-recorded tape releasing wing of Ampex, has announced a special holiday deal on Christmas product by a host of top artists from the numerous disk labels for which it has tape licensing agreements.

Labels represented in the plan include Kapp, London, Vanguard, Richmond, Warner Bros. and Westminster with such artists as Mantovani, Roger Williams, Ansermet, George Greeley, Frank Chacksfield, the Deller Consort and others.

For a minimum of 18 tapes ordered, dealers can get a 38 plus 10 per cent discount, free display cards, free freight and 100 per cent exchange privileges.

Zenith, 3M's Report Profits

CHICAGO — Zenith Radio and the 3M Company were among those reporting sales and profit successes last week, with Zenith chalking up a 45-year record for sales and earnings for both the third quarter and the first three quarters of this year. The 3M Company reported a new sales record for the three months ending September 30 of this year.

According to Hugh Robertson, chairman, and Joseph Wright, president, Zenith net earnings for the first three quarters came to $12,570,000, an 8 per cent increase over last year. Sales during the period amounted to a record $257,000,000. Third quarter earnings of $4,916,000 were accomplished on sales of $91,618,000, an increase of 13 per cent over 1962.

The 3M Company, according to Bert Cross, president, wrote total sales of $195,000,000 for the three months ending September 30, an 11 per cent increase over the same period in 1962. Net income for the quarter was close to $23,000,000 as against $20,454,000 for last year. Sales during the first nine months of the year came to $564,000,000, a 9 per cent increase over 1962.

Roberts Taps 2 Distributors

LOS ANGELES — Appointment of two new distributors by Roberts Electronics last week, brought to 11 the number of new distribution points named by the tape recorder manufacturer in the past six months. Most recent additions are Southern States Distributors, Miami, and Lee Distributing, Buffalo.

Ed Praeger, vice-president and general manager, said sales of Roberts' new Cross Field model 770 tape recorder, introduced last summer, are the greatest in the firm's history. Production quotas on the unit, employing extra-slow tape drive speed, have been doubled.

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Dealer's Yule Comes a Bit Early This Year

• Continued from page 47

to customers, and that stores can build volume by staying open more nights.

Night Work

The latter is especially true of the Christmas period, when gifts calling for a sizable investment for the family are being contemplated. The housewife can visit the store during the day, but if the item—say a medium or higher priced piece of phono or tape playback equipment—is in the cards, the husband is going to have to put his O.K. on the purchase too. The evening may well be the only time he can visit the store.

Night openings are already on the increase. A recent survey conducted by the International Council of Shopping Centers, shows that only 22 per cent of stores stay open just one night, while 37 per cent are open six nights and 16 per cent are open five nights a week.

On matters of credit, a particularly worthy selling and merchandising tool at Christmas time, findings of the U. S. Mercantile Systems show that 65 per cent of dealers offering credit arrangements don't advertise the fact. Promoting this easy pay plan angle, can easily boost volume.

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

More Christmas Sales Aids



CAPITOL RECORDS uses the Santa motif in these two new Christmas merchandising fixtures, one (left) for floor use, and the other (right) for counter use.

Zenith Plans Big $ Push To Boost Yule Campaign

CHICAGO — Zenith Sales Corporation has scheduled a special $1 million six-week advertising campaign to back up its Christmas sales effort. In addition, Emerson Radio, which recently announced a $4 million ad schedule for Look magazine, announced the kick-off of the Look campaign in the December 3 issue, again focused on the Christmas buyer. At the same time, RCA announced a major corporate institutional ad campaign.

Zenith Sales President Leonard C. Truesdell said the current Zenith effort represents "the greatest local concentration of advertising dollars ever allocated by Zenith for use in a six-week period."

"This concentration is extra," he said, "it is completely over and above the regular autumn selling season advertising that Zenith is now doing in retail markets from coast to coast. The campaign is dealer designed to build traffic into our dealer stores and to give Zenith retailers the greatest merchandising support during the peak selling period immediately prior to Christmas."

TV, radio and stereo will all be represented in the six-week schedule, with emphasis on color TV. Kick-off will be a two-color 1,500-line color TV ad, followed by a black and white ad, featuring a series of Zenith gift radios in boxes.

Emerson's campaign, according to Gene Van Cleve, ad director, will commence with a two-page spread in the Decem-3 Look, highlighting the firm's 16-inch lightweight color TV. To tie in with this mass exposure, Emerson has prepared a Christmas promotion kit for local use, incorporating reprints of the national ads, tie-in window streamers and counter cards.

The firm is using window displays featuring full-color Christmas trees which hold six pieces of actual merchandise, including portable TV, clock, table and transistor radios. A toy electric racing car premium has also been developed for the holiday sales period.

Theme of the RCA effort will be "RCA Is a Part of Your Life." The new campaign, according to Ralston Coffin, vice-president in charge of advertising and sales promotion, will portray the firm's role as the "world's most broadly based electronics company."

Motown Opens Coast Office

HOLLYWOOD — Detroit-based Motown Records has opened an office here to handle a.&r. and publishing activities. Marc Gordon and Hal Davis, two Los Angeles indie producers, have been signed to operate the branch.

Already signed to the label by Gordon and Davis are Brenda and Patrice Holloway, 17 and 12 years old respectively, and a 17-year-old Canadian singer, Clive Clerk.

Besides uncovering new artists for Tamla-Motown, Gordon said he and Davis would record the label's other artists who would fly here for sessions. Already scheduled is an LP session with Little Stevie Wonder, whom Gordon has obtained a spot for in the forthcoming film, "Muscle Beach Party."

Gordon said he would be looking for talent in other areas besides rock and roll. He further explained that he would represent Motown's two pubberies, Jobete (BMI) and Stein Vanstock (ASCAP). Both he and Davis would also represent International Talent Management in procuring bookings for Motown artists in this region.

Performance and Profits

. . . in background music are yours with reliable VIKING tape cartridges.



Lightweight, drawn aluminum cases give VIKING tape cartridges exceptional regidity that lasts. Designed to perform with minimum tape friction when loaded with shortest tape length or when loaded to capacity. VIKING tape cartridges have stood the test of countless hours in broadcasting and background music applications, year after year.

Cartridges With Clear Plastic Cover			
Single coated tape standard loop	M4 to 375′	M6 to 850′	M8A to 1700′
Double coated tape moebius loop	to 275′	to 600′	to 1200′

Write Sales Manager For Information

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

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

BEST SELLING
PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN $101 and $150

POSITION This Issue	8/17/63 Issue	5/18/63 Issue	BRAND	% OF TOTAL POINTS
1	1	1	Magnavox	24.8
2	3	7	Masterwork	12.9
3	6	3	RCA Victor	12.6
4	7	4	Voice of Music (V-M)	8.9
5	—	—	Capitol	6.4
5	4	5	General Electric	6.4
7	2	6	Zenith	6.0
8	5	2	Decca	4.8
9	8	10	Webcor	4.4
10	—	9	Motorola	3.0
			Others	9.8

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

8/17/63 Issue: Delmonica (9).
5/18/63 Issue: Philco (8).

DISK DEALS FOR DEALERS

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

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

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

CAPITOL—Expires December 24, 1963. Started October 1, 1963.
Christmas program: A 12½ per cent discount off invoice on all Christmas new releases and catalog items.

LIBERTY—Expires December 25, 1963. Started September 23, 1963.
Christmas program: A 10 per cent cash discount off face of invoice on new albums and catalog items. A 100 per cent guarantee. Credit returns between January 1 and February 1. Payments: One-half each January 10 and February 10.

VEE JAY—Expires December 25, 1963. Started November 1, 1963.
Christmas special promotion on 4 Seasons' "Season's Greetings" album. Buy five, get one free.

PRESTIGE—Expires December 31, 1963. Started October 1, 1963.
On Prestige (7000 series), Prestige-Folklore, Lively Arts and Tru-Sound labels. A 10 per cent discount.

MOODSVILLE—Expires December 31, 1963. Started October 1, 1963.
A 25 per cent plus 10 per cent on Moodsville, Swingville, New Jazz, Bluesville, Near East, Irish and Prestige International labels.

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

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

REQUEST—Expires January 31, 1964. Started November 1, 1963.
Buy 10, get one free on entire catalog and new releases.

REPRISE—Expiration indefinite. Started September 1, 1963.
A 12½ per cent discount on new releases.

DOOTO—Expiration indefinite. Started May 1, 1963.
On all Dooto album product—buy five, get one free.

ORIGINAL SOUND—Expiration indefinite. Started June 25, 1963.
Entire LP catalog: Buy 10, get one free. One hundred per cent exchangeable.

COMMAND—Expiration indefinite. Started June 24, 1963.
One-free-for-six-purchased deal on seven new releases and entire catalog.

TAMLA-MOTOWN-GORDY—Expiration indefinite. Started July 15, 1963.
Buy six, get one free, on all new releases and entire catalog of all three labels.

WORD—Expiration indefinite. Started September 21, 1963.
Package offer of 50 albums units selected from 24 best sellers. Free display rack and 90-day deferred billing and full refunds on unsold merchandise at end of 90-day period for dealers.

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

Specialty Disk Talk

HOLLYWOOD — The specialty disk is the subject being covered by Paul Tanner, coordinator of the NARAS-UCLA recording arts course November 14. Tanner, a lecturer in music at UCLA, will discuss poetry, drama, language, documentary, education, prose and children's material on records. Course is in its fifth week.

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NEW DEALER PRODUCTS

Zenith Adds 7



Zenith Radio has added seven new radios to its 1964 line, including two transistor portables, three alarm clock sets, an FM-only and an FM-AM table top. The Royal 40-G shirtpocket transistor shown above operates up to 75 hours on two penlite batteries, up to 180 hours on mercury batteries. It's pegged at $16.95.



CRAIG PANORAMA, Los Angeles, already well known as a producer of miniaturized tape equipment, has come up with what it calls the mightiest midget of them all in the "electronic notebook," Model TR-408. It's tailored for executive as well as hobbyist use, and it's pocket-sized. Operating on four penlight batteries, the unit's list price of $54.95 carries a healthy built-

Warners Names Bruce Hinton

BURBANK, Calif.—Warners has named Bruce Hinton Western regional promotion manager, allowing Joe Smith, national promotion manager, to concentrate on his new post as singles a.&r. head.

In his former position, Hinton had been promotion representative for the Southern California region, co-ordinating field and distribution promotion activities with Marvin Deane, the label's Eastern regional promotion head.

'OPRY' TROUPE HITS MILWAUKE

MILWAUKEE—The "Grand Ole Opry" travels to the Milwaukee Auditorium Saturday, November 8 at 8 p.m.

Radio Station WMIL is sponsoring a three-hour star-studded attraction headlining such well-known personalities as Roy Drusky, Del Reeves, Dave Dudley and His Roadrunners, the Wilburn Brothers, Judy Thomas, Bill Monroe, Ernest Ashworth, Don Helms and Rose Lee and Joe Maphis.

CLASSIFIED MART

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

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

Spinnin' Now!
"MY PRISON CELL"
by RAY BELCHER
Distributed by
LONG ENTERPRISES
3257 Prescott Drive
Baton Rouge, La.

CHRISTMAS LP'S — NEW BUDGET-priced Mono and Stereo, such as Gene Autry, Little Drummer Boy, Christmas Sing Along, Ken Griffin Style, Organ and Chimes and others. 20 assorted sent P.Pd. for $13.95. Hal Faktor, 4143 W. Armitage Ave., Chicago 39, Ill. no16

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

PRESSING, PLATING

NO JOB TOO SMALL — QUALITY pressing. Low cost. Special bonus with this ad only. No charge for shipping anywhere in the U. S. or Canada. The House of Wax, 1733 Broadway, N. Y. C. CI 7-2159. np-ap18

RECORDING FACILITIES & SUPPLIES

PROFESSIONAL DEMO RECORDS
Finest Quality—Low Prices—
Top Notch Talent.
8 Singers (male-female),
10 Instruments—Vocal Groups.
Best, Modern Tape and Disc. Equip. (Ampex, Altec, RCA)
Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, $13.00; two Songs, $23.00 (45 or 78); add. Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar. Violin for $5.00 each per song.
WRITE FOR FREE BROCHURE.
DEMONSTRATION RECORD COMPANY
(Our 10th Year)
Box 3404, Sta. C Lincoln, Nebraska

WANTED TO BUY

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

USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

FOR SALE

FOR SALE

Melody Lane	$270
High Diver	150
Miss Annabelle	175
Flipper Fair	265
Club House	85
Sittin' Pretty	135
Universe	165
Flipper Parade	235
World Beauties	185
Egghead	245
Dancing Dolls	175
Spot a Card	175
Captain Kidd	275
Lightning Ball	165
Genco Big Top Rifle	175
Atlas	275
Double Action	245
Wagon Train	185

SELECTO VENDING, INC.
1630 Glenwood Flint, Mich.

MISCELLANEOUS

For Your Copy of
The Just-Published
INTERNATIONAL
COIN MACHINE
DIRECTORY
Write to: Joe Pace
Dept. 525, Billboard
2160 Patterson St.
Cincinnati, Ohio, 45214
Price: $1.00 per copy

BUSINESS OPPORTUNITIES

Brand-New
"INTERNATIONAL MUSIC-RECORD DIRECTORY" & "BUYER'S GUIDE"
packed with
Pages & Pages of
Names and Addresses
of Leading U. S.

- Record Mfrs.
- Music Publishers
- Record Distributors
- One-Stops
- Rack-Jobbers
- Coin Machine Mfrs.
- Coin Machine Distribs
- Parts Suppliers
- Special Services
- Importers & Exporters

Each listing arranged alphabetically and geographically by State.

Only Few Copies Left . . .$1.00 prepaid!

Send request and payment to: Billboard Joe Pace, Dept. B 2160 Patterson St., Cincinnati, Ohio 45214

THE COMPANY THAT REALLY GOES after more business can get more business. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed below for your convenience. ch-np

CIGARETTE MACHINE ROUTE
Located in major Texas city.
260 locations. Sales approximately ½ million per year. No real estate to purchase or lease.
Write or call:
JIMMIE H. ANDERSON
Area Code 214—ME 7-0420
Suite 400, Stemmons Tower East
Dallas 7, Texas

MISCELLANEOUS

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

HEY! YOU ALMOST MISSED THREE editions of Jockey Joker! The funniest collection of disc jockey one-liners is published every other month at $2.50 a copy. Lucky you read this ad! Send us $6.50 and receive all three. Do it now! Show-Biz Comedy Service (Dept. BJ), 65 Parkway Court, Brooklyn, N. Y., 11235. de7

Attention,
Radio Stations:
Important Message.

If you need help in securing exactly the right records and albums for your music programming — YOU CAN GET IT FROM RSI.

Over 1800 satisfied station users—and the list grows with every mail. If you have any special record problems, call or write to find out how RSI can help you. No obligation, of course.

RSI
Record Source International
1564 Broadway, New York 36, N.Y.
PL 7-2800

OFFICE SPACE FOR RENT
Prime Midtown Location
8700 square feet
will divide
Centrally air-conditioned
Acoustical ceiling in parts
Asphalt tile flooring
Accessible to all modes of transportation
Unusually Low Rental
Contact:
KENNETH D. LAUB
Collins Tuttle & Co.
261 Madison Avenue
N. Y. City 16, N. Y.
Tel.: MU 2-4020

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

TIMES SQUARE
OFFICE SPACE
1560 Broadway
New York City
700 sq. ft. to 10,000 sq. ft.
Air-conditioned, fully modernized, moderate rentals.
Renting office on premises.
Phone: H.G. SHEPHERD
at CI 5-8975

EMPLOYMENT SECTION

HELP WANTED

SALES DISTRIBUTORS
FIRST TIME OFFERED!
Midwest—East—South
$50,000 yearly potential!
We need men who have a successful background in selling either vending equipment and/or self-service racks to individuals and locations. Men selected must have the "KNOW-HOW" of running their own show and be self-sustaining.
Write, stating qualifications and background to:
NYLON-LITE DIV.
H. D. SMITH CO.
1517 W. 139th St.
Gardena, Calif.

SITUATIONS WANTED

ANNOUNCING
A NEW LOW RATE FOR SITUATIONS WANTED ADS
to help people in the allied fields of
MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT
to make the right, best paying connections. THIS IS THE PERFECT MEDIA FOR SELLING YOURSELF TO PROSPECTIVE EMPLOYERS.
$2.00 will do the trick for a ½" ad in one issue . . . maximum 15 words, plus name and address.
MAIL COPY AND PAYMENT TO: Martin Thau—BILLBOARD CLASSIFIED MART, 1564 Broadway, New York, N. Y., 10036.

18 YEARS IN ALL PHASES OF THE record business. Special emphasis on management and sales. Write George Hayes, 78 Pellana Road, Norwood, Mass.

CLASSIFIED RATES

Per Insertion

	½"	1"	2"	Each Additional Inch
Manufacturers Advertisers	$9	$15	$25	$9
Distributors & Employment Advertisers	$5	$9	$15	$5

- Minimum size sold is ½", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for_____consecutive issues.
Classification:_____ Size:_____
☐ Set regular classified style. ☐ Set boxed classified style.
☐ Amount enclosed_____
Copy:_____
Company Name_____ Authorized by_____
Address_____
City_____ Zone_____ State_____
Please enclose your payment. We do not bill for classified ads.

BILLBOARD BUYERS AND SELLERS CLASSIFIED MART

1564 Broadway, New York, N. Y., 10036
1520 N. Gower St., Hollywood, Calif., 90028
188 W. Randolph St., Chicago, Ill., 60601

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As Chrysler Goes in Detroit...

DETROIT — As Chrysler goes, so goes Detroit, and right now Chrysler is going full blast. Employment is very high in the area and operators are feeling the effects already.

Collections have generally been off—primarily because of the unseasonably hot weather throughout the Midwest. However, the big automotive boom here is starting to remedy this.

Looking at all economic indicators, operators are expecting an excellent fall with good business expected to continue into the winter.

Not All Good

Despite this, however, things aren't as good as they could be. For one thing, Detroit, for all its industry and employment, is still one of the few areas in the country with a preponderance of nickel play.

A spot check of the area's distributors and operators last week indicated that more than half of the city's stops are on a nickel. In rural areas, the percentage is even worse.

Operators have been moderately successful in getting dime play on new equipment, but here again, they're forced to concede four plays for a quarter and nine for a half dollar.

The area's other big problem is the pressure for loans to locations. Detroit has no active operator association and competition is very fierce.

Much of the city's business is done by small part-time operators who also have automotive jobs. They're marginal firms and they're willing—virtually forced—to wheel and deal to get new locations.

Loans are the obvious bargaining point. The average loan can run to $1,000 or $1,500 with rumors of some even going as high as three, four or five thousand dollars. Adding to the trouble is that operators are often forced to give the loans without proper security.

Improvement Unlikely

An operator with a half dozen to a dozen loans can have $10,000 to $25,000 tied up in capi-

(Continued on page 58)

United's Skippy Alley Has a Few Novelties

CHICAGO — United's new Skippy shuffle alley, is a modernized version of the firm's highly successful Ultra, with a few new twists thrown in.

Three of the games—Dual Flash, Flash and Advance—have been turned into special high-scorers with the addition of four instead of three reels in the scoring column. Only Regulation and Regulation Champ have the traditional three scoring reels.

Players can score up in the thousands on the four reel games. In addition to the scoring modification, Skippy's cabinet and color styling have also been modernized. One to six can play, and the customer has a

(Continued on page 58)



SKIPPY

Wurlitzer in Big Rise in Phono Sales

CHICAGO — The Wurlitzer Corporation reported sales of its coin operated phonographs — along with those of its other products—were up substantially from last year.

Total sales for the second quarter (July, August and September) were $9,545,718, up 8.6 per cent from last year. Net earnings for the second quarter were $308,032, equal to 34 cents a share on 897,186 shares of common stock, compared with net earnings of $175,970, or 20 cents a share on 891,687 shares for last year.

Sales for the first six months

(Continued on page 58)

Games, Music Split Export Rise

NEW YORK—United States exports of coin machines for the first six months of 1963 were valued at a healthy $16,702,901, with the dollar volume roughly split down the middle between games and music. If second half sales continue at the same rate, 1963 will be the best coin machine export year the U. S. has ever had.

The export market is still primarily a Western European market, with Belgium, West Germany, France, the United Kingdom and Switzerland leading in that order. These five countries accounted for nearly $12 million worth of coin machines, or more than 70 per cent of the total.

Europe may no longer be regarded as a dumping ground for used music machines. Total U. S. exports of used phonographs during the six-month period were 4,575 units with a total value of $1,239,017. But new phonograph exports added up to 9,923 units with a total value of $7,176,926.

As the standard of living rises in Europe, Continental buyers are becoming more and more able to pay the tab for new machines. This means that the U. S. factories are getting a larger share of the market and the distributors are getting a lesser share.

French and West German purchases illustrate this point. The Germans bought 3,360 units as against 243 new machines, while the French bought 431 new phonographs and only 14 used ones.

Europe's growing music machine manufacturing industry is evidently making strides at the expense of used exports, but it still hasn't affected the flow of new phonographs from the U. S. to any degree.

Belgium remains the major buyer of used phonographs, but few of these stay in the country. Most Belgian coin machine purchases are transshipped all over Europe.

Coin Machine Exports

First Six Months, 1963

Country	New Phonographs No.	New Phonographs Value	Used Phonographs No.	Used Phonographs Value	Amusement Games No.	Amusement Games Value	Totals No.	Totals Value
Belgium	2,649	$2,182,054	1,778	$ 463,286	3,373	$1,090,191	7,800	$ 3,735,531
West Germany	3,360	2,059,147	243	64,520	2,258	949,387	5,861	3,073,054
France	431	365,820	14	6,530	4,902	2,380,244	5,347	2,752,594
United Kingdom	364	264,599	182	47,909	3,862	1,216,531	4,408	1,529,039
Switzerland	431	363,537	13	1,245	1,142	515,400	1,586	880,182
Japan	386	265,944	691	180,908	816	255,941	1,893	702,793
Canada	409	310,162	41	11,150	1,431	368,389	1,881	689,701
Italy	411	300,502	18	12,000	742	312,749	1,171	625,251
Finland	392	314,085	—	—	198	70,518	590	384,603
Venezuela	254	127,962	11	4,265	620	234,546	885	366,773
Sweden	76	58,086	3	1,170	335	156,874	414	216,130
Nan Islands	68	57,966	385	137,386	23	19,744	476	215,096
Denmark	18	14,908	—	—	639	184,375	657	199,283
Netherlands	109	84,009	96	24,120	171	23,886	376	132,015
Australia	56	39,512	67	16,571	175	53,143	298	109,226
Other Countries	509	368,633	1,033	267,957	1,638	455,040	3,180	1,091,630
Totals	9,923	$7,176,926	4,575	$1,239,017	22,325	$8,286,958	36,823	$16,702,901

Coin Machine OPERATING

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

FIRMS SQUASH RUMOR BALLY TO BUY WILLIAMS

CHICAGO — Rumors that Bally Manufacturing Company would buy Williams Electronic Manufacturing Corporation were all over the street here last week but officials of both firms denied there was anything to them.

A top Williams official said there had been some "very minor conversations" with Bally, but that the discussions had "not gone far enough to even say there is a possibility of a purchase." Officials for Bally had "no comment" on the subject.

If the sale or merger were to go through, it would bring together two of the most successful game manufacturers in the industry. Bally is the industry's leading manufacturer of inline games and also produces novelty pinballs, shuffle alleys, rides and miscellaneous amusement items. Williams is in production on a novelty pinball game and has also produced miscellaneous equipment such as a baseball game.

Chicago Federal Grand Jury To Look Into Disk Industry

CHICAGO—A federal grand jury investigation of the juke box and record industry was begun here last week under the greatest secrecy. The probe is reportedly the largest of its kind and is expected to have nationwide implications.

Some 50 juke box operators were reportedly served with subpoenas by Federal Bureau of Investigation agents—a departure from routine grand jury investigations where the service is by a court bailiff.

Other witnesses are from related phases of the record-distribution segment of the business. The jurors are reported to be seeking evidence on threats, extortion and muscling within the industry.

A Chicago Sun-Times story disclosed that jurors were particularly interested in Lomar Distributing Company—a local one-stop. The firm has previously been linked with underworld influence.

The investigation is reminiscent of a federal and state inquiry here several years ago covering record bootlegging, muscling of juke box operators and threats to game operators.

Police meanwhile are investigating the bombing of the suburban home of WGN disk jockey Wally Philips. Philips had no explanation for the bombing, however the deejay had recently interviewed Sheriff Richard B. Ogilvie several times on the operations of the crime syndicate.

Ogilvie himself investigated the bombing of Philip's home. The bomb, consisting of a jar of fuel oil within a metal can, was ignited against the doors of Philip's garage. No one was hurt but damages were estimated at $1,500.

The grand jury investigation is expected to extend several weeks. Traditionally and by law there is no release of information until deliberations are concluded. At that time, the jury either hands down a "no bill," in which case the case is dropped, or a "true bill," in which the case is pursued by government attorneys.

EUROPEAN NEWS BRIEFS

French Disk Vender

PARIS — Ets. Marchant, France's leading coin machine manufacturing firm, is field-testing a new seven-inch disk vending machine. The disk vender is designed as a companion piece to the Marchant Emaphone phonograph series. Some French operators have expressed interest in installing disk vending equipment under an arrangement whereby juke box patrons could employ "self-music programming," buying their favorite disk from the vending machine, playing it on the location juke box and then taking it home. Ets. Marchant also manufactures France's leading post card vending machine, the EMadis.

Juke Box Jingles

ROME—Italian juke box operators are conducting "advertising acceptability" surveys with a view to testing some system of juke box advertising.

Italy currently rates as Europe's most advertising-conscious country, according to a recent Italian adverstising trade survey. If Italian operators go ahead with advertising trials, it may be with a British system called Injectomatic, a magnetic tape playback machine which has attracted wide attention in this country.

The plan was introduced in Britian last summer by J. B. Marketing, Ltd., and the Injectomatic was demonstrated by Symplay, Ltd. Another plan would feed advertising disks onto phonographs at play intervals, filling the music void with advertising messages and jingles.

The Victory

KARLSRUHE — West Germany's coin machine trade has won a major court victory in its long legal battle against what is confiscatory taxation.

The federal administrative court has overruled the superior administrative court at Muenster, which had upheld a monthly amusement tax of $7.50 per machine, and directed the lower courts to re-examine the

(Continued on page 53)

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THE NEW ROWE AMI TROPICANA

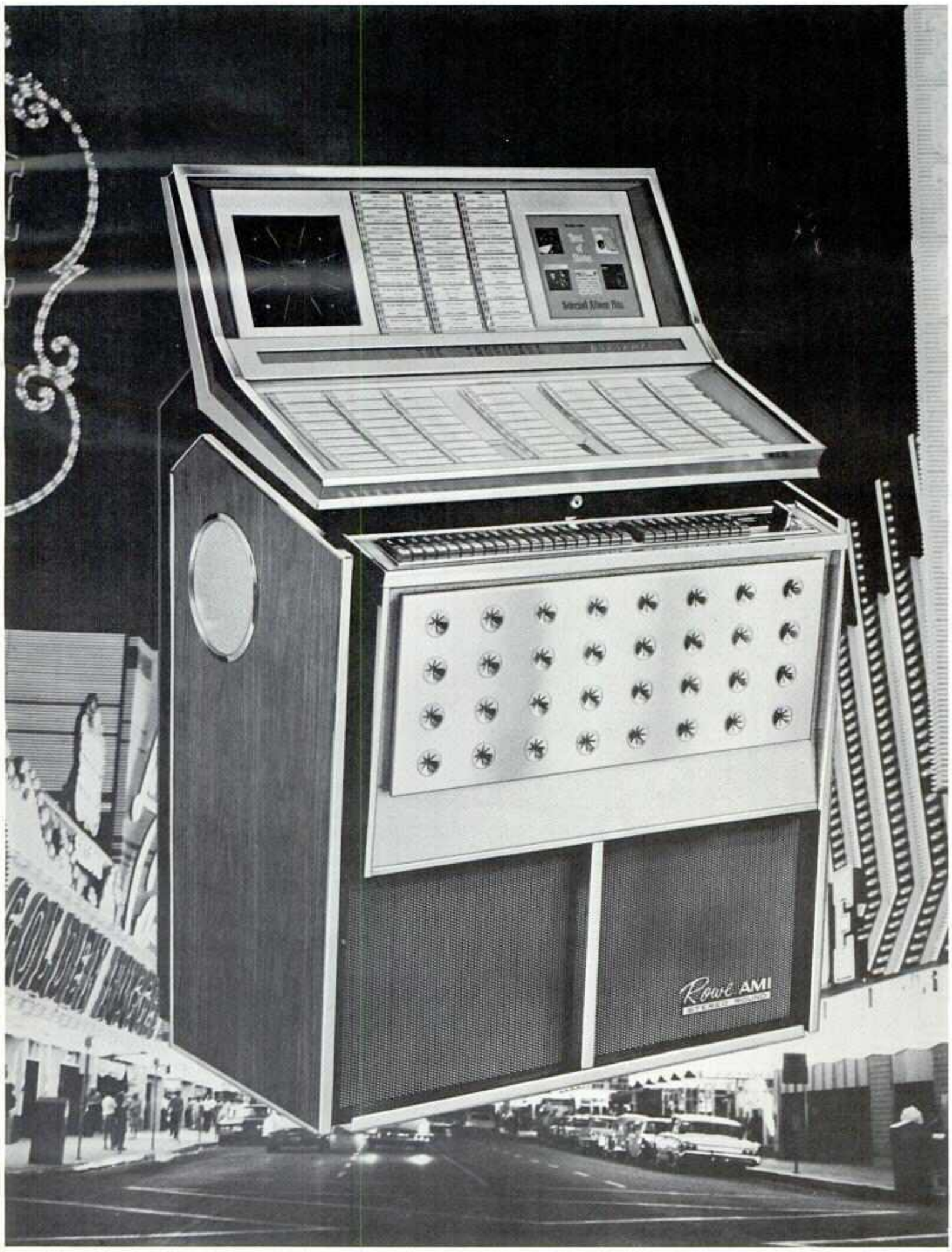
brings you

the SOUND OF MONEY in STEREO ROUND*

*Pat. pending









NEW MUSIC MERCHANDISER

What's the most profitable item in any location? The music a customer buys through *The Tropicana* to entertain himself. What's the biggest attention-getter in any location? The clock. Combine them, and you've got a new, highly profitable way to merchandise music, please locations. See your Rowe distributor for details on this clock promotion.

IT'S A MUSIC SYSTEM!
IT'S AN ENTERTAINMENT CENTER!

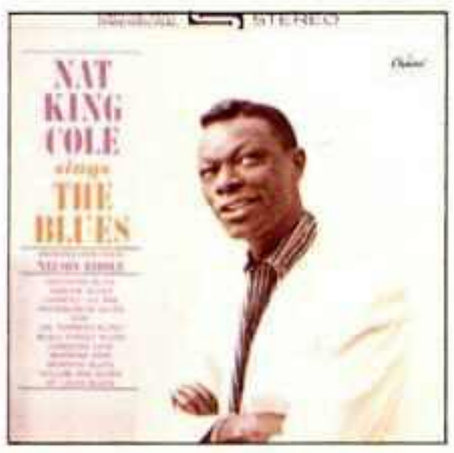
- Exciting New Styling
- Versatile "Three-in-One" Programming
- Exclusive Self-Contained Stereo
- Dramatic Personalized Location Display
- Top Album Hit Features
- Color, Motion Salesmanship
- See it at your Rowe AMI Distributor

ROWE AC
MANUFACTURING
The Merchandise Mart, Chicago 54, Illinois

Rowe sets the standards in vending equipment, bill changers, music systems

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RECORD SOURCE INTERNATIONAL AND ROCK-OLA OFFER MUSIC FOR ADULT PROGRAMMING THROUGH MUSIC OPERATORS' STEREO SERVICE







YOUR FAVORITE HIT TUNES
Selected for your listening pleasure
FROM THE BEST OF LP ALBUMS
See 33 1/3 stereo title strips below



HEAR THEM NOW

IN FULL DIMENSIONAL

STEREOPHONIC SOUND



A STEREO FIVE PACK OF THE 10 TOP CUTS FROM THE BEST LP SHOW TUNE ALBUMS

PICKED BY BILLBOARD'S MUSIC EXPERTS FROM ALL THE TOP LABELS

RECORDED ON 7-INCH 33-1/3 RPM MICROGROOVE RECORDS

A NEW PACK OF FIVE M.O.S.S. PICKS DELIVERED ANYWHERE IN THE UNITED STATES IN

ANY QUANTITY EVERY TWO WEEKS AT GOING ONE-STOP RATES

IT'S THE GREATEST EXTRA PLAY-PROMOTING, MONEY-MAKING SERVICE EVER OFFERED MUSIC OPERATORS



RSI • ROCK-OLA
MOSS PACK NO. 9

Beale Street Blues
RSI • NAT KING COLE SINGS THE BLUES • CAPITOL • STEREO

Careless Love

A Travelin' Man
RSI • RAMBLIN' • THE NEW CHRISTY MINSTRELS • COLUMBIA • STEREO

Rovin' Gambler

The Great Historical Bum
RSI • THE BEST OF THE CHAD MITCHELL TRIO • KAPP • STEREO

The Unfortunate Man

Till Then
RSI • MORE • SI ZENTNER • LIBERTY • STEREO

Birdland

I Can't Get Started
RSI • HONEY IN THE HORN • AL HIRT • RCA • STEREO

Java

This all-new Rock-Ola Album Sleeve Holder Insert can be ordered by Rock-Ola Operators from their local Rock-Ola Distributors for the Rock-Ola Rhapsody II, Model 418 or the Capri II, Model 414, De Luxe Stereo Monaural Phonographs. Attractive miniature album covers display Rock-Ola showcase tunes and special stereo title strips permit easy patron selection. Miniature album covers and special title strips are furnished complete in each M.O.S.S. five pack.

WITH THE ROCK-OLA FULL DIMENSIONAL SOUND SYSTEM, THE SOUND OF THESE 33⅓ STEREO RECORDINGS VIRTUALLY COMES TO LIFE...RICH IN TONE, CRISP AND CLEAR AS NEVER BEFORE HEARD FOR COMPLETE CUSTOMER ENJOYMENT. SUBSCRIBE TODAY TO THIS NEW HIGH-PROFIT SERVICE. SEE YOUR LOCAL ROCK-OLA DISTRIBUTOR, OR WRITE: RECORD SOURCE INTERNATIONAL, 165 W. 46th ST., NEW YORK 36, N. Y.

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Memphis Clings to Rock & Roll

MEMPHIS—Four singles of widely different types of music were the fastest sellers in the Memphis market last week and indicated a comeback of rock and roll-type singles (if it ever went away).

Of the four fast break-outs, two could be classed as rock and roll:

"Drip Drop" with Dion on Columbia and "Loddy Lo" with Chubby Checker on Parkway.

Of the other two, one is a sax instrumental gospel type—"Swanee River" with Ace Cannon on Hi. The other is a ballad—"Talk Back Trembling Lips" with Johnny Tillotson on MGM.

Frank Berretta, manager of the city's largest one-stop, Poplar Tunes Record Shop, which sells to the public and all the city's operators, and many Mid-South operators, said it was hard to explain the rock and roll singles.

"Actually, I don't think rock and roll ever left us," he said. "It may have been pushed to the background somewhat while the twist was the rage; then came the popularity of folk music and gospel music.

"All are still going good, except the twist. And that type music was rock and roll music. So I don't think rock and roll has ever left us, as some thought it had or would.

"It still seems to be extremely popular with the teen crowds, especially for dancing. It's what most of them listen to on the radio. It seems to have its popularity in its driving, heavy beat which appeals to the youngsters of our generation."

A spot check of operators Drew Canale, Canale Enterprises, Inc.; Allan Dixon, S&M Sales Company; Parker Henderson, Rainbow Amusement Company; Edward H. Newell, Ormatt Amusement Company, and Charles V. McDowell, Southern Amusement Company, indicated the four singles mentioned are the latest hot singles on their boxes.

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.

BOSSA NOVA BABY
ELVIS PRESLEY, RCA VICTOR 8243
WITCHCRAFT

MEAN WOMAN BLUES
ROY ORBISON, MONUMENT 824
BLUE BAYOU

YOU LOST THE SWEETEST BOY
MARY WELLS, MOTOWN 1048
WHAT'S EASY FOR TWO IS SO HARD FOR ONE

BE TRUE TO YOUR SCHOOL
BEACH BOYS, CAPITOL 5069
IN MY ROOM

COME BACK
JOHNNY MATHIS, MERCURY 72184
YOUR TEEN-AGE DREAMS

BABY DON'T YOU WEEP
GARNET MIMMS & THE ENCHANTERS, UNITED ARTISTS 658
FOR YOUR PRECIOUS LOVE

EUROPEAN NEWS BRIEFS

• Continued from page 50

economics of coin machine operation.

The federal court upheld the contention of the coin machine trade that coin machine operation can not be considered "automatically profitable" and that due weight must be given to the trade's contention that any given tax threatens the trade's existence.

Austrian Problem

VIENNA—The Austrian coin machine trade continues to be solidly in the hands of location ownership, according to a recent trade survey.

The survey listed 10,000 phonographs currently in operation in Austria, of which 6,000 are owned by locations and 4,000 by operators. Even these figures distort the real situation, according to the survey analysis.

The 4,000 operator-owned machines are dispersed among 1,116 operators, few of them operating more than a dozen machines. Most of the operators concentrate on games.

The survey concludes that the Austrian trade is halted at "medium level stagnation" likely to continue indefinitely.

Code of Ethics

ZURICH — Switzerland's trade association, Association de la Branche Suisse des Automatiques (A.S.A.) has drafted a code of ethics for its memberships, a so-called "operators' golden rules."

The code prohibits "location poaching," admonishing: "An A.S.A. member will never—but never—seek to displace a fellow operator from a location by offering its owner more advantageous terms."

The A.S.A. insists that operators conclude ironclad contracts with site owners, and the A.S.A. has drafted its official form for this purpose.

Finally, the association demands that publicity and advertising by its members be "completely honest and in entirely good taste."

Seek Liberalization

MADRID—Spanish coin machine operators are pressing a campaign to have bars lifted on the importation of reconditioned

(Continued on page 55)

Recent
STEREO RELEASES
for Music Operators

■ SEEBURG LITTLE LP's

Pop Vocal

THE BEACH BOYS—Surfer Girl.....Capitol
ETTA JAMES—Etta James.....Argo

Pop Instrumental

GLEN GRAY—Today's Best.....Capitol

Jazz/Rhythm & Blues

BUD SHANK & CLARE FISCHER—Brasamba
.....Pacific Jazz
JOE BUCCI—Wild About Basie!.....Capitol

All titles listed are custom 33⅓ 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, 165 W. 46th Street, New York, N. Y. 10036.

SILVER SPOTLIGHT SERIES
Designed Exclusively for
JUKE BOX PROGRAMMING
UNITED ARTISTS RECORDS

MUSIC OPERATORS STEREO SERVICE (MOSS)—PRE-PACK OF 5 STEREO 33⅓ SINGLES AS ANNOUNCED ON OPPOSITE PAGE

NOW... a regular operator service for 33⅓ stereo singles . . . especially produced from Best Selling LP's.

TOP ARTISTS . . . TOP SONGS . . . ALL LEADING LABELS

Contact your regular Juke Box Distributor or One-Stop . . . or USE THIS CONVENIENT ORDER FORM TODAY. (Operators: price per pack—$3.50)

To: RSI, MOSS Division
165 W. 46th St.
New York, N. Y., 10036

Please send _____ MOSS pre-packs (5 singles each) at $3.50 per pack.

My check in the amount of $ _____ is enclosed. (PAYMENT MUST ACCOMPANY ORDER)

MOSS RELEASE #9

SELECTIONS	ARTIST	LABEL	ALBUM TITLE
(1) Beale Street Blues (2) Careless Love	Nat King Cole	Capitol	Nat King Cole Sings the Blues
(1) A Travelin' Man (2) Rovin' Gambler	The New Christy Minstrels	Columbia	Ramblin'
(1) The Great Historical Bum (2) The Unfortunate Man	The Chad Mitchell Trio	Kapp	The Best of the Chad Mitchell Trio
(1) Till Then (2) Birdland	Si Zentner	Liberty	More
(1) I Can't Get Started (2) Java	Al Hirt	RCA	Honey in the Horn

Company Name _____

Address _____

City _____ Zone _____ State _____

Signature _____ Title _____

*NOTE: Orders from countries outside the U. S. must be accompanied by payment in U. S. funds—and the additional postage charges for shipment will be billed to you.

ALL PURCHASES ARE FINAL. THERE IS NO RETURN PRIVILEGE.

JUKE BOX DISTRIBUTORS . . . ONE-STOPS

Your operators will be contacting you about the new MOSS Pre-Packs. For full details and price schedule, write

165 W. 46th St., New York, N. Y., 10036.

- Each stereo single in the MOSS Pre-Pack contains the 2 best tracks from a current top-selling LP—as selected by Billboard's Program Director.
- Each record sleeve in the MOSS Pack contains 5 title strips and a miniature 4-color transparency of the original album cover for display.
- Distribution will be handled through Record Source International (RSI)—a division of Billboard.
- Every two weeks a new MOSS Pre-Pack of 5 stereo 33⅓ singles will be announced in these pages.

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Penny King Brings Out Various Items

PITTSBURGH—Several new bulk vending items were released by Penny King here this week.

Metal Key Rings, available for 10 cents or 25 cents capsule vending, come in several series. A motor car metal emblem group, featuring logos of the leading auto manufacturing companies, is available in capsules as is a series of Air Line Metal Emblems, with logos of leading air lines.

Also available in the key ring series are metal Italian emblems simulating real jewelry items. A fourth series, with novelties such as eyeballs, golf balls, miniature Bibles, skulls and eight-balls is also available. All items come capsuled, and each series, with the exception of the last-mentioned is sold only as a mix.

A Holy Bible charm with a magnified Lord's Prayer is also among the new charm items announced by the firm. The small reproduction of the Bible has an opening covered by a magnifying glass, which, when held up to the light permits the reading of the Lord's Prayer. Display fronts for the Bible are also available at a nominal charge.

Other items with a Christmas appeal issued by Penny King are mixed gold and nickel Jingle Bells available in various sizes and Holy pictures, which come in series of two each in either plastic lockets, plated lockets or plated rings.

A special Christmas bag containing combinations of the Bibles, Jingle Bells and Plastic Lockets is also being offered by the firm. A special Bible display is included in this package.

Young Parkoff Post

NEW YORK—Steve Parkoff has joined the staff of the Atlantic-New York Corporation, local Seeburg distributor. Steve, son of Meyer Parkoff, Atlantic-New York president, holds a B.S. from the Massachusetts Institute of Technology and a master's degree in business administration from Columbia University.

Pilot Superm't No Answer, Says Denver Bulk Vendor

DENVER — Setting up a pilot store, to check the popularity of various new fill items, as well as the operating efficiency of different makes of machines, isn't practical in supermarket bulk vending operations, according to Dell Crandall, service supervisor for Continental Music Company, here.

Though Continental Music Company operates six-head bulk vending stands in each of 33 Safeway Super Markets through the area, all just as standard and uniform as possible, the pilot store idea simply didn't work out, reports Crandall.

"The truth of the matter is that no two stores are alike, either in the nature of their traffic, taste preferences of children and adults, or even in the location of the machines," he said.

"Therefore, results which are valid in one supermarket simply won't hold water in the next, although it may be located only a mile away in what seems to be exactly the same sort of residential neighborhood."

Instead, Bob Rothberg and Don Akin, partners who head Continental Music Company, simply make it routine to test each new item independently in each new location, and to be guided by what the coin box has to say in specific stops, rather than on the basis of a pilot program in a single store. "This has saved us from spending a lot of useless hours in attempting to obtain uniform results from every location," Crandall said.

COINMEN IN THE NEWS

Tennessee Topics

AROUND MEMPHIS: Drew Canale, Canale Enterprises, Inc., had an active part in the political campaign which ended Tuesday (7) with the voters making the decisions. Canale was campaign manager for Sheriff **M. A. Hinds,** who was a candidate for mayor. Canale's brother, **John Ford Canale,** was a candidate for the City Commission.

George Sammons, president of Sammons-Pennington Company, reports his expanded operation at Nashville is going well. He makes frequent trips to the Nashville offices. . . . **John Novarese,** partner in Poplar Tunes Music Service, and **Robert Roll,** Roll Vending Company, were seen trying out Roll's coin billiard table with golf pro **Justin A. (Rocky) Reed** at Riverside Golf Course.

Charles V. McDowell, general manager of Southern Amusement Company, says the firm's expansion into Alabama will require it to open an office in Birmingham in January. McDowell and other key personnel staged a showing of the new Rowe-AMI Tropicana phonographs to Alabama operators October 23 at the Downtowner Motel in Birmingham. Aiding McDowell were **Wolf Lebovitz,** treasurer; **Paul Barnett,** head of background music; **Allen C. Smith,** head of vending, and **George Johnson,** service manager. **ELTON WHISENHUNT**

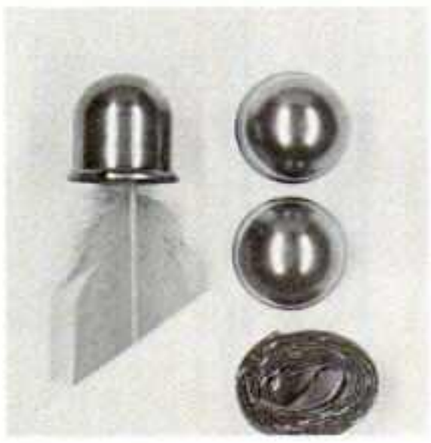
Boston Briefs

Another good man has left the music operating business. **Cyrus Jacobs,** veteran operator of Interstate Music Company, Roxbury, has given up on music and is concentrating on his sound truck and background music work. Loss of many choice stops to urban redevelopment was given as the reason. Picking up what's left of the routes is **Charles Baker,** of Highland Music Company, also of Roxbury. Charlie was former general manager for Interstate.

Wurlitzer's factory outlet has moved its office and showroom to more spacious quarters at 26 Brighton Avenue, Boston. The staff also has been enlarged to include **Sandy Margolin** in parts and service. Manager **Jim Hunter's** wife is

(Continued on page 55)

Knight Releases Feather Rocket



FEATHER ROCKET

FREEPORT, L. I., N. Y.—Knight Toy & Novelty, Inc., has obtained rights and tools for the manufacture of the Feather Rocket, which the firm will market as a 10-cent capsule item for bulk vending.

The item consists of a small metal cup into which a feather is imbedded in a rubber holder. This fits inside a second cup.

When a cap is placed between the two cups, the assembly is tossed in the air so it will land on a hard surface. The explosion will send the cap and feather into the air as high as 200 feet, depending on the charge in the cap.

USED VENDING MACHINES

N.W. Model 49, 1¢ or 5¢	$ 9.95
N.W. Tab Gum	15.00
N.W. 5¢ Package Gum	17.50
Mills 1¢ Tab Gum	10.00
3-Col. Trading Card with 3,000 cards	20.00
Victor Toppers, 1¢	8.50
Victor Baby Grand, 5¢ capsule	7.50
Victor Vendoramas	12.50
Victor 10¢ Pen Vendors	19.50
Ajax 3-Col. Hot Nut (as is but complete)	15.00
Reacto Game, like new	19.50
Single Stands	5.50
Double Stands	7.50
4-Place Racks w/wheels	10.50

BULK MERCHANDISE

	Pack Lbs.	Per Lb.
Cashews, 450 ct.	30	.66
Mixed Nuts	30	.55
Spanish Peanuts	30	.33
Virginia Splits Peanuts	30	.35
Rainbow Peanuts (Candy)	30	.32
Boston Baked Beans	30	.32
Licorice Lozenges	30	.32
Confection Mix	30	.32
Leaflets (M&M Style Candy)	25	.37
Teeny Jelly Beans	33	.32
Hersheyettes	25	.47
Chicle Base Cub Chicks 520	30	.42
Chicle Base Cub Chicks 320	30	.42
Rainblo Tabby-Lets 520		.32
Maltettes (Ball Style, 100 Count)	35	.35
Leaf Centuries, 100 ct.—grape, orange, cherry and asstd. colors	18	.34

1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D.
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Rake Coin Machine Exchange
609-A Spring Garden St.,
Philadelphia 23, Pa. WAlnut 5-2676

Northwestern SUPER SIXTY
Capsule Vender*
The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
5c, 10c and 25c.
*With QUICK-TACH at slight extra cost.



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At your nearest warehouse or direct from . . .
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Packed 1,000 to a bag
BIG PLASTIC .....2.50 per M
BIG PLATED .....5.00 per M
BIG HALF & HALF 3.75 per M
Free advertising labels with order

Buy OAK for your PROFIT LINE!

ACORN HOT NUT VENDOR



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

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THE OAK TREE—6



Will Take All Size Acorn Machines
No Need to Disassemble Upper Row of Machines to Service Bottom Machines
Stand Takes Up Only 1¾ Square Feet of Floor Space
Cast Iron Base Weighs 30 Pounds
Base Measures 13x16 Inches
Overall Height of Stand Including Machines is 50 Inches
Wheels Mounted on Rear of Base for Easy Moving
Stand Can Be Assembled and Ready for Use Within 5 Minutes
Assembly Instructions Packed in Each Carton
Shipping Weight 45 Pounds

Time payments available on OAK machines to all distributors

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New—Lifelike
MOUSEY MOUSE



$30 CAPSULED PER M
$22.50 LOOSE PER M

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Capsuled Per M

Painted Teenie Weenies	$38.50
Monkey Series	$35.00
Apes	$38.00
Ubangi	$35.00

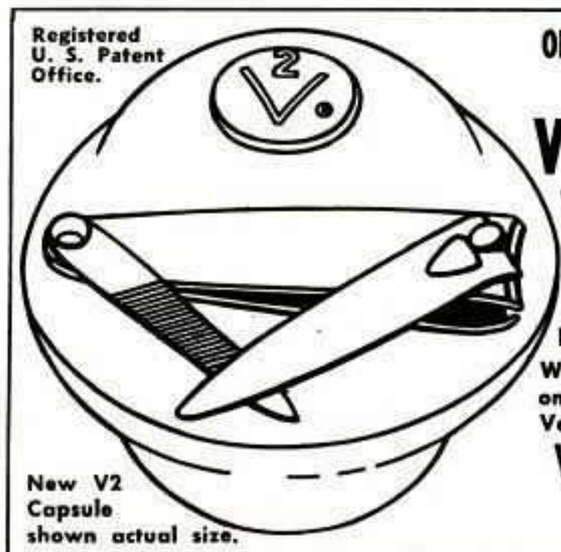
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Whatever your bulk vending requirements might be, we can serve you.
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Write today for complete information and price list.



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New V2 Capsule shown actual size.

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.

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COINMEN IN THE NEWS

• Continued from page 54

progressing steadily after a serious open heart operation.... **Al Levine** reports business booming with his recently acquired Rock-Ola distributorship at 46 Brookline Avenue, Boston. ... **Stanley Skop** of Skop Brothers, Westfield, is the father of a boy, his first.

Sam Baker, brother of **Dave Baker,** president of Melo-Tone Music Company, Inc., Cambridge, was at Trimount's showing for the new AMI Tropicana. He reports Dave is on his feet again and pitching into work after a serious operation. Dave, it is reported, is even back on his horse.... Rumors to the contrary, **Si Redd** wishes it known that he is still very much in the picture in the game end of things. He did turn over his Seeburg distributorship to the S & W Distributors at the same address, but Si, in association with **Bob Jones,** is pushing games like never before. They also are trying to get some of the pesky Massachusetts laws barring games in some 33 communities revoked.

Pat Montana of Acme Music Company, New Haven, Conn., was injured when a truck he was loading rolled back, pinning him to the wall. The sharp tailboard inflicted serious injuries to his legs.... **Bill Weickel,** sales manager for Fischer Manufacturing Company of McHenry, Ill., is around making a tour of Eastern distributors of the firm's pool tables. He reports the Empress line is showing a marked increase in sales over last year.

CAMERON DEWAR

Denver Doings

Busily geared up for his October 25 trip to Rome, Nice, and Mediterranean ports is **Pete Geritz** of Mountain Distributors Company, Denver Rock-Ola distributor. Pete is one of the fortunate 25 who will be hosted by Rock-Ola Manufacturing Company to a short tour of South Europe, planning to take an extra two weeks up into Germany, France, and England in search of long-lost relatives.

News from Grand Junction, Colo., is that **D. H. McGuirck,** veteran Western Slope operator, is opening a retail record shop in support of his operating activities.... **Sal Guido,** formerly an independent operator, has announced the purchase of American Amusement Company's route in Eastern Colorado from Mountain Distributors.

A new face on the payroll at Mountain Distributors here is **Leo Negri,** expert stereo engineer, who is now on the road for Mountain Distributors and Rock-Ola products.... Visiting distributors in the Denver area recently were **Zolten Gancz** and **I. Zigman,** phonograph operators from Cheyenne, Wyo. Both confirmed the fact that Wyoming has enjoyed a considerably more profitable tourist volume through 1963 than Colorado, undoubtedly due to the extended hunting and fishing season which the sister State has offered this year.

Operators throughout the suburban areas are watching apprehensively a sudden roundup on bingo machines which has seen more than 140 machines taken off location. Many of these were "originals" installed by operators as far back as 1958, and left on location while various city and county governments wrangled over whether such equipment was legal. Numerous operators have been questioned as to the intent and purpose of bingo machines, with no arrests or bills of particular filed.

Recent buyers in the Denver market were **Gene Bousche,** of Raton, N. M.; **Harvey Selkirk,** of Santa Fe, N. M., and **Bill Haeffner,** of Pueblo, Colo. All report beefing up of their routes for the forthcoming winter season, which will see many thousands of Arizona-bound citizens stopping in New Mexico and Southern Colorado towns en route.

BOB LATIMER

Eppy Unveils Three New Mixed Items

JAMAICA, N. Y.—The Gold Strike Mix, Giant Charm Mix and Bandaged Smashed Fingers are three new items available from Eppy Charms, Inc.

The Gold Strike Mix is an assortment of 175 different charm items finished in a bright gold. Eight of the vacuum-plated charms are featured on a front merchandise display, two of which are supplied free of charge with every thousand charms purchased.

The display, which is created and produced by Eppy, has copy encouraging the buyer to collect the charms and add them to charm bracelets, beanies, etc. Printed in two colors, it fits into the front of the display globe. Both the charms and the displays are available at all Eppy warehouses.

The Giant Charm Mix consists of 20 assorted items in various colors packed 5,000 to a bag. Among the items are lunch boxes, barnyard animals, triple whistles, doll shoes, baseballs, luminous bulbs and painted fingertips. In addition to the charms, 20 labels illustrating individual items are supplied free of charge with every bag of the mix.

The third item, Bandaged Smashed Fingers, comes packed in capsules, and is a reproduction of flesh finger, swollen and blue with a bloody bandage. For every thousand purchased, Eppy supplies four free merchandise display cards.

All items are available from the Eppy warehouses across the country.

EUROPEAN NEWS BRIEF

• Continued from page 53

equipment, primarily from the United States.

At present the Spanish market is virtually closed to used equipment imports. The trade argues that the present import restrictions are choking the trade. Spain's own coin machine production is still too limited to meet the demand for all types of equipment, aside from the question of price. New equipment is subject to what the trade claims are exorbitant import duties (up to 100 per cent), and used equipment is largely excluded.

The Spanish government has indicated that it is prepared to grant some measures of relief, both as to liberalizing imports of reconditioned equipment and lowering duties on new equipment.

German Bowling Boom

FRANKURT — West Germany's boom is still bowling along.

Globus Automaten, agent for United bowling equipment and shuffle alleys, reports the firm has installed about 50 bowling centers, aside from shuffle alleys, in the last nine months.

There has been tremendous response to the international bowling competition organization by United's Continental representatives. United bowling equipment is getting the biggest play of any new equipment to be sited in West Germany in recent years.

Big Danish Operation

COPENHAGEN — Dansk Grammofon Automat A/S, the EMI subsidiary, has become the Continent's largest operator of phonographs as well as one of the largest over-all coin machine distributing organizations.

Dansk Grammofon is currently operating 300 phonographs as well as a substantial number of amusement machines. The organization also acts as Danish agent for Rock-Ola.

This is in addition, of course, to Grammofon's primary function of providing an outlet for EMI's disk products.

Elsewhere there have been outcries against music-interest organizations participating in the phonograph operating trade. However, in Denmark Grammofon's so-called "integrated" operations are taken for granted and appear to have aroused no particular resentment.

Wants U. S. Exports

TURIN, Italy—Lionello Bion of Via Medici 3 here has informed the American Consulate that he would like to buy flippers, bingos, novelties and juke boxes from U. S. exporters. He lists Banco di Roma, Turin, as his financial reference.

Guggenheim's Trick and Joke Capsule Mixes

JAMAICA, N. Y.—Two Trick and Joke Mixes—a 10-cent and 5-cent collection—are available from Karl Guggenheim, Inc.

The 10-cent mix, featuring new gag items as well as previously released tricks, comes packed 1,000 to a carton, and includes crazy footprints, offhands, ghastly fingers, pet mice, puppets, smashed fingers, magic magnets and others. Free display labels are included with each carton.

A 5-cent capsule mix included both new and staple items plus the free display labels. Packed 1,000 to a carton, the mix includes such tricks and jokes as fingernails, scarey teeth, ink and paint blots, fish and razzlers.

Great Time Saver
COIN WEIGHING SCALE
1c or 1c & 5c Combination
Weighs $10.00 in pennies, $30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial protects pointer when in use.
$22.00

Complete With Sturdy Carrying Case
ORDER TODAY
1/3 Dep., Bal. C.O.D., F.O.B. N. Y. Distributors, Write for Prices.
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Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines. Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.
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MANDELL GUARANTEED USED MACHINES
N.W. Model 49, 1¢ or 5¢.....$14.50
N.W. Deluxe, 1¢ or 5¢ Comb. .. 12.00
N.W. 10-Col. 1¢ Tab Gum Mach. 18.00
N.W. Model #33, 1¢ Porc. Converted for 100 ct. B.G. 6.50
ABT Guns 30.00
Mills 1¢ Tab Gum 12.00
Acorn 8 lb. Globe 10.50
MERCHANDISE & SUPPLIES
Pistachio Nuts, Jumbo Queen, Red .....$ .77
Pistachio Nuts, Jumbo Queen, White ..... .70
Pistachio Nuts, Large Tulip ... .75
Pistachio Nuts, Vendor's Mix .. .68
Pistachio Nuts, Sheik, Red ..... .58
Cashew, Whole ..... .66
Cashew, Butts ..... .63
Peanuts, Jumbo ..... .45
Spanish ..... .32
Mixed Nuts ..... .57
Baby Chicks ..... .35
Rainbow Peanuts ..... .32
Bridge Mix ..... .36
Boston Baked Beans ..... .32
Jelly Beans ..... .32
Licorice Gems ..... .32
M & M, 500 ct. ..... .55
Hershey-ets ..... .47
Rain-Blo Gum, 72 ct. .....$ .32
Malt-ette, 100 ct., per 100 ..... .35
Rain-Blo Ball Gum, 140 ct., 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 2000

1c 5c 10c or 25c
Vends Victor's V or V-1 Capsules; 100 Count Gum at 1c; 3 Balls 100-Count Gum for 5c, and now the fastest play of all, 3 items 100-Count Gum mixed with Rocket Charms at 5c per play.
Stamp Folders, Lowest Prices, Write
MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.
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Tapping Tastes of Owners One Way to Increase Income

AKRON—"Personal auditioning," practiced by Bell Music Company here, has spun a 14 per cent increase in net income on locations with long-playing programs.

Bell Music, which centers its activities in Akron, also covers the southern fringe of Cleveland since its inception. It is one of the largest operators in Northeastern Ohio.

Charles Marvin, president of Bell, instituted "personal auditioning" more than six months ago after searching for new ways to hike the take, better serve his locations and at the same time increase operating efficiency. Impossible? For Marvin, "personal auditioning" accomplished the "impossible."

Marvin selected two enthusiastic gals from his staff, Del Beck, who has three years with the firm, and Pat Alexander, who joined Bell a little more than a year ago.

Location Tastes

Pat and Del were sent out to the locations to meet the proprietors and interview them for their musical tastes. Armed with this first-ear knowledge, both gals drive to Shaffer Music Company here every two weeks to make first-hand purchases of disks that would appeal to each location.

Instead of selecting new album releases solely out of fliers and brochures mailed to the operators by Shaffer, Del and Pat spend an afternoon listening to the latest recordings themselves.

"It's important, of course, to be attuned to the tastes of Bell's location owners and their customers. We are confident we know what this or that spot will like by using our educated judgments," explained Del.

Audition Necessary

"So often music is purchased on the basis of the title. Sometimes it's chosen because of the artist. But you can never really know what sort of album you're getting until you actually hear it yourself," she continued.

Bell Music has cut its album returns by more than 80 per cent since "Personal Auditioning" began. This cuts waste of cash outlay on what Del and Pat label "dogs" and better serves the customers with more fresh albums more closely suited to their music markets. Bell now is able to speed new releases into the phonographs faster than ever.

"Before we used to write or call into Shaffer for our music. All it costs the company is the use of a station wagon and one afternoon every two weeks for the both of us," said Del. "Today there is a great increase in the music available. It is no longer a matter of take it or leave it. A personal audition is the only smart way to select music any more."

Through "personal auditioning," Bell's two gals have become good friends of Shaffer Music's librarian Ken Williams. He too has become familiar with Bell's needs and will make a quick call when something comes in that Bell might want immediately.



LOCATION SURVEY is the first step in "Personal Auditioning" practiced by Bell Music Company of Akron. A brief chat with the location owner and patrons gave Pat Alexander (left) and Del Beck a good notion of music tastes there.



PERSONAL VISIT to Shaffer Music Company's record library and close contact with Shaffer librarian Ken Williams (right) keeps the gals up to date on the latest album releases. Pat (left) and Del visit Shaffer every two weeks.



"PERSONAL AUDITION" is the innovation of Bell Music Company. Here, Del Beck (left) and Pat Alexander listen to all releases distributed by Shaffer Music of Cleveland before making their purchases for the Akron operator.

Little LP Sales On Upswing in New York Area

NEW YORK—Meyer Parkoff, president of Atlantic-New York, local Seeburg distributor, said that Little LP sales have been increasing in the New York area, with many operators putting in three or four banks of the seven-inch albums in their machines.

Parkoff said that the LP exchange program (with the operator getting credit for traded-in records for new disk purchases) has slowed down considerably. He explained that most operators are retaining their Little LP's to build up their libraries, as virtually all of the material comes under the standard category.

He added that diners are becoming good locations for the LP Consolettes, with his firm replacing wall boxes with the Consolettes at the rate of one installation a week.

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N. C. Operators See Tropicana

GREENSBORO, N. C. — North Carolina operators viewed the new Rowe-AMI Model M Tropicana phonograph at the Holiday Inn recently as guests of Roanoke Vending Exchange, Richmond, Va., distributor.

Mrs. Viola Bess and G. E. Derby from Roanoke were on hand to greet the guests. Ellis Royal represented the factory.

Greensboro operators attending included Fred Ayers, A. C. Ayers Jr., Jim Loy, Wilson Irwin, all of Fred Ayers Music Company; R. A. McRorie Carolina Cigaret Vending, and Mrs. Mary Massey.

From Reidsville were George Trent, Junior Trent, Jack Fowlkes and Bill Strong, all of the Trent Music Company.

Other guests included S. L. McKethan, James B. Thompson, Edward Garrison and Eddie Chandler, all of the McKethan Music Company, Burlington; G. L. Brown, Brown Music Company, Winston-Salem; Ben Fischell, Confederate Vending Company, Winston - Salem; Worth Heath, A&F Music Company, Randleman; Ken Matthews, L. H. Matthews Music Company, Jamestown; Bernie Kaplan, Charlotte; Mrs. Susan Beatty, Charlotte; Mrs. Pearl Wilson, Ashville, and Mrs. Mary Massey, Greensboro.

The record industry was represented by Pat Cohen, Pat's One Stop, Richmond, Va., and Bob Thompson, Southeastern Record Merchandisers, Charlotte.

ABP ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

Contract Form Aids Gotham Ops

NEW YORK—Assistance for Gotham juke box operators, frequently victimized by location owners, was offered by the Music Operators of New York at the group's annual meeting at the Skyline Motel here Tuesday (29). It came in the form of a copyrighted contract form which has been developed exclusively for MONY members.

Here is the problem: A juke box operator will sign a location to a three-year contract and give a consideration—often a loan or bonus—to the location. A few weeks after the machine is installed, the location owner will sell his business.

The operator will then see the new location owner who will then either demand a loan or bonus for himself, or else he will tell the operator to pull the machine.

In either case, the operator is holding the sack.

Chattel Mortgage

MONY's solution to this problem comes in the form of a chattel mortgage contract between the location owner and the operator. This contract is the same as the traditional agreement in that it states the term of the operator's tenure, the commission arrangement and other considerations.

It differs, however, in that the operator holds a chattel mortgage on the fixtures of the location.

Teddy Blatt, MONY attorney who was instrumental in drawing up the contract form, said that the chattel mortgage will protect the operator in the case of a location sale.

Execution Rare

He pointed out that the actual execution of the mortgage default would be rare. The main protection it affords operators, he explained, is that before a location owner sells out, a search on the part of the prospective buyer will disclose the chattel mortgage.

When this happens, he added, the prospective buyer makes the purchase subject to the terms of the chattel mortgage, which remains in effect.

Even when no loans or bonuses are involved, Blatt explained, the installation of the phonograph itself can be the consideration, and the location owner is bound to fullfill all the terms of the agreement.

Mortgage Recorded

The mortgage is recorded **after** both parties sign the document, with MONY taking care of the recording arrangements.

Each contract will have a special perforation and code number. The copyright bars nonmembers of MONY from using the mortgage form.

European Producers Make Slow Progress Cracking U. S. Market

By OMER ANDERSON

FRANKFURT — European coin machine producers are having limited but encouraging success in penetrating the U. S. market.

This success, while still tentative, seems to have a solid base for further growth. In fact, the trade enthusiasts in Germany are speculating that Continental producers at last have found the right formula for penetrating what has proved the most elusive of all world markets outside the Communist bloc.

The two items of equipment which have done most to lift Continental trade hopes are Cinebox, the film phonograph, and Arizona, the pistol target game.

Export Appeal

Both items are being soundly merchandised in America (in the Continental trade's opinion) and look like winners. Now the trade here is assessing other European-produced equipment for its American export appeal.

N.S.M., at Bingen, has two new phonographs with considerable export promise. The Serenade is a conventional economy or compact phonograph designed for prestige locations and offering the latest technical refinements, a box highly regarded by the European trade. The N.S.M. Mini-Box, with a simplified Serenade mechanism, is designed for restricted-space locations and is acclaimed as a marvel of miniaturization.

Cinebox is an Italian creation manufactured in France under license. It is being merchandised in America by U. S. Cinebox. Arizona is manufactured by the Hamburg firm of Bergmann & Company, a leading European manufacturer which also has the Symphonic juke box and other games.

Cinebox Prospects

U. S. Cinebox claims to have some 200 Cinebox machines on location around the U. S., with interest in the film box growing rapidly. Bergmann & Company has appointed Duncan Sales Company of Cleveland its national sales agent in the U. S., and Ernst Bergmann, present head of the Hamburg firm, attended the recent MOA and NAMA conventions in Chicago.

So far, the U. S. market has proved a monumental disappointment for Continental producers. Gauging their prospects on the basis of the success scored by European electronic and optical products, phonograph manufacturers in particular were certain that lower priced, well-built music boxes would win at least an honorable mention in the U. S. market.

Nothing much happened in this direction, however, despite intense effort at American sales promotion by some manufacturers. The European machines were unable to gain a foothold in the U. S. market.

New Approach

Europe's new approach is considerably more sophisticated and better thought out. It aims at concentrating on new types and models of equipment, of finding and exploiting gaps and new dimensions to the U. S. market.

Cinebox is a prime example of Europe's ability to invent and produce ultra - sophisticated equipment, and Arizona illustrates the opportunities on the U. S. market for new game versions.

Some producers in Europe draw a parallel between coin machine and car sales in the U. S. market. European cars can be sold in the U. S. market on the basis of absolute economy or novelty and snob appeal.

Sales Machinery

Aside from product, greater emphasis is being placed on sales machinery in the U. S. market. There is considerable evidence to suggest that part of the heretofore disappointing showing of European coin machine products in the American market is due to weak merchandising.

There is still another dimension to the U. S. market picture: the increasing gains being scored

(Continued on page 58)

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MISHAWAKA, Ind. — The Music and Vending Machine Operators of St. Joseph Valley is holding its annual banquet at South Bend, Ind., Wednesday (13) in Irvin' Dining Room.

Entertainment will include Valli Records' the Teen Tones, Carl Simpson, Terry Star, and disk jockey John Coleman of station WJVA. Robert Blundred, managing director of Music Operators of America will discuss copyright legislation, and Joe Bauters will discuss the State's new 2 per cent sales tax.

The evening will begin with cocktails at 6 with steaks served at 7:30. Some 50 operators and guests are expected.

Omaha Ops Need Gimmick Game

OMAHA—What this business needs is a new game. The comment comes from one of the area's biggest distributors, but it echoes comments from operators throughout the State.

Admittedly, it's a complaint made with a loaf of bread under each arm. Nebraska operators have had an excellent year—probably the best in history.

But the comment about a new game still holds. Nebraska does a good business with juke boxes, shuffle alleys and pools games. Pinballs are hurt by a non-free-play law in the State.

Pool Game Spurt

But the pool game spurt is not all it seems. The trouble with the game is that it's too simple, one big operator said. They do great business and seldom need to be repaired.

The locations see this, and next thing you know, they want to buy their own. Many operators have had to give up a commission arrangement in favor of a lease contract—just to keep the location.

Others have chosen to lose the stop—hoping it would come back. Often it has—and often not.

That's why the comment about a new game. "We need something the location can't operate itself," a distributor noted.

Location Gets Ideas

"The location sees the operator coming in week after week— picking up the money—and doing little more than maybe polishing some balls or dropping off some chalk. In a way, you can't blame them for getting ideas about ownership."

Despite the pool-ownership problem however, Nebraska's operators are probaly among the healthiest in the country. Business is steady—and good.

Locations haven't mushroomed —as they have in some big industrial communities—but then again, they haven't dropped off as they have in others either.

Few Drop Out

Here too, the number of operators has remained surprisingly even—one of the few areas in the country where operators haven't diminished in number.

Diversification—such as is evident in areas such as Los Angeles—hasn't hit this community. One distributor summed it up by noting, "we just aren't industrialized enough."

Biggest coin machine business in Nebraska is done by the traditional honky-tonk taverns where the juke box and pool table reins supreme.

Looking into the future, operators and distributors expect more of the same. "Business should stay good through the rest of the year. Much of the economy here is tied in with agriculture, and the return on the harvest appears excellent."

Ops Healthy in Minnesota Air

MINNEAPOLIS — Back in 1955 operators had to throw away their bingo and upright games, and the prediction was that business would go out the window. It didn't, and now, after eight years, the operators are healthier than ever.

The main reason seems to be in the adjustment that has taken place. Rather than throw in the sponge, operators decided to get their businesses in order and make money on the legitimate games and music. Virtually every one succeeded—in fact, very well.

A spot check of distributors and operators here last week revealed one of the healthiest areas in the country. Looking at the last five years, less than a half-dozen routes have changed hands.

Sales Are Good

Distributors note sales "good, even with last year" (which was also very good). Operators report collections likewise "good." The over-all tone of the business is as healthy as you can find anywhere.

The big campaign throughout the State involves getting better commission arrangements for music. Although games continue on the traditional 50-50 split, operators have been making inroads in converting their newer music locations to a $25 weekly guarantee with a signed contract.

The argument, of course, is that music now costs around $1,500 to install, and for this type of investment the operators need some sort of guarantee for their investment. Most operators feel it's been quite successful.

Music Big Earner

Music continues to be the big earner with five-ball games and pool tables rounding out the picture. As in other parts of the country, operators here are looking for a new piece of equipment to add variety to their routes. The big cry is for a "new game," but it is hardly a cry of desperation—rather one of longing.

June, July and half of August were fairly slow, but the fall pick-up has been excellent and operators are shooting for a strong winter.

An excellent indication of the times is the rate of pay by operators to distributors. The latter report this is good, giving perhaps the best indication of how things are.

United's Skippy

• Continued from page 50

choice between easy or normal strikes.

Other Skippy features include: four legs, wide simulated Formica rails, steel coin box and white playfield. Dime chute is standard, multiple insertion optional. Skippy also has Ultra's familiar large read-out numerals on the backglass, along with a reel-type frame indicator and a 10th frame scoring indicator.

Shipments on Skippy were begun by United last week. Bill DeSelm, United sales manager, said that Ultra was the most successful shuffle alley in the firm's history and he expected Skippy to surpass its record.

As Chrysler Goes

• Continued from page 50

tal. Naturally this is money that can't be used in his business.

The prospects of the situation improving aren't too good. The obvious answer would be a strong association that would pull the operators in one direction, but as one distributor noted, "This seems unlikely."

Regarding equipment, Michigan is pretty much tied to music and pool. In Detroit virtually all other types of equipment are illegal. In rural areas, music and pool still predominate though there are also a few bowlers and shuffle alleys with a smattering of pinballs.

European Producers

• Continued from page 57

by U. S. subsidiaries in the European market, providing them with a strong base for exporting to the U. S. This facet is illustrated by the interest taken in Cinebox' competitor, Scopitone, by the Automatic Canteen Company, whose Hamburg subsidiary, Helmut Rehbock that, using the experience acquired in Germany, Automatic Canteen, will eventually distribute Scopitone in the U. S.

Wurlitzer Gains

• Continued from page 50

of the current fiscal year (April to September inclusive) were $16,093,617 up from $15,617,-919 for the same period last year. Net earnings for the first half of the current fiscal year were $312,992, equal to 35 cents per share on 897,186 shares of common stock, compared with net earnings of $46,014 or 5 cents per share for the same period a year ago.

Al Thoelke Ill

CHICAGO — Al Thoelke, long-time United road man, is recovering at St. Joseph Hospital here from a recent coronary attack. United officials said he is recuperating very satisfactory and is expected back on the job within a few weeks. Thoelke had the attack while on a West Coast sales trip.



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ANDY WILLIAMS Moon River	COLUMBIA
FRANK SINATRA/COUNT BASIE Sinatra-Basie	REPRISE
PETER DUCHIN At the St. Regis	DECCA
CONNIE FRANCIS Country Music Connie Style	MGM
FRANK SINATRA The Great Years	CAPITOL
LENA HORNE Lena Lovely and Alive	RCA VICTOR
LAWRENCE WELK 1963's Early Hits	DOT
LOUIS PRIMA Prima Show in the Casbar	PRIMA
ROBERT GOULET Sincerely Yours	COLUMBIA

JAZZ/RHYTHM & BLUES

JONAH JONES Jazz Bonus	CAPITOL
GLORIA LYNNE Gloria "Blue"	EVEREST
EDDIE HARRIS Goes to the Movies	VEE-JAY
RAY CHARLES Ingredients in a Recipe for Soul	ABC-PARAMOUNT
GERALD WILSON Moment of Truth	PACIFIC JAZZ
JIMMY SMITH Bashin'	VERVE
RAY CHARLES Modern Sounds in Country and Western Music, Vol. I	ABC-PARAMOUNT
CLYDE McPHATTER Lover Please!	MERCURY
CARMEN McRAE Lover Man	COLUMBIA
BILL DOGGETT Oops!	COLUMBIA

FOLK/COUNTRY & WESTERN

RED FOLEY The Red Foley Show	DECCA
HANK SNOW/ANITA CARTER Together Again	RCA VICTOR
KITTY WELLS Kitty's Choice	DECCA
MARTY ROBBINS Devil Woman	COLUMBIA
BUCK OWENS You're for Me	CAPITOL
JIM REEVES A Touch of Velvet	RCA VICTOR
BOB KAMES Goes Western	KING
EDDY ARNOLD Let's Make Memories Tonight	RCA VICTOR
PATSY CLINE Sentimentally Yours	DECCA
ERNEST TUBB Golden Favorites	DECCA

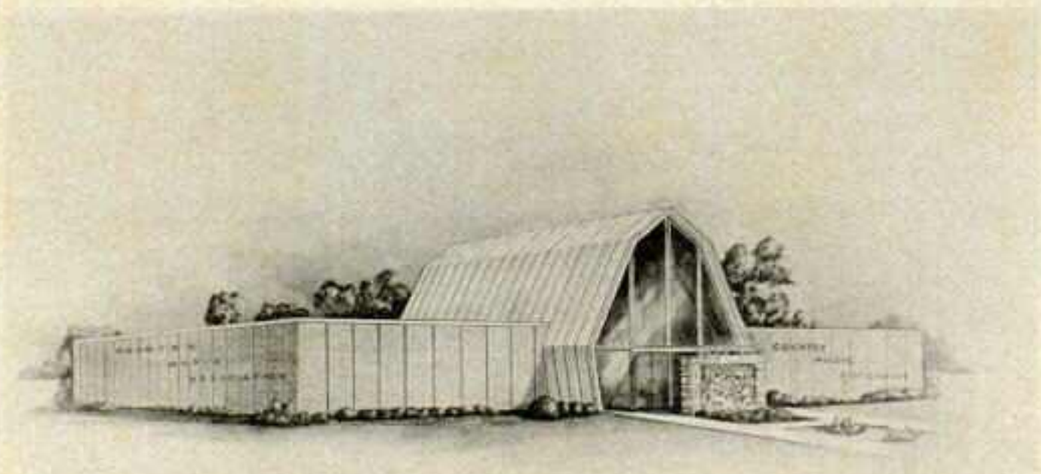
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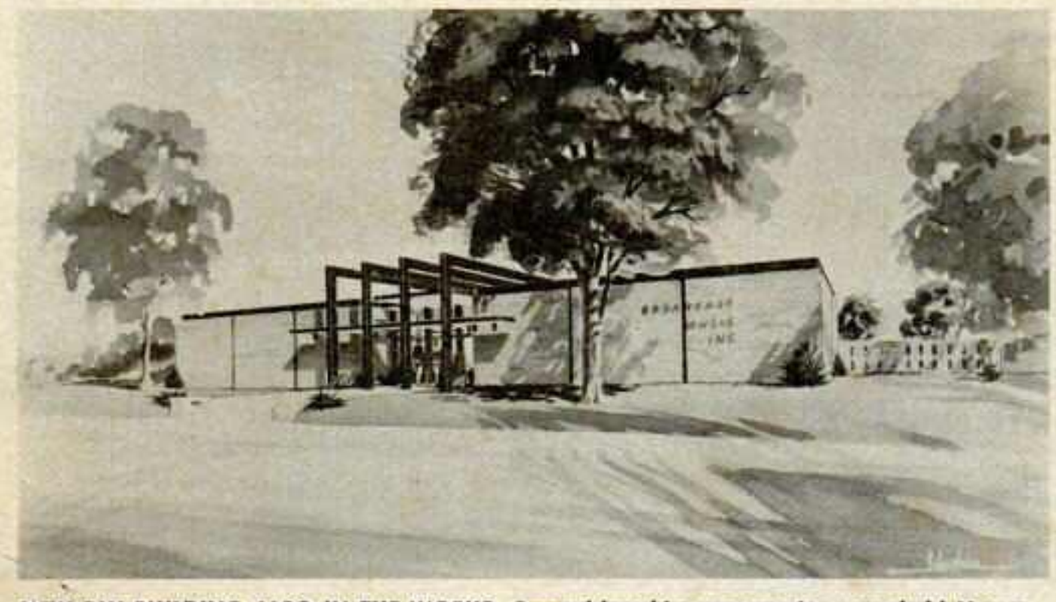
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OF NEWSMAKERS



CMA OFFICERS AND DIRECTORS 1963-1964: Official portrait taken in Nashville shows (seated, left to right) Dick Schofield, Ken Nelson, W. E. (Lucky) Moeller, Jack Stapp, Tex Ritter, Frances Preston, J. William (Bill) Denny, Jo Walker, Juanita Jones and Roy Horton. Standing, left to right: Jim McConnell, Biff Collie, Doug Mayes, Jack Loetz, George Crump, Hal Cook, Hal Smith, Boudleaux Bryant, Johnny Bond, Paul Ackerman, Bob Jennings, Dick Frank, Ott Devine, Roy Acuff, Steve Sholes and Harold Moon. Not present in photo are directors Roy Drusky, Connie B. Gay and Ben Rosner.



NEW CMA BUILDING PROPOSED: Mayor Beverly Briley of Metropolitan Nashville-Davidson County announced last week the grant of a parcel of land for the proposed new building for the Country Music Association. The design (shown above) will house the CMA offices, the Country Music Hall of Fame, and a museum of items of interest to the world of country music.



NEW BMI BUILDING ALSO IN THE WORKS: Ground-breaking ceremonies were held November 1 for the new Broadcast Music, Inc., building in Nashville. Ceremonies were attended by Gov. Frank Clement, Congressmen Ross Bass and Richard Fulton, BMI executives and affiliated composers and publishers.



NEWLY ELECTED PRESIDENT OF CMA: During National Country Music Week festivities in Nashville, Tex Ritter, newly elected president of the association, is shown on stage.



TALL IN THE SADDLE: When Jimmy Dean (right) arrived for convention in Nashville he was met by his friend, Carl Smith, who brought some appropriate, though surprise, transportation to the airport. Jimmy and Carl rode into town to the delight of the fans.



HAPPY RECIPIENTS OF BMI AWARD: Jimmy Key (left) and Jimmy Newman (right), owners of the New Keys Music Company, had plenty to beam about in Nashville. "Six Days on the Road," recorded by Dave Dudley, was given the BMI award. New Keys was the publisher of the song.

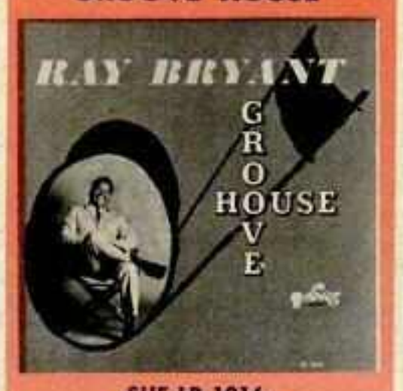
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