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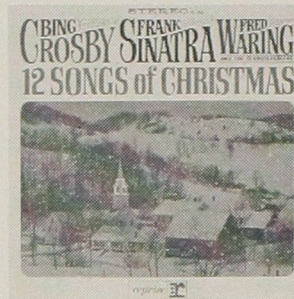
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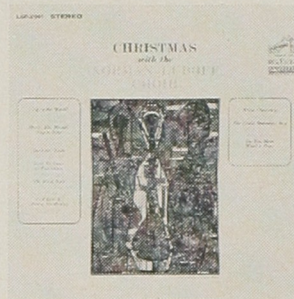
ALBUM REVIEWS

CHRISTMAS PICKS



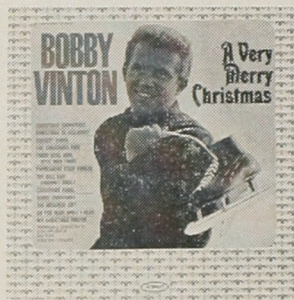
12 SONGS OF CHRISTMAS—Sinatra/Crosby
Waring—Reprise FS-2022

Bing Crosby and Frank Sinatra get some first-rate backing from the Fred Waring Chorus and Orchestra on this power-packed offering of holiday items from Reprise. The singers offer alternating solos and team up for the last band, "Wish You The Merriest." This is a triple-threat Christmas package that is sure to garner top sales. Other Yule delighters are "Do You Hear What I Hear," "The Little Drummer Boy" and "Go Tell It On The Mountain."



CHRISTMAS WITH THE NORMAN LUBOFF CHOIR—RCA Victor LSP 2941

Last year the Norman Luboff's Christmas album was one of the season's biggest sellers and this new entry of religious Yule sturdies seems sure to go a like success route. Utilizing some striking orchestral arrangements, the large Choir dishes-up standout renditions of "Joy To The World," "O Holy Night" and "O Come, All Ye Faithful." Album should skyrocket.



A VERY MERRY CHRISTMAS—Bobby Vinton—Epic LN 24122

Calling on the arranging talents of Stan Applebaum, Ray Ellis and Hugo Winterhalter, Bobby Vinton comes up with a truly outstanding Christmas package of novelties and seasonal traditional. All of the chanter's loyal following should really dig his professional readings of "Dearest Santa," "Do You Hear What I Hear" and "White Christmas." Set looms as a sure-fire hit.



THE BEACH BOYS CHRISTMAS ALBUM—Capitol ST 2164

The Beach Boys' legions of fans should come out in droves for this top-drawer Yuletide set featuring the fivesome backed by a full-bodied 40-piece ork. The material runs the gamut from warm-hearted recent vintage holiday items to beautiful seasonal evergreens. The songsters are in fine form on "Little Saint Nick," "Merry Christmas, Baby" and "We Three Kings Of Orient Are." Heavy sales indicated here.



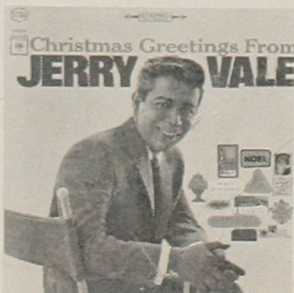
A MERRY CHRISTMAS—Al Martino—Capitol ST2165

Al Martino launches the Christmas buying season with a two-part program of carols and songs—all of the standard variety. The songster's rediscovered following should come out in force for this delightfully delivered set of Yule favorites on Capitol. The singer's been running hot for months and it is sure to carry over to this LP. Bright bands here are "White Christmas," "Silver Bells" and "The Little Drummer Boy."



MERRY CHRISTMAS—Brenda Lee—Decca D 74583

Brenda Lee directs her musical attention to fine sampling of some of the newer and novel Xmas songs on this impressive holiday LP coming from Decca. While backed by full, lush ork and chorus, the young songstress delivers feelingful renditions of "Rockin' Around The Christmas Tree," "Jingle Bell Rock," "Blue Christmas." Album should develop into a Yuletide best-seller.



CHRISTMAS GREETINGS FROM JERRY VALE—Columbia CS9025

Jerry Vale, a Columbia sales frontrunner, offers a half-dozen traditional Christmas songs coupled with six carols of the most-played variety. Backed by the ork and arrangements of Glen Osser, the songster essays the familiar holiday gems with his usual warmth and feeling. "The Christmas Song," "Have Yourself A Merry Little Christmas" and "O Holy Night" are loaded with sales lure—heavy sales can be expected.

the big single...

LAST KISS

J. FRANK WILSON
and The Cavaliers -Josie 923

now! the big album...



J. FRANK WILSON
and the Cavaliers

- TELL LAURA I LOVE HER
- ONLY THE LONELY
- THAT'LL BE THE DAY
- YOUNG LOVE
- SCHOOL DAYS
- OVER THE MOUNTAIN
- SEA OF LOVE
- KISS AND RUN
- SPEAK TO ME

LAST KISS - J. FRANK WILSON JOZ 4006

Listen to this album and you'll know why J. Frank Wilson is the new international teen-age idol.



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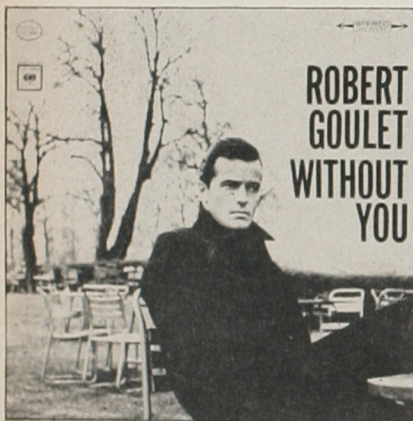
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Speak to Me of Love Ray Conniff 7-8950	
More Themes for Young Lovers Percy Faith 7-8967	
When Lights Are Low Tony Bennett 7-8975	
Call Me Irresponsible Andy Williams 7-8971	
The Third Album Barbra Streisand 7-8954	

All available through your local one-stop or Columbia Records distributor!

"Sunshine" Promo



WASHINGTON, D. C.—Gale Garnett (center), who is currently holding down the number two slot on the Top 100 with "We'll Sing In The Sunshine" on the RCA Victor label, was recently interviewed by WWDC-Washington personality Fred Fiske (left) when she dropped by the outlet's Satellite Studio which was parked on behalf of the UGF of Greater Washington. The gentleman at the right is Joe Del Medico, the local Victor promo rep.

BLUE NOTE HAS THE HOTTEST JAZZ SINGLES

IT'S A HIT!!!

LEE MORGAN THE SIDEWINDER

BLUE NOTE 45x1911

The Big Single
From His New Hit Album
THE SIDEWINDER
BLP 4157

TWO BIG SINGLES BY

JIMMY SMITH

PRAYER MEETIN'

BLUE NOTE 45 x-1909

&

PORK CHOP

BLUE NOTE 45x1906

D.J.'s: Write for Free Samples

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JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

(Selections NOT on Cash Box Top 100 reported going strongly with ops.)

HEARTBREAK HILL
Fats Domino (ABC-Paramount 10596)

YES I DO
Solomon Burke (Atlantic 2254)

PRAYER MEETIN'
Jimmy Smith (Blue Note 1909)

WATCH OUT/SHE'S ALL RIGHT
Jackie Wilson (Brunswick 55273)

THE SIDEWINDER
Lee Morgan (Blue Note 1911)

HIDE AWAY
King Curtis (Capitol 5270)

SACRIFICE
Little Milton (Checker 1078)

I'VE GOT THE SKILL
Jackie Ross (Chess 1913)

MY LOVE, FORGIVE ME
Robert Goulet (Columbia 43131)

ABSENT-MINDED ME
Barbra Streisand (Columbia 43127)

THE LOVE GODDESSES/WHERE LOVE HAS GONE
Jerry Vale (Columbia 43105)

THE GYPSY
Robert Davie (Congress 224)

HUMBUG
Pete Fountain (Coral 62427)

MORE SOUL, THAN SOUL
Eddie Harris (Columbia 43075)

HE CALLED ME BABY
Patsy Cline (Decca 31671)

ROSEBUD
Robert Maxwell (Decca 31668)

SLAUGHTER ON 10TH AVE.
Ventures (Dolton 300)

OH MARIE
Village Stompers (Epic 9718)

LITTLE QUEENIE
Bill Black's Combo (Hi 2079)

EMPTY ARMS
Ace Cannon (Hi 2081)

MOUNTAIN OF LOVE
Johnny Rivers (Imperial 66075)

DON'T SPREAD IT AROUND
Barbara Lynn (Jamie 55734)

THAT OLD FEELING
Linda Scott (Kapp 610)

WHISTLIN'
Roger Williams (Kapp 607)

I CAN'T BELIEVE WHAT YOU SAY
Ike & Tina Turner (Kent 402)

DO YOU WANT TO KNOW A SECRET/ ALL MY LOVING
Chipmunks (Liberty 55734)

ENDLESS SLEEP
Hank Williams, Jr. (MGM 13278)

GALE WINDS
Egyptian Combo (Norman 549)

IT'S ALL OVER
Walter Johnson (Okeh 7204)

WITHOUT THE ONE YOU LOVE
Arthur Prysock (Old Town 1170)

HELLO DOLLY POLKA
New Yorkers (Pan 151)

FOUR STRONG WINDS
Bobby Bare (RCA Victor 8443)

MARTA
Los Indios Tabajaras (RCA 8401)

FEVER
Alvin Robinson (Red Bird 10-010)

I SHOULD HAVE KNOWN BETTER
George Martin (United Artists 750)

OH NO, NOT MY BABY
Maxine Brown (Wand 162)

SOMEBODY NEW
Chuck Jackson (Wand 161)

NEW ADDITIONS to TOP 100

72—**EVERYTHING'S ALRIGHT**
Newbeats (Hickory 1288)

77—**NEEDLE IN THE HAYSTACK**
Velvelettes (V.I.P. 25007)

78—**LITTLE MARIE**
Chuck Berry (Chess 1912)

83—**WHAT GOOD AM I WITHOUT YOU**
Gaye & Weston (Tamla 54104)

84—**REACH OUT FOR ME**
Dionne Warwick (Scepter 1285)

85—**I'M GONNA BE STRONG**
Gene Pitney (Musicor 1045)

89—**DON'T EVER LEAVE ME**
Connie Francis (MGM 13287)

93—**BEAUTICIAN BLUES**
B. B. King (Kent 403)

94—**S-W-I-M**
Bobby Freeman (Autumn 5)

98—**I WANT YOU AROUND**
Gaye & Weston (Tamla 4104)

100—**TIMES HAVE CHANGED**
Irma Thomas (Imperial 66069)

AIMED at OPS

MY FUNNY VALENTINE/WHEN IT'S SLEEPY TIME DOWN SOUTH—Seymour's Heartbeat Trumpets (Halifax 883)

Spinners Honor Jan & Dean



LOS ANGELES—To celebrate Liberty recording stars Jan and Dean's fifth year in the record business, KFWB-Los Angeles deejays and KHJ-TV's "9th Street West" jointly honored the boys with a 24-hour fete. The duo's hits were played two or three times each hour in addition to a re-broadcast of the gold disk presentation for "Little Old Lady From Pasadena." Topping things off was a special cake, presented on the television show. Among those who partook were (from left to right) Roger Christian, Sam Riddle ("9th Street West" host), Gene Wood, Wink Martindale, Larry McCormick, all from KFWB, producer-manager Lou Adler and Jan and Dean.

Connie Francis

does it again with two great new sides



Don't Ever Leave Me

Produced by
JEFF BARRY
and
ELLIE GREENWICH

on
MGM
Records
K-13287



We Have Something More

(THAN A
SUMMER
LOVE)

Arranged & conducted by
BERT KEYES
Produced by
MICKEY GENTILE

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RUNNIN' OUT OF FOOLS

ARETHA FRANKLIN
4-43113

IT AIN'T ME BABE

JOHNNY CASH
4-43145

OVER YOU

PAUL REVERE AND THE RAIDERS
4-43114

Julie Knows

RANDY SPARKS
4-43138

UP IN THE AIR

MARTY ROBBINS
4-43134

COLUMBIA RECORDS



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RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO OCTOBER 14TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
50%	Everything's Alright—Newbeats—Hickory			50%
42%	Time Is On My Side—Rolling Stones—London			56%
40%	Ask Me—Elvis Presley—RCA Victor			71%
39%	Little Marie—Chuck Berry—Chess			39%
37%	I'm Gonna Be Strong—Gene Pitney—Musicor			37%
35%	What Good Am I Without You—Gaye & Weston—Tamla			35%
33%	Hey Now—Lesley Gore—Mercury			68%
32%	When You Walk In The Room—Searchers—Kapp			70%
31%	You Really Got Me—Kinks—Reprise			84%
30%	You Should Have Seen The Way He Looked At Me— Dixie Cups—Red Bird			30%
29%	Teen Beat '65—Sandy Nelson—Imperial			87%
28%	Reach Out For Me—Dionne Warwick—Scepter			28%
27%	Up Above My Head—Al Hirt—RCA Victor			98%
26%	Gone, Gone, Gone—Everly Bros.—Warner Bros.			59%
25%	I Had A Talk With My Man—Mitty Collier—Chess			88%
25%	Needle In A Haystack—Velvelettes—V.I.P.			25%
24%	Don't Ever Leave Me—Connie Francis—MGM			24%
23%	The DoDo—Jumpin' Gene Simmons—Hi			23%
22%	Ain't Doin' Too Bad—Bobby Bland—Duke			51%
22%	Something You Got—Ramsey Lewis Trio—Argo			36%
21%	Right Or Wrong—Ronnie Dove—Diamond			57%
21%	Who Can I Turn To—Tony Bennett—Columbia			94%
20%	Look Away—Garnet Mimms—United Artists			57%
19%	Shaggy Dog—Mickey Lee Lane—Swan			43%
18%	When You're Young & In Love—Ruby & Romantics—Kapp			59%
18%	Unless You Care—Terry Black—Tollie			40%
17%	Walking In The Rain—Ronettes—Philles			17%
17%	California Bound—Ronnie & Daytonas—Mala			17%
16%	I'm Into Something Good—Herman's Hermits—MGM			63%
15%	Is It True—Brenda Lee—Decca			95%
14%	Spanish Guitars—Jerry Wallace—Challenge			27%
13%	S-W-I-M—Bobby Freeman—Autumn			13%
12%	I've Got Skill—Jackie Ross—Chess			12%
11%	Listen Lonely Girl—Johnny Mathis—Mercury			27%
11%	Chained & Bound—Otis Redding—Volt			29%

LESS THAN 10% BUT MORE THAN 5%

TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE
Kentucky Bluebird (Send A Message to Martha)	Lou Johnson (Big Hill)	9%	Runnin' Out Of Fools	Aretha Franklin (Columbia)	29%
Endless Sleep	Hank Williams, Jr. (MGM)	9%	My Love Forgive Me (Amore, Scusami)	Robert Goulet (Columbia)	8%
Cindy Go Home	Paul Anka (RCA Victor)	9%	I Wish I Were A Boy	Lesley Gore (Mercury)	8%
Yes I Do	Solomon Burke (Atlantic)	18%	Apple Of My Eye	Four Seasons (Vee Jay)	45%
			Opportunity	Jewels (Dimension)	39%
			Once A Day	Connie Smith (RCA Victor)	25%
			She Understands Me	Johnny Tillotson (MGM)	7%



It's still happening for Philips singles...

4 NEW "EXCITERS" COMING HOME!



THE SERENDIPITY SINGERS
SAME OLD REASON

40236
Best single since "Crooked Little Man"



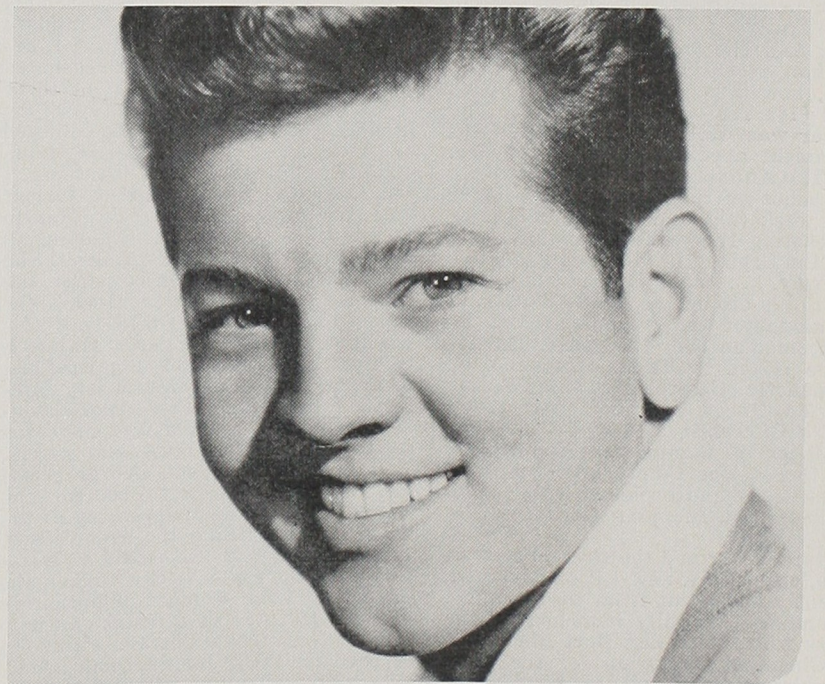
NINA SIMONE
DON'T LET ME BE MISUNDERSTOOD

40232
Big on every front... R&B and pop! A monster!



BRIAN HYLAND
ONE STEP FORWARD, TWO STEPS BACK

40221
Hyland hits once again—and really big



JIMMY CLANTON
FOLLOW THE SUN

40219
Sure to be the biggest Clanton ever

PHILIPS RECORDS

One World of Music  On One Great Label

NEW YORK:

A large gathering of press representatives met with the Columbia folks last week at the Bitter End to hear the label's new folk group, **The Pilgrims**. The Pilgrims—**Angeline Butler**, **Bob Guillaume** and **Millard Williams**—have an appealing and new flavor that is sure to stir up plenty of interest in the industry. They've been appearing at the Bitter End and move on to the Gaslight Cafe on the 21st for two weeks. Their debut LP on Columbia is "Just Arrived! The Pilgrims." The guests at the cocktail bash in their honor were in accord that this group has something new to offer in the way of folk music. . . . Atlantic has set an extensive promo and ad campaign for its new LP, "Saturday Night at the Uptown," live performances of hit singles by the **Drifters**, **Patty & The Emblems**, **Wilson Pickett**, the **Vibrations**, **Patti LaBelle** & **Her Bluebells** and **Barbara Lynn**. . . . **Tony Bennett's** rehearsing

Your Tail Off." . . . Golden Records to tie in two LP releases with the coming Halloween — "Alfred Hitchcock—Ghost Stories" and "Famous Monsters—Frankenstein and Dracula". . . . **Jack White** of Summit Record Dist., has enlisted the aid of promo rep **Earl Glicken** to push "Greek's Tale" by **David Parker** (World Pacific) and "Gee Baby Gee" by the **Sisters** (Del-Fi).

Nat Cole, who's got another winner with "I Don't Want To See Tomorrow," is booked solidly with nitery and TV dates until April, reports his manager **Ike Jones**. Included in the chanter's line-up is a four week concert tour of Tokyo, Hong Kong and Manila. . . . **Joey Sasso** to represent Orange-Empire Records in New York. He'll be responsible for breaking disks in the East and for exposing the label's talent roster through various entertainment medias. . . . **Lanny Tarter**, formerly of North American Music, has forsaken the disk biz in

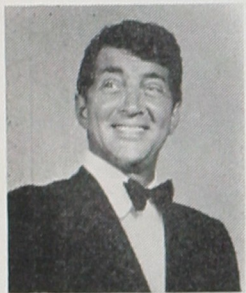
Women." In one scene the tune comes over a car radio. . . . **Teri Thornton** in town for a Columbia wax session, cut four sides with **Ernie Altshuler** at the knobs. New tunes are "Where Are You, Love?" "To Remember You By," "Won't Someone Please Belong To Me," and "Secret Life." They're skedded for release the last week of this month. . . . **Sal Salvador** and **Bill DeLuca** of Danbar Records have pacted songster **Mark Fortune**, who recently appeared at Number One 5th Ave.

CHICAGO:

It was great seeing the many traders who flocked to Chi last week for the MOA conclave at the Sherman House. . . . Columbia's **Tony Bennett Winds** by **The Egyptian Combo** and arrived in town early enough to tour the MOA exhibit floor before dashing over to the Morrison Hotel where he headlined the association's annual banquet show. Accompanying **Tony**

HOLLYWOOD:

Victor's Bobby Pickett set to guest star for **Dick Clark** on his Halloween Special program to be telecast over ABC-TV October 31. . . . Record Merchandising's new 'good music' promo man garnering airplay on the "Songs of Hank Williams" album by the **Pete King Singers**. . . . **Roberta Sherwood** opens a two week engagement at the Coconut Grove this Monday night. . . . **Guy Ward** breaking out a local hit in "The Jerk" by **The Larks** on Money Records. . . . **Johnny Rivers**, currently on a 30 day cross country tour of one-nighters, has been signed for a repeat headline guesting on Shindig, ABC-TV next month. . . . New group of Northwest musicians called **The Aquanauts** getting lots of play up the Coast on "Swim All Day". . . . **Paul Gilbert** and **The Paris Sisters** booked for a return engagement at **The Crescendo**, opening Tuesday. . . . **Imperial** drum star, **Sandy Nelson** has



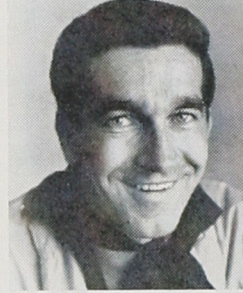
DEAN MARTIN



THE PILGRIMS



SMOTHERS BROTHERS



DANNY MEEHAN



BACK PORCH MAJORITY



LINDA LAINE & SINNERS

for his upcoming Copa opening (22) with his long-time associate **Ralph Sharon**. **Tony's** stand at the nitery will last only two weeks this year as a result of a heavy schedule of commitments. "Who Can I Turn To," the chanter's latest, is reportedly heading for top ten territory.

Congratulations to **Ivan Mogull** and his wife **Marcia** on the arrival of son **F. David Mogull**. . . . **Fran Jeffries**, recently pacted to **MGM**, in town this week to wax her first album for the label tagged, "Fran Jeffries Sings 'Sex And The Single Girl'". . . . **Danny Meehan**, recently of the "Funny Girl" cast, bowed last week at the Bitter End (14) for a six weeks stint. The singer was well received and his engagement appears to be a busy one. . . . **The Animals** made their American TV debut on the Sullivan CBS-TV'er this week (18) and taped another for telecasting this winter. Their disking of "I'm Crying" (**MGM**) is hitting in a big way. . . . **Bobby Breen** to pay tribute to his discoverer, **Eddie Cantor**, in an album of tunes made famous by the comedian over the years. The set to be issued by **Tamla-Motown**. . . . **Bernadette Castro** has been chosen the '64 Queen of the Young Men's Board Of Trade, a New York Junior Chamber of Commerce organization. On Dec. 4, the Colpix lark will take 1,000 needy and orphaned children to **Macy's** for a shopping trip.

Clark Terry and the **Oscar Peterson Trio**, out with a new LP on Mercury, recently had a cut from the package, "Mumbles," literally launched by the press when columnist **Bert Blackburn** of Cincinnati spoke up for the tune. **Blackburn** called all of his deejay friends because he flipped for Terry's incoherent set of wacky lyrics. Never underestimate the power of the press. . . . **Dick Alen** of Universal Attractions in England for a tour with the **Isley Brothers** after which they'll go to the Continent. **Dick** will also negotiate with European artists to work here as well as place American artists there. . . . **British actor-singer John Leyton**, in the U.S. to co-star in the 20th Fox flick, **Von Ryan Express**, to have his disks distributed in the U.S. by **Atco**. First deck to be "I'll Cut

favor of wigs! **Lanny's** opened a wig-gery in Brooklyn. . . . **RCA Victor's Ray Rivera** and his trio booked into the Tavern on the Mall in Paramus, N.J. beginning the 20th. . . . **Lark Jodie Sands** has exited **ABC-Paramount** to free lance or sign with another label. . . . **The Werner Baumgart Ork** of Europe to be released in the States on the **Amphora** label beginning Nov. 1. Label is based in **Davenport, Iowa**.

Tower Records execs **Vito Samela** and **Manny Kellem** are very enthused with their first bunch of **E.M.I.** releases from England which debuted last week. Heading the list of three is "Low Grades & High Fever" by **Linda Laine** and the **Sinners**, followed by "Head Over Heels" by **Mike Rabin** and the **Demons**, and "Questions I Can't Answer" by **Heinz**, a former member of the **Tornados**. . . . **Marvin Deane** of **Warner Bros.-Reprise** all smiles over the chart progress on **Dean Martin's** second-in-a-row big smash, "The Door Is Still Open." The tune holds down the #19 spot this week. . . . **The Back Porch Majority**, the folk group that bowed on **Epic** last week, is sort of a **New Christy Minstrels** farm team. Early reports indicate the newcomers may soon catch up to their big brothers and sisters. . . . **Joe Sherman** and **George Weiss** have produced a first disk for the **J Tones**, who've been appearing at the **Copa Lounge**. Using the group's own original material, **Sherman & Weiss** feel they have a sure-fire winner and expect to have a label affiliation in the near future. As a result of heavy airplay on "That Certain Party In Apartment 14C," **Joe Sherman** is cutting a new album at **World Artists** to be tagged after the single.

Johnny Tillotson, just back from a very successful and rewarding South American tour, is getting top promo effort from the label for his new issue, "She Understands Me." The label is sending out 5,000 teaser flyers to deejays throughout the country touting it as his greatest hit. . . . **Paul Anka's** new Victor single, "Ogni Volta," already passed the million mark in Italy, is heard in a cameo performance in the Italian film, "Let's Talk About

was local promo rep **Barney Fields**. . . . **Mike Geppert** is the new singles buyer at **Radio Doctors' Wells Street** outlet in **Milwaukee**. . . . **Guitarist-composer Kermit Chandler**, formerly with **The Shepherds**, was appointed general manager of new Chi-based pubbery **Epitome**. . . . A big breakout was reported here last week on **Ray Charles' current ABC-Paramount** side "I Wake Up Crying." Label's local outlet **Garmisa Dist.** is re-ordering like crazy to meet the demand! . . . **Liz Palmer** of **United Record Dist.** expects a healthy sales run with newies "First Love" by **The Mustangs** (Sure Shot), "What Good Am I Without You" by **Marvin Gaye & Kim Weston** (Tamla) and "A Thousand Cups Of Happiness" by **Joe Hinton** (Back Beat). . . . **Dick Harwood**, advertising and sales promo mgr. of **RCA's** local branch, has taken on the additional task of radio station and deejay promo. . . . **Sig Sakowicz** interviewed **The Kim Sisters** backstage at the **Empire Room**, where the girls are appearing for the third time this year!

Earl Glicken's reporting hefty play here on **Anita Humes' "I'm Making It Over"** (Roulette), "Greeks Tail" by **David Parker** (Aura) and "Gee Baby Gee" by **The Sisters** (Del-Fi). . . . **Tony Galgano** (Record Dist.) and his **Ursula** just returned from a combination biz-pleasure trip to Italy. . . . **Kent Beauchamp's Royal Disc Dist.** is swingin' these days with singles "The Jazz Waltz From The Candidate" by **Steve Karmen** (Jubilee), "Needle In A Haystack" by **The Velvelettes** (VIP) and "Is You Alright Or What" by **Hollis Floyd** (Jell). . . . Songster **Gene Chandler**, who has another big one on **Constellation** in "Bless Our Love," is slated to headline the **Regal Theater's** holiday show this year. **Gene's** currently appearing in **New York**. . . . **The Clancy Bros.** and **Tommy Makem** came in Friday (10/16) for a concert in **Orchestra Hall**. . . . The good word from **Erwin Barg** is that **Dot** singles "Beach Girl" by **Pat Boone**, "Gale Winds" by **The Egyptian Combo** and "Thunder 'N Lightnin'" by **Jimmy Gilmer** are beginning to happen here.

been set to guest star on **Sam Riddle's "9th St. West"** **KHJ-TV** show this Thursday. . . . **Reprise Records** releasing the first album by **George & Teddy and the Condors** recorded 'live' at **Ciro's Le Disc**, with plans to pull a single for release in the next two weeks.

Chad and Jeremy drew huge crowd at their arrival at **International airport**, during recent promo tour. . . . **KMPC** librarian, **Alene McKinney** back from a three week trip to Europe. **Stan Bly** set **Chuck Berry** for the **Lloyd Thaxton Show** during a one-day stop-over in town. . . . **A&M Records** prexy, **Jerry Moss** to Europe for three weeks for confabs with licensees. . . . **The Smothers Brothers** back at the **Ice House** to cut their second live album at the club. . . . **Mel Price's Giant Distributing** now handling the **Audio-Fidelity** line for **Southern California**. . . . **The Clancy Brothers** and **Tommy Makem** appearing at a one-night concert at **Santa Monica Civic Auditorium** Saturday night. . . . **Kaye Stevens** recording first single for **Capitol Records**, arranged and conducted by **Hank Levine**.

HERE AND THERE:

PHILADELPHIA—**Matty "The Humdinger" Singer** of **ABC-Paramount** promo (**David Rosen**) is flippin' over the sales and deejay reaction to "Do You Want To Know A Secret" by the **Ray Charles Singers**, "Thank You For Loving Me" by the **Sapphires**, and "Heartbreak Hill" by **Fats Domino**—all winners for sure, sez **Matty**. . . . At the **Columbia** bailiwick, **Ted Klem** is runnin' hot with "Who Can I Turn To" by **Tony Bennett**, "My Love Forgive Me" by **Robert Goulet**, "Just Knows" by **Randy Sparks**, and "Up In The Air" by **Marty Robbins**.



PROUDLY PRESENTS

MARY WELLS

NOW EXCLUSIVE 20th CENTURY-FOX RECORDING ARTIST

FIRST HIT RELEASE

FOX 544

AIN'T IT THE TRUTH

B/W

STOP TAKING ME FOR GRANTED



DIVERSIFIED ARTISTS CORPORATION

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New York, N.Y.

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Presenting the exciting new R & B/Pop Smash

"GOTTA GIVE HER LOVE"

by

The Volumes

American Arts Record #6

CONGRATULATIONS TO OUR DETROIT DISTRIBUTOR MUSIC MERCHANTS—MARVIN JACOBS, PETE HALL, & AL VALENTI ON THE GREAT JOB YOU'RE DOING

DJ's—you asked for it:—
We're flipping the "Stronghearted" side
It's a one sided Hit

"WALK ON INTO MY HEART"

by

Bobbie Smith

American Arts Record #2

Initial DJ Reaction and Chart Picks

"SAY YOU WILL"

by

Margo and The Marvettes

American Arts Record #8

AMERICAN ARTS RECORDS

a subsidiary of

WORLD ARTISTS RECORDS

550 Grant Street, Pittsburgh 19, Pa.

Cocktails For Connie



NEW YORK—MGM Records recently feted Connie Francis with a cocktail party in the Plaza Hotel's Terrace Room. The bash, which was attended by more than 200 deejays, radio executives and the trade press, was held to introduce the lark's new album release, "A New Kind Of Connie." Shown in the top left panel are the songstress, Frank Mancini, MGM's promo manager, and Arnold Maxim, the label's president. In the top right panel Connie is flanked by Cash Box ad director Jerry Shifrin and CB publisher Joe Oreleck. Connie is shown sitting with her manager George Scheck and CB veep George Albert and his wife in the second left pic. She's pictured hand-holding with Cash Box veep Norman Oreleck. In the third strip Connie is pictured respectively with Sol Handwerger, the label's national publicity manager and WNEW-New York deejay Ted Brown. Sitting (left to right) in the fourth row are MGM singles sales manager Lenny Sheer, the lark, WDRS-Hartford librarian Bertha Porter and Scheck. In the bottom photo Connie is flanked by New Deal Records co-owners Al Levine and Lou Klayman.



SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell quantity or else give every indication of doing so.

EVERYTHING'S ALRIGHT NEWBEATS	Hickory 1288
JUMP BACK RUFUS THOMAS	Stax 157
NEEDLE IN A HAYSTACK VELVETTES	V.I.P. 25007
LITTLE MARIE CHUCK BERRY	Chess 1912
SHAGGY DOG MICKEY LEE LANE	Swan 4183
SOMETHING YOU GOT RAMSEY LEWIS TRIO	Argo 5481
WHAT GOOD AM I WITHOUT YOU/ I WANT YOU AROUND MARVIN GAYE & KIM WESTON	Tamla 54104
REACH OUT FOR ME DIONNE WARWICK	Scepter 1285
I'M GONNA BE STRONG GENE PITNEY	Musicor 1045

Filmland Welcomes Chad & Jeremy



HOLLYWOOD — British songsters Chad and Jeremy were the guests of honor at a recent star-studded cocktail reception co-hosted by Dean Martin's daughter Claudia and actor George Hamilton with World Artists Records topper Lou Guarino and his partner Harry Canter. Also participating in the arrangements for the affair which was held at the Beverly Wilshire were label execs Stan Ediss and Louise Sherman.

Pictured above enjoying the party activities are:

(Upper left-1 to r) Jeremy Clyde, Doug McClure, Chad Stuart and Jimmy Boyd.

(Upper right-1 to r) Chad Stuart,

Geo. Hamilton, Ricardo Montalban, Georgiana Montalban, and Jeremy Clyde.

(Middle left-1 to r) Jeremy Clyde, Eddie Fisher and Chad Stuart.

(Middle right-1 to r) Lou Guarino, proxy of World Artists, George Hamilton, Claudia Martin, Jeremy Clyde, Harry Canter of World Artists, Chad Stuart and Stan Ediss of World Artists.

(Lower left-1 to r) Harry Canter, Al Chapman of Modern Dist., Jeremy Clyde, Charlie Simms of White Front Stores.

(Lower right-1 to r) Jeremy, Jackie DeShannon and Chad.

Tower Master Deal

HOLLYWOOD—Tower Records has purchased Gus Jenkins' recording of "Chitlins" from General Artists.

The R&B tune is said to be one of the top-selling R&B items in the Los Angeles area. National distribution by Tower is already underway, immediately following the purchase.

Jenkins has had several other big hits including his 1959 tune, "Tricky," which became a top R&B seller in the country.

Golden Adds 2 Distributors

NEW YORK—Golden Records, the large kiddie disk producer, has added two more distributors to its national line-up. The two new outlets are: Essene, Newark, N.J.; and Jet, Long Island City, N.Y. Also, the label has named Arthur Pine Associates of New York to handle its publicity and promo-

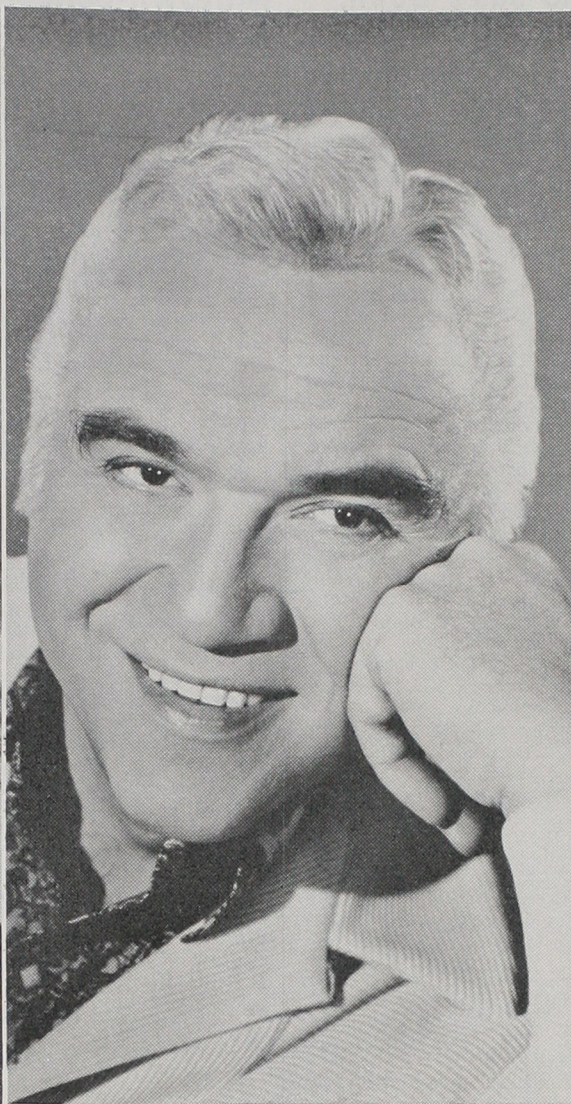


SKETER DAVIS

"What Am I Gonna
Do with You"

c/w "Don't Let Me Stand
in Your Way"

8450



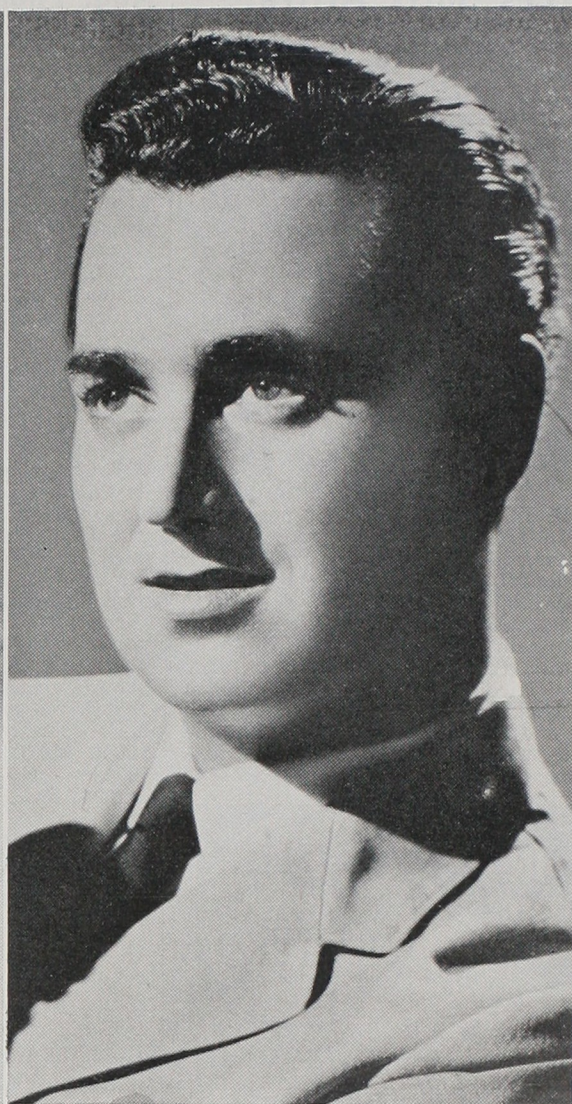
LORNE GREENE

"Ringo"

c/w "Bonanza"

8444

Both sides from Lorne's latest
album, "Welcome to the
Ponderosa" LPM/LSP-2843



NEIL SEDAKA

"I Hope He Breaks
Your Heart"

c/w "Too Late"

8453

3 Big Names... 3 Big New Singles on RCA VICTOR

The most trusted name in sound

Les Surfs Arrive!



NEW YORK—Les Surfs, a new vocal group from Madagascar, are shown arriving in the U.S. for their first wax sessions for RCA Victor; they'll also appear on the ABC-TV'er Hollywood Palace. Currently one of the hottest groups on the Continent and in Great Britain, they are (left to right front row) Nicole, Monique and Dave. In the back row are (left to right) Coco, Pat and Rocky. Victor's A&R exec Joe Rene will produce their initial sessions.

IN THE

Limelight

LEE'S KNEES
LL 101
b/w **AFFAIR**
LL 102
Jimmy Diamond
Septet

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Day & Night It's Limelight

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Aug. Phono Sales Down, Radio Figures Up

WASHINGTON—Distrib and factory sales of portable and table model phonos were down somewhat and sales of console phonos were up during Aug., the Electronic Industries Association has reported.

Also, unit distrib sales of radio sets, including auto receivers, were up substantially in Aug., the organization announced.

Distrib sales of portable/table models for Aug. totaled 260,702 units, compared to 283,061 for Aug. 1963; sales of portable/table models for the first eight months of 1964 totaled 1,434,325, compared to 1,617,431 for the same eight-month period in 1963.

Distrib sales of consoles totaled 134,051 in Aug., compared to 124,287 in August 1963; Jan.-Aug. sales of consoles totaled 894,092, compared to 848,368 units for the corresponding period in 1963.

Factory sales of portable/table models totaled 293,319 in Aug., compared to 300,661 units in Aug. 1963; portable/table model sales for the Jan.-Aug. period of 1964 totaled 1,538,878, compared to 1,722,269 units for the same period in 1963.

Console factory sales for Aug. totaled 140,699, compared to 125,779 in Aug. 1963; eight-month totals were 892,942 in 1964 and 935,517 units in 1963.

Sales of radio sets, excluding auto sets, totaled 869,500 for Aug., compared to 849,274 units for Aug. 1963. Radio sales for Jan.-Aug. 1964 were also ahead of last year—5,683,274, compared to 5,482,987 units for the comparable 1963 period.

Radio production in Aug. totaled 1,633,370 units, compared to 1,252,878 in Aug. 1963. Radio production for the first eight months of 1964 totaled 11,628,155, compared to 10,828,721 units for the first eight months of 1963.

Motown-Scheck Settle Mary Wells Dispute

NEW YORK—An amicable settlement has been reached between Motown Records and George Scheck over the inking of star songstress Mary Wells to 20th Century-Fox Records, Scheck reported last week.

Settlement was reached in a Detroit court, and it assures that Motown, the artist's former label, will not contest her move to 20th. Scheck is the artist's personal manager.

20th has released her first single, "Stop Takin' Me for Granted" and "Ain't It the Truth."

Liberty Readies LBJ Speech LP

LOS ANGELES—Liberty Records has announced an album featuring excerpts from speeches delivered by President Lyndon B. Johnson. Now in production under the personal supervision of Al Bennett, the firm's president, the entire project has received complete cooperation from the Democratic National Committee and the White House.

Bennett commissioned Si Waronker, former board chairman and creative A & R director, to produce the package, with Norman Winter, Liberty's promo director, assigned as production coordinator between the label and Washington.

Following presentation of the first copy to President Johnson, Bennett plans to distribute initial pressings to key Democratic leaders and the President's Club. Additional copies are being made available to Democratic State Committees as a campaign fund raising tool.

Agency Revamping Sets Music Firms

NEW YORK—Bernard K. Kay, senior partner of International Authors' Representatives, has announced a complete reorganization of the agency, including the formation of an associate unit, International Artists' Music Company.

Associated in the IAMC enterprise are S. R. Krysko and I. F. Kay. The company has three subsid units: Fanfare Records, IAMC Publications and Willard Music. Lorenzo Fuller will act as A&R man for Fanfare and, for the time being, will be in charge of the catalog for both publishing units. David Leo, operating out of Denver, will act as west coast rep. No promotional manager has been named as yet.

The recording unit has eight artists under contract and three singles in the R&B category ready for Nov. release.

Sked Concert On Symphonic Songs By Ernest Gold

HOLLYWOOD—A cycle of six symphonic songs by Ernest "Exodus" Gold, entitled "Songs of Love and Parting," will be performed by the Ventura (Calif.) Symphony Orchestra at twin concerts Nov. 7 and 15 with the composer's wife, soprano Marni Nixon as soloist.

The musical setting to famous American and British poems was premiered two years ago at La Jolla by the Chamber Music Society and has since had many performances nationally. It will be played by the New York Philharmonic Orchestra at Town Hall in Dec. with Marni Nixon again featured, and later this season by the Westside Symphony Orchestra in Los Angeles.



TOP 50 IN R&B LOCATIONS

	Pos.	Last Week
1	LET IT BE ME	2
	Betty Everett & Jerry Butler (Vee Jay 613)	
2	BABY LOVE	7
	Supremes (Motown 1066)	
3	MERCY MERCY	1
	Don Covay (Rosemart 801)	
4	RHYTHM	4
	Major Lance (Okeh 7203)	
5	FUNNY	3
	Joe Hinton (Back Beat 541)	
6	BLESS OUR LOVE	10
	Gene Chandler (Constellation 190)	
7	COUSIN OF MINE	6
	Sam Cooke (RCA Victor 8426)	
8	YOU MUST BELIEVE ME	5
	Impressions (ABC Paramount 10581)	
9	THAT'S WHAT LOVE IS	12
	Miracles (Tamla 54012)	
10	I'M ON THE OUTSIDE (LOOKING IN)	8
	Little Anthony & Imperials (DCP 1104)	
11	I HAD A TALK WITH MY MAN	18
	Mitty Collier (Chess 1907)	
12	WHY YOU WANNA MAKE ME BLUE	11
	Temptations (Gordy 7035)	
13	LUMBERJACK	13
	Brook Benton (Mercury 72333)	
14	AIN'T DOING TOO BAD	28
	Bobby Bland (Duke 383)	
15	BABY I NEED YOUR LOVING	9
	Four Tops (Motown 1062)	
16	REMEMBER (WALKING IN THE SOUND)	13
	Shangri-Las (Red Bird 10008)	
17	I STAND ACCUSED	14
	Jerry Butler (Vee Jay 598)	
18	THAT'S WHERE IT AT	25
	Sam Cooke (RCA Victor 8426)	
19	SMACK DAB IN THE MIDDLE	19
	Ray Charles (ABC Paramount 10585)	
20	MY ADORABLE ONE	24
	Joe Simon (Vee Jay 609)	
21	I GOT SAND IN MY SHOES	21
	Drifters (Atlantic 2253)	
22	JUMP BACK	32
	Rufus Thomas (Stax 157)	
23	DANCING IN THE STREET	20
	Martha & Vandellas (Gordy 7033)	
24	BABY DON'T DO IT	23
	Marvin Gaye (Tamla 54101)	
25	LOOK AWAY	31
	Garnett Mimms (United Artists 733)	
26	YOU'LL NEVER GET TO HEAVEN	16
	Dionne Warwick (Scepter 1282)	
27	CHAINED AND BOUND	33
	Otis Redding (Volt 121)	
28	LEADER OF THE PACK	30
	Shangri-La's (Red Bird 10-014)	
29	OUT OF SIGHT	17
	James Brown (Smash 1919)	
30	BEAUTICIAN BLUES	44
	B. B. King (Kent 403)	
31	DEATH OF ANGEL	26
	Kingsmen (Wand 164)	
32	GIVE ME BACK MY HEART	27
	Jackie Wilson (Brunswick 55269)	
33	RUNNING OUT OF FOOLS	35
	Aretha Franklin (Columbia 43113)	
34	WHAT GOOD AM I WITHOUT YOU	—
	Marvin Gaye & Kim Weston (Tamla 54104)	
35	SELFISH ONE	21
	Jackie Ross (Chess 1903)	
36	TRY ME	38
	Jimmy Hughes (Fame 6403)	
37	LITTLE MARIE	—
	Chuck Berry (Chess 1912)	
38	SOMETHING YOU GOT	47
	Ramsey Lewis Trio (Argo 5481)	
39	OH NO NOT MY BABY	46
	Maxine Brown (Wand 162)	
40	REACH OUT FOR ME	—
	Dionne Warwick (Scepter 1285)	
41	NEEDLE IN A HAYSTACK	48
	Velvettes (V.I.P. 25007)	
42	STEAL AWAY	29
	Jimmy Hughes (Fame 6401)	
43	I SMELL TROUBLE	41
	Little Johnny Taylor (Galaxy 737)	
44	WHERE DID OUR LOVE GO	34
	Supremes (Motown 1060)	
45	IT'S ALL OVER	37
	Walter Jackson (Okeh 7204)	
46	TIMES HAVE CHANGED	36
	Irma Thomas (Imperial 66069)	
47	20-75	39
	Willie Mitchell (Hi 2075)	
48	UNDER THE BOARDWALK	37
	Drifters (Atlantic 2237)	
49	I'VE GOT A THING GOING ON	39
	Bobby Marchan (Dial 3022)	
50	YES I DO	—
	Solomon Burke (Atlantic 2254)	

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"AROUND GOD'S THRONE"

"DON'T WANT TO BE LOST"

THE CONSOLERS

NASHBORO 833

BIG R&B SINGLE!!

"BABY PLEASE

COME BACK"

LIGHTNIN' SLIM

EXCELLO 2258

BIG ALBUM!!

"SONGS FROM

THE HEART"

ANGELIC GOSPEL SINGERS

NASHBORO LP 7021 1 with 7

NASHBORO RECORDS 177 3rd Ave. No., Nashville, Tenn.

45-852

Boots Randolph




Mickey's Tune

bw I'll Take You Home Again
KATHLEEN

monument is artistry

Boots is a big star now. So is Mickey's Tune.

Hear, play, sell Mickey's Tune. 45-852

 monument is artistry

Liza! Liza!



NEW YORK—Liza Minelli, who recently debuted her first Capitol album, is shown presenting a copy of the LP to WHN's Graham Slaterhof. The title of the premier set is "Liza Liza." The young lark won plaudits for her performance last year in "Best Foot Forward" in New York, and recently appeared in a summer stock production of "Carnival."

BARBARA'S GREATEST EVER!

"DON'T SPREAD IT AROUND"

BARBARA LYNN

JAMIE 1286



JAMIE, GUYDEN DIST.
Phila. 21, Pa.

Darin Signs Wess

HOLLYWOOD—Bobby Darin has signed arranger-composer-conductor Richard Wess to an exclusive pact as composer and artist for his T.M. Music, Inc., music publishing and record production firm. Wess will be released on Capitol except for soundtrack assignments.

The actor-singer's upcoming LP on Capitol, "From Hello Dolly To Good-bye Charlie," due for Nov. release, was arranged and conducted by Wess, their first teaming in five years. Wess was the arranger-conductor on Darin's hits—"Mack The Knife," "Clementine" and "Beyond The Sea."

"Topkapi" Promo Set

NEW YORK—United Artists has announced that a full-scale music promo campaign is being prepped for the Jules Dassin film, "Topkapi," which goes into national release later this month. Special interest in the music from the flick has been shown because of the Manos Hadjidakis score—he wrote the award-winning "Never On Sunday" score.

A minimum of three albums and four singles are ready for release to spark the drive, with UA's soundtrack LP spearheading the campaign. Also on the launching pad are LP's and singles by Jimmy McGriff (Sue) and Joe Cain (Time) with additional singles by Henry Jerome (Decca) and Jorge Ranan (Ascot). All of the decks will be in release this week.

Columbia Record Club Wins Decision

(Continued from page 7)

the exclusive-dealing clauses or, as a matter of fact, with the licensing agreements in general.

"There was no showing that any existing record clubs or mail-order sellers, or any potential entrants into either of those fields, had suffered competitive injury as a result of the barriers, or that competition is otherwise threatened as a result of the outside label arrangements.

"Whether or not exclusive selling arrangements of the kind in issue here enjoy 'almost per se legality,' there can be no doubt that there must be a showing that the exclusivity is likely to result in a substantial lessening of competition. The complaint recognizes that burden, but it is a burden that has not been met by Government counsel."

The examiner further held that other relationships existing between Columbia and the licensors as a result of the licensing agreements did not otherwise amount to "concerted activity" in violation of law.

Turning to the dual-pricing charges, the examiner ruled: "Columbia has not discriminated against dealers by selling to Club members at lower prices; nor has it 'caused' the licensors to sell to dealers at prices higher than Columbia sells to Club members.

"The Government's proposed findings titled 'Dual Pricing' *** refer only to Columbia records. No reference is made to outside labels. The dual pricing claim alleged in the complaint apparently has been abandoned with respect to outside labels.***

"Regarding Columbia's sales of its own records, the examiner has concluded that the Government failed to prove that Columbia charged dealers higher prices than it charged Club members. The charge of violation is based on an understatement of prices paid by Club members and an overstatement of prices paid by dealers."

In dismissing the monopoly charges of the complaint, the examiner held, "The Government failed to prove its sweeping allegations that Columbia has monopolized or attempted or tended to monopolize either the phonograph record industry, the so-called LP market or the so-called club market.

"The record indicates that the industry is dynamic and competitive at all levels. The Government failed to prove that Columbia possesses either the purpose or power to monopolize. There was no evidence of any unlawful intent on the part of Columbia."

He also noted that when "Columbia entered the record industry in 1938, there were only a few record companies. Today, there are many hundreds of firms in the United States; and many more firms throughout the world whose records are distributed in the United States. The increase in the number of competitors indicates the absence of any significant barriers to entry.

"The influx of new competitors has led to a significant dispersal of economic concentration. In 1938, two companies, RCA and Decca, controlled 75% of the industry's sales***. By 1951, they were sharing that percentage of total sales with two newcomers, Columbia and Capitol***.

"Thereafter, as additional new firms became successful entrants into the industry, the market share accounted for by those four companies steadily declined as the relative position of all other firms improved.

"The aggregate market shares of Columbia, RCA, Capitol and Decca fell markedly between 1951 and mid-1961, from 75% to about 51%; and the share of their rivals virtually doubled, increasing from 25% to almost 49%. That growth of the smaller firms occurred during a period when the industry's total sales more than tripled. Accordingly, in that ten-year period, those smaller companies obtained twice as great a slice of a pie that was three times larger.

"Such a pattern is contrary to the behavior of an industry controlled by a monopolist or oligopolists."

A further finding was that "Columbia's market share in 1962 was almost one-fourth lower than its 1945 level."

The examiner also held that the price representations contained in Columbia Record Club advertising had not been shown to be deceptive under the standards established by the Commission's revised "Guide Against Deceptive Pricing," adopted December 20, 1963.

Giving detailed reasons, Examiner Moore also rejected the various proposals and contentions advanced by Government counsel regarding other charges in the complaint.

"The charges in this case," he observed, "reflect virtually the whole spectrum of antitrust jurisprudence. Government counsel have gone to the antitrust storehouse and have come up with a whole dormitory full of Procrustean beds bearing such familiar labels as price fixing, division of markets, leverage, monopolization, boycott, exclusive dealing and mergers, plus a few fairly new labels like dual distribution and reciprocity.

"Where the facts do not fit the law, or where the law does not fit the facts, Government counsel have ingeniously emulated Procrustes and have either cut off the facts or the law or stretched them to fit the particular concept involved.

"Thus, if the licensing agreements do not have the permanence associated with mergers, they 'partake' of acquisitions.

"Conspiracy is not really charged, but we can 'borrow' from the law of conspiracy.

"This is not a group boycott case, but we can pretend that it is.

"And so it goes. In their brief, Government counsel have pulled together a tremendous amount of antitrust law and principles. They have dug into the cases and have shown commendable ingenuity.

"The trouble is, the law does not fit the facts, or perhaps it's a case of the facts not fitting the molds fashioned by counsel."

Holding that record clubs have benefited both industry and the public, the examiner said that to the extent their operations would be hampered, "the evidence indicates that the restrictions sought by the Government would adversely affect the record industry as a whole, particularly the smaller record manufacturers, songwriters, music publishers, musicians and artists. They also would adversely affect record buyers, especially record club members. All those groups have benefited as a result of club operations.

"Since the advent of record clubs, new competition has been injected into the record industry and other important benefits to the entire industry have materialized. There is no convincing evidence that club operations, including the practices challenged in the complaint, have hampered the growth of any segment of the industry. Since the organization of the Columbia Record Club in 1955, every segment of the record industry has grown."

The examiner pointed out that manufacturer witnesses called by both sides vividly demonstrated the industry can be entered with very little capital.

"For example, Government witness Randolph Wood started Dot Records in 1950 with about \$1,000; sold the company to Paramount Pictures seven years later for stock worth approximately \$2,000,000; and, by 1961, Dot's annual sales exceeded \$16,000,000 and its profits were about \$800,000. Liberty Records was launched in 1955 on an investment of only \$5,000 and achieved sales of more than \$7,000,000 seven years later. Kapp Records was started in 1953 with a small investment and enjoyed sales of more than \$5,000,000 by 1962."

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(Check One)
I AM A
DEALER.....
ONE STOP.....
DISTRIB.....
RACK JOBBER.....
COIN FIRM.....
OTHER.....

Smash-Fontana "Sales Route '64" Fall Plan

(Continued from page 6)



CHICAGO—In the top photo, Charlie Fuchs, head of Smash-Fontana, addresses distributors in Milwaukee on the label's "Sales Route '64." In bottom photo, Fuchs (right) is shown with Paul Glass (left) of All State Record Dist. in Chicago and Richard Irwin (center), exec vp of the firm's agency, Rosenbloom-Elias & Assoc., also Chicago.

with Jerry Lee Lewis, cut "live" at Birmingham Municipal Auditorium before an audience of 15,000. Back to Soul" with Anna King, Pete Drake's "Talking Steel Guitar," "12 Other Instrumental Hits" by Bill Justis.

Fontana is offering Johnny Dankworth's "Shakespeare and All That Jazz," "Jazz On The Screen," with Miles Davis and Art Blakey doing material from two French films, "Drums and Pipes of the First Battalion" by the Royal Irish Fusiliers, introducing Dario Moreno, a collection of songs by the Latin-American troubadour.

UA Sets Biggest Singles Sales Month In Its History

(Continued from page 6)

at least one top chart hit. Ascot Records "Do Wah Diddy Diddy" by England's Manfred Mann is one of the biggest selling records of the year and is currently holding down the number two slot on the Top 100. Up-coming television and American p.a.s are expected to hypo the label's aggregation's popularity, and give Ascot, a fully-owned subsidiary its initial million-selling waxing. UA Records currently boasts two chart items. The big one is the new "Come A Little Bit Closer" by Ray and the Americans, which hit the charts just nine days after its release. In addition, "Look Away" by Arnett Mimms is shaping up to be the songster's biggest single since "Cry Baby."

The recently-acquired DCP label became firmly established with its 10th release, just four weeks after the UA affiliation began, via Little Anthony and The Imperials and their "I'm On The Outside (Looking In)," now on the top quarter of the charts.

The ever-reliable Gene Pitney and "It Hurts To Be In Love" is Musicor's entry into the UA success saga. It's the biggest etching for Pitney in some time and is presently in the top 10.

All this UA action is in addition to the label's blockbuster LP year. The number one album in the nation is the label's "A Hard Day's Night" soundtrack by the Beatles, which is currently nearing the two million mark.

DCP Tells Distributors Of "New & Choice" Promo LP's

NEW YORK—DCP Records gave its distributor line-up a preview of the label's new "New & Choice" promo, including five new albums, at a two-day confab at the Americana Hotel in New York.

Distributors heard DCP execs and personnel from United Artists Records, which handles the DCP line, express "great" satisfaction over the recently inaugurated association between the two labels.

Attending from DCP were Don Costa, president and Joe Zaleski, sales director. Among the UA reps was Si Mael, vp and general manager.

The new albums are: Don Costa's "The Golden Touch," "I'm On The Outside (Looking In)," Little Anthony & The Imperials, Kathy Keegan's "When You're Young And In Love," The Gallow Singers' "Swinging" and "Yeah, Yeah, Yeah" by Gary Chester.

Cole Porter Dies

(Continued from page 6)

over 50 years, it wasn't until the late 20's—following true roaring 20's living the high-life with his wife abroad—that he based most of his output on Broadway shows.

Starting with "Paris" (1928) ("Let's Do It"), there was "Fifty Million Frenchmen" (1929) ("You Do Something to Me"), "Wake Up and Dream" (1929) ("What is This Thing Called Love?"), "The New Yorkers" (1930) ("Love for Sale"), "Gay Divorce" (1932) ("Night and Day").

Continuing into the 30's, Porter penned at least five standards for "Anything Goes" (1934), among them the title song, "All Through the Night," "I Get a Kick Out of You," "You're the Top" and "Blow, Gabriel Blow."

1935's "Jubilee" contained "It Was Just One of Those Things" and "Begin the Beguine," which had to wait about four years to catch-on when Artie Shaw recorded his famed version of the song.

In 1938's "Leave It to Me," Porter's "My Heart Belongs to Daddy" brought Mary Martin to stardom. Ethel Merman, Jimmy Durante, Bert Lahr, Danny Kaye, Jimmy Durante, Bobby Clark, Sophie Tucker starred in various Porter shows.

During the early 40's it seemed to many that Porter had lost his touch. Writing a few really fine songs for shows that succeeded despite the Porter output, he came up with what is generally considered to be his masterpiece, "Kiss Me, Kate," the musical version of Shakespeare's "Taming of the Shrew." Abundant with rich melodies and lyrics that showed Porter's incomparable flair for bringing the 20th century to another age, the score contained such items as "So In Love," "Wundabar," "Always True to You in My Fashion," "Another Op'nin' Another Show," "Where Thine That Special Face" and "Why Can't You Behave."

"Out of This World" followed "Kate" in 1950. While hardly as successful as "Kate," it possessed a first-rate Porter score, including "I am Loved," "No Lover" and "Use Your Imagination." Back in the hit groove were "Can-Can" (1953) ("I Love Paris," "It's All Right with Me") and "Silk Stockings" (1955) ("All of You.")

Porter also applied his art to Hollywood musicals, including "Born to Dance," (1936) ("I've Got You Under My Skin" and "Easy to Love"), "Rosalie" (1937) ("In the Still of the Night"), "Broadway Melody" (1940) ("I Concentrate on You"), "Something to Shout About" (1943) ("You'd Be So Nice to Come Home To").

His most recent Hollywood efforts were "High Society" and "Les Girls."

In the late 50's, he created words and music for an original TV production, "Aladdin."

Porter's wife died in 1954. The couple did not have any children.

Col Gets "Mitty"

NEW YORK—Columbia Records has dipped into the Off-B'way arena for another musical cast LP. Diskery announced last week that it had obtained the rights to "The Secret Life of Walter Mitty," the classic James Thurber tale gone song-and-dance.

The show opens at the Players Theatre on Oct. 26, with Columbia getting it into the studio early in Nov.

Produced by Joe Manchester in association with J. M. Fried, the musical stars Marc London as Walter Mitty. Manchester wrote the book, Leon Carr (music) and Earl Shuman (lyrics) the songs.

Rolling Stones & Swingles In Gotham Concerts—Oct. 24

NEW YORK — Britain's Rolling Stones and France's Swingle Singers will concertize on the same day (24) in New York via the auspices of Sid Bernstein, who also brought the Beatles to the U.S. for their first concert.

The rock and rollers will appear at the Downtown Academy of Music at 2PM, and the Swingles will step into the spotlight at Carnegie Hall at 8:30 PM, sharing the stage with pianist Oscar Peterson and his trio.

The Stones, consistently successful in the States with their London disks, will also appear on the Ed Sullivan TV'er of the 25th.

Grammy-winning Swingle Singers won international acclaim for their first Philips album in 1963 which became a best-seller; to date it has sold more than 500,000 copies.

New Vinton Single

NEW YORK—Epic Records has announced the release of a new Bobby Vinton single, "Mr. Lonely," a tune written by the songster with Gene Allen.

"Mr. Lonely" was originally included in Vinton's 1962 album, "Roses Are Red," and was also included in his recently-issued LP, "Bobby Vinton's Greatest Hits," Deejays in Atlanta and New Orleans picked the tune out of the LP to become a hit and requested the label to issue it as a single, according to A&R exec Bob Morgan.

Proby Back To Liberty

LOS ANGELES—Alvin S. Bennett, president of Liberty Records, has announced that the label has reached a settlement with Decca Records on behalf of its contract with P. J. Proby.

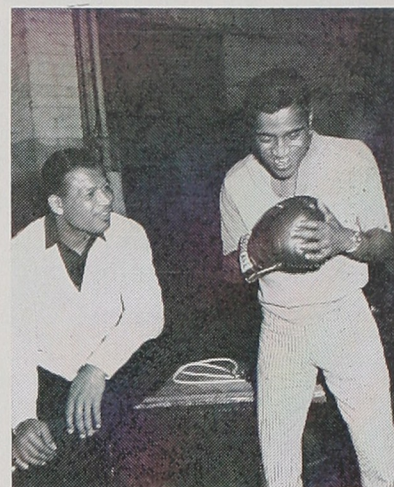
Bennett, who's just returned from England where Proby has been recording, said that Liberty's agreement with Proby is in force on all future releases. Several unreleased Proby tracks have been turned over to Liberty by Decca.

Electronovision Set Teen-Angled Production

NEW YORK—Electronovision, which last month presented Richard Burton's "Hamlet" in its revolutionary theatofilm process simultaneously in 971 theatres coast-to-coast and in Canada, announced last week that its second presentation to be theatofilm in the Santa Monica Civic Auditorium on Oct. 27-28—will be an original production: a 100-minute teenage music show featuring a number of recording stars, tentatively tagged "Teen-Age Command Performance."

It will be shown in theatres throughout the world during the Christmas holiday season. Among the artists already signed are: the Beach Boys, Chuck Berry, James Brown, Terry Brown, Marvin Gaye, Gerry and the Pacemakers, Lesley Gore, Jan and Dean, Billy J. Kramer, the Miracles, the Rolling Stones, the Supremes, and The Barbarians.

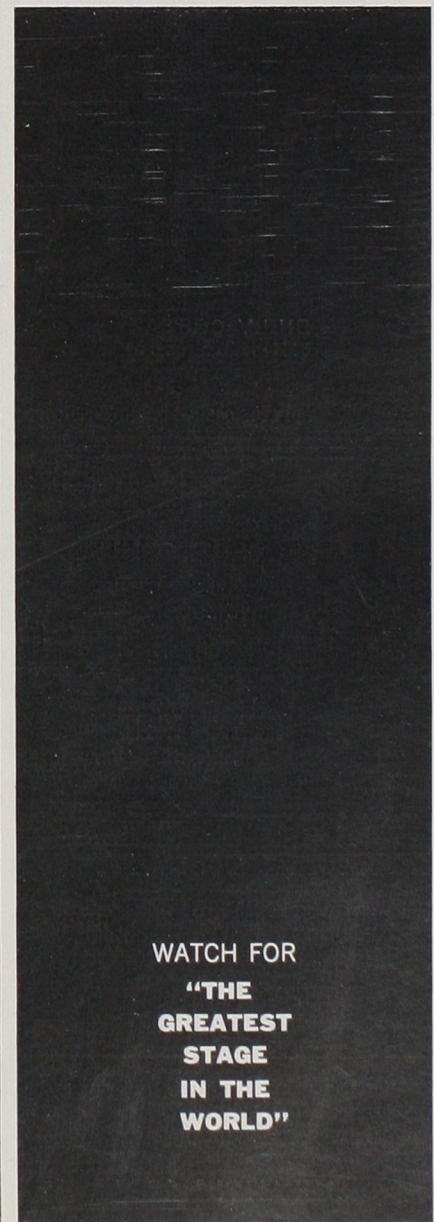
Going For The K.O.



NEW YORK—Sammy Davis, Jr. is pictured above practicing up on his pugilistic skills while Sugar Ray Robinson looks on approvingly. Scene was a recent rehearsal for "Golden Boy," which is a set for an Oct. 20 main stem bow. Davis stars in the musical adaptation of the Odets classic and Robinson is technical adviser. The chanter's new Reprise single couples "Don't Shut Me Out" with "Disorderly Orderly."

Jack Jones Out Of TV "Cinderella"

NEW YORK—Jack Jones will not play the part of the Prince in the revival of the Rodgers and Hammerstein TV'er, "Cinderella." The songster, said to be the personal choice of Richard Rodgers for the role, is believed to be suffering from throat difficulties, which has prevented him from attending rehearsals for the taping of the production. Stuart Damon, who had the lead role in the recent Off-B'way revival of "The Boys from Syracuse," has replaced Jones.



Tony Martin To Motown

BEVERLY HILLS, CALIF. — Tony Martin has inked a five year pact with Motown Records, according to Ralph Seltzer, assistant to the president. The vet songster has already cut three singles for the label. Album dates are also scheduled. He'll record in Los Angeles and New York.

Capitol's Authentic Hot-Rodder: Breedlove

HOLLYWOOD — Speedster Craig Breedlove, 27, who last week broke the land-speed record in his jet powered, three-wheeled vehicle, "Spirit of America," at Bonneville Salt Flats, Utah, has signed with Capitol Records to record the story of the building of his streamlined racer.

The name of the album will be "Spirit of America."

Record producer Jim Economides, a speed buff himself, has recorded 6 "Big Sound" albums for the Capitol label. A recording crew at the flats captured the sound of Breedlove's machine as he regained the land-speed record—working up to a 500 mph run.

Breedlove was clocked at 407 mph last Aug., which made him the fastest man on wheels at that time. However, that record was topped by the Afrons brothers who clocked 420 mph.

Staple Singers To Epic



Roebuck Staples (left) and Len Levy, head of Epic Records, are shown during the pact signing that brought the famed Staple Singers to the label.

NEW YORK — Epic Records has signed the Negro Gospel singing family, The Staple Singers, to an exclusive recording contract, according to an announcement by Bob Morgan, exec. A&R producer for the label.

A Chicago-based family unit, The Staple Singers consist of the father, Roebuck Staples, as well as Cleotha Staples Harris, the oldest daughter, Pervis Staples, the only son and Mavis Staples, the youngest of The Staple Singers and the group's lead voice.

Although The Staple Singers have not yet accepted any nightclub offers, their numerous public appearances have included performances at Carnegie Hall and at the International Jazz Festival held in Washington, D.C. In addition, they have performed on major television shows such as the Canadian Broadcasting Corporation's award-winning series, "Quest."

Billy Sherrill, Epic's Nashville A&R producer, will record The Staple Singers in Chicago.

Eddie Cantor: Happy Songs He Made Famous

NEW YORK—Eddie Cantor didn't have a great voice, but it perfectly complimented his famed high-spirited dance routine on stage.

The performer, who died on Sat., Oct. 10, at the age of 72, introduced a number of songs that were to become standards, each of them tantamount to an Eddie Cantor theme song.

They were naturally happy songs, and among them are "Makin' Whoopee," "Ida, Sweet As Apple Cider" and "If You Knew Susie." These three songs and "Other Songs He Made Famous" are heard in a new album from Decca Records.

Solid Booking For Dick Clark's "Caravan"

HOLLYWOOD—Dick Clark's 3-week "Caravan of Stars"—set to kick off Nov. 13, is 100% booked, it has been announced by Rosalind Ross, director of Dick Clark Productions, Inc.

Skedded to travel with the caravan to 22 cities are Johnny Tillotson, the Drifters, the Supremes, the Velvettes, Dee Dee Sharp, the Crystals, Brian Hyland, Bobby Freeman, Lou Christie, Geo. McCannon III, Mike Clifford, Jimmy Ford and the Executives, the Hondells, Little Al Guitar and Sonny Knight.

Marnel Of Balt. Names Sales Rep

BALTIMORE—Dick McGlynn, formerly of General Distributors in Baltimore, has joined Marnel of Maryland, same city, as a sales rep, according to George Pappafotis, sales manager. He'll be responsible primarily for the Washington, D.C.-Virginia area.

C.N.R.'s Van Esch In U.S.

NEW YORK—Pierre Van Esch, an executive of the record division of the Amsterdam-based C.N.R., is currently in New York. Van Esch, whose firm handles Telefunken, Belair and Festival in France, and Moonglow in Belgium, is interested in representing American labels on the continent. He can be contacted this week at OX 5-5133 here.

Correction

NEW YORK—A pic caption on page 38 in last week's issue erroneously identified William B. Williams as being affiliated with WINS-New York. The deep-voiced deejay is, of course, a longtime mainstay of Gotham's WNEW.

Regina Pacts Vito & The Salutations



NEW YORK—Vito & the Salutations, who clicked a short-while-back with "Unchained Melody," are pictured above at their recent contract signing with the Regina label. Seated, left to right, are the group's producer and manager Dave Rick, Regina's vice-president Mort Hillman and general mgr. John Campbell. The boys, gathered around the trio, are out recently with their debut deck, "Girls I Know."

Capitol's "Teen Set" Promo

(Continued from page 7)

magazine containing original pictorial and editorial features about America's most successful recording group, The Beach Boys. Some 750,000 copies of the magazine will be given away through retail record outlets with the purchase of any Beach Boys album (their two new LP's are "Beach Boys' Christmas Album" and "Beach Boys Concert").

In addition, over 500,000 "Teen Set" campus textbook covers, incorporating bios and pictures of Capitol's top teen artists, will be distributed through record stores.

Both the mag and the book covers contain an application blank to be used by teenagers in joining Capitol's Hollywood-based "Teen Set" fan club. An initial membership fee of one dollar entitles members to receive a "Teen Set" membership card, a 45-rpm single record by a top Capitol artist, details on future issues of "The Teen Set" magazine, and regular issues of a free "Teen Set" newsletter featuring "inside" pre-release information on leading artists, their recordings and personal appearances.

Contained in volume one of "The Teen Set" magazine is the first in a planned series of teen-oriented national contests. Contestants who best complete, in fifty words or less, the phrase, "I Like The Beach Boys because . . ." will receive a Honda 50 motorbike (first prize), a custom Hay Jacobs surfboard (second prize), and 100 Capitol albums (third prize). Winners will be notified via telephone by one of The Beach Boys.

The magazine is now planned as a quarterly, with the second issue scheduled for February, 1965. Future issues will be devoted to such Capitol teen artists as The Beatles, Peter & Gordon, Cilla Black, Dick Dale, Donna Loren, Hub Kapp and The Wheels, Don Grady, Jody Miller, The Four Preps, The Lettermen, Donna Lynn, The Drew-Vels, and others.

Backing up the entire promo are special merchandising racks to be set up in record stores where the mag and Beach Boys' albums are featured. Window streamers will announce the availability of the publication and albums.

In addition, CRDC's promo will include a national radio-advertising campaign, conducted by Foote, Cone & Belding; and the supplying of special "Teen Set" EP's to radio stations.

According to Meggs, operation "is a direct outgrowth of our recent experience with The Beach Boys, America's foremost teen group; with The Beatles, top teen group from abroad; and with the surfing and hot-rod fads, both of which Capitol pioneered on records. We now know that the right teen product, when marketed through the right teen channels, can find an immediate record-buying audience of from four to five million young people.

"This is clearly the time of the teens. Our present teenage population now spends a billion and a half dollars a year on entertainment alone. This population will double by 1970. Accordingly, our "Teen Set" magazine attempts to reach this burgeoning market by speaking to young people directly in the language—and with the ideas—that they understand . . ."

Music Biz Readies 5th Annual Golf Tourney

NEW YORK—The Fifth Annual Music Industry Golf Tournament has been set for Nov. 6, 7 and 8, at the Indian Wells Hotel and Country Club in Palm Springs.

Co-chairmen Bob McClusky, Sid Goldstein and Dave Jacobs are handling reservations for the tournament, with all sections of the music biz eligible to attend. Some 200 members of the industry are annual guests at the tournament and conclave.

Sked includes golfing on Nov. 6 and 7, a cocktail party on Nov. 7, and the annual awards dinner the following evening.

Picked all around the country
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by THE SPIDELLS
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COLPIX RECORDS A DIV. OF COLUMBIA PICTURES CORP.

DON'T WORRY 'BOUT ME
ROBERT GOULET
in the Columbia album
"Without You"

CORRINE CORRINA DEAN MARTIN
in the Reprise album
"Everybody Loves Somebody"

MILLS MUSIC, INC., N.Y.C.

JO ANN & TROY
I FOUND A LOVE,
OH WHAT A LOVE
ATLANTIC 2256

3 Form Indie Music Operation In N.Y.

NEW YORK—An indie production company, with publishing and management affiliates, has been formed here by Sy Kravitz, Ulpio Minucci and Raoul Johnson.

The firm is called Ulsyra. Its publishing subsids are Seesaw (ASCAP) and Okra (BMI). The management firm is MRK. In the latter line-up are Ann King, who's got a new Rust single, "Tears On My Pillow," Patti Austin and Pat Cook, all singers.

Operation headquarters is at 35 West 53rd St.

Bourne Eyes New Catalogs, Writers

NEW YORK—Bourne Music, longtime pubbery, is on the hunt for new catalogs and writers in a long range build-up of activity. Mrs. Bourne has announced. She was recently on the west coast to conclude a deal for a new ASCAP catalog, and will be off to England in a few weeks.

Vee-Jay Inks Vinnegar

HOLLYWOOD—Vee-Jay Records has signed jazz instrumentalist LeRoy Vinnegar, it was announced last week by label topper Randy Wood.

Bassist Vinnegar, who joins Victor Feldman and Bill Marx in the label's growing roster of jazzmen, will record an album immediately.

Birthday Girl



NEW YORK—Songster Vic Justi was among the entertainers who were on hand at a recent birthday celebration for Kay Medford, one of the principals in "Funny Girl," at the Steak Pit in Paramus, N. J.

Making It Official



NEW YORK—Fran Jeffries (center) recently signed an exclusive MGM Records recording contract as Arnold Maxim (left), president of the label, and Danny Davis, pop A&R staffer look on. The lark's first MGM LP release in Nov. will be "Fran Jeffries Sings Of Sex And The Single Girl," tunes from her forthcoming flick.

Top Disk Dealers To Talk At NARAS Meet

NEW YORK—If "Your Business Is My Business," NARAS, the disk awards society wants you on hand at a special meet this Tuesday (20) evening at the Bryant Park Studio, this city.

Four disk dealers, who reportedly account for 20% of disks sold in the U.S., will talk about various aspects of their businesses. The men are Dave Rothfeld, record manager of Korvette's; Sam Goody; Gene Brigati, record buyer for Liberty Music Stores; and Jack Higgins, record buyer for G. Schirmer. Remarks will be followed by a question and answer period.

Start of the meet is 8 p.m. Address of the Bryant Park Studio is 33 West 42nd St.

Record Buyer's Aid Additions

CHRISTMAS CATALOG ALBUMS

FIESTA RECORDS

German Christmas Songs—FLP 1365
Buon Natale—Italian Christmas Songs—FLP 1389

ABC-PARAMOUNT

Polish Christmas Carols—Ted Maksymowicz—260
Christmas In Hi-Fi—Hank Sylvern—146
Home For Christmas—Frank Raye Singers—233
Joyeaux Noel—Les Djinns Singers—397
Christmas In A Monastery—Franciscan Brothers—211

NEW POPULAR ALBUM RELEASERS

FIESTA

Hungarian Folk Songs and Csardases—FLP 1397
Polki, Oberki, Mazurki, Marsze—FLP 1398
Rudolf Schock Singt Wieder—FLP 1399
Schlagerallye—FLP 1400
Jimmy Makulis Singt—FLP 1401
Rudi Schuricke Singt—FLP 1403
Yugoslavia O FLP 1404
Dalida—FLP 1405
Svenska Barnsanger—FLP 1406

GRECOPHON

More of the Fabulous Trio Bel Canto—GR 302
Sophia Vembo—GR 129

Stellar Benefit Show To Aid Lou Monte Jr. Foundation

NEW YORK—A star-studded Lou Monte Jr. Benefit Show has been set for Wed. night, Oct. 28 at the Mosque Theater in Newark, N.J.

Young Monte, son of the popular performer, died last Jan. 4 of leukemia at the age of 21. All proceeds from the event will benefit the Leukemia Foundation.

Performers scheduled to appear at the show include Connie Francis, Tony Bennett, Myron Cohen, Julius LaRosa, Terry Stevens, Phil Foster and Lou Monte himself.

Honorary chairmen of the benefit are New Jersey Governor Richard Hughes and Newark Mayor Hugh J. Addonizio. Celebrity chairmen are Connie Francis and Tony Bennett.

Tickets, priced at \$5, \$7.50, \$10, \$25 and \$50, are available through the Lou Monte Jr. Foundation, 250 West 57th St., this city. Telephone number is: JU 6-3550.

London Issues Naples Fete LP

NEW YORK—Using the same sleeve format of its San Remo albums, London Records has released an album of the winning songs of the recent 1964 Naples Song Festival. London set up the deal with Guiseppe Gianini, president of CGD Internazionale, London's Italian affiliate. LP marks the first U.S. label interest in the fete.

Phil Moore Tops New Talent Firm

NEW YORK—Phil Moore, the vocal coach and talent builder, is heading a new firm here called Artists & Music Concepts, Inc. In the company's own words, its aim is "the development of musical personalities and images to meet today's complete need of the entertainment media, via a wholly new dimension." AMC believes it has achieved such a goal with songstress Shiela Sanders, scouted and signed by Moore. She'll have a Mercury album out in the near future.

England Finds The "Lost" Mancini Song

NEW YORK—A Henry Mancini tune that has proved a non-entry in the U.S. so far is way up there on the English charts.

The story behind the song is interesting. Called "How Soon," it served as the musical background for the closing credits on the Richard Boone TV show, dropped this season after its first year.

One of Mancini's complaints was that the song, with lyrics by Al Stillman, didn't get good exposure on the show because of weekly plugs for other NBC shows announced over the performance of the song.

But, in England, the TV'er is a success, and the song is heard. While English-market version of the effort, and this week the dinking is perched in the number 17 on the Best Sellers from England.

Same Stereo-Mono Price For Low-Priced Classics, Demos From Vanguard

NEW YORK—Vanguard Records has set an across-the-board \$1.98 list for both the mono and stereo versions of its Everyman Classics series, as well as its Demonstration Disc Series.

Among the new Everyman Classics albums due soon are: John Barbirolli conducting the Halle Symphony in Tchaikovsky's 5th symphony, Pohjola's Daughter and Beethoven's "Eroica" Concerto with Rumanian pianist Mindru Katz, who makes his American disk debut, Vivaldi's "L'Estro Armonico" (complete in a 3-disk package,) Mozart's Piano Concertos in D Minor, C Minor played by Denis Matthews, and an album of "Beloved Songs" by Alfred Deller and the Deller Consort.

Smash's LP Success Should Make '64 Label's Top Year

CHICAGO — Smash Records execs feel that 1964 will be the label's best sales year in its history, and the LP batting average on the charts gives credence to this belief.

Of the 12 album releases up to this point since the beginning of the year, 5 of them have hit the Cash Box album charts. These include "Jerry Lee Lewis' Golden Hits," "Dang Me-Chug-A-Lug" by Roger Miller, "Forever—Pete Drake," "Showtime — James Brown" and "My Boy Lollipop—Millie Small."

Cull Single From Peggy's New Album

HOLLYWOOD—Peggy Lee's new LP, "In the Name of Love," is going over so well, says Capitol Records, that a singles release of two tunes from the set is being issued this week. Sides are "Talk To Me Baby" and "After You've Gone."

Gaskin To Premier's Expanding Premium Dept.

NEW YORK—Premier Albums, Inc. has named Charles Gaskin to the premium sales staff, according to Phil Landwehr, president. Gaskin has had extensive experience in the sales incentive, premium and merchandising fields. Formerly, he served as a merchandise manager for the E. F. MacDonald Co. and later served as vice president and sales manager for Promotions for Industry, Inc.

Landwehr said that the appointment of Gaskin was part of the emphasis being placed on premium sales by Premier. He said that the potential of such activity has only been touched upon and that premiums will provide the record industry with a growing volume in the future.

Premier Albums launched a premium program in 1964 for the Canada Dry Company, among others.

Gaskin said that production facilities in Premier's 80,000 sq. ft. Clifton, N.J. plant have been expanded to accommodate both premium business and the company's growing custom pressing activity. The company, he said, is now geared for full production of 12-inch, 10-inch and 7-inch records with a capacity in excess of 75,000 units per day. He added that Premier also is geared for complete premium fulfillment with its own printing and mail handling facilities.

Gaskin will be based in the company's exec and sales offices at 1650 Broadway in New York City.

Pearly Shells Alchemy



HOLLYWOOD—Bearded Burl Ives, gets a gold plated "Pearly Shell" from deejay Ira Cook (2nd from left) on behalf of the listeners who voted the songster's Decca etching "Pearly Shells" the most popular song to come from Hawaii in the last ten years. Others on hand to congratulate the folkster-actor are Chuck Meyer (left), label promo rep, and Leon Pober (right) who co-authored the tune with Wembley Edwards.

Ava Names 2 Execs, Markets New LP's, Singles

NEW YORK—Ava Records' topper Glen C. Costin has rounded-out his exec roster with the appointments of Jackie Mills as exec vp and A&R head and Fred Schumacher, an Ava investor, as exec secretary.

Others in the Ava exec line-up are: Jack Magraw, national promo manager and sales topper; Arthur Katz, attorney; Rod Austin, controller; Bobby Weiss, foreign consultant; and Terri Fricon, head of production control.

The label has just made an Oct. LP release, including the soundtrack of "A House Is Not A Home," music composed and conducted by Joseph Weiss; the soundtrack of "The Troublemaker," penned and conducted by Cy Coleman; and "Hello, Jolly," Pete Jolly Trio.

New singles sides include: Lacy Jones' "I'm Gonna Lie Him Down," Pete Jolly's "Sweet September" and "A Hard Day's Night," Cy Coleman's "Denver Theme" and "Jack's Theme" (both from "The Troublemaker,") The Pace Setters' "Mustang" and Lee Bach's "Nobody's Child."

FATS DOMINO
WITH A NEW BLOCKBUSTER
"HEARTBREAK HILL"
c/w
"KANSAS CITY"
ABC-10596

HEADIN' FOR #1
"WHAT GOOD AM I WITHOUT YOU"
TAMLA 54104
MARVIN GAYE & KIM WESTON

SMASH HIT ALL OVER!
"BE CAREFUL LITTLE GIRL"
THE FENWAYS
R-4573
ROULETTE RECORDS
1631 B'way, N.Y.C.

THE TYMES
"HERE SHE COMES"
b/w
"MALIBU"
P-924
THE BIG-ONES-ARE-ON-CAMEO-PARKWAY

COMPLETE TEXT OF FTC TRADE RULES

FEDERAL TRADE COMMISSION
Washington

TRADE PRACTICE RULES

For The

PHONOGRAPH RECORD INDUSTRY

As Promulgated October 9, 1964

STATEMENT BY THE COMMISSION:

Trade practice rules for the Phonograph Record Industry, as hereinafter set forth, are promulgated by the Federal Trade Commission under its Trade Practice Conference procedure.

The industry for which these rules are established is composed of persons, firms, corporations and organizations engaged in the manufacture, processing, sale or distribution of phonograph records, magnetic tapes, and similar devices upon which sound has been recorded.

The trade practice conference proceeding to establish rules for this industry was instituted pursuant to industry application. A set of proposed rules, consisting of industry and Commission staff proposals, was distributed to industry members and other interested parties for comment, and a public hearing was then held in Washington, D. C., on March 13, 1964. All parties were afforded opportunity to express their views, objections and suggestions, both in writing and orally at the hearing, regarding all issues relevant to this proceeding.

Upon full consideration of the public hearing, final action was taken by the Commission whereby it approved these rules for the industry in the form presented here and directed that they be promulgated.

Such rules become operative thirty (30) days from the date of their promulgation.

THE RULES

These rules promulgated by the Commission are designed to foster and promote the maintenance of fair competitive conditions in the interest of protecting industry, trade, and the public. It is to this end, and to the exclusion of any act or practice which fixes or controls price through combination or agreement, or which unreasonably restrains trade or suppresses competition, or otherwise unlawfully injures, destroys, or prevents competition, that the rules are to be applied.

The unfair trade practices embraced in the rules herein are considered to be unfair methods of competition, unfair or deceptive acts or practices, or other illegal practices, prohibited under laws administered by the Federal Trade Commission and appropriate proceedings in the public interest will be taken by the Commission to prevent the use, by any person, partnership, corporation, or other organization subject to its jurisdiction, of such unlawful practices in commerce.

DEFINITIONS

As used in these rules the following terms shall have the meanings which have been assigned to them below:

Industry Member: Any person, firm, corporation or organization engaged in the manufacture, processing, sale or distribution of industry products as here defined. (Excluded from the scope of these rules are such suppliers as phonograph record pressers, jacket fabricators, and music publishers.)

Industry Products: Phonograph records, magnetic tapes, and similar devices upon which sound has been recorded. (Specifically excluded are such commercial recordings as electrical transcriptions and recorded library services which are neither: (1) distributed to the general public; nor (2) distributed to any industry member in connection with the sale or promotion of recordings which are distributed to the public. Also excluded are phonographs, tape recorders, and other similar devices and accessories.)

Recording (noun): Any disc record, magnetic tape, wire, or other such device upon which sound has been recorded for subsequent reproduction.

Artist: Any performer or other person, or any group of persons, who produces sounds which are captured on a recording (as recording is here defined).

SECTION I

RULE 1—PROHIBITED DISCRIMINATORY PRICES, REBATES, DISCOUNTS, ETC.

(a) No member of the industry engaged in commerce, in the course of such commerce, shall grant or allow, secretly or openly, directly or indirectly, any rebate, refund, discount, credit, or other form of price differential, where such rebate, refund, discount, credit, or other form of price differential, effects a discrimination in price between different purchasers of goods of like grade and quality, where either or any of the purchases involved therein are in commerce, and where the effect thereof may be substantially to lessen competition or tend to create a monopoly in any line of commerce, or to injure, destroy, or prevent competition with any person who either grants or knowingly receives the benefit of such discrimination, or with customers of either of them: Provided, however,—

(1) That the goods involved in any such transaction are sold for use, consumption, or resale within any place under the jurisdiction of the United States, and are not purchased by schools, colleges, universities, public libraries, churches, hospitals, and charitable institutions not operated for profit, as supplies for their own use;

(2) That nothing contained in this rule shall prevent differentials which make only due allowance for differences in the cost of manufacture, sale, or delivery resulting from the differing methods or quantities in which such commodities are to such purchasers sold or delivered;

(Note: Cost justification under the above proviso depends upon net savings in cost based on all facts relevant to the transactions under the terms of proviso (2). For example, if a seller regularly grants a discount based upon the purchase of a specified quantity by a single order for a single delivery, and this discount is justified by cost differences, it does not follow that the same discount can be cost justified if granted to a purchaser of the same quantity by multiple orders or for multiple deliveries.)

(3) That nothing contained in this rule shall prevent persons engaged in selling goods, wares or merchandise in commerce from selecting their own customers in bona fide transactions and not in restraint of trade;

(4) That nothing contained in this rule shall prevent price changes from time to time where made in response to changing conditions affecting the market for or the marketability of the goods concerned, such as but not limited to obsolescence of seasonal goods, distress sales under court process, or sales in good faith in discontinuance of business in the goods concerned;

(5) That nothing contained in this rule shall prevent the meeting in good faith of an equally low price of a competitor.

(Note: Subsection (b) of Section 2 of the Clayton Act, as amended, reads as follows:

"Upon proof being made, at any hearing on a complaint under this section, that there has been discrimination in price or services or facilities furnished, the burden of rebutting the prima facie case thus made by showing justification shall be upon the person charged with a violation of this section, and unless justification shall be affirmatively shown, the Commission is authorized to issue an order terminating the discrimination: Provided, however, That nothing herein contained shall prevent a seller rebutting the prima facie case thus made by showing that his lower price or the furnishing of services or facilities to any purchaser or purchasers was made in good faith to meet an equally low price of a competitor, or the services or facilities furnished by a competitor."

(b) The following are examples of price differential practices to be considered as subject to the prohibitions of this rule when involving goods of like grade and quality which are sold for use, consumption, or resale within any place under the jurisdiction of the United States, and which are not purchased by schools, colleges, universities, public libraries, churches, hospitals, and charitable institutions not operated for profit, as supplies for their own use, and when—

(1) The commerce requirements specified in this rule are present; and

(2) The price differential has a reasonable probability of substantially lessening competition or tending to create a monopoly in any line of commerce, or of injuring, destroying, or preventing competition with the industry member or with the customer receiving the benefit of the price differential, or with customers of either of them; and

(3) The price differential was not justified by cost savings (see paragraph (a) (2) of this rule); and

(4) The price differential was not made in response to changing conditions affecting the market for or the marketability of the goods concerned (see paragraph (a) (4) of this rule); and

(5) The lower price was not made to meet in good faith an equally low price of a competitor (see paragraph (a) (5) of this rule):

Example 1. At the end of a given period an industry member grants a discount to a customer equivalent to a fixed percentage of the total of the customer's purchases during such period and fails to grant a discount of the same percentage to other customers on their purchases during such period.

Example 2. An industry member sells goods to one or more of his customers at a higher price than he charges other customers for like merchandise. It is immaterial whether or not such discrimination is accomplished by misrepresentation as to the grade and quality of the products sold.

Example 3. An industry member sells goods directly to a retailer at a lower price than he charges distributors whose retail customers compete with the favored retailer.

Example 4. An industry member pays freight on shipments to a customer, or pays freight on shipments to a distributor's customer, and does not pay such freight for all customers of the industry member, thereby effecting a difference in price between customers of such member.

Example 5. Terms of 2/10th prox. are granted by an industry member to some customers on goods purchased by them from the industry member. Another customer or customers are, nevertheless, allowed to take an additional discount when making payment to the industry member within the time prescribed.

(Note: "Free" Records. In the phonograph record industry, "free" records of a particular type are customarily offered by sellers to their customers upon the condition that such customers purchase specified quantities of particular phonograph records.

Granting of free records or other merchandise illustrated by examples 6, 7 and 8 is considered violative of Section 2(a) of the Clayton Act, as amended, provided that the requisites preceding the examples of this paragraph (b) of the rule are met.)

Example 6. An industry member invoices goods to all his customers at the same price but supplies additional quantities of such goods at no extra charge to one or more, but not to all, such customers; or supplies other goods or premiums to one or more, but not to all, such customers for which he makes no extra charge and which effects an actual price difference in favor of certain of his customers.

Example 7. An industry member grants to some of his customers "free" records based on a fixed percentage of the customer's purchase of records and fails to grant "free" records based on the same percentage to other customers, which effects an actual price difference in favor of certain of his customers.

Example 8. An industry member grants to all customers who purchase a specified "quota" of records a certain quantity of "free" records, but the "quota" is so high that some customers cannot attain it and thus do not receive the "free" records, effecting an actual price discrimination in favor of certain of the industry member's customers.

Note: Functional Discounts. Neither this rule, nor Section 2(a) of the Clayton Act, as amended, of which this rule is interpretive, expressly permits or prohibits the granting of functional discounts. The propriety of such discounts is contingent, principally, on whether they may substantially lessen competition or tend to create a monopoly. All price differentials, whether "functional" or otherwise, must meet the same tests.

Ordinarily, however, a seller may grant a lower price to wholesalers than to retailers to the extent that such wholesalers resell to retailers, without such effects as may substantially lessen competition or tend to create a monopoly. But if such wholesalers also sell at retail, in competition with other of the seller's retail customers, they may not properly be granted a price lower than the prices granted to competing retailers on that portion of the goods they sell at retail.

Examples 9 and 10 are illustrative of practices considered to be violative of Section 2(a) of the Clayton Act, as amended, provided that the requisites preceding the examples of this paragraph (b) of the rule are met.)

Example 9. An industry member sells phonograph records to customers who resell the records by means of record racks placed in retail stores which are primarily engaged in the sale of non-record products and charges such customers 10% less than the price at which such industry member sells phonograph records to retail record store customers.

Example 10. An industry member sells phonograph records to a customer who resells to juke box operators and to retailers and who also is in competition with the latter, and charges such customer a lower price for the records he resells at retail than the industry member charges other retailers.

RULE 2—PROHIBITED ADVERTISING OR PROMOTIONAL ALLOWANCES, OR SERVICES OR FACILITIES.

(a) Advertising or Promotional Allowances. No member of the industry engaged in commerce shall pay or contract for the payment of advertising or promotional allowances or any other thing of value to or for the benefit of a customer of such member in the course of such commerce as compensation or in consideration for any services or facilities furnished by or through such customer in connection with the processing, handling, sale, or offering for sale of any products or commodities manufactured, sold, or offered for sale by such member, unless such payment or consideration is made known to and is available on proportionally equal terms to all other customers competing in the distribution of such products or commodities.

(Note 1: Industry members giving advertising allowances to competing customers must exercise precaution and diligence in seeing that all of such allowances are used in accordance with the terms of their offers.)

(Note 2: When an industry member gives allowances to competing customers for advertising in a newspaper or periodical, and it appears after reasonable inquiry that a lower advertising rate for equivalent space is available to one or more, but not all, such customers, such fact should not be regarded by the industry member as warranting the retention by such customer or customers of any portion of the allowance for his or their personal use or benefit.)

(b) Services or Facilities. No member of the industry engaged in commerce shall discriminate in favor of one purchaser against another purchaser or purchasers of a commodity bought for resale, with or without processing, by contracting to furnish or furnishing, or by contributing to the furnishing of, any services or facilities connected with the processing, handling, sale, or offering for sale of such commodity so purchased upon terms not accorded to all competing purchasers on proportionally equal terms.

(Note: Subsection (b) of Section 2 of the Clayton Act, as amended, which is set forth in the note following paragraph (a) (5) of Rule 1 is also applicable to provisions of both (a) and (b) of this Rule 2.)

(c) Examples. The following are examples of discriminations in furnishing advertising or promotional allowances or services or facilities to be considered as subject to the prohibitions of this rule when involving goods of like grade and quality, when the commerce requirements specified by this rule are present, and when a suitable equivalent alternative allowance, service or facility is not accorded on proportionally equal terms to those customers to whom the allowance, service or facility set forth in these examples is not available under reasonable terms and conditions.

Example 1. An industry member grants an allowance for advertising to a customer based on a fixed percentage of that customer's purchases and fails to make known and available to other customers who are competing with the former an allowance of the same percentage of their purchases.

Example 2. An industry member furnishes free merchandise to a customer with the proviso that it be used for advertising or that the proceeds of its sale be used for advertising purposes. Such free merchandise is not offered and made available on proportionally equal terms to all competing customers.

Example 3. An industry member provides cooperative advertising allowances in the form of credit memoranda to particular customers on a negotiated, specific advertisement basis without making advertising allowances known to and available on proportionally equal terms to all competing customers.

Example 4. An industry member furnishes promotional services to a retailer customer in connection with the resale of the goods purchased and fails to make such services known to and available on proportionally equal terms to other retail customers who are competing with the former.

Example 5. An industry member provides racks, browsers, bins, displays, special packaging, and other similar services and facilities to certain of its customers but does not make such services or facilities known to and available on proportionally equal terms to all competing customers.

Example 6. An industry member sponsors a radio program on which advertising is provided for certain of its customers. Such service is not made known to and available to all competing customers on proportionally equal terms.

Example 7. An industry member accords to one or more customers the privilege of returning for credit, refund or exchange any or all of the goods purchased by them and fails to accord the same privilege to another or other competing customers on proportionally equal terms.

(d) Proportional Equality of Treatment of Competing Customers. (The following is presented for the purpose of clarifying requirements with respect to the supplying of marketing services, facilities or allowances by industry members to their customers, but it is intended to imply that other methods which assure of proportional equality of treatment of competing customers may not also be used.)

An industry member may simultaneously offer to one of his customers competing in the resale of his products the same kind of promotional service, facility or allowance of a cost value equal to a uniform percentage of the sales (or purchases) of the industry member products by each customer during a specified and identical period of time, provided, however, that where applicable the industry member complies with the following:

(1) When the service, facility or allowance offered of a type which under reasonable terms and conditions not usable or suitable to the facilities and business of all customers, and is offered to any one customer, the member offers each of those customers to whom the service, facility or allowance is not usable or suitable an alternative type of promotional service, facility or allowance which is of equivalent measurable cost, usable by the customer, and is suitable to his facilities and business, and promptly informs all competing customers of the kind and amount of services, facilities or allowances which he has offered to each and the respective terms and conditions under which such services, facilities or allowances are to be furnished by the industry member; and

(2) When the offer of any service, facility or allowance to any customer is conditioned on such customer supplying some reciprocal service, facility or payment, reciprocal service, facility or payment is required in the offers to all other customers and there is an equality of ratio among all customers as to the measurable cost of that which is supplied by the industry member and reciprocal service, facility or payment required of each customer.

(Note: Where the seller has alternative promotional plans, his customers must be given the opportunity to choose among the plans.)

RULE 3—INDUCING OR RECEIVING AN ILLEGAL DISCRIMINATION IN PRICE, ADVERTISING OR PROMOTIONAL ALLOWANCES, OR SERVICES OR FACILITIES.

(a) No member of the industry engaged in commerce, in the course of such commerce, shall knowingly induce or receive a discrimination in price, advertising or promotional allowances, or services or facilities, which is prohibited by the provisions of Rule 1 or 2.

(b) The following are examples of inducing or receiving discriminations in price, advertising or promotional allowances, or services or facilities, to be considered as subject to the prohibitions of this rule when the requisites established by Rule 1 or 2 for a violation of those rules on the part of the seller are present and the party receiving the discriminations knows or has reason to know that the discriminations are illegal.

Example 1. An industry member purchases records purportedly for resale to retailers and to juke box operators, and is charged a lower price than the industry member charges other customers for records which he resells at retail; but the member then transfers such records to another part of its business where they are resold at retail, thereby receiving a discrimination in price which is prohibited by Rule 1.

Example 2. An industry member induces suppliers to contribute sums of money to defray some or all of the costs of radio programs sponsored by such member and designed to promote the sale of records in its place of business, and which feature records distributed by the contributing suppliers, when the industry member knows or has reason to believe that allowances for such purpose are not made available on proportionally equal terms by the same suppliers to other customers competing with the favored member, thereby receiving a discrimination in promotional allowances which is prohibited by Rule 2.

RULE 4—PROHIBITED BROKERAGE AND COMMISSIONS.

No member of the industry engaged in commerce, in the course of such commerce, shall pay or grant, or receive or accept, anything of value as a commission, brokerage, or other compensation, or any allowance or discount in lieu thereof, except for services rendered in connection with the sale or purchase of goods, wares, or merchandise, either to the other party to such transaction or to an agent, representative, or other intermediary therein where such intermediary is acting in fact for or in behalf, or is subject to the direct or indirect control of any party to such transaction other than the party by whom such compensation is so granted or paid.

SECTION II

RULE 5—PROHIBITED FORMS OF TRADE RESTRAINTS (UNLAWFUL PRICE FIXING, ETC., ETC.)

Members of the industry, either directly or indirectly, shall not engage in any planned common course of action, or enter into or take part in any understanding, agreement, combination, or conspiracy, with one or more members of the industry, or with any other persons, to fix or maintain the price of any industry products or otherwise unlawfully to restrain trade, or to engage in any form of threat, intimidation, or coercion to induce any member of the industry or other person to engage in any such planned common course of action, or to become a party to any such understanding, agreement, combination, or conspiracy.

RULE 6—TIE-IN SALES: REQUIRING PURCHASE OF ONE PRODUCT AS A PREREQUISITE TO THE PURCHASE OF OTHER PRODUCTS.

No member of the industry shall require the purchase of one or more products as a prerequisite to the purchase of one or more other products, where the effect thereof will be substantially to lessen competition or tend to create a monopoly or unreasonably to restrain trade.

RULE 7—EXCLUSIVE DEALING

Members of the industry shall not contract to sell or sell industry products, or fix a price charged therefor, or discount from, or rebate upon, such price, on the condition, agreement, or understanding that the purchaser of such products or competitors of such industry member, will not handle or sell or otherwise compete with the effect of such sale or contract for sale, or of such condition, agreement, or understanding, may be substantially to lessen competition or tend to create a monopoly in any line of commerce.

RULE 8—LIFTING OF STOCKS.

No member of the industry shall purchase the stock of a distributor or dealer which has been supplied by a competitor or competitors when such purchase is intended to induce the distributor or dealer to handle or sell member's products exclusively, and where the effect of such act or practice may be substantially to lessen competition or tend to create a monopoly in any line of commerce.

RULE 9—INDUCING BREACH OF CONTRACT.

Members of the industry shall not knowingly induce or attempt to induce the breach of existing contracts between competitors and their customers, or between competitors and their suppliers, or to obstruct the performance of any such contracts, or to reduce the capacity or tendency or effect of substantially lessening competition.

AIN'T THAT LOVING YOU BABY	RCA VICTOR
ELVIS PRESLEY	Elvis Presley Music, Inc.
ASK ME	RCA VICTOR
ELVIS PRESLEY	Elvis Presley Music, Inc.
ONE WOMAN MAN	UNITED ARTISTS
GARNET MIMMS	Valley Publishers, Inc.
REACH OUT FOR ME	SCEPTER
DIONNE WARWICK	Ross Jangnickel/Blue Seas/Jac
HOW DOES IT FEEL?	PHILLES
THE RONETTES	Hill & Range/Mother Bertha
TIME AND TIME AGAIN	COLUMBIA
JOHNNY CASH	Johnny Cash Music, Inc.
WHEN YOU LOVED ME	DECCA
BRENDA LEE	Hill & Range/Songs/Ron Bre
I WAKE UP CRYIN'	ABC-PARAMOUNT
RAY CHARLES	Belinda (Canada) Ltd.
THE 81	CAMEO
CANDY AND THE KISSES	Hill & Range/Sheiros/Check-Colt
DON'T DO WHAT I DID	MERCURY
(DO WHAT I SAY)	Bennie Benjamin Music/Dayben Music
YOU DON'T KNOW WHAT YOU GOT	COLUMBIA
UNTIL YOU LOSE IT	Hill & Range/Sheiros
KENNY GAMBLE	PHILIPS
DON'T LET ME BE MISUNDERSTOOD	PHILIPS
NINA SIMONE	Benny Benjamin Music, Inc.
A MONSTER	PHILIPS
NINA SIMONE	Benny Benjamin Music, Inc.
HOLD ME	LONDON
P. J. PROBEY	Ross Jangnickel/Robbins
YOU BETTER BELIEVE IT BABY	PARKWAY
CHUBBY CHECKER	Hill & Range/Sheiros
KENTUCKY BLUEBIRD	BIG HILL
LOU JOHNSON	Ross Jangnickel/U. S. Songs
THE ABERBACH GROUP	
1619 Broadway, New York, N. Y.	

Good Sales and Juke Box action
in California and Northwest

"HIGHWAY MAN"
(an amusing story)

Curtis Leach
Fabor #135

FABOR RECORDS
2600 W. Olive Ave. P. O. Box 1487
Burbank, Calif. Phone 213-8464744

FTC TRADE RULES

RULE 10—UNLAWFUL INTERFERENCE WITH PURCHASES OR SALES.

No member of the industry, by means of any monopolistic practices or through combination, conspiracy, coercion, boycotts, threats, or any other unlawful means, directly or indirectly, shall interfere with any industry member's right to purchase his industry products and to sell his products to whomsoever he chooses, or to sell his products to whomsoever he chooses.

RULE 11—DEFAMATION OF COMPETITORS OR FALSE DISPARAGEMENT OF THEIR PRODUCTS.

Members of the industry shall not defame competitors by falsely imputing to them dishonorable conduct, inability to perform contracts, questionable credit standing, or by other false representations, or falsely disparage competitors' products in any respect, or their business methods, selling prices, values, credit terms, policies, or service.

(Note: Nothing in this rule shall be construed as preventing full, fair, and nondeceptive comparison, by demonstration or otherwise, of competitors' products with the products of another industry member before purchasers or prospective purchasers.)

RULE 12—PUSH MONEY.

An industry member shall not pay or contract to pay anything of value to a salesperson employed by a customer of the industry member, as compensation for, or as an inducement to obtain, special or greater effort or service on the part of the salesperson in promoting the sale of products supplied by the industry member to the customer—

- When the agreement or understanding under which the payment or payments are made or are to be made is without the knowledge and consent of the salesperson's employer; or
- When the terms and conditions of the agreement or understanding are such that any benefit to the salesperson or customer is dependent on lottery; or
- When any provision of the agreement or understanding requires or contemplates practices or a course of conduct unduly and intentionally hampering sales of products of competitors of an industry member; or
- When, because of the terms and conditions of the agreement or understanding, including its duration, or the attendant circumstances, the effect may be substantially to lessen competition or tend to create a monopoly; or
- When similar payments are not accorded to salespersons of competing customers on proportionally equal terms in compliance with Sections 2(d) and (e) of the Clayton Act.

(Note: Payments made by an industry member to a salesperson of a customer under any agreement or understanding that all or any part of such payments is to be transferred by the salesperson to the customer, or is to result in a corresponding decrease in the salesperson's salary, are not to be considered within the purview of this rule, but are to be considered as subject to the requirements and provisions of Section 2(a) of the Clayton Act.)

RULE 13—COMMERCIAL BRIBERY.

Members of the industry shall not give, or offer to give, or permit or cause to be given, directly or indirectly, money or anything of value to agents, employees, or representatives of customers or prospective customers, or to agents, employees, or representatives of competitors' customers or prospective customers, without the knowledge of their employers or principals, as an inducement to influence their employers or principals to purchase or contract to purchase products manufactured or sold by such industry member, or to influence such employers or principals to refrain from dealing in the products of competitors or from dealing or contracting to deal with competitors.

RULE 14—UNAUTHORIZED SHIPMENT.

No member of the industry shall engage in shipping industry products to customers or prospective customers, or the purpose of inducing purchase or acceptance or assignment of such products, without the express request or prior consent of the proposed consignee or purchaser.

RULE 15—AIDING OR ABETTING USE OF UNFAIR TRADE PRACTICES.

No person, firm, or corporation, being a member of this industry, shall aid, abet, coerce, or induce another, directly or indirectly, to use or promote the use of any unfair trade practice specified in these rules.

SECTION III

RULE 16—MISUSE OF "STEREO" AND "STEREOPHONIC."

(a) No member of the industry shall use the words "stereo" or "stereophonic," or any other word or phrase of like meaning, to describe or refer to a recording that does not have two distinctly separate modulations derived from an original live recording in which a minimum of two separate channels were employed; except that such word or phrase may be used in connection with a recording having two distinctly separate modulations derived from an original monophonic recording if a clear and conspicuous disclosure is made, in immediate conjunction therewith, that the recording has been altered, changed, or re-recorded to simulate stereophonic reproduction.

(b) No industry member shall use the words "true," "genuine," or any other word or phrase of like meaning, in conjunction with the words "stereo" or "stereophonic," or any other word or phrase of like meaning, to describe or refer to a recording that was derived from an original live recording in which a minimum of two separate channels were employed.

RULE 17—CANCELLATION OF MEMBERSHIP IN COMMERCIAL CLUB OR MEMBERSHIP ORGANIZATION.

In the operation or management of any commercial phonograph record club or membership organization, industry members shall not:

- Represent, directly or by implication, that persons may cancel membership if, in fact, cancellation is not always permitted without any conditions or limitations, unless a full and clear disclosure of all conditions, limitations or prerequisites to cancellation is made in immediate conjunction with all such representations; or
- Ship merchandise and attempt to collect the fee of such merchandise when the right of cancellation membership has been exercised and proper notification cancellation has been given.

RULE 18—MISREPRESENTING PRODUCTS AS CONFORMING TO STANDARD.

In the sale, offering for sale, or distribution of any industry products, members of the industry shall not present or imply, through advertising or otherwise, that such products conform to any standards recognized in applicable to the industry when such is not the fact.

RULE 19—MISREPRESENTATION AS TO CHARACTER OF BUSINESS.

Members of the industry shall not represent, directly or by implication, in advertising, by trade or corporate name, or otherwise, that they produce or manufacture products of the industry, or that they own or control plants making such products, when such is not the fact, a wholesaler when such is not the fact, or in any manner misrepresent the character, extent, or nature of their business.

RULE 20—DECEPTIVE USE OF TRADE OR CORPORATE NAMES, TRADEMARKS, ETC.

Members of the industry shall not use any trade name, trademark or other trade designation, which has the capacity and tendency or effect of misleading or deceiving purchasers or prospective purchasers as to the name, nature, or origin of any product of the industry, or of any material used therein, or which is false, deceptive, or misleading in any other material respect.

RULE 21—PASSING OFF THROUGH IMITATION OR SIMULATION OF TRADEMARKS, TRADE NAMES, ETC.

Members of the industry shall not mislead or deceive purchasers by passing off the products of one industry member as and for those of another through the imitation or simulation of trademarks, trade names, brands, or labels.

RULE 22—FALSE INVOICING.

No industry member shall withhold from or insert in invoices or sales tickets any statements or information by reason of which omission or insertion a false record is made, wholly or in part, of the transactions represented on the face of such invoices or sales tickets, with the capacity and tendency or effect of thereby misleading or deceiving purchasers, prospective purchasers, or the consuming public in any material respect.

RULE 23—SUBSTITUTION OF PRODUCTS.

No member of the industry shall make an unauthorized substitution of products, where such substitution has the capacity and tendency or effect of misleading or deceiving purchasers, by:

- Shipping or delivering industry products which do not conform to samples submitted, to specifications upon which the sale is consummated, or to representations made prior to securing the order, without advising the purchaser of the substitution and obtaining his consent thereto prior to making shipment or delivery; or
- Falsely representing the reason for making substitutions.

RULE 24—GUARANTEES, WARRANTIES, ETC.

(a) Industry members shall not represent in advertising or otherwise that a product is "guaranteed" without a clear and conspicuous disclosure in close conjunction with such representation of:

- The nature and extent of the guarantee; and
- Any material conditions or limitations in the guarantee which are imposed by the guarantor; and
- The manner in which the guarantor will perform thereunder; and
- The identity of the guarantor.

(b) Representations that a product is "guaranteed for life" or has a "lifetime guarantee," in addition to meeting the above requirements, shall contain a conspicuous disclosure of the meaning of "life" or "lifetime" as used (whether that of the purchaser, the product or otherwise).

(c) Guarantees shall not be used which under normal conditions are impractical of fulfillment or which are for such a period of time or are otherwise of such nature as to have the capacity and tendency of misleading purchasers or prospective purchasers into the belief that the product so guaranteed has a greater degree of serviceability, durability or performance capability in actual use than is true in fact.

(d) This rule has application not only to "guarantees" but also to "warranties," to purported "guarantees" and "warranties," and to any promise or representation in the nature of a "guarantee" or "warranty."

RULE 25—USE OF THE WORD "FREE."

In connection with the sale, offering for sale, or distribution of industry products, industry members shall not use the word "free," or any other word or words of similar import, in advertisements or in other offers to the public, as descriptive of an article of merchandise, or service, which is not an unconditional gift, under the following circumstances:

- When all the conditions, obligations, or other prerequisites to the receipt and retention of the "free" article of merchandise or service offered are not clearly and conspicuously set forth at the outset so as to leave no reasonable probability that the terms of the offer will be misunderstood; and
- When, with respect to any article of merchandise required to be purchased in order to obtain the "free" article or service, the offerer: (1) increases the ordinary and usual price of such article of merchandise, or (2) reduces its quality, or (3) reduces the quantity or size thereof.

(Note: The disclosure required by subsection (a) of this rule shall appear in close conjunction with the word "free" (or other word or words of similar import) wherever such word first appears in each advertisement or offer. A disclosure in the form of a footnote, to which reference is made by use of an asterisk or other symbol placed next to the word "free," will not ordinarily be regarded as compliance.)

RULE 26—DECEPTIVE PRICING.

Members of the industry shall not represent directly or indirectly in advertising or otherwise that an industry product may be purchased for a specified price, or at a saving, or a reduced price, when such is not the fact; or otherwise deceive purchasers or prospective purchasers with respect to the price of any product offered for sale; or furnish any means or instrumentality by which others engaged in the sale of industry products may make any such representation.

(Note: The Commission promulgated Guides Against Deceptive Pricing effective January 8, 1964, superseding the Guides adopted October 2, 1958. The 1964 Guides are appended to these Rules for additional guidance with respect to price savings representations.)

RULE 27—MISBRANDING, MISREPRESENTATION, AND DECEPTIVE SELLING METHODS.

Members of this industry, in the course of the marketing or distribution of industry products, shall not:

- Use, or cause or promote the use of, any trade promotional literature, advertising matter, mark, brand, label, designation, depiction, or other type of oral or written representation, however disseminated or published, which directly or by implication, or through failure to disclose material information, has the capacity and tendency or effect of misleading or deceiving purchasers or prospective purchasers with respect to—

- the type, grade, quality, quantity, use, size, weight, nature, condition, durability, performance, serviceability, origin, manufacture, distribution, or price of any industry product; or,
- the identity of a performing artist as to either part or all of a recording, the recorded content of any recording, the name or commonly known title of a recording or a selection or tract of a recording, or the fact that a recording has been previously issued under a different title, or in any other material respect; and shall not

(b) Offer for sale, sell, distribute, or promote the sale or distribution of, products of the industry under any other conditions or selling practices which have the capacity and tendency or effect of misleading or deceiving the purchasing or consuming public in any material respect.

Promulgated by the Federal Trade Commission October 9, 1964.

Joseph W. Shea, Secretary

A Helping Hand



NEW YORK—BMI president Robert J. Burton (right) recently accepted a \$10,000 check from Mercury Records' A&R vice-president Shelby Singleton on behalf of the label and its president, Irving Greene, for the Country Music Association's Building Fund. Burton is Fund chairman.

Covington Sees Music Ed. As Field For Wax Artists

NEW YORK—Vet dance band leader Warren Covington is currently setting up a schedule of master lesson appointments at which time he'll give one-hour lessons to budding trombonists stressing performance, technique, and tone. Students are already scheduled for New York sessions and will be tutored once monthly. Additionally, Covington has written a series of stage band arrangements, a folio of playing tips and solo improvisations tagged "Sentimental Trombone." Mills Music is publishing.

"The progressive dance band leader must take advantage of the multi-pronged music business situation today and plunge directly into the educational music market," opined Covington.

The orkster is accepting a limited number of students for the master lessons and can be reached at 271 Madison Ave., New York City or 4739 Susy Lane, Indianapolis, Indiana.

New York's Own



NEW YORK—Robert W. Watt, Commerce Commissioner of New York City (left) recently extended Gotham's greetings to Columbia Records' topper Goddard Lieberson, who is also president of the Record Industry Association (RIAA), upon the industry's observance of National Record Month in Oct. Commissioner Watt appeared in behalf of Mayor F. Wagner at the RIAA's eastern regional meeting held in the Rood Garden of the Hotel Pierre here.

Music Publisher Turns Legit Producer

NEW YORK—Writer-publisher Eddie White has become a legit producer and is underway with a production entitled, "The Family Man." Slated for a Philadelphia opening at the Walnut Theatre on Dec. 26 and a Broadway premiere on Jan. 13, White is producing the play in association with Leonard Sillman of "New Faces" fame and Sandy Farber. An instrumental recording inspired by the title is contemplated.

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2809 ERASTUS STREET, HOUSTON 26, TEXAS
OR-3-2611

Promulgated by the Federal Trade Commission October 9, 1964.

"CROSBY'S BACK . . . BING, THAT IS"

(New York)—You know, about six years ago, Mitch and I with the help of Norman Luboff's group got together with Bing Crosby at Radio Recorders in L.A. We made a Christmas story written by Alec Wilder and Arnold Sundgaard. We called it "An Axe, an Apple and a Buckskin Jacket" and sold it for these last few years in fairly nice quantities.

Dave Kapp heard the opening and closing song, fell in love with it and released it as a single on his own label. It's called "HOW LOVELY IS CHRISTMAS" and it also sold mildly well.

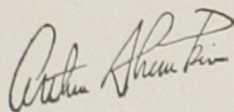
Now this year, Dave is re-releasing his single and we're releasing the LP with a new cover and a new title. It's called "HOW LOVELY IS CHRISTMAS" and it is one of the finest Christmas pieces ever written. The songs are beautiful and Bing's narration is a gas.

Co-incidentally, Bing's back on TV with a regular weekly program this year . . . and we hope that that's all it needs to call it to people's attention again.

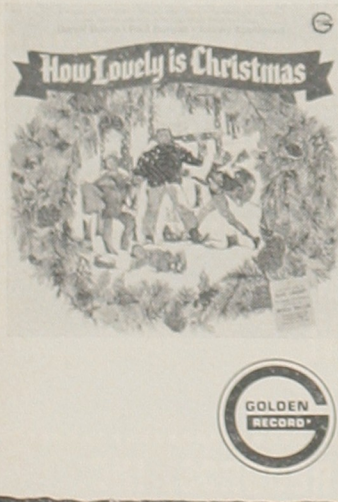
Take it around . . . it makes a wonderful "special radio show" for the Yuletide season (½ hr.) and we think you'll like it yourself.

Again—don't just order it . . . give it a little personal attention . . . you'll find it rewarding.

May it be a joyous season for you,



ARTHUR SHIMKIN
Golden Records
630 Fifth Ave.
N.Y. 20, N.Y.



BIOS FOR DEEJAYS

Jelly Beans



The Jelly Beans were discovered in Jersey City by their manager Bill Downs, while on a hunt for new talent. Advised by a song writing friend that he was working with a group that he thought was ready for recording, Downs went to Jersey City to hear them. He liked what he heard and signed them to an exclusive management pact. Later he arranged with indie A&R man Steve Venet to hear the group who in turn took them to Red Bird Records.

A recording contract quickly followed and Venet, along with ace tunesmiths Ellie Greenwich and Jeff Berry gave birth to the Jelly Beans. Their first release, "I Wanna Love Him So Bad," was an immediate best-seller which was followed-up by their current smash, "Baby Be Mine."

The group, three girls and a guy, all live within one block of each other in Jersey City. With the success of their first record they toured Canada; played engagements in Philly, Pittsburgh, and spent the month of Aug. with the Dick Clark Caravan.

During the last ten days of 1964 they are booked for a stint with Fat Daddy at the Royal Theatre in Baltimore, Md.

Jewels



The Jewels, who are currently clicking with "Opportunity" on the Dimension label, consist of Grace Ruffin, Martha Harvin and Sandra Bears. Grace and Sandra were childhood friends in Washington, D. C. They met Martha while in high school. The three expressed a mutual interest in music and singing and decided to form a singing group.

After finishing high school the girls worked in clubs and theatres in the Baltimore-Washington area. During an engagement at the Howard Theater in Washington they were spotted by Smokey McAllister. McAllister was extremely impressed with the group and immediately made arrangements to handle them. He also contacted Gene Redd, an indie producer for Dimension Records. Gene helped the Jewels find material and prepare a demo record, which he submitted to the label.

ALBUM PLANS

Deals, discounts and programs being offered to
dealers and distributors by record manufacturers.

ATLANTIC-ATCO

New dealer costs, effective immediately, are \$2.10 for \$3.98 LP's, \$2.63 for \$4.98 LP's, and \$3.15 for \$5.98 LP's through Dec. 31st on all new product and catalog LP's.

AUDIO FIDELITY

LP deal: buy-8-get-1-free, plus one stereo spectacular demo at \$6 with the purchase of two catalog records. No termination date announced.

DECCA-CORAL

Incentive plan on LP catalog. Contact local Decca branches and distribs for details. Expires Nov. 6.

DEUTSCHE GRAMMOPHON-ARCHIVE

All multiple sets at a 15% discount. Select group of seasonal records also included. Expires Nov. 30.

DOOTO

Buy-5-get-1-free. No termination date announced.

FOLKWAYS

A fall incentive plan whereby eight pre-packaged units—10 albums each—are offered on buy-5-get-1-free basis. Also, other LP's at additional 12½% discount.

GATEWAY

Two free for every 10 albums purchased on entire catalog. Expiration date indefinite.

IMPERIAL

Program terms, effective immediately, are valid through October 16, 1964. See your Imperial salesman for special terms.

LONDON

Part 3 of Fall Program. Extra Discounts, Dated Billing, Advertising Allowances, etc. Check with Local distribs. Dated billing. Discounts on Richmond Classics, Richmond Opera, Telefunken Classics, Das Alte Werk, Argo, L'Oiseau-Lyre, OS/5000 Series, CS/CM Series, LL/PS Pop International, Phase 4.

NASHBORO

Buy-7-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

ORIGINAL SOUND

LP catalog available on a buy-10-get-1-free basis. 100% exchangeable. No expiration date set.

PHILIPS

"A Stake In The Future": 10% discount on pop LP's, 20% discount on classical product. Expires: Oct. 31.

REQUEST

LP catalog available on a buy-10-get-2-free basis. Described as a limited-time offer.

SMASH-FONTANA

"Sales Route '64": Special distrib discount on Smash-Fontana LP catalog. Expires: Dec. 31.

TAMLA-MOTOWN-GORDY

All LP's available on a buy-6-get-1-free basis. Described as a permanent program.

VEE JAY

10% discount on LP's.

WORLD ARTISTS

10% discount on LP's. No expiration date announced.

WORLD PACIFIC

Fall Plan—10% discount, extra 5% on LP orders of 100 or more on any item.

Distribs Get Beatle Gold



LOS ANGELES—Al Sherman (left) of Record Sales gets a hearty handshake and a gold disk from Si Mael, vice president and general manager of United Artists Records, for leading the nation in sales in his area on the label's number one album, "A Hard Day's Night" by the Beatles. Other winners were Henry Droz of Arc Distributors in Detroit, Henry Stone of Tone Distributors in Miami, and Frank Holland of Mutual Distributors in Boston.



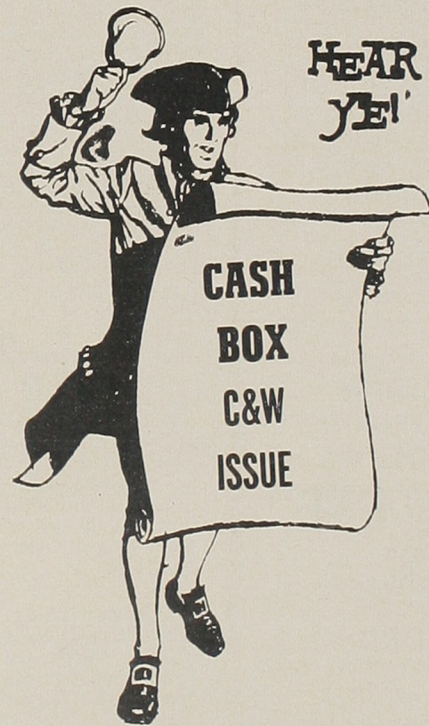
COUNTRY TOP 50



TOP COUNTRY ALBUMS

	Pos. Last Week		Pos. Last Week
1 I DON'T CARE (Central Song—BMI) Buck Owens (Capitol 5240)	2	26 HE CALLED ME BABY (Central Songs—BMI) Patsy Cline (Decca 31671)	34
2 I GUESS I'M CRAZY (Mallory—BMI) Jim Reeves (RCA Victor 8383)	1	27 SAM HILL (Central Songs—BMI) Claude King (Columbia 43083)	22
3 CHUG-A-LUG (Tree—BMI) Roger Miller (Smash 1926)	3	28 GO CAT GO (Acuff-Rose—BMI) Norma Jean (RCA Victor 8433)	41
4 DON'T BE ANGRY (Acuff-Rose—BMI) Stonewall Jackson (Columbia 43076)	5	29 FT. WORTH, DALLAS OR HOUSTON (Acuff-Rose—BMI) George Hamilton IV (RCA Victor 8392)	24
5 ONCE A DAY (Moss-Rose—BMI) Connie Smith (RCA Victor 8416)	9	30 CROSS THE BRAZOS AT WACO (Painted Desert—BMI) Billy Walker (Columbia 43120)	39
6 GIVE ME 40 ACRES (TO TURN THIS RIG AROUND) (Starday—BMI) Willis Brothers (Starday 681)	7	31 TAKE MY RING OFF YOUR FINGER (Cedarwood—BMI) Carl Smith (Columbia 43033)	28
7 DERN YA (Tree—BMI) Ruby Wright RIC 12664)	4	32 ME (Acclaim & Samos Island—BMI) Bill Anderson (Decca 31630)	25
8 THE RACE IS ON (Glad/Acclaim—BMI) George Jones (United Artists 751)	12	33 CHET ATKINS MAKE ME A STAR (Parody—BMI) Don Bowman (RCA Victor 8389)	27
9 FINALLY (Cedarwood—BMI) Kitty Wells & Webb Pierce (Decca 31663)	11	34 TEARS AND ROSES (Davilene—BMI) George Morgan (Columbia 43089)	31
10 MR. & MRS. USED TO BE (Sure Fire—BMI) Ernest Tubb & Loretta Lynn (Decca 31643)	6	35 I LOVE TO DANCE WITH ANNIE (Acuff-Rose—BMI) Ernest Ashworth (Hickory 1265)	29
11 MAD (Newkeys—BMI) Dave Dudley (Mercury 72308)	14	36 DON'T LET HER KNOW (Central Songs—BMI) Buck Owens (Capitol 5240)	—
12 DANG ME (Tree—BMI) Roger Miller (Smash 1881)	8	37 LET ME GET CLOSE TO YOU (Screen Gems—BMI) Skeeter Davis (RCA Victor 8397)	30
13 PLEASE TALK TO MY HEART (Glad—BMI) Ray Price (Columbia 43086)	10	38 I'M GONNA TIE ONE ON TONIGHT (Sure Fire—BMI) Wilburn Brothers (Decca 31674)	47
14 MY FRIEND ON THE RIGHT (Tree—BMI) Faron Young (Mercury 72313)	23	39 LOVE LOOKS GOOD ON YOU (Forrest Hills—BMI) David Houston (Epic 9720)	44
15 IN THE MIDDLE OF A MEMORY (4 Star—BMI) Carl Belew (RCA Victor 8406)	16	40 PASSWORD (Kitty Wells—BMI) Kitty Wells (Decca 31622)	37
16 THE COWBOY IN THE CONTINENTAL SUIT (Marizona—BMI) Marty Robbins (Columbia 43049)	13	41 THE LUMBERJACK (English—BMI) Hal Willis (Sims 207)	—
17 JUST BETWEEN THE TWO OF US (Yonah—BMI) Merle Haggard & Bonnie Owens (Tally 181)	19	42 EVERYTHING'S OK ON THE L.B.J. (Western Hill—BMI) Lawton Williams (RCA Victor 8407)	43
18 FORBIDDEN STREET (Troy—BMI) Carl Butler & Pearl (Columbia 43102)	26	43 SECOND FIDDLE (Starday—BMI) Jean Shepard (Capitol 5169)	33
19 BALLAD OF IRA HAYES (E. B. Marks—BMI) Johnny Cash (Columbia 43053)	15	44 SUE MAE SAN (Peer Int'l—BMI) Jimmy C. Newman (Decca 31677)	46
20 I DON'T LOVE YOU ANYMORE (Moss-Rose—BMI) Charlie Lovin (Capitol 5136)	17	45 STOP ME (Kitty Wells—BMI) Bill Phillips (Decca 31648)	—
21 I'LL GO DOWN SWINGING (Moss-Rose—BMI) Porter Wagner (RCA Victor 8432)	36	46 HOW THE OTHER HALF LIVES (Jal—BMI) Johnny & Jonie Mosby (Columbia 43100)	40
22 PLEASE BE MY LOVE (Glad—BMI) George Jones & Melba Montgomery (United Artists 732)	18	47 MOTHER-IN-LAW (Peach—Sesac) Jim Nesbitt (Chart 1100)	48
23 WHEN IT'S OVER (4 Star—BMI) Carl Smith (Columbia 431240)	32	48 LONELY GIRL (Cedarwood—BMI) Carl Smith (Columbia 43124)	—
24 HERE COMES MY BABY (Tree—BMI) Dottie West (RCA Victor 8374)	20	49 THE NESTER (Tree—BMI) Lefty Frizzell (Columbia 43051)	35
25 BAD NEWS (Acuff-Rose—BMI) Johnny Cash (Columbia 43053)	21	50 MEMORY #1 (Cedarwood—BMI) Webb Pierce (Decca 31617)	42

1 THE BEST OF JIM REEVES (RCA Victor LPM/LSP 2890)	1	16 DOWN HOME Melba Montgomery (United Artists UAL 3369/UAS 6369)	13
2 THE BEST OF BUCK OWENS (Capitol T 2105/ST 2105)	2	17 GOLDEN COUNTRY HITS Hank Thompson (Capitol T 2089)	14
3 TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens (Capitol T 2135/ST 2135)	4	18 WEBB PIERCE STORY (Decca DXB 181/DXSB 7181)	22
4 LOVE LIFE Ray Price (Columbia CL 2189/CS 8989)	5	19 COUNTRY MUSIC TIME Kitty Wells (Decca DL 4554/DL 74554)	26
5 MOONLIGHT AND ROSES Jim Reeves (RCA Victor LPM/LSP 2854)	3	20 COUNTRY DANCE FAVORITES Faron Young (Mercury MG 20931/SR 60931)	28
6 TRAVELLIN' WITH DAVE DUDLEY (Mercury MG 20896/SR 8989)	7	21 BLUE AND LONESOME George Jones (Mercury 20906)	18
7 GEORGE JONES SINGS LIKE DICKENS (United Artists UAL 3364/UAS 6364)	10	22 BEFORE I'M OVER YOU Loretta Lynn (Decca DL 4541/DL 74541)	15
8 THANKS A LOT Ernest Tubb (Decca DL 4514/DL 74514)	12	23 SONGS OF TRAGEDY Hank Snow (RCA Victor LPM/LSP 2901)	25
9 R.F.D. Marty Robbins Columbia CL 22220/CS 9020)	6	24 SLIPPIN' AROUND George Morgan (Columbia CL 2197/CS 8997)	20
10 I WALK THE LINE Johnny Cash (Columbia CL 2190/CS 8990)	8	25 BY REQUEST Ferlin Husky (Capitol T 2101/ST 2101)	21
11 MORE HANK SNOW SOUVENIRS (RCA Victor LPM/LSP 2812)	17	26 OUR MAN IN TROUBLE (Don Bowman (RCA Victor LPM/LSP 2831)	27
12 DANG ME Roger Miller (Smash MPS 27049/FRS 67049)	9	27 RING OF FIRE Johnny Cash (Columbia CL 2953/CS 8853)	23
13 HAPPY TO BE UNHAPPY Roy Clark (Capitol T 2031/ST 2031)	16	28 WORLD OF A COUNTRY BOY 30 Johnny Sea (Phillips PHM 200 1391/PHS 600 139)	30
14 IN PERSON Porter Wagoner (RCA Victor LPM/LSP 2840)	11	29 BITTER TEARS Johnny Cash (Columbia CL 2248/CS 9048)	—
15 THERE STANDS THE GLASS Carl Smith (Columbia CL 2173/CS 8973)	19	30 GUITAR COUNTRY Chet Atkins (RCA Victor LPM/LSP 2783)	29



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NOVEMBER 2, 1964

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ADVERTISING DEADLINE OCT. 28, 1964



COUNTRY ROUND UP

After a brief summer lay-off, KBER-San Antonio recently returned to the San Antonio Municipal Auditorium with a stellar Grand Ole Opry show. The cast on the Oct. 4 program included such hit-makers as Webb Pierce, George Jones, Jean Shepard, Grandpa Jones, George Hamilton IV, Roger Miller, plus Bob Willis and the Texas Playboys. Station is currently

who is currently clicking in both the pop and country departments with "Once A Day," filmed a segment of the Jimmy Dean ABC-TV'er last week in New York. Program will be broadcast on Oct. 22.

Al Brumley sends along word that deejays who have not as yet received copies of his new Topic deck, "A



GEORGE HAMILTON



REX ALLEN



BILL ANDERSON

prepping for its big third anniversary which will take place on Nov. 15, featuring, among others, Buck Owens, Skeeter Davis, Jimmy Dickens and Slim Whitman.

Jimmy Key, head man of the Music City talent stable which bears his name, is presently on a two-week tour of the midwest, west and southwest. Plans call for Jimmy meeting with some of the artists represented by his firm including Dave Dudley in Colorado Springs, Billy Walker in Dubuque, and Jimmy Newman in Odessa where they will be touring during this time.

Connie Smith, the new Victor lark

Heartache And Two Empty Arms" b/w "I'll Just Wait Around," can get same pronto by writing on station letterheads to him at P. O. Box 5251, Bakersfield, Calif.

Mercury's Rex Allen recently inked a contract for personal appearances with the Honolulu International Rodeo, which will be held in Honolulu on Nov. 5-10. Besides Allen, Dale Stoner, president of the Rodeo, has signed Monty Montana and a crew of twenty-five Indians. Jim Shoulders will supply the Rodeo stock.

Sam Short, Jr., head of Del-Ray Records, is real pleased with the prospects of "Ain't Hard To Love" by Rose and Dixie. The girls who do a great job of yodelin' came to the attention of Del-Ray A&R chief Howard Vokes, who rushed them into the studios along with his band for a quick session. Country platter spinners can obtain samples by writing on station letterheads to the diskery at 4 Center St., Harrington, Delaware.

The CMA announced last week that Hank Williams, Jr., Audrey Williams, widow of the late Hank Williams, and the Hank Williams, Jr., Band will appear on stage prior to the premiere showings of MGM's "Your Cheatin' Heart." The picture which traces the life story of the famous songster is scheduled for showings in Montgomery on Nov. 4, Nashville on Nov. 6 and Atlanta on Nov. 10. Hank Williams, Jr., who recorded the soundtrack for the flick is expected to do many of the tunes including those used in the picture. Bill Hudson, who is coordinating the premiere showings, announced advance tickets are on sale in all three cities, and response indicates a sell-out at each location.

After winding up appearances in Rockford, Illinois and Madison, Wisconsin, Buck Owens and his Buckaroo's will be off to Las Vegas for a two weeks engagement at the Golden Nugget.

Sonny James back from a whirlwind tour of east Tennessee, Maryland, Washington, D. C. and Norfolk, Virginia to work in promotion of his brand new Capitol release which is currently being shipped. The Southern Gentleman has a number of plans for promotion of the record in co-operation with his manager, Bob Neal.

Deejays who are missed in the mailing of the new Bill Anderson Decca release, "Three AM"/"In Case You Ever Change Your Mind"—may obtain a copy by writing on their station letterheads to Hubert Long, Moss-Rose Publications, 806 16th Ave. South, Nashville, Tenn.



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



I'LL WANDER BACK TO YOU (2:48)

[Cedarwood BMI—Tillis, Burch, Dill]

KISS MY LOVE GOOD BYE (2:24) [Bronze SESAC—Statler]

EARL SCOTT (Decca 31693)

Earl Scott kicks off his Decca career in fine fashion with an ultra-commercial newie which seems destined to reach the charts in no time flat. The side to watch here is "I'll Wander Back To You," a medium-paced, bluegrass-flavored folkish affair about a fellow who says that he'd like to settle down with gal sometime in the future. The undercut, "Kiss My Love Good Bye," is a warm-hearted, low-key, chorus-backed ditty in a traditional hillbilly vein.

PREMATURELY BLUE (2:34) [Tree BMI—Tubb]

YOU'LL NEVER GET A BETTER CHANCE (2:35) [Tree BMI—Tubb]

JUSTIN TUBB (Groove 0047)

Justin Tubb can quickly get back in his money-making ways with this top-notch new effort from Groove. The top side here, "Prematurely Blue," is an easy-going, chorus-backed, bluegrass-styled self-penned lament about an unfortunate guy whose gal gives him the gate. The coupler, "You'll Never Get A Better Chance," is a medium-paced, shuffle-beat tale of remorse rendered with loads of poise and feeling by Tubb.

MY PAST (2:34) [English BMI—Inman]

YOU'RE WELCOME DEAR (2:05) [English BMI—Poovey]

AUTRY INMAN (Sims 188)

Autry Inman can finally establish himself on a national basis with extremely promising item tabbed "My Past." The side is a tender, medium-paced, sentimental heart-tugger about a real short romance. Deejays should come out in droves for the side. "You're Welcome Dear" is a rousing, uptempo happy blueser about a guy who thinks himself unworthy of the current femme light in his life.

SING THE GIRLS A SONG, BILL (2:14)

[Central Songs BMI—Howard, Hart]

THE RACE IS ON (2:14) [Glad/Acclaim BMI—Rollins]

WAYLON JENNINGS (A&M 753)

Waylon Jennings has a good chance of having a hit on his hands with this top-flight hitsville loomer tagged "Sing The Girls A Song, Bill." The tune is a rollicking, chorus-backed, warm-hearted rhythmic romancer which makes fine use of the singin' in the round technique. Watch it closely. The flip, "The Race Is On," is a first-rate cover of the rousing Geo. Jones tearjerker.

Both RCA's Skeeter Davis and Capitol's Glen Campbell serve up platters that have that dual-mart hit look. See Pop Reviews.

WAYNE COCHRAN (King 5950)

(B+) MR. LONELY (2:45) [Boblo BMI—Cochran] Wayne Cochran could very well do Top 50 business with this pretty, slow-moving, chorus-backed ode all about the pain one goes through when a romance goes on the rocks. Eye it.

(B) WRONG NUMBER - WRONG GAL (2:30) [Boblo BMI—Cochran] This time out the songster dishes-up an appealing rockin' pop-styled novelty.

PEE WEE KING (Cuca 1182)

(B) PETTICOAT JUNCTION (2:38) [BMI—Henning, Massey] Pee Wee King and his band should attract a host of spinners with this fast-moving western-styled reading of the popular TV theme song. Plenty of potential here.

(B) TENNESSEE WALTZ (2:10) [Acuff-Rose BMI—King, Stewart] On this side King and Co. turn in a top-flight instrumental version of the pop-c&w sturdie.

STATLER BROTHERS (Columbia 43146)

(B+) YOUR FOOLISH GAME (1:45) Johnny Cash BMI—Statler & H. Reid] The Statler Bros. can create a sales stir with this lively, high-powered, rhythmic ditty which concerns itself with the tribulations of carrying on a romance.

(B+) I STILL MISS SOMEONE (2:28) [Johnny Cash BMI—Cash] On this lid the crew offers a sweet 'n' sour tearjerker which boasts a mid-deck recitation and an impressive south-of-the-border flavor.

JIMMY STRICKLAND (Arlingwood 8608)

(B) GONNA BUY ME RECORD THAT CRIES (2:36) [Buma BMI—Cook, Smith, Atkins] Jimmy Strickland unleashes his potent, wide-range vocal talents full-blast on this emotion-packed, chorus-backed tale of woe. A nice showing.

(B) I CARE NO MORE (2:47) [Bob Wills BMI—Ashlock] More fine country sounds. This one's a tender, real slow-moving traditional oriented weeper.

ANOTHER SMASH! MOTHER-IN-LAW

BY JIM NESBITT
CHART 1100

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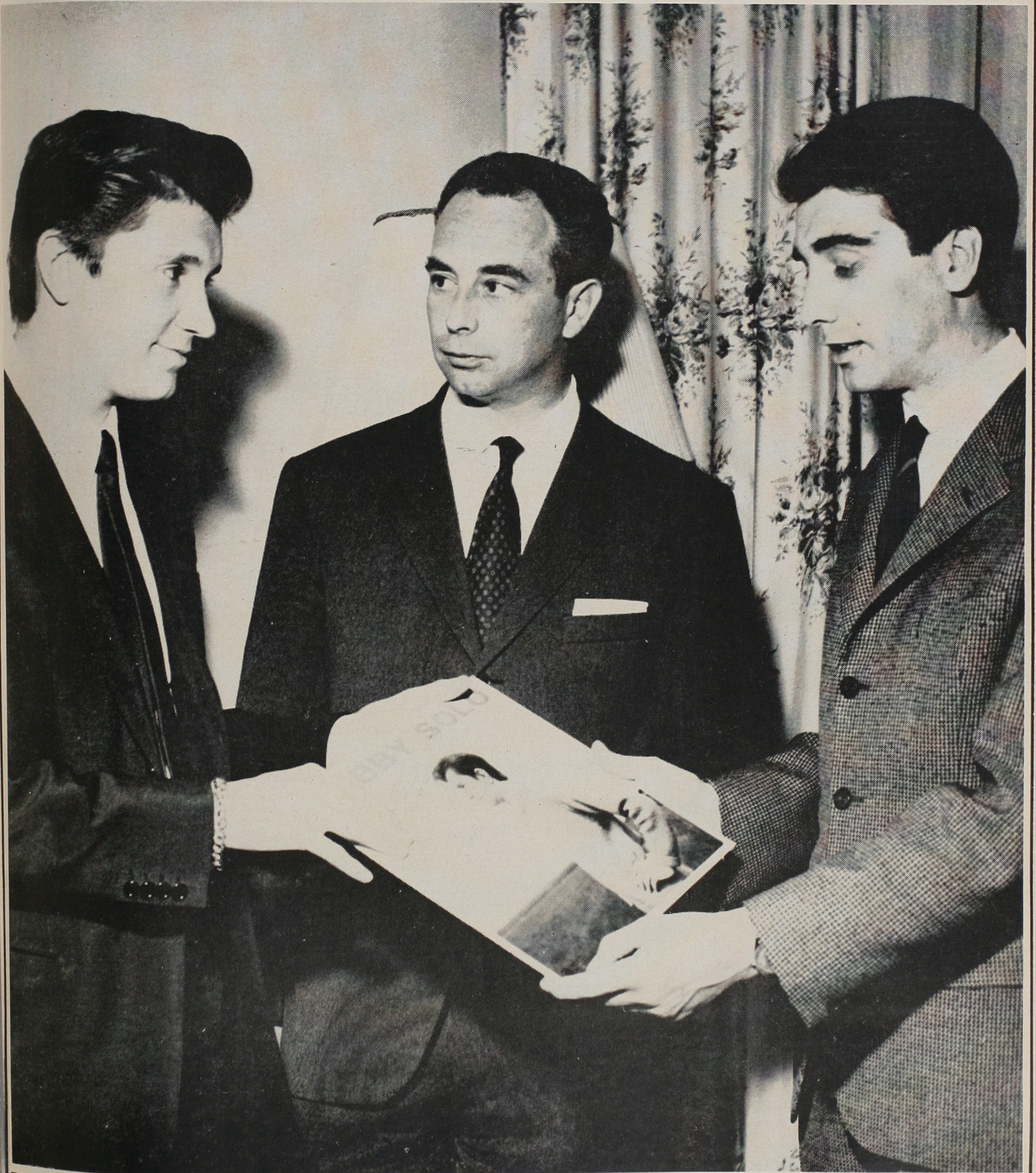
Write: Jimmy Brogdon
P. O. Box 294
Oceanside, Calif.

Central Songs, Hollywood, Calif.

Cash Box



OCTOBER 24, 1964



The young man on the left set record industry history recently when he became the first artist to sell more than a million singles of one title in the Italian market. He's Bobby Solo, who accomplished the seemingly impossible feat under the Dischi Ricordi label with a tune titled "Una Lacrima Sul Viso." Seen with Solo are Guido Rignano (center) Ricordi's general manager and Mario Panvini Rosati (right) Cash Box' Italian Representative who is seen receiving a copy of a Solo LP. The hit was released in many other countries by CBS, which issues Dischi Ricordi product in many areas.

Cash Box

is proud to announce that
beginning next week this
full page space will be occupied
every week by

CBS INTERNATIONAL



This program scheduled by CBS International is further recognition of the growing need to tell one's story on a consistent basis to the world's music and record markets



the only truly international trade publication for the music and record industries



GREAT BRITAIN

Top brass from the Motown, Tamla, Gordy trilogy of Hitsville, U.S.A. arrived in London on the first leg of a three-week tour of Europe to consummate plans for setting up foreign distribution on their own Tamla, Motown label. President **Berry Gordy Jr.** accompanied by **Mrs. Esther Edwards**, vice president and director of International Operations, **Barney Ales**, executive vice president and sales director and attorney **George Schiffer** had discussions with **L. G. Wood**, managing director of E.M.I. Records Ltd. They later left to visit their various continental licensees. Motown artists continue to make an impact in this country and EMI hosted a party for **The Supremes**, currently in the Top Three here with "Where Did Our Love Go" (Stateside)—the disk which recently took them to the top of the American charts. During their first visit to Europe they will fulfill TV and radio dates in London, Holland and Belgium and also record for the German market.

At a special meeting members of the British Phonographic Industry unanimously declared their intention to resist the abolition of resale price maintenance. They will apply for registration under the Resale Price Act of 1964. The committee, under the Chairmanship of Sir Edward Lewis (Decca), elected to further the application was made up of representatives from Britain's major record companies including **Richard Dawes** (E.M.I.); **L. G. Wood** (E.M.I.); **Leslie Gould** (Philips); **Louis Benjamin** (Pye) and **W. Townsley** (Decca). Solicitors have been appointed and counsel instructed to represent the phonographic industry.

Morris Levy, president of Roulette Records with a & r team **Hugo and Luigi** in London to record new group, **The Hullabalooos**. Their first disk "I'm Gonna Love You, Too" will be issued on Columbia and published by Southern Music.

Bob Skaff, vice president of Liberty Records in London told **Cash Box** that the label was expanding its European activities and seeking British masters for world wide release. They have signed a new group, **The Stylos** whose first disk, "Head Over Heels" will be issued on October 30. **Mike Sloman** has been appointed European Liaison Officer for the label. Skaff was jubilant about the return of **P. J. Proby** to the fold. Originally a Liberty artist, Proby's disks including his current charter "Together" have been released here on Decca but all future Proby recordings will be issued by Liberty. Another member of the Liberty family, **Jerry Thomas**, international sales director, arrived in London for a short stay before making a tour of the continent calling on all Liberty licensees.

George Pinus back in town visiting **Ambassador Music** headed by his son, **Joe**. Together they toured the continent and in Italy acquired the country's current No. 1 hit "A More Scusami" by **John Foster**. Retitled in English "My Love, Forgive Me," the number has been recorded in the States by **Robert Foullet** on Dot and covers for the British market are being lined up. The Pinus Organization's interest in the Italian scene is further evidenced by their acquisition of several other **John Foster** recordings including "Ed Ora nsegnami" and "Whisky Notte." They also have **Rita Pavone's** Italian hit "Remember Me" issued here on RCA and her next single "Wait For Me." Pinus Sr. returned to the United States with several British and continental copyrights.

Having reached the coveted No. 2 slot in the **Cash Box** Top 100 with "Do Wah Diddy Diddy," **Manfred Mann** are unable to consolidate their American disk success with a personal visit owing to heavy commitments in this country. Manager **Ken Pitt**, just back from the States hopes to arrange a trip for them in the near future. An offer of an **Ed Sullivan** Tv'er has had to be refused but ex-BBC producer **Jack Good** has taped the group for his "Shindig" now to be seen by American audiences. Their album "The Five Faces of Manfred Mann" (HMV) is now issued in the States on United Artists who have tagged the album after their hit single "Do Wah Diddy Diddy Manfred Mann." The group's follow-up "Sha La La" on HMV has simultaneous release in the States on U.A.

Having climbed to the top of the ladder of fame and fortune as artists **Manfred Mann** have now got their feet firmly on the rung of independent production. The five-man team have set up **Manfred Discs** and will act in an & r capacity discovering and recording talent. Discovery No. 1 an r & b group, the **Mark Leeman Five**, currently making a great impact in dance halls will make their disk debut early next week.

Manager **Robert Stigwood** just back from a two-week visit to New York finalizing arrangements for the first American tour for protegee **Simon Scott**, whose debut disk is issued in the States on Liberty. The top side "What Kind of Woman" was the flip side over here.

Erroll Garner currently playing twelve concert dates in Britain will headline "Sunday Night At The London Palladium" Tv'er October 18. After the tour ends on November 1 Garner is booked for concert dates in Paris, Holland and Scandinavia. During his British tour he will tele-record an hour long show for BBC-2 to be screened October 22.

With "Tobacco Road" behind them **The Nashville Teens** follow up with another **John D. Loudermilk** composition "Google Eye" cut by ace indie producer **ickie Most**. The group who hit the transatlantic jackpot with their first disk are booked for a five-day promotional visit to the states on December 19. They will appear on **Murray the K's** Christmas Show in New York for ten days commencing December 24 which will be followed by a three-week tour of America's major cities.

Quickies: **The Ronnettes** headlined "Sunday Night At The London Palladium" last week-end. . . . **Sandie Shaw's** Pye single "There's Always Something There To Remind Me" issued in the States on Reprise. . . . "The Wedding" topping Britain's Best Selling Sheet Music Lists for K.P.M. Music. . . . **ony Jackson's** first single since breaking away from **The Searchers** "Bye Bye Baby" (Pye) issued in America on Kapp. . . . Pye Records American representative, **Irving Chezar**, in London on one of his frequent visits. . . . **h Schwartz**, president of **Laurie Records** in town for talks with E.M.I.

Comets To Newcastle

NEWCASTLE, ENGLAND—**Bill Haley** (2nd from left) is shown relaxing with friends and associates immediately after a sellout performance at the City Hall Auditorium here. With the rock and roll pioneer are (left to right) **Bob Bain**, who serves as emcee for the package show, **Jolly Joyce**, Haley's booking agent, and saxman **Rudy Pompelli**. Haley is skedded to return to England this coming Spring as a result of the success of the current tour.



TOP 100 LABELS

Amy	86	Kapp	65, 70
ABC-Paramount	14, 63	Kent	93
Ara	99	Laurie	30
Argo	81	Liberty	25
Ascot	1	London	16, 50, 69
Atlantic	31	Mala	23
Aura	96	Mercury	11, 42, 47, 68, 92
Autumn	94	MGM	24, 46, 76, 89
Back Beat	20	Monument	4
Capitol	12, 32, 34, 49, 64, 73	Muscor	18, 85
Chess	52, 78	Motown	7, 22
Columbia	54, 56, 57, 71	Okeh	37
Constellation	66	Parrot	44
DCP	36	Philips	33, 43
Decca	48, 62	RCA Victor	2, 21, 27, 59, 67, 95, 97
Dimension	87	Red Bird	13, 29, 53, 61
Dot	91	Reprise	19, 35, 38, 88
Duke	51	Rosemary	26
Epic	28	Scepter	84
Fame	90	Smash	6, 82
Gordy	5, 55	Stax	74
Hi	60	Swan	80
Hickory	17, 72	Tamla	45, 58, 83, 98
Imperial	39, 40, 100	United Artists	15, 75
Interphon	9	Veejay	10
Josie	3	V.I.P.	77
		Volt	79
		World Artist	8
		Wand	41

In answer to numerous requests for such a service CASH BOX will run the Top 100 Labels feature on a weekly basis. It has been designed primarily as an aid to our international readers desiring a capsule summary of labels they carry and their representation on the CASH BOX Top 100. Feature can also be a handy order for distributors, racks, dealers and one-stops ordering disks by labels.

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	2	5	0 Pretty Woman	Roy Orbison (London) Acuff Rose
2	1	7	I'm Into Something Good	Herman's Hermits (Columbia) Aldon
3	3	7	Where Did Our Love Go	The Supremes (Stateside) Jobette
4	6	5	The Wedding	Julie Rogers (Mercury) K.P.M.
5	4	7	Rag Doll	The Four Seasons (Philips) Ardmore & Beechwood
6	5	8	I Wouldn't Trade You	The Bachelors (Decca) Lebill
7	12	3	I'm Crying	The Animals (Columbia) Ivy
8	14	2	When You Walk In The Room	The Searchers (Pye) Metric
9	8	4	Together	P. J. Proby (Decca) Campbell Connelly
10	7	15	I Won't Forget You	Jim Reeves (RCA) Burlington
11	16	3	We're Through	The Hollies (Parlophone) Hollies
12	11	6	Everybody Loves Somebody	Dean Martin (Reprise) Morris
13	—	1	Walk Away	Matt Monro (Parlophone) Ardmore & Beechwood
14	—	1	Always Something There To Remind Me	Sandie Shaw (Pye) December
15	10	7	As Tears Go By	Marianne Faithful (Decca) Forward
16	—	1	The Twelfth Of Never	Cliff Richard (Columbia) Frank
17	20	2	How Soon	Henry Mancini (RCA) Compass
18	9	8	You Really Got Me	The Kinks (Pye) Kassner
19	19	2	Bread And Butter	The Newbeats (Hickory) Acuff Rose
20	17	5	Is It True	Brenda Lee (Brunswick) Southern

*Local copyrights

Top Ten LP's

- 1 A Hard Day's Night—The Beatles (Parlophone)
- 2 Moonlight And Roses — Jim Reeves (RCA)
- 3 The Rolling Stones—The Rolling Stones (Decca)
- 4 The Five Faces Of Manfred Mann—Manfred Mann (H.M.V.)
- 5 The Bachelors And 16 Great Songs—The Bachelors (Decca)
- 6 Wonderful Life — Cliff Richard (Columbia)
- 7 Gentleman Jim — Jim Reeves (RCA)
- 8 West Side Story — Soundtrack (CBS)
- 9 Fame At Last — Georgie Fame (Columbia)
- 10 Camelot—Original Cast (CBS)

Top Ten EP's

- 1 Five By Five—The Rolling Stones (Decca)
- 2 Long Tall Sally — The Beatles (Parlophone)
- 3 Wonderful Life — Cliff Richard (Columbia)
- 4 The Rolling Stones—The Rolling Stones (Decca)
- 5 Dusty—Dusty Springfield (Philips)
- 6 From The Heart — Jim Reeves (RCA)
- 7 Peter Paul & Mary—Peter Paul & Mary (Warner Bros.)
- 8 Welcome To My World — Jim Reeves (RCA)
- 9 It's Over—Roy Orbison (London)
- 10 All My Loving — The Beatles (Parlophone)

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SCANDINAVIA



FRANCE

DENMARK:

Per Nyström of Svenska Manu-Music in Stockholm in Copenhagen to establish the Danish office of this Norwegian-Swedish company. The company name will be Dansk Manu-Music A/S and it will operate from Vibevej 31, Copenhagen NV. The records will be distributed by Fællesekspektionen, the distributor handling records from Metronome, Tono and Oktav. At the moment, nothing is known about the personnel of the Danish company, but the first Danish artist, **Girli-Ann**, has been signed. She is debuting with a Danish version of the German song, "Ja, Ich weiss wenn Ich will," a song which will be done in Norwegian by **Anne-Karine** and in Swedish by **Gunilla Postaroff** for Manu.

Among the latest news from Tono can be mentioned "Pourtant tu m'aimes"/"Jalous" with **Françoise Hardy** on Vogue, "Ay Pays du Soleil" with **Aimable** on Mode, and 15 EP's in Ariola's classical 'Flower Serial'.

Observing the Copenhagen Jazz Festival, Oct. 4th, NPA (Nordisk Polyphon Akts.) issued a special list of available records with **Miles Davis**, **The Dave Brubeck Quartet**, **Roland Kirk** and **Pee Wee Russel** and His Quartet.

HNF (Hede Nielsen's Fabrikker A/S) is working hard with the promotion of **Paul Anka's** "In My Imagination"/"It's Easy To Say" on RCA Victor. HNF has also released the original Broadway version of "How To Succeed In Business Without Really Trying" as well as the British version of this musical, both albums on RCA Victor.

Dansk Grammofonpladeforlag has ten new LP's with classical music on the Czechish Supraphon label. On Sonet is a live recording of "Let's Go" b/w. "Johnny B. Goode" with **Sir Henry** and His Butlers from the Hit House in Copenhagen.

NORWAY:

Norwegian singer **Barry Lee** has debuted on the Triola label with a local version of "Tears And Roses," here titled "Vakre roser, triste tårer." On Sonet has been released the Danish recording "Shimmy Shimmy" with **The Weedons**, on the Danish charts for several weeks by now, and **Bobby Wood** with "If I'm A Fool For Loving You." Other recent releases includes "I Want To Be Loved" by **The Lovers** on California, "Sincerely" with **Pat Boone** on Dot and "Searchin'" with **Alvin Robinson** on Sonet—all labels handled by Arne Bendiksen A/S.

"By Myself" is the title of a 12" LP with local jazz singer **Kari Krog** on Philips. Backed by **Egil Kapstad's** Trio, Miss Krog has done a fine job that will give Norwegian jazz a good reputation wherever the record is released.

Jim Reeves continues holding the position as the leading top seller in Norway. His "I Love You Because" is now on its 30th week on the charts, with "I Won't Forget You" on its 14th week, and "I Guess I'm Crazy" debuting at the 10th spot on the charts this week. RCA Victor has no problems meeting the competition from **The Beatles** and other British groups thanks to the great popularity of late **Jim Reeves**. A/S Nera (Norwegian RCA Victor) also has released a local version of the Finnish song "Jenka," recorded by **Ann-Kristin Molvig**. Also a local version of the German song "Rose von Blueberry Hill" is ready for release.

The song "Store fötter" (Big Feet) has been listed as a Norwegian copyright, which is wrong. It is a Swedish song titled "Stora fötter," originating from Polar Music AB in Stockholm, published in Norway by Jörg-Fr. Ellertsen A/S. This week it holds the 8th spot on the charts.

SWEDEN:

Publisher **Stig Anderson** back from his biz visit in London and New York and very satisfied about the result. He brought among others **Nat 'King' Cole's** recent "I Don't Want To See Tomorrow," **Dean Martin's** "The Door Is Still Open To My Heart" and **Danny Williams' "Forget Her."** The latter has already been recorded in Swedish, here titled "Jag ger mej" (I Surrender), by **Lill-Babs** for Karusell. Anderson made a deal with United Artists who will release a single with the Swedish group **The Hootenanny Singers** in the United States and England. UA also obtained the publishing rights for all English-speaking countries to the Swedish song "Gabrielle," a song that looks like a world hit. So far it has been sold to Edition Altona in Holland, Peter Plum in Belgium (for Benelux and France), Melodie der Welt in Frankfurt for Germany, Austria and Switzerland. While in London, Anderson obtained the songs "You Really Got Me," "As Tears Goes Bye" and "Faithful."

Carol and Kettil, recording for Swedish Manu-Music AB has done "Listen To The Mockingbird" for Manu. A new group, **The Vickers**, has debuted with a single including the titles "Shadows And Dreams"/"Lacy." **Per Nyström**, head of Svenska Manu, just back from Copenhagen, where he is opening a Danish Manu office within a short time.

Lew Futterman, manager of **Brother Jack McDuff**, in town talking business with **Simon Brehm** at Karusell Grammofon AB. . . . **Felix Stahl** not yet back in town from his business trip to the Continent, he was hit by the flu and hospitalized in Hamburg but is reported recovering very well. . . . **Börje Ekberg** of Metronome visiting Metronome in Hamburg again—he was there a short time ago when the German Metronome celebrated its 10th anniversary. . . . **Lennart Reuterskiöld** of Reuter & Reuter AB, back from London.

Swedish poet **Karl-Mikael Bellman** (1740-1795), writer of a number of songs, will finally hit the world market, **Lennart Reuterskiöld** of publishing house Reuter & Reuter AB told Cash Box. Since more than a year ago, **B. Austin** from London (who knows the Swedish language perfectly after four years at a Swedish University) has been working with the translation into English, and a short time ago, some of the songs were recorded in English by **William Clauson**. While in London, Reuterskiöld was promised all official help and assistance by **Gunnar Hägglöf**, Sweden's Ambassador in Great Britain, when it is time for the introduction of this country's national poet at the world market. The Bellman songs will also be presented at the American market.

Swedish group **The Hootenanny Singers**, now on vacation in Spain, recently appeared in Spanish TV. They also did a show for Norwegian TV.

Finland's Best Sellers

- | This Week | Last Week | Weeks On Chart | Title | Label |
|-----------|-----------|----------------|---|--------------------------|
| 1 | | | *Puhelinlangat Laulaa (Katri-Helena/Parlophone) | Levysävel Oy |
| 2 | | | A Hard Day's Night (The Beatles/Parlophone) | Fazer Music |
| 3 | | | Long Tall Sally (The Beatles/Parlophone) | Belinda (Scandinavia) AB |
| 4 | | | All My Loving (The Beatles/Parlophone) | Scandia-Music |
| 5 | | | *Vaaralliset huulet (Reijo Taipale/Scandia) | Scandia-Music |
| 6 | | | Can't Buy Me Love (The Beatles/Parlophone) | Fazer Music |
| 7 | | | My Boy Lollipop (Millie/Fontana) | Fazer Music |
| 8 | | | Kaikki rakkauteni (All My Loving) (Eero & Jussi/RCA Victor) | Scandia-Music |
| 9 | | | Farmer John (Antti Einiö & The Islanders/Scandia) | No publisher |
| 10 | | | Suspicion (Elvis Presley/RCA Victor) | Belinda (Scandinavia) AB |

*Local copyright

As I am writing my first column for Cash Box, I would like to explain that you will find here from now on an EP Top Ten. EP's are quite popular in France at the present time.

There is another new fact, this autumn on the French disk market: big collections with 2, 3, 6 or 10 records. Philips was the first firm to experiment with this concept last year. They released a 6-disk set with all the songs recorded by **Georges Brassens**. The first edition was sold out in several months. And the second edition reached the 5,000 sales mark.

After this success a lot of firms are doing now this kind of thing. RCA Victor has just finished a 10-LP package called "Panorama De La Chanson Française". There are 167 popular French songs (from 1880 to 1950) on the set. They were all recorded during the summer by 40 singers (e.g. **Jean Sablon**, **Alain Barrière**, **Jean Claude Pascal** and **Maurice Chevalier**).

Columbia also announces a very important package: a 10-LP set of well-known **Edith Piaf** songs.

American and English singers seem to be more and more important on the French market. **Nat Shapiro** just sent a letter to several French publishers looking for songs written in French especially for **Barbra Streisand**. In Paris **Dionne Warwick**, after a successful performance at the Olympia Music Hall, recorded some songs in French for Vogue records. **Dusty Springfield** and **Lesley Gore** have each just had EP's released with songs in French.

After **Aznavour's** and **Barclay's** journey to the States, "Les Surfs," the Madagascan singers of Festival records flew to the U.S. on Oct. 11.

In Paris, Radio-Luxembourg recently presented at the Chatelet Theater show with **Sacha Distel** and the two Italian stars **Bobby Solo** and **Gigliola Cinquetti**. Another radio company, Europe No. 1, announces performances at the Olympia by **The Rolling Stones**, **Brenda Lee** on Nov. 30 and the **Beach Boys** on the 17th.

Giuseppe Ricci, director of Italian publishing firm Cucci, came to Paris to act as an agent in Italy for Tutti. Nothing has been set.

Gerhard Hammerling also came to France and picked for Germany "Ma Vie" by **Alain Barrière** (Tutti) and the music of the new French TV show "Les Indiens" (Tutti).

Mick Micheyl, who is the star of the Casino de Paris, will go to NYC at the end of the month to perform at the "April In Paris" show.

Norway's Best Sellers

- | This Week | Last Week | Weeks On Chart | Title | Label |
|-----------|-----------|----------------|--|----------------------------|
| 1 | 1 | 13 | I Won't Forget You (Jim Reeves/RCA Victor) | Palace Music/Stig Anderson |
| 2 | 2 | 3 | I Should Have Known Better (The Beatles/Odeon) | Edition Lyche |
| 3 | 6 | 4 | *Papa'n til Tove-Mette (Rolf Just Nilsen-Birgit Ström) | Nor-Disc |
| 4 | 3 | 11 | A Hard Day's Night (The Beatles/Parlophone) | Edition Lyche |
| 5 | 5 | 6 | Such A Night (Elvis Presley/RCA Victor) | Reuter & Reuter AB |
| 6 | 4 | 29 | I Love You Because (Jim Reeves/RCA Victor) | Reuter & Reuter AB |
| 7 | 8 | 6 | Trettiofyran (This Ol' House) (Per Myrberg/Metronome) | Norsk Musikforlag A/S |
| 8 | 10 | 3 | Store fötter (Stora fötter) (The Dizzy Tunes/Troll) | Jörg-Fr. Ellertsen A/S |
| 9 | 7 | 7 | Do Wah Diddy Diddy (Manfred Mann/HMV) | Belinda (Scandinavia) AB |
| 10 | — | 1 | I Guess I'm Crazy (Jim Reeves/RCA Victor) | No publisher |

Sweden's Best Sellers

- | This Week | Last Week | Weeks On Chart | Title | Label |
|-----------|-----------|----------------|---|--------------------------------|
| 1 | 5 | 3 | Have I The Right (The Honeycombs/Pye) | No publisher |
| 2 | 2 | 10 | A Hard Day's Night (The Beatles/Parlophone) | Sonora Musikforlags AB |
| 3 | 4 | 17 | I Love You Because (Jim Reeves/RCA Victor) | Reuter & Reuter AB |
| 4 | 1 | 7 | Do Wah Diddy Diddy (Manfred Mann/HMV) | Belinda (Scandinavia) AB |
| 5 | — | 1 | Oh, Pretty Woman (Roy Orbison/London) | Reuter & Reuter AB |
| 6 | 10 | 2 | Rag Doll (The Four Seasons/Philips) | Edition Odeon |
| 7 | 3 | 7 | Tell Laura I Love Her (John Leyton/HMV) | Reuter & Reuter AB |
| 8 | 7 | 12 | Jag måste ge mej av (Gotta Travel On) (Towa Carson) | RCA Victor) Reuter & Reuter AB |
| 9 | 6 | 13 | Mule Skinner Blues (The Streaplers/Columbia) | Southern Music AB |
| 10 | 9 | 2 | Around And Around (The Rolling Stones/Decca) | No publisher |

*Local copyright

Denmark's Best Sellers

- | This Week | Last Week | Weeks On Chart | Title | Label |
|-----------|-----------|----------------|--|----------------------------|
| 1 | 1 | 11 | A Hard Day's Night (The Beatles/Parlophone) | Multitone A/S |
| 2 | 2 | 10 | On The Beach (Cliff Richard/Columbia) | Dacapo Musikforlag |
| 3 | 4 | 6 | It's All Over Now (The Rolling Stones/Decca) | Morka Musikforlag |
| 4 | 3 | 9 | Hello Dolly (Louis Armstrong/Kapp) | Imudico A/S |
| 5 | 5 | 6 | Such A Night (Elvis Presley/RCA Victor) | Morka Musikforlag |
| 6 | 6 | 3 | Do Wah Diddy Diddy (Manfred Mann/HMV) | Belinda (Scandinavia) AB |
| 7 | 9 | 12 | Ain't She Sweet (The Beatles/Polydor) | Bens Music/Stig Anderson |
| 8 | 7 | 6 | The House Of The Rising Sun (The Animals/Columbia) | Imudico A/S |
| 9 | 10 | 2 | Shakin' All Over (The Swinging Blue Jeans/HMV) | Sweden Music/Stig Anderson |
| 10 | 8 | 12 | Shimmy Shimmy (The Weedons/Sonet) | No publisher |