FRONT PANEL

Faded by violence,爱情之书没过了世界,在某些地方,它们被丢弃了。然而,在其他地方,它们被保留下来,并被赋予了新的意义。例如,在某些城市,这些书籍被用作装饰品,或被用于创建新的艺术作品。

在这些地方,书籍不仅仅是一组纸张,而是一种资源,一种可以被重新创作并赋予新生命的方式。这展示了文化保存和传承的力量,以及书籍在我们日常生活中的重要性。
'ALICE' MAKES THE TEEN SCENE!

NEIL SEDAKA

ALICE IN WONDERLAND

C/W CIRCULATE

SEDAKA'S SMASH SINGLE

#8137

NEIL FLIES WITH THIS WIDELY APPEALING, BRIGHTLY REFRESHING, MEMORABLE MELODY 'ALICE IN WONDERLAND' ... AND HE'LL BACK IT UP WITH AN APPEARANCE ON 'THE ED SULLIVAN SHOW' ... PLUS A STAND AT THE FAMOUS COPACABANA! ORDER BIG, THIS ONE'S GOING ALL THE WAY!

RCA VICTOR

The most trusted name in sound
IT'S AWARD TIME ON DISK SCENE

Rackers Honor Meader, Cadence

NEW YORK—The National Association of Record Merchandisers (NARM) will present a special award to Meader, as the Best Selling Comedy Artist of All Time on records, and another to Cadence Records, for the Best Selling Comedy Album of the year, at the NARM Convention in San Francisco in March.

According to John Malamud, executive secretary of the organization, NARM members sold 3,338,000 copies of the "First Family" album in 20,000 retail outlets in supermarkets, variety stores, drugstores, department stores and discount houses and service stations. Figures obtained from its membership add up to more than 25 percent of all LP's sold on the Meader LP.

The NARM awards will be given at a special banquet to be held at the NARM convention at the Francis-Fairmont Hotel on March 6. Nominees for the regular NARM Awards for 1962 are as follows:

---

LATE SINGLE SPOTLIGHTS

Pop—

ROY ORBISON

IN DREAMS (Acuff-Rose, BMI) (2:46)—SHAHADAROA (Combine BMI) (2:33)—Two powerful sides for Orbison. Both are good ballads, lushly produced, with both the harmonica and the guitardivision.

First up is much in the style of his earlier hits; flip has a Near East flavor. Watch 'em.

MORENDY YULE ALBUM WINS GOLD AWARD

NEW YORK—Columbia Records and five of its divisions dominated the annual song hit awards of Broadcast Music, Inc., for 1962, according to the annual awards banquet Wednesday, Jan. 23 (at) the Hotel Pierre here.

Aldon Writers in BMI Sweep

Leading writers with four awards each were Aldon's Carole King and Howard Green-

Liberty to Set Branch In N. Y.

NEW YORK—Liberty Records is getting ready to set up its own branch operation in New York. Firm, which has been opening its own branches in a number of key markets, feels that it is important to have its own branch there. According to Don Bohanan, sales exe with the label, "Malverne has done an excellent job so far, and we can only hope that we have our own operations and will have our own branch in New York before March 1."

UA WINDS UP KID MARKETING TEST

NEW YORK The United Artists label has completed its six-month test-marketing period for kiddie records and says it has moved several thousands of its Tale Spinners albums. The sets were introduced last July at 99 cents each. The Tale Spinners albums in the original release.

Art Telmagne, UA pressy, also noted that Tale Spinner singles have been added to the line to tie in with the 1963 Jamboree sales day and said that UA has added kiddie disk to the regular line, apart from the Tale Spinner sets. These albums are being produced by Frank Liddick, the label's producer.

The great majority of material in the Tale Spinner line was moved in records but much credit for the 1 million figure was credited to a dealer incentive program which saw dealers placing Tale Spinner racks in neighboring non-music stores. A new and improved rack has been devised for display and sale, and a new design, and a counter banner box will be continued.

'Operation Airwaves' Set at Smash January Theme

CHICAGO—"Operation Airwaves" is the theme of Smash Records for January. The month will see several new albums, including a monetary allowance for radio campaigns. It also features de
eres the label for new and catalog albums.

Each distributor is provided with a radio advertising budget, plus an additional contribution from Smash, based on orders. Distributors are offering a special functional rebate on the key album, "Just a Summer's Tale" new album of 12 instru-
tional tunes.

In addition to Fanch, regional men Doug Macoy, Jay Swint, Alan Mink were also present as Mercury brass Irv Green and Irwin Steinberg.

Downloaders are allowed with four awards each were Aldon's Carole King and Howard Green-

U.S. AIRWAYS

HOLLYWOOD—Warner Bros. Records has lauded the success of its upcoming Broadway musical, "Hot Shoe," which will star Judy Holliday and open in New York in the spring.

DEPARTMENTS & FEATURES

General

Charley Country, Music

West Side Story, Sound Track

CBS

HOLLYWOOD

Smoke Clear—And Collins Isn't Fired

PHOENIX, Ariz.—After several weeks of suspense, the board of directors of the National Association of Record Merchandisers (NARM) in March. They were due to vote this week to set a new three-year contract with the NAB, Collins president of the NAB. Collins has been under heavy fire from the Independent record dealers for his proposal that the NAB should consider withdrawing from tobacco advertising, especially at minors. The NAB Board meeting, however, was the first step in a further study of the relationship between cigarette advertising and young people prior to acting on the Collins recommendation.

SMOKE CLEAR—AND COLLINS ISN'T FIRED

PHOENIX, Ariz.—After several weeks of suspense, the board of directors of the National Association of Record Merchandisers (NARM) in March. They were due to vote this week to set a new three-year contract with the NAB, Collins president of the NAB. Collins has been under heavy fire from the Independent record dealers for his proposal that the NAB should consider withdrawing from tobacco advertising, especially at minors. The NAB Board meeting, however, was the first step in a further study of the relationship between cigarette advertising and young people prior to acting on the Collins recommendation.
Ciccati’s Dream True

NEW YORK—The Dreamers, a vocal quartet hailing from Yonkers, N.Y., was first featured in their first Colpix release, “Breathe Easy Boy,” b/w “Little Girl.” Colpix signed the group recently to an exclusive contract. Early in the year, a master submitted by their manager, Lew Ciccati.

Boris Morros Dies

NEW YORK—Boris Morros, noted jazz trumpeter, died in New York January 8 after a long illness. He was 73. Morros was associated with the film industry for many years as a music composer and the founder of ARA Records. For a decade, Morros was involved in RCA Victor, serving as a counter-afy for the FBI.

The Legionnaire to Free Lance

PHILADELPHIA—Chic Lagrange, noted producer and former director of Chancellor Records, has been given a free move in January 15 to free lance. He will continue to design Chancellor album covers and other art

Atlantic Keeps on Adding A&R Men: New Asst. Mardin

NEW YORK—Atlantic Records continues to broaden its personnel and product lines. The label has added two A&R men: John Mardin as an assistant to album head Neil Portnow in Atlantic’s new A&R department and Jim Arndt as an assistant to Atlantic’s director of pop recording, Bert Berns.

ASCAP WINS Supreme Court Won’t Hear Stations’ Plea

WASHINGTON — The Supreme Court has refused to hear the argument of a group of broadcasters on a federal tax on music licensing clearance.

Liberty Offers Hollywood Trip as LP Sales Prize

HOLLYWOOD — Liberty Records has launched a six-month promotion offering a trip to Hollywood to the one who moves the most LP product. Other prizes—TV sets, steel record players, musical instruments, and jewelry—are awarded to those who move the greatest percentage increase during a month’s period, largest single order, and first to make quota.

Roulette Meeting Hears Best News

NEW YORK—Roulette Records’ first meeting with the largest turnout of distributors, salesman and promotional men in its history last week and the best January orders ever. Meet was held here on January 9 and was headlined by Roulette’s head of production and marketing, Art Kudler.

The ANSWER to Our Problem is RIGHT HERE in...
JOHNNY MATHIS HAS DONE IT AGAIN!

"WHAT WILL MARY SAY"

JOHNNY MATHIS HAS DONE IT AGAIN!

"WHAT WILL MARY SAY"

JOHNNY MATHIS HAS DONE IT AGAIN!

"WHAT WILL MARY SAY"

COLUMBIA SINGLES SELL!

ALSO AVAILABLE ON SINGLE
Radio One Biggest Factor, Bleyer Says

NEW YORK—"If there was any single thing that put over The First Family, it was radio," said Arche Bleyer last week in a discussion of the Vaughn Meader album.

In case anyone underestimates the power of radio I can tell him that it is the most important medium of all in exposing not only singles, but albums.

I say this because when we decided to go ahead with The First Family, we had assurances that we would expose it on TV. In fact, we built a lot of our exposure campaign along the lines of TV programming. We didn't think then that radio was the right medium to expose this album. We felt that TV would enable people to see Meader and the rest of the cast and that a segment of, say, a TV variety show could be built around Meader's press conference or another aspect of the album.

"We were all wrong," said Bleyer. "Radio is not only needed listeners to imagine Meader as President Kennedy, but to imagine all of the other people in the cast in their respective roles. We found the onetime shots we had on TV didn't have the impact of the radio play. It wasn't only the stations who normally programmed albums that helped put 'First Family' over," said sales chief Bud Dollinger, "but the Top 40 stations as well. We were surprised and pleased to find top 40 stations which never had programmed an album before playing tracks from 'First Family' and this got kids as well as adults interested."

The sales of the album indicate something else," said Dollinger. "For a long time Archie has said that a soft record market is a market. A soft market is one in which the consumer (Continued on page 8)

Archie Has a Kind Word For Those Who Blew It

NEW YORK—Archie Bleyer said last week that it was unfair to say that any of the firms who turned away "The First Family," as a substantial number of companies did.

When I first heard the album there were only a few demos of some kind and a script outlining the others. A lot of the sketches were unusable; some of them, as far as I was concerned, were not in good taste.

"Before we ever sat down to record the album we went over every single word in every sketch. We spent many ideas out and changed many of them around. We did our best to make sure everything was unchallengeable taste. The album didn't come to us ready to go. It required hard work by all concerned before we had a workable script."

"When anyone knocks the firms who turned down the album, he's wrong. What they heard was not what I saw, a performance that finally came out on Cadence."

"So they turned it down. Well, I was turned down plenty of times in my time too. It's not what you turn down that matters but what your track record is at the end of the year. Don't forget, a lot of firms that didn't accept the album have fine records. That's what counts in the long run."
THE VENTURES SALES ARE SOARING!

CHART POSITION: BILLBOARD* • CASH BOX • MUSIC VENDOR* • MUSIC REPORTER*

37 21 39 43

*See this week's charts for new listing.

THE VENTURES play
TELSTAR
THE LONELY BULL

AND: GREEN ONIONS MEXICO
APACHE CALCUTTA TEQUILA
NEVER ON SUNDAY RED RIVER ROCK
PERCOLATOR LAST NIGHT
LET THERE BE DRUMS

STOCK HEAVILY NOW
15% CASH DISCOUNT
100% EXCHANGE PRIVILEGE
PAYMENTS: ½ MARCH 10, ½ APRIL 10, 1963

DOLTON RECORDS
A DIVISION OF
LIBERTY RECORDS, INC.
Billboard Launches Campus Service for Dealers, DJ's

NEW YORK—As part of its continuing research program, based on expanding industry service needs, Billboard this week launched a College Bureau project for record dealers, record programmers at radio-TV stations, juke box operators and recording artists making personal appearances on college campuses. As outlined by Hal B. Cook, Billboard's publisher, "Campus Cub" reporters at some 50 colleges and universities across the country will form the nucleus of the new project.

Before recording artists appear at campus concerts, Billboard Campus Club representatives will alert record dealers, radio-TV stations and juke box operators to the time and place recording artists will appear.

Cook pointed out that in addition to alerting the local stations, dealers and operators, the campus representatives would also attend the personal appearance performance and report on reception and attendance for Billboard.

---

Norm Foley Quits Big 3

NEW YORK—Norm Foley, general manager of the Big Three Music firms, Robbins, Feist and Miller, resigned his post Friday (18). His future plans are not yet known. As of now no one has taken over as his replacement. Foley has been with Big Three for 17 years, and is one of the music industry veterans.

---

Radio Biggest Factor

Comptroller-accountant of a large New York record company moving to Nashville. All phases of purchasing, promotion, sales, credit, collections, and inventory.

---

ATTENTION NASHVILLE! Billboard, 1564 Broadway, N. Y.
"How fast is fast from RCA Custom?"

11 A.M. PHONE CALL
To reorder, a phone call to your salesman starts the wheels turning for fast, fast, fast delivery!

11:10 A.M. TELETYPING RECEIVED
Open teletype at 3 factories, receives order—types it up—complete with invoice carbons.

11:20 A.M. METAL MOLD TO PLANT
Metal mold of your record is pulled from files. Routing card stamped "hot!"

11:30 A.M. METAL MOLD PLATED
Metal mold is plated with nickel, followed by copper to make metal stamper.

11:30 A.M. LABEL PREPARED
At same time, labels are printed. We keep your label plate ready to roll.

2:00 P.M. METAL STAMPER READY
Electrolytic process completed. Zip! Metal mold and nickel stamper separated.

2:30 P.M. RECORD ON PRESS
Labels and stampers converge with plastic at press. Presto! A record in a matter of seconds.

4:30 P.M. READY FOR SHIPPING
Your record is inspected, packaged, boxed in shipping cartons and on its way.

NEXT DAY DELIVERY!
Efficient handling of your initial phone order enables your happy distributors to receive their records the next day!

In our business as in your business, every second counts! You've got to have fast, efficient delivery of quality records to your customers when they need them! Our operation is streamlined—all the bugs are worked out! When you come to us for anything in recorded sound—you get instant action. Proof? Just give us a call!

RCA CUSTOM RECORD SALES...THE MOST TRUSTED NAME IN SOUND AND SERVICE

155 East 24th St., New York 10, N. Y. MU 8-7200 445 N. Lake Shore Dr., Chicago 11, Ill. WR 4-1215 600 17th Ave. S., Nashville 3, Tenn. AL 5-5891 1510 R. Vine St., Hollywood 28, Cal. CL 4-1669
Kapp Records have a habit of selling!

16 New reasons why!

Program includes: 10% discount on new releases and entire Kapp catalog, plus incentive bonus and dating available to qualified dealers. Termination of program—March 30, 1963. Contact your Kapp distributor for complete details.
Martha White Mills, located in the heart of Music City, U. S. A., is pleased to salute Lester Flatt and Earl Scruggs for their many successes. From Carnegie Hall to the Grand Ole Opry this talented team has carried the best of country music. Now, as they debut as TV actors on the CBS "Beverly Hillbillies" show Feb. 6, we predict even greater success for Flatt and Scruggs in 1963. It has been our sincere pleasure to sponsor them continuously for ten years on the Opry and on radio and TV stations throughout the Southeast. We salute you—Lester Flatt and Earl Scruggs!

### TALENT TOPICS

**New York**

The Clara Ward gospel singers are living pretty high off the hog these days. They soon conclude a stint in Las Vegas, Nev., that has gone 38 weeks and then go on tour with the Jack Benny concert show. With Benny they will play the O'Keefe Center in Toronto for two weeks and then open in this city for the same show at the Ziegfeld Theatre February 25. They also play the Ed Sullivan TV show in March. . . . The Chitl Mitchell Trio will be presented in concert at Town Hall March 16. . . . Crobat and Addiles, the folk-singing duo, are plagued to tour with Stan Getz on the West Coast and through college dates for six weeks beginning February 8. The folk-singers also have an album set due, . . . Jack Benny returns to New York Stage February 27 after an absence of 31 years as star of a one-man show.

**Boston**

The Monticello's Caesar Tamagni has been practicing with Carol Channing and is hopeful of getting her before Patti Page comes in for a March stand. Gordon and Sheila Macrae and Myron Cohen are on the schedule for early appearances. He has already signed the McGuire Sisters for a summer date . . . .

Columbia brought in Dion this week to publicize his newest record, "Ruby Ann," and did the rounds of deejays. The record firm has promoted Sal Ingemi, former promotion man, its field promotion manager for the East Coast. His Boston spot will be taken over by Ron Blood, a former free-lance promotion operator . . . Dumont Distributors had Freddie Cannon of the Swan label in last week for a round of the radio and TV stations to push his new number, "Come On and Love Me.

**Nashville**

Monument's talented Roy Orbison is in session at RCA Victor's studios. . . . Speaking of Monument, their new offices in Haddonfield, near Nashville are second to none in beauty and function. . . . The interior is sheer plush and outside of building features attractive design built around a star effect.

---

### ARTISTS' BIOGRAPHIES

**SANDY STEWART** (Columbia)

**HOMESTOWN:** Philadelphia, PA.

**EDUCATION:** High school, Hobbies: Knitting, swimming.

**BACKGROUND:** Sandy Stewart started singing lessons when she was 10, and she began working professionally at 14. Her first break came when she was signed for Eddie Fisher's "Coke Time" show in 1955. Miss Stewart moved to New York to finish high school and in 1957 replaced Betty Johnson on Galen Drake's radio show and appeared with him for two years. In 1960, she sang for a season on Garry Moore's morning program and soon began studying dramatics which she has been pursuing for three years. The songstress became a regular on the "Perry Como Show" during the 1961-1962 season. It was on a recent segment of the Como show that Sandy Stewart introduced her current hit single.

**LATEST SINGLE:** Sandy Stewart's Colpix single of "My Coloring Book" continues to climb on the Hot 100.

**LATEST ALBUM:** Recently released, her first Colpix LP is titled, of course, "My Coloring Book."
AT THE TOP OF ALL CHARTS!

best selling single in the U.S. THE ROOFTOP SINGERS

"WALK RIGHT IN"

B/W “COOL WATER”
ERIK DARLING
LYNNE TAYLOR
BILL SVANOE

VRS-35017
45 RPM
ORDER NOW
FROM YOUR VANGUARD DISTRIBUTOR
JUST RELEASED!

their first album!

THE ROOFTOP SINGERS

"WALK RIGHT IN!"

Includes the hit single "WALK RIGHT IN., Hey Boys, Shoes, Houston Special, Tom Cat, Cool Water, Somebody Came Home, You Don't Know, Stagolee, Rainin Five Days, Ham and Eggs, Ha Ha Thisway, Brandy Leave Me Alone

VRS-9123 mono

VSD-2136 stereo

15% discount

(Qualified Dealers Only)

See your distributor for minimum quantities

Limited Time Only!

VANGUARD

VANGUARD RECORDS

VANGUARD RECORDING SOCIETY INC. 128 W. 14 ST. N.Y. 11, N.Y.

January 26, 1963
ANOTHER SMASH HIT!

"IN DREAMS"

AVAILABLE IN EYE-TRACTIVE 4-COLOR SLEEVE

c/w "Shahdaroba"

MONUMENT # 806

by

America's No. 1 Song Stylist

Roy Orbison

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

Monument RECORDS
HENDERSONVILLE, TENNESSEE

www.americanradiohistory.com
COUNTRY MUSIC CORNER

By Bill Sachs

Johnny Cash and the Tennessee Three, George Jones, Roy Acuff, Grandpa Jones, June Carter, Johnny Western, George Glenn, Al and Jack French, and Terry have been signed for a Midwestern tour by Harry (Pep) Phillips, manager of the Ohio State Fair and other figures.

Cities to be visited are: Springfield, Ohio; Columbus, Columbus; Chillicothe, Ohio; Champaign, Illinois; Normal, Illinois; Moline, Illinois; Columbia, Missouri; Kansas City, Missouri; and St. Louis, Missouri.

The tour is scheduled to begin in mid-November and to conclude about mid-January, 1963.

This Last November 8

I'VE HELLO SKEETER PORTER, who has just released his new record, "It's a Wheel of Misfortune," is a popular singer in the Southern States. Porter has been with Columbia Records for several years.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.

Lou Epstein Honored

CINCINNATI—In a party attended by some of the local business friends at Sheltering Oaks Hospital here Sunday (13), Lou Epstein, partner in Chemikin Steel in the Skinner Music Center, was present at the Skinner Music Center on the occasion of his 40th birthday.

He was surprised by Tom Walters, formerly chief announcer at the station.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.

Lou Epstein Honored

CINCINNATI—In a party attended by some of the local business friends at Sheltering Oaks Hospital here Sunday (13), Lou Epstein, partner in Chemikin Steel in the Skinner Music Center, was present at the Skinner Music Center on the occasion of his 40th birthday.

He was surprised by Tom Walters, formerly chief announcer at the station.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.

Lou Epstein Honored

CINCINNATI—In a party attended by some of the local business friends at Sheltering Oaks Hospital here Sunday (13), Lou Epstein, partner in Chemikin Steel in the Skinner Music Center, was present at the Skinner Music Center on the occasion of his 40th birthday.

He was surprised by Tom Walters, formerly chief announcer at the station.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.

Lou Epstein Honored

CINCINNATI—In a party attended by some of the local business friends at Sheltering Oaks Hospital here Sunday (13), Lou Epstein, partner in Chemikin Steel in the Skinner Music Center, was present at the Skinner Music Center on the occasion of his 40th birthday.

He was surprised by Tom Walters, formerly chief announcer at the station.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.

Lou Epstein Honored

CINCINNATI—In a party attended by some of the local business friends at Sheltering Oaks Hospital here Sunday (13), Lou Epstein, partner in Chemikin Steel in the Skinner Music Center, was present at the Skinner Music Center on the occasion of his 40th birthday.

He was surprised by Tom Walters, formerly chief announcer at the station.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.

Lou Epstein Honored

CINCINNATI—In a party attended by some of the local business friends at Sheltering Oaks Hospital here Sunday (13), Lou Epstein, partner in Chemikin Steel in the Skinner Music Center, was present at the Skinner Music Center on the occasion of his 40th birthday.

He was surprised by Tom Walters, formerly chief announcer at the station.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.

Lou Epstein Honored

CINCINNATI—In a party attended by some of the local business friends at Sheltering Oaks Hospital here Sunday (13), Lou Epstein, partner in Chemikin Steel in the Skinner Music Center, was present at the Skinner Music Center on the occasion of his 40th birthday.

He was surprised by Tom Walters, formerly chief announcer at the station.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.

Lou Epstein Honored

CINCINNATI—In a party attended by some of the local business friends at Sheltering Oaks Hospital here Sunday (13), Lou Epstein, partner in Chemikin Steel in the Skinner Music Center, was present at the Skinner Music Center on the occasion of his 40th birthday.

He was surprised by Tom Walters, formerly chief announcer at the station.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.

Lou Epstein Honored

CINCINNATI—In a party attended by some of the local business friends at Sheltering Oaks Hospital here Sunday (13), Lou Epstein, partner in Chemikin Steel in the Skinner Music Center, was present at the Skinner Music Center on the occasion of his 40th birthday.

He was surprised by Tom Walters, formerly chief announcer at the station.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.

Lou Epstein Honored

CINCINNATI—In a party attended by some of the local business friends at Sheltering Oaks Hospital here Sunday (13), Lou Epstein, partner in Chemikin Steel in the Skinner Music Center, was present at the Skinner Music Center on the occasion of his 40th birthday.

He was surprised by Tom Walters, formerly chief announcer at the station.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.

Lou Epstein Honored

CINCINNATI—In a party attended by some of the local business friends at Sheltering Oaks Hospital here Sunday (13), Lou Epstein, partner in Chemikin Steel in the Skinner Music Center, was present at the Skinner Music Center on the occasion of his 40th birthday.

He was surprised by Tom Walters, formerly chief announcer at the station.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.

Lou Epstein Honored

CINCINNATI—In a party attended by some of the local business friends at Sheltering Oaks Hospital here Sunday (13), Lou Epstein, partner in Chemikin Steel in the Skinner Music Center, was present at the Skinner Music Center on the occasion of his 40th birthday.

He was surprised by Tom Walters, formerly chief announcer at the station.

Merry L. Hoegner is a regular of the musical activities in a wide circulated Northern Illinois newspaper. The newspaper has sent him news on their activities, together with glossy photos.
SPECIAL DISCOUNT TERMS AND DEFERRED BILLING AVAILABLE FROM YOUR WARNER BROS. DISTRIBUTOR ON ALL NEW RELEASES AND THE ENTIRE WARNER BROS. CATALOGUE!

FROM WARNER BROS. RECORDS

THE FIRST NAME IN SOUND

4000 WARNER BLVD.
BURBANK, CALIFORNIA
Have all recorded "Days of Wine and Roses," by Henry Mancini and Johnny Mercer, the theme from the Warner Bros. picture, "Days of Wine and Roses."
EVERYBODY’LL LOVE THE SONGS I SING on the JACKIE GLEASON show

FRANK FONTAINE

Orchestra conducted by SAMMY SPEAR

DISTRIBUTORS ARE SHIPPING NOW!

ABC-PARAMOUNT
DC Show Has Only 5 Exhibit Halls on Top

WASHINGTON — The seventh high fidelity music show to be held here February 8-10, has sold out all five of its 30 exhibit rooms, according to Teresa S. Rogers, general manager of the show.


The Washington show is produced by Music Productions, Inc., of which Robert Rogers is president, and Mrs. Rogers, is president. An industry committees serves as an advisory capacity to the hi-fi show. Chairman is Charles Lienau. Other members are Gene Rossetti, manufacturers' representative, and Frank Fleming, vice president of Shadrack Sound, Inc.

WITH THE COUNTRY JOCKEYS

Continued from page 15

know why, as we program country music eight hours a day and are located in a country musical territory, just 40 miles south of San Antonio. Working with Lee on the too-tired Jim Springer. The hottest wax in the area at this time is the only one which has been a hit — "I'm From Texas" (Grandpa Jones) and "Ruby Anne" (Dr. John). Coming fast, he says, are "Hello, Troubles," by and "We'll Never Have Each Other," by Jimmy Jones. Well, not exactly, "I Had in Mind." ... Jim Thornton has joined the staff of WNOH, Raleigh, N.C., which went on the air last September with an all-country format. Formerly was WNOH manager. Thornton invites diskers who want exposure on our d.w. releases to shoot his sample product to Box 783, Raleigh.

Lee Ross, deejay at KFOX Radio, Long Beach, Calif., and writer of such country tunes as "My Shoes Keep Walking Back to You," "Heart-To-Heart Talk," and "Curtain in the Window," has a new release on Chancellor Records, "Let Me Be Your Love." By the way, Lee says: "Everything But Love." Platter is reported selling well and getting good air play in the California area. ... A request on your station letterhead, Bob Goodwin, and Vixen Records, Box 832, Nashville, will fetch you a new release by Clyde Beaver's new release on the label "Baby Land." ... "Happy Time," by "Bobbing Bobbing Bagham, who spins the country wax at WDAS, Philadelphia, is reported the hottest in the area at the present time is "I'm From Texas" by Jay Chevalier on the Cotton Town label. Also new release is "Special Delivery," by Vern Baker of the Good Time Band.

Military Band Profits Go to Culture Center

WASHINGTON — For the first time, recordings of American military bands and marches are to be released by RCA Victor in April, with normal recording profits going to the National Military Music Center at Quantico.

Victor will produce four souvenir albums under the direction of Herman Diaz of the RCA staff. They will have an advertised list price of $3.98 in monaural and $5.98 in stereo.

The Marine Corps, Army, Navy and Air Force bands will record the military airs previously recorded only by non-military orchestras or foreign military bands.

Proceeds will, it is hoped, help in the fund-raising campaign for the National Military Center, which has collected nearly $1,000,000 in the past five weeks, according to Roger L. Stevens, manager, the board of trustees.

Carl Haverlin, president of Broadcast Music, Inc.; Herman Kenin, president of the American Federation of Musicians, and Rogers were especially commended for their assistance on the recording program. Mrs. L. A. Kaffee, secretary-coordinator of the National Military Center, Kaffee commended the Office of Public Affairs, Department of Defense and the Military Services for their cooperation in the first service-played recordings of American's marching and patriotic music.

Indie Producer

Ray Ellis Opens Own N. Y. Office

NEW YORK—Veteran a&r producer Ray Ellis has opened his own independent production office on West 52nd Street here. Since leaving his production post at RCA Victor last October 1, Ellis has wrapped up several producing deals, which will be announced later this week, he said.

Since his departure from Victor, Ellis has produced "Kathy Kallen's "Coloring Book," (67 in the popular charts) and "Vern Baker's "See See Rider," which hit the 44 spot this week. Ellis recently signed a producing deal with Reprise, the first result of which is an album by the band Yuki Stone. "Nobody in the Whole Wide World" and "Trying to Talk You Down," the band's first two cuts. Ellis has also producing the background arrangements for Columbia Pictures' documentary film, "The Wonders of Dallas."

Mass production arrangement for Ellis with Capitol is now under discussion. Negotiations, which are expected to lead to distribution of Ellis' own label "The Romance," a comedy group, are also under way.

HOLLYWOOD — Robert L. Franz last week became Cap- itol's personal director for public relations and phonographic reporting, reporting to President Alan Livingston. He will head the Capitol's subsidiary firm, Capitol Records Distributing Cor- poration. Franz moves to the Capitol Tower here after serving as vice president of the firm's Scranton, Pa., plant.
SINGLES REVIEWS

BILLY CHUMBERLAIN

Hi-LILIE, HI LO

(Addie, ASCAP) (2:00) RCA Victor 3173

This side received enormous TV exposure last week in the "Dixie Tavern" strip. It's the type of ballad that has served as well with the Clark Sisters fans as it should move fast. Flip is "What I Have Done for You" (Aberdeen, BMI) (2:12).

JIMMY ELLEGE

I MISS YOU ALREADY

(Tran, BMI) (2:28) RCA Victor 8144

This Marvin Gaye single is swinging tune in style of the great singer, who seems to be the new flavor. Flip is "Little Girl" (Aberdeen, BMI) (2:00).

THE CHALLENGERS

TORYQUAY

(Denner, BMI) (2:59) Varsity 900

The Challengers have given us a great side in the West Coast and this single is one of the hot tracks from the set. It's got a solid pop sound that seems to be suitable for the kids' party. Flip is "I'm Not Here" (Hickokly, BMI) (1:45).

NEIL SEDAKA

ALICE IN WONDERLAND

(Addie, BMI) (2:30) RCA Victor 3187

A mighty sweet slice of pop sung by the singer and Howard Greenfield could have not be one of Sidak's biggest hits. Solid vocal gimmicks and smart backing make this novelty go. Flip is "(S)责编" (Aberdeen, BMI) (2:30).

DARWIN

THERE OUGHT TO BE A DANCE

(Meadowlark, ASCAP) (2:10) Decca 509

Here's another great side from the same album as the tune on the rear, and we like it. The flip is "Shimmy Talk" (Aberdeen, BMI) (2:09).

THE DOVELLS

SAVE ME, BABY

(Addie, ASCAP) (2:45)

YOU CAN'T RUN AWAY FROM YOURSELF

(Woodard, BMI) (2:30) Parkway 661

Two fine sides by the Philadelphia group, both of which could take off. Tepper is a smarlet with a good dance beat that features strong singing and a harmonica line. The flip is a light reworking of the kids' song. Watch them both!

MARCIE BLAINE

How Can I Tell Him?

(Anonymous, BMI) (1:27)

What Does a Girl Do?

(Anonymous, BMI) (2:16) Breevly 123

The last one made it on top with "Blakely's Golly" could do it again with these fine sides. Side 1 is a sweet little tune that could get good exposure. The flip is an interesting instrumental backing. Side 2 is a bright little tune, handled a good go over main vocal support.

APRIL STEVENS

PARADISE

(Fink, ASCAP) (2:29)

INDIAN LOVE CALL

(Indian, ASCAP) (2:30) A&M 4036

A pair of solid outings for the L.A.-based duo in this smug middlewestern grove that's coming more and more into vogue. "Paradise" is pretty popular with the teen set. The standards are hardly the way to go here. Flip is a little more type of support.

PAT HERVEY

TEARS OF MISERY

(McKee, BMI) (2:19)

The Canadian gal's first disk, some months back, was worth a second look. Her debut single is now here with her first National produced disk (By Chart Athletic) and it's even better. Good sound, good material, could go. Flip is side: "Brother Can You Spare a Dime" (Hoff, BMI) (2:12).

CHARLIE WALKER

ONE IN EVERY CROWD

(Sansone, BMI) (2:45)

YOU MADE IT EASY

(Dallas, BMI) (2:07)

Two good sides for Walker, both dealing with the same theme. Side 1 is a survey of the oldies and it's fine. The flip is "It's Real Good Life" (Aberdeen, BMI) (2:45).

JIMMY JAY

FOR BETTER OR WORSE

(Twinkie Twinkle Little Star

(Central Sound, BMI) (2:05) Phillips 40007

A good writer who has a way with two fine songs. First is a heart-tugging ballad about a broken marriage. It's a cute writer's side, nothing about his goal, "Well Done." Nice swing. Both have a good chance.

COUNTRY & WESTERN SPOTLIGHT

JOHNNY AND JONIE MOSEY

DON'T CALL ME FROM A HONKY TONK

(Turbo, BMI) (2:07) Columbia 45548

The new record from these two comes out to the poor oldie side and it's going to make similar good sellers. It's a warning to a drinker to know not to make a bad move again. It's the works to come to no harm. Persuasive, but one of no value.

This issue is a reissue of a highly popular single that was released last year. It's the story of a girl who lost her love. Flip is "The Wrong Side of Town" (Amer, BMI) (2:04).
MIRACLES
Another Million Seller!
YOU'VE REALLY GOT A HOLD ON ME

TAMLA #54073

HOT 100
YOU'VE REALLY GOT A HOLD ON ME... Miracles, Tamla 54073

Cash Box TOP 100
YOU'VE REALLY GOT A HOLD ON ME... Miracles, Tamla 54073

BGE ENTERPRISES
2648 West Grand Blvd.
Detroit, Mich.

Exclusively:
SHAW ARTISTS CORP. TAMLA RECORDS

Bookings:
www.americanradiohistory.com
**Dot Records**

**The Nation's Best Selling Records**

**Breaking Nationally**

- #1641 Boss .................................. The Rumblers
- #1642 Afraid / I'll Never Stand In Your Way .......... Jimmie Rodgers
- #1643 Matilda ................................ The String-A-Longs
- #1644 Zero-Zero / Night Theme ................... Lawrence Welk
- #1645 Go Home Girl / You're The Reason ........... Arthur Alexander
- #1646 Bei Mir Bist Du Schoen / Lida Rose .......... The Lennon Sisters
- #1647 Rainbow At Midnight / Rhumba Boogie ...... Jimmie Rodgers
- #1648 Release Me / Meditation .................... Billy Vaughn

**Breaking Big In Los Angeles Area**

- #1645 Vision At The Peace Table / I Saw Me .......... Wink Martindale

**New Releases**

- #1649 Meditation / Days Of Wine And Roses ....... Pat Boone
- #1646 Theme From the TV Series, The Beverly Hillbillies Ballad Of Jed Clampett / Maid In France .. Jo Ann Castle

**Stereo & Mono**

<table>
<thead>
<tr>
<th>STEREO</th>
<th>MONO</th>
<th>DL No.</th>
<th>DL No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>25497</td>
<td>3497</td>
<td>162'S GREATEST HITS</td>
<td>3497</td>
</tr>
<tr>
<td>25481</td>
<td>3481</td>
<td>THE LENNON SISTERS' FAVORITES</td>
<td>3481</td>
</tr>
<tr>
<td>25480</td>
<td>3480</td>
<td>STEVE ALLEN PLAYS BOSSA NOVA JAZZ</td>
<td>3480</td>
</tr>
<tr>
<td>25475</td>
<td>3475</td>
<td>I LOVE YOU TRULY</td>
<td>3475</td>
</tr>
<tr>
<td>25472</td>
<td>3472</td>
<td>STEVE ALLEN'S FUNNY FONE CALLS</td>
<td>3472</td>
</tr>
<tr>
<td>25465</td>
<td>3465</td>
<td>THE MILLS BROTHERS SING BEER BARREL POLKA AND OTHER GOLDEN HITS</td>
<td>3465</td>
</tr>
<tr>
<td>25463</td>
<td>3463</td>
<td>MATILDA</td>
<td>3463</td>
</tr>
<tr>
<td>25450</td>
<td>3450</td>
<td>CHEROKEELY SWING</td>
<td>3450</td>
</tr>
<tr>
<td>25458</td>
<td>3458</td>
<td>A SWINGIN' SAFARI</td>
<td>3458</td>
</tr>
<tr>
<td>25457</td>
<td>3457</td>
<td>BABY ELEPHANT WALK</td>
<td>3457</td>
</tr>
<tr>
<td>25453</td>
<td>3453</td>
<td>NO ONE WILL EVER KNOW</td>
<td>3453</td>
</tr>
<tr>
<td>25452</td>
<td>3452</td>
<td>GREAT GOLDEN HITS</td>
<td>3452</td>
</tr>
<tr>
<td>25450</td>
<td>3450</td>
<td>GREATEST ORGAN HITS</td>
<td>3450</td>
</tr>
<tr>
<td>25447</td>
<td>3447</td>
<td>THE WRIGHT TOUCH</td>
<td>3447</td>
</tr>
<tr>
<td>25442</td>
<td>3442</td>
<td>THE SHIFTING WHISPERING SANDS</td>
<td>3442</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>STEREO</th>
<th>MONO</th>
<th>DL No.</th>
<th>DL No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>25437</td>
<td>3437</td>
<td>SO RARE</td>
<td>3437</td>
</tr>
<tr>
<td>25436</td>
<td>3436</td>
<td>GREAT ORGAN THEMES FROM MOVIES &amp; TV</td>
<td>3436</td>
</tr>
<tr>
<td>25435</td>
<td>3435</td>
<td>ORGAN - SONGS WE LOVE</td>
<td>3435</td>
</tr>
<tr>
<td>25433</td>
<td>3433</td>
<td>12 GREAT HITS IN RAGTIME</td>
<td>3433</td>
</tr>
<tr>
<td>25431</td>
<td>3431</td>
<td>VAUGHN MONROE - HIS GREATEST HITS</td>
<td>3431</td>
</tr>
<tr>
<td>25412</td>
<td>3412</td>
<td>MOON RIVER</td>
<td>3412</td>
</tr>
<tr>
<td>25406</td>
<td>3406</td>
<td>THE ANDREWS SISTERS' GREATEST HITS</td>
<td>3406</td>
</tr>
<tr>
<td>25359</td>
<td>3359</td>
<td>CALCUTTA</td>
<td>3359</td>
</tr>
<tr>
<td>25318</td>
<td>3318</td>
<td>DOUBLE SHUFFLE</td>
<td>3318</td>
</tr>
<tr>
<td>25292</td>
<td>3292</td>
<td>THE MILLS BROTHERS SING 12 GREAT HITS</td>
<td>3292</td>
</tr>
<tr>
<td>25249</td>
<td>3249</td>
<td>RAGTIME PIANO GAL</td>
<td>3249</td>
</tr>
<tr>
<td>25165</td>
<td>3165</td>
<td>BLUE HAWAII</td>
<td>3165</td>
</tr>
<tr>
<td>25157</td>
<td>3157</td>
<td>THE MILLS BROTHERS' GREATEST HITS</td>
<td>3157</td>
</tr>
<tr>
<td>25100</td>
<td>3100</td>
<td>SAFI ALONG, SILV'RY MOON</td>
<td>3100</td>
</tr>
<tr>
<td>25054</td>
<td>3054</td>
<td>THE TEN COMMANDMENTS Sound Track</td>
<td>3054</td>
</tr>
<tr>
<td>25016</td>
<td>3016</td>
<td>THE GOLDEN INSTRUMENTALS</td>
<td>3016</td>
</tr>
</tbody>
</table>

**Hot Albums on Dot**
### Argentina

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>This Week</td>
<td>Last Week</td>
</tr>
<tr>
<td>1</td>
<td>1ST Week</td>
</tr>
<tr>
<td>2</td>
<td>1ST Week</td>
</tr>
<tr>
<td>3</td>
<td>1ST Week</td>
</tr>
<tr>
<td>4</td>
<td>1ST Week</td>
</tr>
<tr>
<td>5</td>
<td>1ST Week</td>
</tr>
<tr>
<td>6</td>
<td>1ST Week</td>
</tr>
<tr>
<td>7</td>
<td>1ST Week</td>
</tr>
<tr>
<td>8</td>
<td>1ST Week</td>
</tr>
<tr>
<td>9</td>
<td>1ST Week</td>
</tr>
<tr>
<td>10</td>
<td>1ST Week</td>
</tr>
</tbody>
</table>

### Brazil

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>This Week</td>
<td>Last Week</td>
</tr>
<tr>
<td>1</td>
<td>1ST Week</td>
</tr>
<tr>
<td>2</td>
<td>1ST Week</td>
</tr>
<tr>
<td>3</td>
<td>1ST Week</td>
</tr>
<tr>
<td>4</td>
<td>1ST Week</td>
</tr>
<tr>
<td>5</td>
<td>1ST Week</td>
</tr>
<tr>
<td>6</td>
<td>1ST Week</td>
</tr>
<tr>
<td>7</td>
<td>1ST Week</td>
</tr>
<tr>
<td>8</td>
<td>1ST Week</td>
</tr>
<tr>
<td>9</td>
<td>1ST Week</td>
</tr>
<tr>
<td>10</td>
<td>1ST Week</td>
</tr>
</tbody>
</table>

### Britain

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>This Week</td>
<td>Last Week</td>
</tr>
<tr>
<td>1</td>
<td>1ST Week</td>
</tr>
<tr>
<td>2</td>
<td>1ST Week</td>
</tr>
<tr>
<td>3</td>
<td>1ST Week</td>
</tr>
<tr>
<td>4</td>
<td>1ST Week</td>
</tr>
<tr>
<td>5</td>
<td>1ST Week</td>
</tr>
<tr>
<td>6</td>
<td>1ST Week</td>
</tr>
<tr>
<td>7</td>
<td>1ST Week</td>
</tr>
<tr>
<td>8</td>
<td>1ST Week</td>
</tr>
<tr>
<td>9</td>
<td>1ST Week</td>
</tr>
<tr>
<td>10</td>
<td>1ST Week</td>
</tr>
</tbody>
</table>

### Denmark

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>This Week</td>
<td>Last Week</td>
</tr>
<tr>
<td>1</td>
<td>1ST Week</td>
</tr>
<tr>
<td>2</td>
<td>1ST Week</td>
</tr>
<tr>
<td>3</td>
<td>1ST Week</td>
</tr>
<tr>
<td>4</td>
<td>1ST Week</td>
</tr>
<tr>
<td>5</td>
<td>1ST Week</td>
</tr>
<tr>
<td>6</td>
<td>1ST Week</td>
</tr>
<tr>
<td>7</td>
<td>1ST Week</td>
</tr>
<tr>
<td>8</td>
<td>1ST Week</td>
</tr>
<tr>
<td>9</td>
<td>1ST Week</td>
</tr>
<tr>
<td>10</td>
<td>1ST Week</td>
</tr>
</tbody>
</table>

### Eire

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>This Week</td>
<td>Last Week</td>
</tr>
<tr>
<td>1</td>
<td>1ST Week</td>
</tr>
<tr>
<td>2</td>
<td>1ST Week</td>
</tr>
<tr>
<td>3</td>
<td>1ST Week</td>
</tr>
<tr>
<td>4</td>
<td>1ST Week</td>
</tr>
<tr>
<td>5</td>
<td>1ST Week</td>
</tr>
<tr>
<td>6</td>
<td>1ST Week</td>
</tr>
<tr>
<td>7</td>
<td>1ST Week</td>
</tr>
<tr>
<td>8</td>
<td>1ST Week</td>
</tr>
<tr>
<td>9</td>
<td>1ST Week</td>
</tr>
<tr>
<td>10</td>
<td>1ST Week</td>
</tr>
</tbody>
</table>

### France

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>This Week</td>
<td>Last Week</td>
</tr>
<tr>
<td>1</td>
<td>1ST Week</td>
</tr>
<tr>
<td>2</td>
<td>1ST Week</td>
</tr>
<tr>
<td>3</td>
<td>1ST Week</td>
</tr>
<tr>
<td>4</td>
<td>1ST Week</td>
</tr>
<tr>
<td>5</td>
<td>1ST Week</td>
</tr>
<tr>
<td>6</td>
<td>1ST Week</td>
</tr>
<tr>
<td>7</td>
<td>1ST Week</td>
</tr>
<tr>
<td>8</td>
<td>1ST Week</td>
</tr>
<tr>
<td>9</td>
<td>1ST Week</td>
</tr>
<tr>
<td>10</td>
<td>1ST Week</td>
</tr>
</tbody>
</table>

### Hong Kong

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>This Week</td>
<td>Last Week</td>
</tr>
<tr>
<td>1</td>
<td>1ST Week</td>
</tr>
<tr>
<td>2</td>
<td>1ST Week</td>
</tr>
<tr>
<td>3</td>
<td>1ST Week</td>
</tr>
<tr>
<td>4</td>
<td>1ST Week</td>
</tr>
<tr>
<td>5</td>
<td>1ST Week</td>
</tr>
<tr>
<td>6</td>
<td>1ST Week</td>
</tr>
<tr>
<td>7</td>
<td>1ST Week</td>
</tr>
<tr>
<td>8</td>
<td>1ST Week</td>
</tr>
<tr>
<td>9</td>
<td>1ST Week</td>
</tr>
<tr>
<td>10</td>
<td>1ST Week</td>
</tr>
</tbody>
</table>

### Israel

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>This Week</td>
<td>Last Week</td>
</tr>
<tr>
<td>1</td>
<td>1ST Week</td>
</tr>
<tr>
<td>2</td>
<td>1ST Week</td>
</tr>
<tr>
<td>3</td>
<td>1ST Week</td>
</tr>
<tr>
<td>4</td>
<td>1ST Week</td>
</tr>
<tr>
<td>5</td>
<td>1ST Week</td>
</tr>
<tr>
<td>6</td>
<td>1ST Week</td>
</tr>
<tr>
<td>7</td>
<td>1ST Week</td>
</tr>
<tr>
<td>8</td>
<td>1ST Week</td>
</tr>
<tr>
<td>9</td>
<td>1ST Week</td>
</tr>
<tr>
<td>10</td>
<td>1ST Week</td>
</tr>
</tbody>
</table>

### Mexico

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>This Week</td>
<td>Last Week</td>
</tr>
<tr>
<td>1</td>
<td>1ST Week</td>
</tr>
<tr>
<td>2</td>
<td>1ST Week</td>
</tr>
<tr>
<td>3</td>
<td>1ST Week</td>
</tr>
<tr>
<td>4</td>
<td>1ST Week</td>
</tr>
<tr>
<td>5</td>
<td>1ST Week</td>
</tr>
<tr>
<td>6</td>
<td>1ST Week</td>
</tr>
<tr>
<td>7</td>
<td>1ST Week</td>
</tr>
<tr>
<td>8</td>
<td>1ST Week</td>
</tr>
<tr>
<td>9</td>
<td>1ST Week</td>
</tr>
<tr>
<td>10</td>
<td>1ST Week</td>
</tr>
</tbody>
</table>

### New Zealand

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>This Week</td>
<td>Last Week</td>
</tr>
<tr>
<td>1</td>
<td>1ST Week</td>
</tr>
<tr>
<td>2</td>
<td>1ST Week</td>
</tr>
<tr>
<td>3</td>
<td>1ST Week</td>
</tr>
<tr>
<td>4</td>
<td>1ST Week</td>
</tr>
<tr>
<td>5</td>
<td>1ST Week</td>
</tr>
<tr>
<td>6</td>
<td>1ST Week</td>
</tr>
<tr>
<td>7</td>
<td>1ST Week</td>
</tr>
<tr>
<td>8</td>
<td>1ST Week</td>
</tr>
<tr>
<td>9</td>
<td>1ST Week</td>
</tr>
<tr>
<td>10</td>
<td>1ST Week</td>
</tr>
</tbody>
</table>

### Philippines

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>This Week</td>
<td>Last Week</td>
</tr>
<tr>
<td>1</td>
<td>1ST Week</td>
</tr>
<tr>
<td>2</td>
<td>1ST Week</td>
</tr>
<tr>
<td>3</td>
<td>1ST Week</td>
</tr>
<tr>
<td>4</td>
<td>1ST Week</td>
</tr>
<tr>
<td>5</td>
<td>1ST Week</td>
</tr>
<tr>
<td>6</td>
<td>1ST Week</td>
</tr>
<tr>
<td>7</td>
<td>1ST Week</td>
</tr>
<tr>
<td>8</td>
<td>1ST Week</td>
</tr>
<tr>
<td>9</td>
<td>1ST Week</td>
</tr>
<tr>
<td>10</td>
<td>1ST Week</td>
</tr>
</tbody>
</table>

### Sweden

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>This Week</td>
<td>Last Week</td>
</tr>
<tr>
<td>1</td>
<td>1ST Week</td>
</tr>
<tr>
<td>2</td>
<td>1ST Week</td>
</tr>
<tr>
<td>3</td>
<td>1ST Week</td>
</tr>
<tr>
<td>4</td>
<td>1ST Week</td>
</tr>
<tr>
<td>5</td>
<td>1ST Week</td>
</tr>
<tr>
<td>6</td>
<td>1ST Week</td>
</tr>
<tr>
<td>7</td>
<td>1ST Week</td>
</tr>
<tr>
<td>8</td>
<td>1ST Week</td>
</tr>
<tr>
<td>9</td>
<td>1ST Week</td>
</tr>
<tr>
<td>10</td>
<td>1ST Week</td>
</tr>
</tbody>
</table>
ARNOLD COMO
LIVING STRINGS • LIVING VOICES

COUNTRY SONGS I LOVE TO SING
EDDY ARNOLD

EDDY ARNOLD "Country Songs I Love to Sing." One of the greatest country (and pop!) singers of any time. "Cuddle Buggin' Baby," "Many Tears Ago," "Easy Rockin' Chair" and others. CAL-741.

AN EVENING WITH
PERRY COMO

PERRY COMO "An Evening with Perry Como." The one and only "Mr. C."—in the tradition of his TV show with nostalgic tender love ballads—even opens with "Caterina" and "Delaware." CAL-742.

"LIVING STRINGS PLAY HENRY MANCINI." All the Academy Award winner's greatest: "Peter Gunn," "Breakfast at Tiffany's," "Mr. Lucky," "Moon River," "Days of Wine and Roses," CAL/CAS-736.

LIVING VOICES SING "RAMBLIN' ROSE" AND OTHER HITS

LIVING VOICES SING "RAMBLIN' ROSE" AND OTHER HITS. The great ballads of the 60's! "I Remember You," "As Long As He Needs Me," "Love Me Tender" and other greats. CAL/CAS-748.

BIG NAMES PROVE IT!
THE HOTTEST LOW PRICE LABEL IS
RCA CAMDEN

LIVING STRINGS PLUS TRUMPET PLAY MUSIC FOR YOUNG LOVERS.

LIVING STRINGS PLUS TRUMPET PLAY MUSIC FOR YOUNG LOVERS. Living Strings, this time joined by a soulful trumpet, discourse on "Fools Rush In," "I'll Get By" and others. CAL/CAS-739.

CALL YOUR DISTRIBUTOR NOW!

Copyrighted material; www.americanradiohistory.com
AHAB THE ARAB  
Lovely Music Co., Inc.

ALL ALONE AM I—Duchess Music Corp.
Mango Haddixae

ALLEY CAT—Metrovision Music Corp.
Frank Brown

BOBBY'S DREAM  
DO YOU DEAR
CONSCIENCE

I GARY FRANK LOWERY

Jobete

Rock

JEFF SAM NEIL

American Karlan

Conrad Publishing

CINDY

JOHN BOB SWECO

EUGENE VINCENT HOWARD

BROADCAST

HALLEY,

DUM-

AM

AWAY

ALONE

DUM-

HALLEY,

TWO

N

ONE

EDWARDS,

Music,

DIXON

GUIDA

EARL FINNERAN

Music,

LADY TWIST

Music,

WALKER GORDY,

Music,

MANN,

BJORN

WAY

Music Corporation -Metorian

THE

AM

4

HENRY HOFFMAN

HOOVEN,

LADY TWIST

Music,

LITTLE ARAB

Music Corporation -Metrovision

Inc.

-Adaris

Corp.

-Combines

Music Corp.

DREAM BABY—Combines Music Corp.
CONY WALKER

DUKE OF EARL  
Central Publishing Co., Inc.; Karlen Music, Inc.
E ALFRED HERBERT HERNST WILLIAMS, EUGENIE DEIXON

DUM DUM—Metric Music Company
JACK DE SHANNON, SHARON SHEELEY

EVERYBODY LOVES ME BUT YOU

Champion Music Corporation
Ronnie Self

FUNNY WAY OF LAUGHING  
Panther Music, Inc.
HACE COCHRAN

GO AWAY LITTLE GIRL  
Panther Music, Inc.
HACE COCHRAN

GREEN ONIONS  
East Publications Ltd Music
STEVE CRIPPS, AL JACKSON, JR., LEWIS STERLING, BOOKE T. JONES

HER ROYAL MAJESTY  
Ahron Music, Inc.
GERARD COPPER, CAROL KING

HE'S A REBEL—January Music Corp.
GEOE PETNEY

HEY BABY—LeBoi Music  
MARGARET COHEN, BRIECE CHANDEL

I CAN'T STOP LOVING YOU

Acad-Rose Publications, Inc.
DON GIBSON

I KNOW—Sarum Music, Inc.
At Last Pub. Co., BARBARA GEORGE

IT KEEPS ON A-HURTIN

Tavendale Music, Inc.
JOHNNY TILLOTSON

LET ME IN—Arm Music Corp.
KUN WILLIAMS, WILCOX, MARGIE SIMONELTON

LEMO ROCK  
Four Star Sales Co., Inc.; Twix Music
JON SHELDON, WILLIAM E. STRANGE

LITTLE BITTY YEAR, A  
Pamper Music, Inc.
HANCE COCHRAN

LUCO-MOTION—Ahdon Music, Inc.
GERARD COPPER, CAROL KING

LOVE ME WARM AND TENDER

Sparks Music Corp.
PAUL ANKA

LOVER PLEASE—Lynoic Music, Inc.
BIL SWAN

MASHED POTATO TIME—Rice Mill  
Publishing Co., Inc.; Jordee Music Co., Inc.
JON SHELDON, HARRY LAND

MIDNIGHT IN MOSCOW  
Melody Truxi, Inc.
KENNY BALL

MONSTER MASH

BOBBY PICKETT, LEONARD CAPRIZZI

NEXT DOOR TO AN ANGEL

AHLON MUSIC, INC.
NEAL SIDRAK, HOWARD GREENFIELD

NORMAN—Aril-Rose Publications, Inc.
JOHN LOUDERSMILK

OLD RIVERS—Go-Mac Music
CLIFF CROFOP

ONE WHO REALLY LOVES YOU, THE

Jobete Music Co., Inc.
WILLIAM ROBINSON

PARTY LIGHTS

Rim-Bell Publishing Co., Inc.
CLAUDINE CLARK

PATCHES—Ahdon Music, Inc.
LARRY KOLMER, BARRY MANN

PLAYBOY—Jobete Music Co., Inc.
BRIAN HOLAND, ROBERT BRATMAN, WILLIAM STEVENSON

P. T. 109
Cedarwood Publishing Co., Inc.
MARRIOL WILLIEN, FRED BURGH

RAIN, RAIN GO AWAY

Regent Music Corp.
GLORIA SHAYNE, NOLENE REGNEY

RAMBLIN' ROSE—Swee Music Corp.

RELEASE ME  
Four Star Sales Company, Inc.
EDIE MILLER, W. & STEVENSON

RETURN TO SENDER

Elvis Presley Music, Inc.
OCC BLACKWELL, WINFIELD SCOTT

RIDE—Woodcrest Music, Inc.
Check-Cult, Inc.
JON SHELDON, DAVID LEON

SECOND HAND LOVE

Mera Music, Inc.
HACE HUNTER, PILF SECTER

SHAME ON ME

Western Hills Music, Inc.; Sarah Music Co.
LAWTON WILLIAMS, BILL ENSN

SHE CRIED—Tri-Music Co., Inc.
ED TAYEY, GREG RICHARDS

SHEILA—Eager Music; Low-Two Music

SHE'S GOT YOU—Panmer Music, Inc.
HANCE COCHRAN

SHE'S NOT YOU

BILLY FREY, MUSIC, INC.
JEROME "DOC" POMUS, JERRY LEIBER, MIKE STOLLER

SHOUT—West Music Corp.

NEE MUSIC, INC.
O'C KELY ISLEY, RONALD ISLEY, STEPHEN ISLEY

SLOW TWISTIN'  
Wonderot Music, Inc.
JON SHELDON

SNAP YOUR FINGERS

Capra Music Company
GRANT MARTIN, ALAN ZANETIS

SOLDIER BOY  
Ludic Publishing Co., Inc.
LUTHER DIXON, FLORENCE GREEN

STRANGER ON THE SHORE

Mellin Music, Inc.
ROBERT MELLIN, ACKER BILK

SURFIN' SAFARI—Gulch Music Co.
MIKE LOVE, BRANW WILSON

THAT'S OLD FASHIONED

Aberbach, Inc.; Stage Music, Inc.
BILL GREEN

THINGS—Adonis Music, Inc.
Bobby Darin

TWIST AND SHOUT

BRIGHT RUSELL, BILL MEDLEY

TWISTIN' THE NIGHT AWAY

Kaps Music
SAM COOK

TWIST, TWIST SONORA

Rock Masters, Inc.
FRANK J. GUIDA, GINNIE BARD, JOSEPH KOFFER

UP TOWN—Ahdon Music, Inc.
BARKE MANN, CYNTHIA WEIL

VACATION—Mera Music, Inc.
GARY WEST, HANK HUNTER

VENUS IN BLUE JEANS

Ahron Music, Inc.
CYNTHIA WEIL, HOWARD GREENFIELD

WHAT'S YOUR NAME

Bill and Range Songs, Inc.
CLAVIUS JOHNSON

WOLVERTON MOUNTAIN

Painted Desert Music Corp., MERLE KGORAS, CLAY RUSO

YOU ARE MY SUNSHINE

Ferl International Corporation
JAMIE DAVY, CHARLES MITCHEL

YOU BEAT ME TO THE PUNCH

John Nut Co., Inc.
WILLIAM ROBINSON, RONALD BUD

YOU BELONG TO ME

Ridgeway Music, Inc.
PAUL PRIDE, PER WEI KING, ERIC STEWART

YOU DON'T KNOW ME

Brenner Music, Inc.
CINDY WALKER, FERRY ARNOLD

YOU'LL SOUSE A GOOD THING

Jamie Music Publishing Co., Inc.
THE CRYIN' COUSINS, BARBARA LEE IRENE

YOUNG WORLD—Four Star Sales
Company, Inc.; Hilliard Music Co.
JERRY FELDER

BROADCAST MUSIC, INC. 589 Fifth Ave., New York 17, N.Y.
HALLDAY GETS BEIRUT HEAVE

BEIRUT, Lebanon—A formal ban on the twist in this city prevented French pop music star Johnny Halliday from performing here yesterday. The singer was due to start a tour of the Middle East but had to cancel because his concert was prohibited by the authorities.

Halliday has been popular in Lebanon for some time and is scheduled to perform in Beirut this month. However, the ban was put into effect following complaints from local listeners who considered the dance to be too provocative.

Halliday is one of the most popular French pop singers and has a large following in the Middle East. His concerts usually sell out quickly, and his records are widely sold in the region.

The ban on the twist in Beirut is not unprecedented. Last year, the Lebanese government banned the dance in order to prevent its spread in the country. However, despite the ban, the dance continues to be popular among young people.

Busse Still Branching Out

MUNCHEN—Carl Heinz Busse has been active in the Euro-american record industry over the last few years. Busse was involved in the management of several smaller labels during this period. Since 1983, he has been the head of Busse's new label, Euroton, which is based in Munich.

Busse's new label, Euroton, has been successful in signing and promoting many talented artists. Some of the artists who have achieved success with Euroton include Joan Baez, Beach Boys, and the Four Seasons.

Busse's experience in the music business has helped him to understand the needs of artists and labels. He has a strong belief in the importance of promoting new and emerging artists, and he is committed to providing them with the opportunities they need to succeed.

Busse's success with Euroton has led to increased interest in the label's records. As a result, Busse is planning to expand his label's activities in the future.

AUSTRIA

Prep Fetes for Lockwood, Lewis

By GEORGE HILDER

Kensington, Sydney, N.S.W.

EMI headquarters, Sydney, prepared a big record fete for Sir Joseph Lockwood, group chairman of EMI, his arrival January 18, Sir Joseph, who is on a world tour, is visiting the Far East. While in Sydney, he will open EMI's new Australian subsidiary, which is expected to be very profitable. The fete, which will be held at EMI's offices in Kangaroo Street, will feature a meal and entertainment by EMI artists.

Another important visitor to Sydney is Roy Hargreaves, Edwin Lewis, the wife of Sir Joseph Lockwood, who is chairman of EMI. Hargreaves is expected to arrive in Sydney on January 19 and will be greeted by an official luncheon at the Savoy Hotel.

Hargreaves is expected to sign a new contract with EMI, which will make him the company's managing director. The contract will allow Hargreaves to manage EMI's Australian subsidiary and to oversee its operations.

BUSINESS STILL GOING STRONG

By JAN TORFS

Stuwavenstraat 37, Mechelen

The beginning of 1963 in record business is forecast as good as the end of 1962. Although many records are not available because driers are sold out, some newcomers are quickly making their way to the top of the charts.

The records that were hits during the year of 1962 are still on top, with "Let's Dance" by the Tornados, "McLaren" by the Rubes, "A Hard Rain's Gonna Fall" by Bob Dylan, and "Tommy" by the Who.

AUSTRIA

Bossa Nova Tops Waltz

By FRED ZILLER

Munich, November 18

The first German bossa nova album to be released in Austria is "Let's Dance" by the Tornados, "McLaren" by the Rubes, "A Hard Rain's Gonna Fall" by Bob Dylan, and "Tommy" by the Who.

The album, which has just hit stores and is too early to predict how sales will go, was produced by Jan Torfs, most in demand.

New records going up are the "Fernando Castro (You Love Me) With Your Eyes" by Will Turner, "Cry Baby" by Petula Clark on Vogue and "Bachar Boy" by Cliff Richard on Columbia. "Coss-Boo" is the French translation of Krs' "Stairway to Heaven," and it is a real hit. The original was released some four months ago, it received poor sales, and this time around, Clark version is very hot.

Polygram Records reports that the hit song of the year, "Here There Be Dragons" by Yves Mostard (Philips) recorded during his public performance on the stage of DeLille on November 15, has been a success.

"Sherry" is doing very well, as well as French newcomer Claude Francois (Fontana), who created a demand for his "Belle, Belle, Belle," the French version of Eddie Hodges' "Girls, Girls, Girls."

It looks like the first recording of religious songs by a 15-year-old boy, Pierre, who sings his own compositions, could follow activity created by Pierre Didier and Soure Sourire. A. S. A. Androx and Beechwood Records report that they have the distribution rights in Belgium of "Belle, Belle, Belle," and "My Little Baby," two original songs recorded by Eddy Soons on Co-Records.

The five big albums of 1962 were "The Beatles' Early Tracks," "Plattenmanufaktur," "Polydor," "BelaFondos," "Blue Rose," "Boex," and "Ultra Rock." The commercial success of the original is beyond question, and the new albums of "Rufguten" here for CAM are Aido Fistotta and Bice Valor (pictures at left). Composer Armando Trovajoli is the third member of the trio.

BELGIUM

AUSTRIA

The first German bossa nova album to be released in Austria is "Let's Dance" by the Tornados, "McLaren" by the Rubes, "A Hard Rain's Gonna Fall" by Bob Dylan, and "Tommy" by the Who.

The album, which has just hit stores and is too early to predict how sales will go, was produced by Jan Torfs, most in demand.

New records going up are the "Fernando Castro (You Love Me) With Your Eyes" by Will Turner, "Cry Baby" by Petula Clark on Vogue and "Bachar Boy" by Cliff Richard on Columbia. "Coss-Boo" is the French translation of Krs' "Stairway to Heaven," and it is a real hit. The original was released some four months ago, it received poor sales, and this time around, Clark version is very hot.

Polygram Records reports that the hit song of the year, "Here There Be Dragons" by Yves Mostard (Philips) recorded during his public performance on the stage of DeLille on November 15, has been a success.

"Sherry" is doing very well, as well as French newcomer Claude Francois (Fontana), who created a demand for his "Belle, Belle, Belle," the French version of Eddie Hodges' "Girls, Girls, Girls."

It looks like the first recording of religious songs by a 15-year-old boy, Pierre, who sings his own compositions, could follow activity created by Pierre Didier and Soure Sourire. A. S. A. Androx and Beechwood Records report that they have the distribution rights in Belgium of "Belle, Belle, Belle," and "My Little Baby," two original songs recorded by Eddy Soons on Co-Records.
Telstar Reaches 2 Millionth Orbit

By DON WEDGE

New Musical Express

The Top 10 "Telstar" has passed the two million sales mark. U. S. sales through London, Records, has reached three million. The British sales alone are about 1,250,000. The European way is more than made up by sales of the EP in France. There have been substantial sales in other European and Commonwealth countries where the British disk within a year to reach the two million mark. The first war, an Elvis with "Stranger on the Shore." Very near satisfying, too, is Frank Ifield's "I Remember You." Brit-Decca has now issued the Meanwhile, "Spanish Gitar." Radio and the Stage

The extension of broadcasting hours planned by BBC Radio to start in the middle of next month has hit administration difficulties, particularly over the amount of discs that can be used. The project, welcomed by the music industry, has been put back until after April, although the BBC plans to be on the air 21 hours daily by the end of the year. An attempt to establish a late-night variety series for folk singers was launched January 10. Impresario Harold Fielding pre- sented Orla - making her Brit- ish stage debut - at the New Princess Theater for two weeks. EMI-Diamond

EMI recorded "The Best of the '60s" a long- term agreement with Diamond Records, British releases will be on the EMI label in London, England, in 1962. Orla has issued a cover by the Dallamian Philips was a late entry with "The Best of the '60s," following the deal was "Loop De Loop." The EMI label. Orla has issued a similarly titled "Lady in Love," an independent production by KPM Music featuring a group called the Cockles led by Orla herself. The first title is published and the record is being handled by the second by Peter Maurice.

Visitors

In London recordings pro- duced by Norman Newell is one of the EMI group's most successful releases of late (Cuddly). He came here after big successes in the United States, with "Presto-phonemou" and "Orfano." He cut covers of "Big-Bang" and "Big Wide World." Another Greek singer, Nana Mou- soudi, has recorded in the studios at Fontana (Philips).

Records

EMI moved quickly to record a disk version of "That Was the Week That Was." A BBC TV series launched late November dealing in very antistatic satire and in the BBC's controversial, EMI's comedy album specialist, George Martin, Parlophone a. d. man- ager, cut the LP over an in- vited audience at the EMI studio January 7.

Two EMI executives were named in the New Year Honours, A. H. Cooper, a technical director; received a CBE. A. R. Cook, a record manager, was awarded an MBE. Linesman, the BBC's di- rector of sound broadcasting, became a Knight.

Don issued "I Saw Linda Yesterday" by Dickie Lee on Decca, where they were covers from the Philips group by Frank Kelly (Fontana) and Doug Shel- dorf (Decca).

The severe winter conditions which greeted Britain with the New Year had an adverse ef- fect on the record industry. It was reported that sales in England where all pressing plants are, and distribution became diffi- cult, with tapes on order for the trade which are exten- sively counteracted by the re- sistance of consumers to venture out shopping. . . . The Acker Bilk band spent most of last week in the studios cutting a new album.

Yule Sales Top 1961 by 20%

By EDDIE ADAMS

The News-Telegram, Fort Worth

Surely Courbevoie (Scru) Record retailers were very satisfied with their holiday sales. According to most of them, sales increased 20 percent during December.

News

Festival Records issued the class- ic sound track of the "Copacabana Palace" featu- ring the English Boat, Rio and John Gilbert who is on Odeon's roster. It is a rare 78 and it is said that Jay EP has been issued to be in line with the British National showings in Paris. Parke Maroney released Johnny Thun- der's "Loop de Loop" and the Earl's "Reinvent The First" is due soon on the second Old Town Records.

Eartha Kitt's new EP will include her first nine tunes sung in French.... Versailles Records have released a string of six 78s in Spain with Discophan S.A. of Barcelona. . . . Vega Records have released a new LP pop series of 12 classes.

Jack Moultrie, first artist to be pressed in the new series, has come up with the latest version of the "Guitar Man" and "Next Door to an Angel." ... Sonny Rollins has recorded in January 19. Duke Ellington and his orchestra on the post for February 1 or 2.

GERMANY

Kraus, Backus In NYC to Record

By JIMMY JUNGERMANN

102 Ianmuister Str. Munich 27

One of the top German pre- sidennt of the new world, Kraus, will arrive in New York January 27 and leave January 31. Holly will be accompanied by Polydor executive Kurt Rich- ter, label manager, composer and singer Gus Backus, and by Aus- trian label manager Marion Kraus. Mendelson will produce the first U. S. records with Gus and Backus. In the meantime, Backus and Kraus will record German hits and the United States version of U. S. hits with Connie Francis for the MGM label.

Deck Notes

Stefan Harper, of Universal Publishing, contracted Chris Bar- ner for the Italian International la- bel. Barber will record in Ger- many for the label and his International label; in Italy for Harpers and Decca and their Decca labels.

One of the top Italian singers, Betty Curtis, will arrive in New York to record her first two German songs for the Italian label. "Weine Stadt," with singer and composer Mayer b.v., "Canzonette Romana" by Hans Meyer, . . . Philips press secretary Wolfgang Krete- schnur, and Philips producer Ernst Verich visited Paris to con- tract U. S. singer Edie Fraser for Edward Constantineau for the Philips-Fon- tas label. Eddie will sing with the studio orchestra of the Berlin studio of Philips. . . . In Belgium the Philips label si the German version of Pat Boone's hit "Mexican Joe" on Telefunken and Philips. Peter Hinnen sings the German version of "Uga Uga Monika" on U. S. label "Yukon" on Ariola. These two numbers are published in Germany by Hans Si- bordt in Hamburg.

Greek singer Nana Mous- oudi, whose latest 45s "Ann Strand Von Koriska" of French hit "Devant Le Roger" has been published in the U. S. by Capitol in Hamp- burg. French discophon had a new LP and a new 45 of Fred Field recorded the Ger- man versions of his hits, "Re- versing," "I'm So Happy To Have You To," for Columbia.

German singing stars Conny and Renko Gido recorded French hits on Telefunken in France. It's the second visit for Conny, the first for Renko there. Dave Kapp arrived in Gueters- theden, January 11, with his English, Arlidsa band. A special contract between Kapp and Arlidsa is due for Kapp label sales in Germany, and the Arlida sales through Kapp in the U. S. Kapp says that Kapp artists will produce Germany hits in Germany for Arlida.

HOLLAND

Phonogram Debos Spoken Series

By SKIP VOOGD

Platenswemen, Emdonstraat 21

Amersfoort

Big things for New Year's at Phonogram headquarters. New party given for TV, radio and press. The party was hosted by J. H. T. Van der Meir with one of the guests of honor being Mrs. Minn van Ewijk, who has collected some 12 million guilders ($76.30 to $45.00) for the benefit of the Dutch Children. Much of it with the help of Philips and other disk artists on the Phonogram label. In a 24 TV marathon last November. Phonogram records the phonog- raphic package, the five Beethoven sonatas for violin and piano, and "Vingt Morceaux," which won the Grand Prix de Dijon. Philips also plans a new series of spoken word discs—"I Love Bilder"—early in the year. They include "Ik Lief Een" and "Ik Lief Een" and "Ik Lief Een Pianist." The Our Compliments. . . . "Bouwman" and "Van der Meir" have been invited to attend the December show "Garo." They will invite the "Telefunken" label for the Ventura, Great interest is also being shown in the "Wendy," "My Son, The Folk Singer," which received great press and promptly went on the air at two of the three radio stations.

Mrs. Frances da Silva Kirk, one of the directors of the Dia- mond Music Company, has been called to the way to the U. S. A. for meetings with representatives of the various companies Diamond rep- resents. She will be visiting New York and Los Angeles and will be away two weeks.

HUNGARY

Phono Price Drop Aids Disk Sales

By PAUL GONGY

Derkataka, Budapest

The government agency has reduced prices on turntables and record players. In the last quarter of 1961, low price booths sales of the machines sold were only about 5,000. This year four-speed machines went from 1,650 forints to 1,100 forints, and automatic models went from 2,800 forints to 2,200 forints to the manufactured portable Supra- phon four-speed units with self- standing, from 1,900 to 1,200, to 1,400 forints ($75.70 to $45.00). The price of the new 1962 model fell from 1,530 to 950 forints ($84.73 to $50.40). When Chris Barber's jazz band was on tour in Hungary, they had a chance to visit the Hungarian Record Manufacturing Company (Qualitak label) made Copyrighted material
The MAJORS
Hottest Vocal Group in America!

...with a Smash Single!

"WHAT IN THE WORLD"
b/w
"ANYTHING YOU CAN DO"
#5914

And a Smash Album!

A WONDERFUL DREAM
OOH WEE, BABY
TIME WILL TELL
TRA LA LA
TWIST AND SHOUT
A LITTLE BIT NOW
(A LITTLE BIT LATER)
SHE'S A TROUBLEMAKER
DON'T YOU LOSE YOUR COOL
I WONDER WHO'S
DANCING WITH HER NOW
WHAT IN THE WORLD
COME ON COME ON
ANYTHING YOU CAN DO

IN CANADA • LONDON RECORDS, Ltd.
International Buyers & Sellers Exchange

A Very Merry Christmas to All
By FRED GERBIE
Box 50651, Auckland

Christmas was great for record distributors and dealers here; all chatted up better-than-annual sales figures with both single and LP items. Some distributors cleaned out of stocks of more popular artists such as Ray Charles, Chubby Checker, Robby Rydell, Frank Sinatra, Ella Fitzgerald, Bing Crosby, and other, rock material.

The bosses appear to be catching on, but what must be the biggest yuletide party seller for some time is "Limbo Checkers" ("Limbo Rock," in a single this has built into a 13,000 hit for the Parkway-LA Gloria label. Good TV and radio exposure conditions a very good chance of action for the LP as well and has run up the "sold out" sign in both distributor and dealer windows. All record pressing plants have been working overtime here over the holiday period (three weeks), and on hot items such as the aforementioned, we expect final sales figures could be effected through none availability.

Pye Records intends to launch an all-out sales drive on the Plastic Nosy this winter and have already supplied dance instructions, footwear, and their Zoeet Sims discing "Record (Bossa Nova)," the first platter of the new sound on the market here.

Jantel Waxes Popular & CBS
By RAUL MATAS
32 Av Jose Antonio, Madrid 13

Robert Jenatul is growing in popularity. He is recording for CBS here at the Studio Waldo de Los Rios, TV show, radio programs and the like, and has recently attended morning meetings at Price Music Hall.

Although the bossa nova has not yet appeared on the charts, Nightly, in every good club of Barcelona, Madrid, Bilbao, Seville, or Gijon, twist, madison, Continental twist and bossa nova keep up its charm in a whirl.

Disk Shops
Alma Cogan again in Spain promoting her records too... Jean Claude Prudant on TV's big parade... Chico Guedel, Peruvian comedian, singer and impersonator made his debut and will visit in Madrid... Jose Guardiola, Robert Jenatul and Trinidad Alfonso have already recorded "The Longest Day..." Discomania celebrating its fourth anniversary in Spain... Lucho Gatica went back to Puerto Rico after several weeks here. He recorded "Ay Carlos," for the winner of the Mexican festival.

Columbia Starts Okinawa Sales
By J. FUKUNISHI
108, Kokusai Dori, Nago, Okinawa, Tokyo

Nippon Columbia established Okinawa Columbia Sales Company effective February 15, which is equipped with a display room. The firm is also releasing in January, all that comes from the catalog of Madame Kureta Flagstad, a companion of the opera who was later Madame de St. Clair, under Arturo Toscanini, stirred some interest by music lovers who claim that such art cannot be indefensibly ignored. Masao Fujimuro's work has also been cleared from the plight of collaboration. Her name was reported from the圈 of Nazi collaborators in her after death.

Spain

Jeantel Waxes Popular & CBS
By RAUL MATAS
32 Av Jose Antonio, Madrid 13

Robert Jenatul is growing in popularity. He is recording for CBS here at the Studio Waldo de Los Rios, TV show, radio programs and the like, and has recently attended morning meetings at Price Music Hall.

Although the bossa nova has not yet appeared on the charts, Nightly, in every good club of Barcelona, Madrid, Bilbao, Seville, or Gijon, twist, madison, Continental twist and bossa nova keep up its charm in a whirl.

Disk Shops
Alma Cogan again in Spain promoting her records too... Jean Claude Prudant on TV's big parade... Chico Guedel, Peruvian comedian, singer and impersonator made his debut and will visit in Madrid... Jose Guardiola, Robert Jenatul and Trinidad Alfonso have already recorded "The Longest Day..." Discomania celebrating its fourth anniversary in Spain... Lucho Gatica went back to Puerto Rico after several weeks here. He recorded "Ay Carlos," for the winner of the Mexican festival.

Jantel Waxes Popular & CBS
By RAUL MATAS
32 Av Jose Antonio, Madrid 13

Robert Jenatul is growing in popularity. He is recording for CBS here at the Studio Waldo de Los Rios, TV show, radio programs and the like, and has recently attended morning meetings at Price Music Hall.

Although the bossa nova has not yet appeared on the charts, Nightly, in every good club of Barcelona, Madrid, Bilbao, Seville, or Gijon, twist, madison, Continental twist and bossa nova keep up its charm in a whirl.

Disk Shops
Alma Cogan again in Spain promoting her records too... Jean Claude Prudant on TV's big parade... Chico Guedel, Peruvian comedian, singer and impersonator made his debut and will visit in Madrid... Jose Guardiola, Robert Jenatul and Trinidad Alfonso have already recorded "The Longest Day..." Discomania celebrating its fourth anniversary in Spain... Lucho Gatica went back to Puerto Rico after several weeks here. He recorded "Ay Carlos," for the winner of the Mexican festival.
EPIC MEANS BUSINESS

George Maharis “Don’t Fence Me In” 5-9569

Adam Wade “Don’t Let Me Cross Over” c/w “Rain From the Skies” 5-9566

Tony Orlando “Shirley” 5-9570

Erma Franklin “Don’t Wait Too Long” 5-9559

Bobby Vinton “Trouble Is My Middle Name” 5-9561

www.americanradiohistory.com
GET PACKED FOR ACTION WITH TWO TREMENDOUS DISCOUNT PROGRAMS

"BUY ONE GUY LOMBARDO ALBUM, AND GET ANY OTHER FOR 99¢"*

The complete Capitol Lombardo Catalog! Including his newest album "Lombardo With a Beat"! This nation-wide program will be announced with a FULL PAGE AD IN LIFE MAGAZINE! There'll be LIFE counter cards, a color catalog supplement, and a whole array of display materials, too!

"BUY TWO 'CAPITOL' OF THE WORLD ALBUMS & GET A THIRD ONE FREE"*

Here's a nation-wide consumer discount program on the complete 'Capitol' of The World series—over 200 great albums! Plus, an exciting assortment of in-store promotion materials—browser cards, rack cards, window streamers and a color catalog supplement.

SEE YOUR CRDC REP FOR ALL THE DETAILS!
SINATRA and This boom songs.

ALBLTM Son, not sung Billboard's basis respective areas. MGM distributed, combination.

POP MGM COUNTRY'S RADIOS "folkmanship" better tracks.

KL Fisher, who look South to a -12 medley of opinion winners those cases "MamaOomMowMow," contains this new hit, which stayed on the charts for quite some time. Fans here.<br>

ROGER WILLIAMS COUNTRY'S \"THE PLATTERS MOONLIGHT MEMORIES\" The Platters' latest album, "Moonlight Memories," includes some of their biggest hits, as well as new material that is sure to please fans.

The album, distributed by Reprise Records, is now available wherever records are sold.

This review is brought to you by Billboard, the world's leading music publication.
SPECIAL MERIT PICKS

CLASSICAL SPOTLIGHT

GRANADA

Andrea Segovia (guitar)

Decca DL 10663 (M)

CLASSICAL SPOTLIGHT

COCCHIERI-SACCHINI-VIVALDI

Orchestra San Pietro in Vincoli

Decca DL 10667 (M); DL 71060 (M)

CLASSICAL SPECIAL SPOTLIGHT

BACH CONCATAS NOS. 80 & 87

Pforzheimer Chamber Orchestra

Decca DL 10668 (M)

CLASSICAL SPECIAL SPOTLIGHT

ROSC-heil-SCHUMANN-RUBBART

Decca DL 10670 (M)

Bach's concerti for solo violin are among the most beloved works in the repertoire. These performances are beautifully played, with a sense of the contrapuntal richness that is characteristic of Bach's music. The sound is warm and clear, making this a delightful recording for fans of Baroque music.

ALBUM REVIEWS (continued)

THE LEONN SISTERS' FAVORITES

Etha Herman, Reprise R 6062 (M)

MANN IN VIENNA

The Lhasans, Arista AL 2774 (S)

Mercury

SPECIAL MERIT PICKS

JAZZ SPOTLIGHT

GRANADA

Andrea Segovia (guitar)

Decca DL 10663 (M)

Two of the master guitarist's best-loved records, and also the most popular recordings of his time. The music is beautifully played, with a sense of the improvisational freedom that is characteristic of the bebop style. The sound is clear and vibrant, making this a must-have for fans of jazz.

ALHILTM

ALHILTM

ALHILTM

ALHILTM

ALHILTM
THE SALES BEAT of the BOSSA NOVA IS ON ATLANTIC

JOÃO GILBERTO
THE BOSS OF THE BOSSA NOVA
8070

HERBIE MANN
DO THE BOSSA NOVA WITH HERBIE MANN
1397

RECORDED IN RIO DE JANEIRO FROM THE ALBUM
JOÃO GILBERTO'S BOSSA NOVA SINGLE
VOCE E EU (YOU AND I) & BOLINHA DE PAPEL (LITTLE PAPER BALL)
2173

RECORDED IN RIO DE JANEIRO WITH THE GREATEST BOSSA NOVA PLAYERS
FROM THE ALBUM HERBIE MANN'S BOSSA NOVA SINGLE
IT MUST BE LOVE (DEVEM SER AMOR) & BLUES WALK BOSSA NOVA
5026

SEE YOUR LOCAL DISTRIBUTOR FOR THE SPECIAL ATLANTIC ALBUM SALES & ADVERTISING PROGRAM
PENNIES FROM HEAVEN
PLEASE BE KIND
(LOVE IS) THE TENDER TRAP
LOOKING AT THE WORLD THRU ROSE COLORED GLASSES
MY KIND OF GIRL
I ONLY HAVE EYES FOR YOU
NICE WORK IF YOU CAN GET IT
LEARNIN' THE BLUES
I'M GONNA SIT RIGHT DOWN AND WRITE MYSELF A LETTER
I WON'T DANCE
**ANOTHER SMASH HIT!**

**"IN DREAMS"**

*by America's No. 1 Song Stylist*

**Roy Orbison**

**c/w "Shahdaroba"**

**MONUMENT #806**

*Available in 45-rpm 7" color sleeve.*
### 150 Best Sellers—MONAURAL

<table>
<thead>
<tr>
<th>No.</th>
<th>Titel, Artist, Label</th>
<th>Week</th>
<th>No.</th>
<th>Titel, Artist, Label</th>
<th>Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>THE FIRST FAMILY</strong></td>
<td>7</td>
<td>110</td>
<td><strong>RAY CHARLES</strong></td>
<td>39</td>
</tr>
<tr>
<td>2</td>
<td><strong>MY FAIR LADY</strong></td>
<td>13</td>
<td>111</td>
<td><strong>THE HUMMELS</strong></td>
<td>12</td>
</tr>
<tr>
<td>3</td>
<td><strong>Alfa</strong></td>
<td>15</td>
<td>112</td>
<td><strong>HARRY HOOD</strong></td>
<td>16</td>
</tr>
<tr>
<td>4</td>
<td><strong>THE NEW ABERDEEN</strong></td>
<td>21</td>
<td>113</td>
<td><strong>BIRDS OF PARADISE</strong></td>
<td>10</td>
</tr>
<tr>
<td>5</td>
<td><strong>JEROME BRENN</strong></td>
<td>26</td>
<td>114</td>
<td><strong>THE ELRICKS</strong></td>
<td>10</td>
</tr>
<tr>
<td>6</td>
<td><strong>MARTIN DAVIS</strong></td>
<td>30</td>
<td>115</td>
<td><strong>THE JANETTS</strong></td>
<td>10</td>
</tr>
<tr>
<td>7</td>
<td><strong>THE RAPTURE</strong></td>
<td>34</td>
<td>116</td>
<td><strong>THE SINGING FAMILY</strong></td>
<td>10</td>
</tr>
<tr>
<td>8</td>
<td><strong>THE SWORD IN THE STONE</strong></td>
<td>38</td>
<td>117</td>
<td><strong>THE SINGING FAMILY</strong></td>
<td>10</td>
</tr>
<tr>
<td>9</td>
<td><strong>THE COMETIAN</strong></td>
<td>42</td>
<td>118</td>
<td><strong>TENNESSEE ELDRED DODSON'S FAVORITE</strong></td>
<td>10</td>
</tr>
<tr>
<td>10</td>
<td><strong>Bobby Caplin &amp; The Jaxon Trio</strong></td>
<td>46</td>
<td>119</td>
<td><strong>THE SINGING FAMILY</strong></td>
<td>10</td>
</tr>
<tr>
<td>11</td>
<td><strong>THE LITTLE AMPHITHEATRE</strong></td>
<td>50</td>
<td>120</td>
<td><strong>THE BAND'S GOLDEN HITS</strong></td>
<td>7</td>
</tr>
<tr>
<td>12</td>
<td><strong>BRENDAN'S</strong></td>
<td>54</td>
<td>121</td>
<td><strong>THOMAS</strong></td>
<td>44</td>
</tr>
<tr>
<td>13</td>
<td><strong>THE DANCE OF THE COCKLES</strong></td>
<td>58</td>
<td>122</td>
<td><strong>THE LITTLE AMPHITHEATRE</strong></td>
<td>10</td>
</tr>
<tr>
<td>14</td>
<td><strong>THE WHITE ANGELS</strong></td>
<td>62</td>
<td>123</td>
<td><strong>THE DANCE OF THE COCKLES</strong></td>
<td>10</td>
</tr>
<tr>
<td>15</td>
<td><strong>THE NEW YORKER</strong></td>
<td>66</td>
<td>124</td>
<td><strong>THE LITTLE AMPHITHEATRE</strong></td>
<td>10</td>
</tr>
<tr>
<td>16</td>
<td><strong>THE DANCE OF THE COCKLES</strong></td>
<td>70</td>
<td>125</td>
<td><strong>THE LITTLE AMPHITHEATRE</strong></td>
<td>10</td>
</tr>
<tr>
<td>17</td>
<td><strong>THE DANCE OF THE COCKLES</strong></td>
<td>74</td>
<td>126</td>
<td><strong>THE LITTLE AMPHITHEATRE</strong></td>
<td>10</td>
</tr>
<tr>
<td>18</td>
<td><strong>THE DANCE OF THE COCKLES</strong></td>
<td>78</td>
<td>127</td>
<td><strong>THE LITTLE AMPHITRE</strong></td>
<td>10</td>
</tr>
<tr>
<td>19</td>
<td><strong>THE DANCE OF THE COCKLES</strong></td>
<td>82</td>
<td>128</td>
<td><strong>THE LITTLE AMPHITRE</strong></td>
<td>10</td>
</tr>
<tr>
<td>20</td>
<td><strong>THE DANCE OF THE COCKLES</strong></td>
<td>86</td>
<td>129</td>
<td><strong>THE LITTLE AMPHITRE</strong></td>
<td>10</td>
</tr>
<tr>
<td>21</td>
<td><strong>THE DANCE OF THE COCKLES</strong></td>
<td>90</td>
<td>130</td>
<td><strong>THE LITTLE AMPHITRE</strong></td>
<td>10</td>
</tr>
</tbody>
</table>

### 50 Best Sellers—STEREO

<table>
<thead>
<tr>
<th>No.</th>
<th>Titel, Artist, Label</th>
<th>Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>THE WEST SIDE STORY</strong></td>
<td>60</td>
</tr>
<tr>
<td>2</td>
<td><strong>THE MONEY</strong></td>
<td>64</td>
</tr>
<tr>
<td>3</td>
<td><strong>THE MONEY</strong></td>
<td>68</td>
</tr>
<tr>
<td>4</td>
<td><strong>THE MONEY</strong></td>
<td>72</td>
</tr>
<tr>
<td>5</td>
<td><strong>THE MONEY</strong></td>
<td>76</td>
</tr>
<tr>
<td>6</td>
<td><strong>THE MONEY</strong></td>
<td>80</td>
</tr>
<tr>
<td>7</td>
<td><strong>THE MONEY</strong></td>
<td>84</td>
</tr>
<tr>
<td>8</td>
<td><strong>THE MONEY</strong></td>
<td>88</td>
</tr>
<tr>
<td>9</td>
<td><strong>THE MONEY</strong></td>
<td>92</td>
</tr>
<tr>
<td>10</td>
<td><strong>THE MONEY</strong></td>
<td>96</td>
</tr>
<tr>
<td>11</td>
<td><strong>THE MONEY</strong></td>
<td>100</td>
</tr>
<tr>
<td>12</td>
<td><strong>THE MONEY</strong></td>
<td>104</td>
</tr>
<tr>
<td>13</td>
<td><strong>THE MONEY</strong></td>
<td>108</td>
</tr>
<tr>
<td>14</td>
<td><strong>THE MONEY</strong></td>
<td>112</td>
</tr>
<tr>
<td>15</td>
<td><strong>THE MONEY</strong></td>
<td>116</td>
</tr>
<tr>
<td>16</td>
<td><strong>THE MONEY</strong></td>
<td>120</td>
</tr>
<tr>
<td>17</td>
<td><strong>THE MONEY</strong></td>
<td>124</td>
</tr>
<tr>
<td>18</td>
<td><strong>THE MONEY</strong></td>
<td>128</td>
</tr>
<tr>
<td>19</td>
<td><strong>THE MONEY</strong></td>
<td>132</td>
</tr>
<tr>
<td>20</td>
<td><strong>THE MONEY</strong></td>
<td>136</td>
</tr>
<tr>
<td>21</td>
<td><strong>THE MONEY</strong></td>
<td>140</td>
</tr>
<tr>
<td>22</td>
<td><strong>THE MONEY</strong></td>
<td>144</td>
</tr>
<tr>
<td>23</td>
<td><strong>THE MONEY</strong></td>
<td>148</td>
</tr>
<tr>
<td>24</td>
<td><strong>THE MONEY</strong></td>
<td>152</td>
</tr>
<tr>
<td>25</td>
<td><strong>THE MONEY</strong></td>
<td>156</td>
</tr>
<tr>
<td>26</td>
<td><strong>THE MONEY</strong></td>
<td>160</td>
</tr>
<tr>
<td>27</td>
<td><strong>THE MONEY</strong></td>
<td>164</td>
</tr>
<tr>
<td>28</td>
<td><strong>THE MONEY</strong></td>
<td>168</td>
</tr>
<tr>
<td>29</td>
<td><strong>THE MONEY</strong></td>
<td>172</td>
</tr>
<tr>
<td>30</td>
<td><strong>THE MONEY</strong></td>
<td>176</td>
</tr>
<tr>
<td>31</td>
<td><strong>THE MONEY</strong></td>
<td>180</td>
</tr>
<tr>
<td>32</td>
<td><strong>THE MONEY</strong></td>
<td>184</td>
</tr>
<tr>
<td>33</td>
<td><strong>THE MONEY</strong></td>
<td>188</td>
</tr>
<tr>
<td>34</td>
<td><strong>THE MONEY</strong></td>
<td>192</td>
</tr>
<tr>
<td>35</td>
<td><strong>THE MONEY</strong></td>
<td>196</td>
</tr>
<tr>
<td>36</td>
<td><strong>THE MONEY</strong></td>
<td>200</td>
</tr>
<tr>
<td>37</td>
<td><strong>THE MONEY</strong></td>
<td>204</td>
</tr>
<tr>
<td>38</td>
<td><strong>THE MONEY</strong></td>
<td>208</td>
</tr>
<tr>
<td>39</td>
<td><strong>THE MONEY</strong></td>
<td>212</td>
</tr>
<tr>
<td>40</td>
<td><strong>THE MONEY</strong></td>
<td>216</td>
</tr>
<tr>
<td>41</td>
<td><strong>THE MONEY</strong></td>
<td>220</td>
</tr>
<tr>
<td>42</td>
<td><strong>THE MONEY</strong></td>
<td>224</td>
</tr>
<tr>
<td>43</td>
<td><strong>THE MONEY</strong></td>
<td>228</td>
</tr>
<tr>
<td>44</td>
<td><strong>THE MONEY</strong></td>
<td>232</td>
</tr>
<tr>
<td>45</td>
<td><strong>THE MONEY</strong></td>
<td>236</td>
</tr>
<tr>
<td>46</td>
<td><strong>THE MONEY</strong></td>
<td>240</td>
</tr>
<tr>
<td>47</td>
<td><strong>THE MONEY</strong></td>
<td>244</td>
</tr>
<tr>
<td>48</td>
<td><strong>THE MONEY</strong></td>
<td>248</td>
</tr>
<tr>
<td>49</td>
<td><strong>THE MONEY</strong></td>
<td>252</td>
</tr>
<tr>
<td>50</td>
<td><strong>THE MONEY</strong></td>
<td>256</td>
</tr>
</tbody>
</table>

*FOR WEEK ENDING JAN. 26*
now exclusively on
DECCA

Johnnie Ray
His First Release!

AFTER MY LAUGHTER CAME TEARS
LOOKOUT CHATTANOOGA
AT THE END OF OUR 4th YEAR
NEVINS-KIRSHNER • ALDON MUSIC
Takes Pride in These Songs

1. BREAKIN' IN A BRAND NEW BROKEN HEART
2. BREAKING UP IS HARD TO DO
3. CALENDAR GIRL
4. CONSCIENCE
5. CRYING IN THE RAIN
6. EVERYBODY'S SOMEBODY'S FOOL
7. FOOTSTEPS
8. FRANKIE
9. GO AWAY, LITTLE GIRL
10. GOODBYE CRUEL WORLD
11. HAPPY BIRTHDAY SWEET SIXTEEN
12. HER ROYAL MAJESTY
13. I LOVE HOW YOU LOVE ME
14. IF A WOMAN ANSWERS (IF A MAN ANSWERS)
15. JUST FOR OLD TIMES SAKE
16. LITTLE DEVIL
17. LOCO-MOTION
18. MY DAD
19. MY HEART HAS A MIND OF IT'S OWN
20. NEXT DOOR TO AN ANGEL
21. OHI CAROL
22. PATCHES
23. RUN TO HIM
24. STAIRWAY TO HEAVEN
25. TAKE GOOD CARE OF MY BABY
26. UP ON THE ROOF
27. UPTOWN
28. VENUS IN BLUE JEANS
29. WHERE THE BOYS ARE
30. WHO PUT THE BOMP (IN THE BOMP, BOMP, BOMP)
31. WILL YOU LOVE ME TOMORROW

... and Takes Pride in These Writers

GERRY GOFFIN
HANK HUNTER
JACK KELLER
CAROLE KING
LARRY KOLBER
HOWARD GREENFIELD
NEIL SEDAKA
BARRY MANN
GLORIA SHAYNE
CYNTHIA WEIL

AL NEVINS • DON KIRSHNER • Lou Adler, V.-P. • Emil LaViola, V.-P. • Artie Kaplan, Music Dept. • Sig Eisgrau, Copyright Dept.
Her Sister Is "Hula Hoppin'"

Loco Motion

Keep Your Hands Off My Baby

"Let's Turkey Trot"

Her Hit Wagon Gets Bigger & Bigger

Little Eva Just Keeps Rollin' On Her Biggest Yet!!

Produced by Gerry Goffin for Nevins-Kirshner

www.americanradiohistory.com
AM STATIONS IN STRONG PLEA FOR LOOSER RULES

BY MILDRED HALL

WASHINGTON — The AM radio service, biggest exposure and promotion arm of the recording industry, has been standing a region of operations, while government and industry spokesmen wrestled with this choice: Should AM be pushed into the confines of a "freeze," with little or no engineering room to shut out new growth? Or can it, with moderately tightened engineering and broadcasting requirements, be handled with the flexible, competitive, free-enterprise approach that fostered its phenomenal growth into the best planned broadcasting in the world?

Stations High on Tape Series by Hi-Fi Magazine

NEW YORK—Ready acceptance from programmers and executives of good-music stations has marked a new program series produced and distributed without charge by Billboard's sister publication, High Fidelity. The series is titled "Musicians Off Stage," and consists of monthly feature interviews, each 15 minutes long, between High Fidelity's editor, Gene Druck, and such distinguished music personalities as Leonard Stein, Nicola de Greg, Erich Leinsdorf and Artur Rubinstein.

With little fanfare, "Musicians Off Stage" has been scheduled by good-music-oriented chiefly FM stations—in some 50 cities, including New York, Boston, San Francisco, Chicago and Philadelphia. There is only a modest credit reference to High Fidelity magazine.

Each taped show is accompanied by a list of appropriate albums which may be used to extend the program. Correspondence for, example, a one-hour special. The series is being offered gratis to no more than one station in each major radio market. Contact for the series in Western: Greenfinger, High Fidelity, Great Barrington, Mass.

POETIC LICENSE EASY AS ABC

SAN FRANCISCO—When the Federal Communications Commission Department offered completely new 1963 license plates for stations on the West Coast, Artur Rubinstein, concert pianist, Harry Jacobs, chief engineer, of KGO and KGK-TV drove to the city where the plates beginning with the letters "ABC" were issued. A press conference, featuring Motor Vehicle employees with a check list of the 100 plates of covering, all employees of stations KGO and KGK-TV, was held.

Every thing being legal, the department issued the plates to ABC radio-station KGO and ABC television-station KGK-TV in the hope of building, moving advertising and securing the necessary publicity for the basic plates again, which won't be for 10 years.

VOX JOX

BY CHARLES SINCLAIR

VOX JOX MAILBAG: Bill (Scooter) Mann, KTBE, Tunson, Ark.—the radio station originating at the local Veterans Hospital—writes to "thank all the gents" who send record letters, the hospital radio station, and the disc jockey for the hospital thank you from the bottom of their hearts. Mann requests that the disc jockey send more e.w. platters to KTBE.

Display-A-Deals Listed in BBDO Trade Rundown

NEW YORK—Deejay segments and music shows, both radio and TV, which are part of a package deal in which advertisers receive special in-store displays in addition to air commercials, are a feature of a new initiative available nationwide by one of the leading ad agencies, BBDO of New York.

The report lists 366 radio and 85 TV stations with tie-ins for supermarts or other store space, and minimum ad expenditures involved. Prepared by the agency's marketing department, copies are available to advertisers and other industry members from BBDO for $5 apiece.
THE MATYS BROS.

“WHO STOLE THE KEESHKA?”

SELECT #719
Original Smash Hit Version!

JUST RELEASED!

GUY MITCHELL

HAVE I TOLD YOU LATELY THAT I LOVE YOU

JOY #273

RONNIE THOMPSON PATTY DEAR (SHAME ON YOU)
SELECT #720

JOY/SELECT RECORDS 1619 BWAY N.Y. 19, N.Y.
AM STATIONS IN STRONG PLEA FOR LOOSER RULES

Continued from page 42

legal know-how seemed to carry
weight with which of the FCC com-
mis sioners. The FCC was re-
minded of its role as a "fiscal consti-

tuent" in the provision of services.

1. The radio service in this
country is indubitably the "best in
the world," in the words of one
broadcasting coverage is almost at the
saturation point, yet there are
remarkable few roads for further
interference and only infinitesimal "white"
area. In a careful study of a broad
area of AM service (in Southeastern
States) and the accompanying two
wavesbands, NAB consulting en-
geineer George C. White, Wash-
ington, D.C., estimated that 97.5 per
cent of the test area receives at
least one service, and 99.7 per
cent of the population have one or
more services. Of all commu-
nications, 97.3 per cent have at
least one AM service of their own;
96.7 per cent of the popu-
lation have a choice of at least
two AM services; 89.6 per cent
are served by at least one of
the two services; and, 81.6 per
cent a choice of four or more.

The need is now to permit sta-
tions to improve their reach so
that they will be able to follow
the shifting population move-
ments. The necessity for construc-
tion of long standing finds its
justification in the new residential
section, it was pointed out. In these
cases, rever-

2. The AM service is not on
the air. "It is often
treated as a superficial look at
the "profit" column in the
FCC's annual report," he
indicate. (This was noted in
12, 1962.) It was pointed out
that a spate of the low-
MOR's and stations, which have
maintained operation, have
high price sales tags, and few
spots are available.

Spreading Joy

Also, the broadcasters, which
show little "corporate" profit, are
financially, and many
are the beneficiaries (at least
legitimately) into large sales
which flow into the corporate
profit column. One of this
show up on the next
station's income sheet and
be filled by broadcasters, the
FCC was told.

However, on the darker side,
radio's phenomenal 400 per cent
growth is under threat. It is from
765 to 3,451 stations—
may have too far outstripped the
industrial and national
profitability growth rate at
the outset of that period. Also, radio's "pop-
ulation explosion" has spread

strength now in a number of
key markets is "Who Stole the
Kesha?" by the Marty Broth-
 el and the Four Tops. This
plan ter has triggered a number of
departments around the
country. In Buffalo, the owner of
WBW in Chicago is staging a contest
to see who will steal the Kesha, with
a sus-

pense as a prize. In Detroit, three
WBWX, the station owned by
Marc Avery and Clark Reid—

station and with listeners writing in with their
opinions of who did the deed. In
Pittsburgh, WQED and WCAU have a
contest going in which listeners,
entrants are asked what advice
and what ingredients are
put into a real kesha. Similar
promotions are taking place on
other stations.

The DANCASTION Sta-
tions shouldn't undercut the
public's appetite for long-
distance shows. The broadcast
nights, to judge from the
numbers, the signal strength of
WLNA-FM, Peskapilly, N. Y.
The station programmed a con-

11 hours straight of high-band
dance music that night, spot-
ing some of its best bands from
the 1930's and 1940's right up
to current chart favorites. WLNA
disc jockey George M. Linn, George
Bruin, Ken Harris and Michael
Braun made the station's marks
man.
"Rapport is the station
later, "was very gratifying."

Robert E. Kline, program di-
rector of WABC, Philadelphia, has
been named program man-
ger of KFRC, Fresno, Calif.
Both stations are part of the Tri-
angle Stations... Paul Bragg,
formerly of WINS, New York,
Salt Lake City, has taken 

over as general manager of KUPI,
Seattle. KUPI is also proposed in
brass with a popular morning show
hosted by Jim Loring, formerly
public relations direc-
tor for pop-oriented independent
WNBC, Chicago. The station
has joined Jay Victor & Associates
in that city. Roger Hart, in New
York, has an afternoon show on KEY,
Portland, Ore., and—under the
name of Roger Flyer—a c.d. show
on KGAY, Salem, Ore.
VERVE SPELLS SALES!

JAZZ

V/VG-6511 ON MY WAY & SHOUTIN' AGAIN COUNT BASIE AND HIS ORCHESTRA Basie's smash return to Verve in an all-new, all-great program of swingers by Neal Hefti!

WIT

V/VG-15035 HUMOR SEEN THROUGH THE EYES OF JONATHAN WINTERS Best-selling comedian Jonathan Winters adds another great volume to his World Of Wit albums on Verve!

JAZZ

V/VG-8494 BIG BAND BOSSA NOVA STAN GETZ with THE GARY McFARLAND ORCHESTRA Bossa Nova—First on Verve, Best on Verve. Now hear Stan's jazz samba sound with a big band!

JAZZ

V/VG-8476 BURSTING OUT WITH THE ALL STAR BIG BAND! THE OSCAR PETERSON TRIO The greatest trio in jazz explodes out of the context of a big and swinging band!

JAZZ

V/VG-8498 TROMBONE JAZZ SAMBA BOB BROOKMEYER The wit and excitement of brass is added to the infectious pulse of bossa nova!

THE JAZZ OF AMERICA IS ON VERVE / THE WIT OF AMERICA IS ON VERVE
Patron Has Extra Cause To Visit Colorful Shop

By BOB LATIMER

ROCHESTER, Minn.—Giving a patron an extra reason for coming to the store, in the form of a variety of music and entertainment facilities, has been the secret of a six-figure success in merchandising records, phonograph records and tape recorders at Phil's Electronic Center, in the Northgate Shopping Center.

Mrs. Della Sporznitz, owner, has added a definite tangent away from the usual price-cutting channels of customer attraction, in favor of a unique, colorful store which not only attracts more customers to begin with, but keeps them coming back with special privileges, comforts and conviviality.

First on the list is the Key Club, a private listening room to the right of the record department, equipped with the best stereo phonograph and stereo tape players which money can buy. Maintained solely for the musical entertainment of customers, the Key Club is patronized entirely by people who have bought stereo equipment priced at $500 or more. The $500 purchase entitles the customer to the Key, which is their permanent possession thereafter, and of course, gives immediate access into the Key Club listening room. With morning hours from 150 to 5, in general, the Key Club has gained tremendous attention, and is often the deciding factor as to whether a customer buys a moderately priced stereo phonograph or investments in a $500 model.

Naturally, there is a certain amount of prestige involved in being able to enter the Key Club, and to invite guests to listen to the exciting world of music, away from the shopping traffic in the big Northgate Shopping Center.

Next, remembering the success of other stores which had with staging disc jockey shows in the store, Mrs. Sporznitz has set up a "Key Club," which is a miniature broadcasting studio, glass-walled away from the rest of the store, with a professional level turntable, multiple speakers for balancing the room, door which looks for all the world like a real radio broadcasting studio.

Additional interest is the fact that the Merry Ann Corner is piped to six sets of stereo phonie head sets, built around a display fixture on the opposite side of the room. Here, youngsters are seated on comfortable stools, equipped with seat backs, and relay their requests to Merry Ann Sporznitz through an intercom system. The fact that six different records can be played at once, without interfering with each other's listening pleasure, aids selling tremendously, and it does away with all of the usual problems of merchandising to teenagers, including rowdiness, noise, lack of discipline, and discourage sub-teeners and pillagers.

More gimmicks stressed include a bargain attic, built on a mezzanine balcony directly above the main sales floor. Here, all trade-ins are shown, in a setting which recalls the old-fashioned main store, with trade-ins scattered at odd angles around the floor, between comfortable lounges, rockers, and chairs. Customers are encouraged to fire up any set they please.

Coffee, too, and cookies are served continuously and there is always a comfortable lounge or chair within a step or so, to permit customers to relax and enjoy themselves without problems.

On Wednesdays is a light newspaper advertising schedule, and depending instead upon the high intensity, and immediate nature of which the store carries, Mrs. Sporznitz has newly doubled her volume, in the short span of years.

Every element is equally important, she believes, including the Merry Ann Corner, and particularly the Key Club, with its constant pull on better income, serious music lovers.

19 Consoles For Magnavox

CHICAGO—Magnavox showed off its new consoles at the annual home furnishings show last week. The models, according to the firm, incorporate early American styles with 20th century technology.

Nine of the models are included in the so-called "Astro-Sonic" group, featuring "space-age" solid state circuitry. Magnavox introduced stereo theaters including phonio, FM, AM/AM, stereo principle now in black and white 27-inch TV with Astro-Sonic stereo components.

Altogether, the firm is offering more than 50 models which are available in early American, traditional and contemporary cabin in walnut and mahogany. All units incorporate tuned for the first time with one-tenth ounce of tracking pressure.

Emerson Adds Console With Novel Changer

NEW YORK — A wall-mounted phonograph with swing-down record changer, introduced among new, mid-season units added to the Emerson audio production line. The model, P926, is an adaptation of the changer which has been widely employed in the steadily portable field.

Actually a console in style (it offers nothing on legs) the unit incorporates design features such as unique one piece units introduced to the market last year. The set lists at $99.95.

Also now to the Emerson line are the Models P9294 and P9295. The former is a portable stereo FM-AM radio-phonograph, available in assorted colors at $49.95.

The latter is a console, also with swing-down changer, and it's offered at $169.95. The firm also has "Astro-Matic" cartridge pocket radio at $19.95 (Model 9995); an FM table radio (Model G1707) at $29.95; and an FM-AM table radio (Model 7218) at $39.95.

Postdate Pages For West Coast Hi-Fi Music Show

LOS ANGELES—Dates for the High Fidelity Music Show here have been moved back. Ray Carlson, manager of the Institute of High Fidelity Manufac-
turers' show at the Hotel Ambassador, said last week that show time will be moved from April 4 to April 7, rather than March 17 date, as previously announced.

Meanwhile, the San Francisco High Fidelity Show will be staged March 6-10 at the Cow Palace, in the Bay area, as an- nounced.

James Logan, show director, said at last week's meeting that "good looks and good sound," and that the show will be under the co- auspices of the Magnetic Recording Industry Association and leading Bay area interior decorators.

MORE PHONOGRAPh TRENDS, Pilot Radio Corporation, which makes both hi-fi components and "packaged component systems," is moving toward the idea that it will range up to a new corporate ownership (Jerrod Corporation). In 1962, Pilot's sales reached a very high price of $399.60 to $789.59, but the two lowest-priced models included conventional AM-FM tuners, and the remaining four have AM-FM and FM stereo.

TWO-HIFI DEFINITIONS.

Two weeks ago in this column we pointed out that the Federal Trade Commission may be putting itself on an impossible limb by trying to arrive at a definition for "high fidelity" which would have quasi-legal status. In that column, we said that if definition is desirable or necessary, there should be at least two separate definitions—one to apply to packaged phonographs, the other to hi-fi components.

It turns out that both the package and component hi-fi manufacturer said that they would have no objection to the FTC being introduced to FCC, without endorsing or recommending, but making it clear that these comments applied to packaged instruments only.

At the same time, Raymond Pepe, president of the Institute of High Fidelity Manufacturers, said his group of about 10, the private proposed definition, to apply to component hi-fi instrument systems only. Said Pepe: "I have no objection to any definition the ERA presents for packaged equipment, but not for components. We want a much more stringent definition for components to protect the buyer." He said IHFM's proposed definition would be submitted in a few weeks.

The Institute of High Fidelity manufacturers that it was not. Nevertheless, it was included in their proposed definition for high fidelity, including definitions of what is to be advertised as hi-fi and what is not. If rules are established, a manufacturer or dealer can be cited for misrepresentation if he advertised a "hi-fi" phonograph which doesn't meet the minimum standards. Dealers and the general public will be afforded an opportunity to state their views on the subject to the FTC. It's still highly likely that the FTC will receive so many comments on the subject that it will be called back on 26

NEXT TAPE CARTRIDGE MARKET. Minnesota Mining & Manufacturing Company, which has been testing-market its $450 automatic tape cartridge recorder-player in St. Louis, will add the Minneapolis-St. Paul market next month. This is 3M's home-town territory, and it expects extra good sales here because of the exceptional interest in anything 3M does.

As we reported recently, 3M was happy with sales in St. Louis, but has released no figures. As in St. Louis, the recorder will be offered through dealers as well as directly in the Twin Cities—probably through at least one department store chain and one or more music stores—accompanied by extensive local advertising.

By September 1, the portable cartridge machine should be on sale in Milwaukee and Chicago. It is expected that 3M has made a deal to supply cartridge-changers to RCA Victor as the sole stereo manufacturer, for use in high-end instruments. By then, there should also be a wider variety of pre-recorded stereo tape cartridges available for the system. (At present, it is possible to get a selection of sets of 8-track tapes.)

Interest in the new system is widespread because it's incompatible with any other music reproduction system now in use—discs, reel-to-reel tape and the RCA cartridge. The industry wants to know whether the "hi-fi" public will exist with the others or whether it will make a bid to replace one or more of them.

STEREO STABILITY. No matter how much phonograph sales fluctuate, the ratio of sales to radio seems to hold to a constant figure, judging from the history of the last three years, if you're a typical phonograph dealer you can count on selling just about three radios for every ten stereo as monaural units.

For the first 11 months of 1962 (full-year statistics aren't available yet), 72 percent of all phonos sold were stereo, 28 percent were mono. For the first quarter of 1963, stereo was 74 percent stereo, 26 percent mono. For the 1960 period, it was 73 percent to 27 percent. In 1959, however—when stereo was introduced—it was only 15 percent to 85 percent.

Phono sales for the first 11 months, incidentally, indicate that 1962 was either a record or near-record year in terms of unit sold. Distributor-to-dealer sales totaled 3,976,841 units, 18 percent higher than in 1961. For November alone, phonograph sales were 31 percent higher than the same 1961 month.
Here it Is!

LITTLE ESTHER'S SMASH LP

(Look at the Charts)

SPECIAL HIT ALBUM DEAL
BUY 10 - GET 2 FREE!

AND FROM THIS HIT LP
A Smashing New Single

LITTLE ESTHER PHILLIPS

"I REALLY DON'T WANT TO KNOW"
AND
"AM I THAT EASY TO FORGET"

LENNOX 5560

LENNOX RECORDS
157 WEST 57th STREET.
NEW YORK 19, N.Y.
PL 7-1041

BOB GANS
PRESIDENT

LELAN ROGERS
EXECUTIVE VICE PRESIDENT

www.americanradiohistory.com
DISTAFF high fideliters who like to keep a clean house have always been faced with a problem. The vacuum cleaner that is supposed to clean almost all of the floors, without many influencing factors. Thus it does not indicate that the above rankings apply for any pitch other than the previous month. Those brands that appeared in previous tables, according to the category and do not happen to listing above are shown below with their rank order in the line indicated in parentheses.

10/27/62 Issue: All brands represented in current chart.
7/28/62 Issue: Admiral (7); Phonola (9).

Since this chart is based on the previous month's sales, it is conceivable that some of the products shown here have not appeared in recent issues.

**Disk Deals for Dealers**

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering deals and special promotions available are listed below. Each issue contains a large display and many promotional products available.

**Vanguard**—Expires January 31, 1963. Based on the LP album "The Nashville Singers" a special 15 per cent cash discount is offered.

**DoT**—Expires January 31, 1963. Based on the LP album "The Nashvill Singers" a special 15 per cent cash discount is offered, per cent per sale in category A, and 10 per cent on category B, by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month.

**Mercury**—Expires February 15, 1963. A 15 per cent cash discount is offered, per cent per sale in category A, and 10 per cent on category B, by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month.

**Philips**—Expires February 15, 1963. Based on the LP album "The Nashville Singers" a special 15 per cent cash discount is offered, per cent per sale in category A, and 10 per cent on category B, by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month.

**EPIC**—Expires February 28, 1963. A 15 per cent cash discount is offered, per cent per sale in category A, and 10 per cent on category B, by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month.

**Capitol**—Expires February 28, 1963. A 15 per cent cash discount is offered, per cent per sale in category A, and 10 per cent on category B, by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month.

**Siday**—Expires March 1, 1963. A 15 per cent cash discount is offered, per cent per sale in category A, and 10 per cent on category B, by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month. All orders, either by mail or by the end of the month.

**VARIETY FAIR in MANHATTAN**

NEW YORK — Record and equipment dealers can get an eyeful of the newest kinds of racks, baskets and other types of store displays aids at the up- coming Variety Merchandise Fair, to be staged here March 10-14. The annual convention of the fair will take place at the New York Trade Show Building, 36th and 8th Avenue. A fine array of tape recorders will also be on display, said Jay Thalheim, president of Arthur Turiha As- sociates, fair manager.

**SALES STARTER:** Display by category, so effective in disk sales, is extended to tape items. Here, the dealer arranges needles, storage albums, record cleaners, blank and record tapes and poly-bag album covers in one neat shelf arrangement. One purchase suggests another.

**Ruth Lyons Fund**

Nets $381,656.71

**For Area Hospitals**

CINCINNATI — Final tab last week revealed that Ruth Lyons, star of the "50-50 Club" on WTVN radio and TV and affiliated stations in Dayton and Columbus, Ohio, and Indianapolis, raised $381,656.71 in her 1962 Christmas Fund Drive, exceeding the $378,430.71 the rec- ord mark set last year.

The drive begins annually on Oc- tober 4. Miss Lyons' birthday, and ends December 25. Benefiting from the drive are 59 hospitals in the states of Ohio, Indiana and Kentucky. Miss Lyons began her drive in 1935. So far, more than $3,574,674 has been dis- tributed to hospitals at a total of $2,256,749.69.

**OUROUGMONT TO NEW EUROPEAN POST**

NEW YORK — V. Peter de Rougemont has been named vice-president of European op- erations for Columbia, Harvey Schelin, vice-president and gen- eral manager of the label's interna- tional wing, announced. De Rougemont was reasigned from his former post of vice-president, Latin-American Operations.

The new vice-president will direct Columbia's growing op- erations throughout all of Europe. He joined Columbia in 1953 and is the company's third wholly owned Latin-American subsidiaries. Most recently, de Rougemont was managing director of Colum- bia's Buenos Aires recording studios.
4 NEW MODELS
FOR SPRING SALES
FROM YOUR NEWEST PROFIT LINE

Masterwork now brings you 4 exciting new models to supplement your newest best selling line. Perfectly filling in the price brackets where you do the most volume, these new models will really put the "spring" in your Spring merchandising.

1920-W
CUSTOM STEREOPHONIC HIGH FIDELITY CONSOLE WITH AM-FM RADIO
The Masterwork "Baby Grand" THE sound boy for W! Hard-wood decorator-designed 38"oiled walnut cabinet, 4 speakers, a dual channel amplifier, high compliance cartridge, custom automatic VM changer, twin stylus, full AM-FM broadcast bands, AFC for locked-in-tuning and lots more! For price, well, there's nothing like it on the market today!

1611
DELUXE AUTOMATIC STEREOPHONIC PORTABLE WITH AM-FM RADIO
This brown and tan beauty really has it all the answers. Four magnificent speakers provide stunning stereo sound while the 7 tube chassis gives you complete AM and FM broadcast bands. Five easy-to-reach controls, a custom VM changer, built-in AM-FM antennas, Automatic Frequency Control for "no-drift" tuning, a diamond stylus, high-compliance cartridge and a terminal for external antennas are just a few of the many extras.

1609
THE REVOLUTIONARY "DROP-A-MATIC"
This 2 wing stereo automatic portable contains the latest in modern design with its "drop-a-matic" changer! Also included are two 8" speakers, a diamond and sapphire needle, high compliance stereo cartridge, power packed amplifiers and a fabric coated all wood cabinet for superior resonant sound. A fantastic value at Mfr's suggested list price

2050W
TABLE MODEL AM-FM CLOCK RADIO
For beauty and practical convenience here's THE 2 in 1 model. A magnificent table radio in a complete all wood, oiled walnut cabinet. Complete AM-FM broadcast bands with Automatic Frequency Control for drift-free reception. 6" concert tone speaker. That's not all...you can also use this fabulous unit as a clock, as a wake-up alarm, as a buzzer alarm, as a go-to-sleep radio or just as a radio...$89.95 Mfr's suggested list price

Contact your local COLUMBIA RECORD DISTRIBUTOR for additional sales information on MASTERWORK "promotional" merchandise. There's volume in the...

GALLERY OF SOUND
1963 Phonographs, Radios, Tape Recorder
Created by COLUMBIA RECORD DISTRIBUTORS
CINCINNATI — Three promotions within the organization were announced last week by John T. Murphy, executive vice-president of the Crosley Broadcasting Corporation. Jack Frasier, director of corporate advertising and sales promotion, will assume the additional responsibilities at the corporate level for the merchandising and publicity departments.

Andy Niedermeyer, a 20-year vet in sales and service with the company, has been named director of merchandising and will coordinate, at the corporate level, the merchandising activities of the six Crosley stations. He has been the newly created post of director of the Ray Lyson "30-50 Club" client service was Bill McClellan, another Crosley veteran.

In a move toward separate departmental functions for WLW radio and WLW television, Joe Callie has been appointed director of promotion and publicity for WLW TV. WLW radio has been the public director of WLW radio and TV the last six months. Club B. Puhlman has been named director of promotion and publicity for WLW radio.

The company that really goes after more business can get more business by consistent advertisements in Billboard's Buyers and Sellers' Classified Mart.

The black in Billboard is a special and distinctive feature of the Classified Mart. Your potential buyers or advertisers are not only the people who buy the publication but the people who use it. Billboard, the best attends of your business, is a proven, economical way to ensure prospect interest, to make sales and increase profits. Check the Classified Mart in every issue of Billboard... see what others are doing... see what you can do to meet and beat the competition.
**REVIEWS OF NEW SINGLES**

*Continued from page 37*

GAYLE HARRIS

[**Here Comes the Hurt (Promise; ASCAP)** (2:13) — Not A Reason for Living (Columbia; ASCAP)** (2:55). CARLTON 584]

THE DREAMERS

[**I'm Not Your Little Girl (Columbia; ASCAP)** (2:55). MAY 133]

COUNTRY

AL HORN

[**Make You Some (Athena; BMI)** (2:30) — Where Does Love Go (Windstream; BMI)** (2:13). DO-RA-ME 1244]

JAN AND PATTY NORTON

[**I'll Watch Your Lights (Vanguard; BMI)** (4:05) — Paper Heart (Vanguard; BMI)** (3:18). BIBRA 1192]

THE DIXIELANDERS

[**I'll Watch Your Lights (Vanguard; BMI)** (2:33) — Watch Out (Windstream; BMI)** (2:13). DO-RA-ME 1244]

LOMELONE PINE HELLERS

[**Help Me Help My Buddy (Starday; BMI)** (2:46) — **Ain't That Just Like Me (Starday; BMI)** (2:13). DIA- DAY 104]

JACKIE SHANNON

[**Faded Love (Bell & Barnett, BMI)** (2:46) — **Burning Desire (Southern Silk)** (2:13). BETHLEHEM 2098]

LIL LOU

[**I Can't Depend on You (Louis; BMI)** (2:13) — **Busted (Motor Music)** (2:13). HOUR GLASS 112]

JACKIE SPARROW

[**You're His Number Two (Lonely Hearts)** (2:13) — **I Wish I'd Sold That (Lonely Hearts)** (2:13). CARLTON 584]

SHIRLEY EDWARDS

[**Blues for a Blanket (Arknowledge)** (2:13) — **Blues (Sweet Memories)** (2:13). BMI 1052]

FINNIE HUNTS

[**Little Boy (Flair; BMI)** (2:13) — **Reason for Living (Columbia; BMI)** (3:02). CAPITOL 4908]

RHYTHM & BLUES

JACKIE SHANNON

[**Sticks and Stones (Tangerine; BMI)** (2:05) — **Other Way (East-Rise; BMI)** (2:13). SHALMAR 105]

BOB BROOKMAYER

[**A Felicitous Jambalaya (Jambalaya)** (Tangerine; BMI)** (2:13) — **Mother on the Beauty (Selmer)** (ASCAP)** (2:13) VERVE 1229]

HIER EKWARD

[**I'll Go Where the Flowers Are (Arknowledge)** (2:13) — **Blues** (Shane Music; BMI)** (2:13). BMI 1052]

**YOUR HOLIDAY IN MINNEAPOLIS**

*Where every luxury and convenience awaits you, including: *  
**Superbly comfortable guest rooms**  
**Suites with real fireplace in living room**  
**Air-conditioning**  
**King-size beds**  
**TV and phones in all rooms**  
**24-hour switchboard service**  
**Holiday Coffee Shop**  
**Redwood Dining Room** (recent winner of American Restaurant Magazine feature award)

- **Cocktail Lounge**  
- **Heated Swimming Pool**  
- **Ideal location . . . just 5 minutes from downtown Minneapolis on Highway 100 (the Belt Line). . . . in beautiful GOLDEN VALLEY**

WRITE, WIRE OR PHONE FOR RESERVATIONS
Phone: JUniper 6-4665 812 Lacle Dr. N.

MINNEAPOLIS, MINN.

1564 BROADWAY, N. Y. C.  
TIMES SQUARE OFFICE SPACE FOR RENT  
8700 SQUARE FEET  
Central Air Conditioning  
Very Reasonable Rental

Contact: Kenneth Laubs of Collins Tuttle & Co.  
261 Madison Avenue, New York 16, N. Y.  
Telephone: MPHoneybill 2-4020

**REVIEW OF THE WEEK**

**EVERY DAY I HAVE TO CRY**

STEVE ALAIMO

CHECKER 1032

Just Busted in L. A. and Boston

CHESS PRODUCING CORP.  
2120 Michigan Ave.,  
Chicago 16, Ill.
Here is a colorful and compelling invitation to play the 2700. It can be used for location personalization — to feature album cover in conjunction with Music of the Week or Ten Top Tunes. Limitless color combinations.

**NEW DOME DISPLAY**

With dome raised, entire hinged program unit drops to a vertical position. V-shape of each section makes title strips easily accessible — saves service time. Tone arm adjustment and needle changing are high speed operations, too.

**HIGH SPEED TITLE STRIP CHANGING**

Softly glowing, fired-on, edge lighted letters indicate the presence of Wurlitzer Stereo Music, promotes play. Panel releases downward for access to switch banks and fluorescent tube or grille color shield.

**WURLITZER PROMOTION PANEL — A REAL EXTRA PLAY PRODUCER**

To the greatest play stimulating feature ever Wurlitzer has added even more appeal. Deposit a half-dollar, the Golden Bar glowingly displays the message "Press For Top Tunes." Pressing the bar extinguishes the light, starts the Top Tunes playing.

**GOLDEN SELECTOR BAR FOR TEN TOP TUNES FEATURE**

The new Wurlitzer 2700 is alive with new features — each in its own way contributing to greater earning power or lowered service costs. See and hear the 2700 at your Wurlitzer Distributors. Check all the new features yourself. Compare what you hear and what you see and you'll quickly agree...

Every Wurlitzer 2700 Feature is Money in the Bank for You
LONDON—Coinmen from all over the United Kingdom and Europe in record numbers are expected to pack the new Royal Horticultural Hall where the 1963 Spring Agricultural Trade Exhibition opens its three-day run. The show is the largest exhibition of coin-operated equipment in Europe.

Every square inch of space has long been taken over by various coin operators being forced to take space on a floor at the Royal Horticultural Hall, W.1, in order to cash in on this promising field. These exhibitors, Seeburg (Great Britain), Lax and Ditchburn Equipment, Ltd., (Withdrawer Distributors), among others, have arranged to have men carrying sandwich boards announcing their location, and will also have mini-machines leaving the Royal Horticultural Hall, every 30 minutes, shuttling prospects over to the Mostyn Hotel.

Paradoxically, there are three less exhibitors in the hall this year than last year. Last year 71 firms showed their wares. This year the number is reduced to 68, with these latter being allotted more space.

**Payout Boom**

With various types of pay-out machines enjoying legalising and popularity throughout the Kingdom and the many areas throughout Europe, England today is enjoying an unprecedented boom with this type of equipment.

Firms are loath to divulge their names publicly in quoting volume figures, but it is generally known that one concern which started out only a few years ago, is now doing an annual turnover of more than $5 million (2 million pounds sterling) and, yet another concern, one of the oldest in the business, which even has its own factory, is estimated to be upwards of $8 million (4 million pounds sterling). These are distributors for pay-out machines and equipment and also maintain their own pay-out machines.

One operator has more than 1,400 locations. And these are not ordinary machines, but kind of background which will open what promises to be a new area of importance will be the most exciting event of the year when the doors are flung open for the 19th Annual Agricultural Trade Exhibitions.

**Complete Line**

Photographs, Seeburg Equipment, Ltd., has taken such a number of firms from 91 to 96, in line with a complete line of juk boxes, fruits machines, pin tables, bingos and automatics in the direction of Gordon Marks and Cyril Singleton and young men.

**MOA Observer to Attend ATE Show**

OAKLAND, Calif.—Henry J. Leyser, left this week for London as official representative of the Music of America to the International Exhibition and exposition of coin and amusement phonographs in London.

Leyser, president of the 10-year-old Associate Coin Amusement Company, Inc., here, believes his position as representative of the West coast U.S. music industry will enable him to study the organization both of national and international trade associations, as well as operating companies.

One of his functions is to develop closer relationship between the MOA and Leyser’s counterparts throughout the music industry, exchange new ideas and make arrangements in other countries, including England, Belgium, Denmark, Germany, Australia, Italy, Switzerland, Spain, Portugal, and France. He is expected to return to California by March 1.

Leyser believes that the full potential of the coin musical field has not even begun to be realized. He looks forward to the day when the industry will be able to assume its rightful place as an important segment of entertainment industry, along with radio, television, the stage and the screen.

**Poor Organizations**

The greatest handicap to overcoming this country, Leyser says, is the lack of capital. The lack of sufficient capitalization.

The industry is characterized by its various versions of the new model. One of the most recent is the ATE machine, accompanied by jube music was presented.

which are open to industry development cannot be realized without larger, national concern with capitalization and outlets. Leyser will not reveal what he has in mind under his ‘big thing’ label, because ‘we are doing some thinking and are not prepared to break action on this as yet.’

The present status can mean destruction. Modernists have been taken a page from the book of the 1930’s, like the Steeplechase. Today EMI, operated by Seidman, MAO president, is one of the biggest companies in the music world, a former official of the company.

Leyser sees the idea of combining the organization both of national and international trade associations, as well as operating companies.

**ACI Observer**

ACI is expected to attend the show.

**AC\&M Machine**

AC\&M MACHINE OPERATING

- MUSIC MACHINE PROGRAMMING
- DOUBLE PLAY DISKES
- RECENT STEREO RELEASES
- RULE VENDING

- Continued from page 1

The new R. H. 1045 will duplicate last season’s latecomer, R. H. 12,450, but which would not only provide for performance royalties by payment by juke box operators, but would set up a trustee arrangement for collection and distribution. Such a scheme would eventually decide upon.

Royalty amounts suggested under the legislation are $3 per year per machine for the first year; $5 for the next four years, royalty of not less than $5 and not more than $25 for the next five years, and royalty for all performances collection (which would cover payment to all performance rights organizations). At the end of the five-year period, the trustees can determine the amounts to be paid in the next five-year period.

Trustees to administer the performance rights collection would consist of a three-man committee.

**George A. Hinckler**

George A. Hinckler has been named advertising and sales promotion manager of the Royal O. M. Company, Los Angeles, by Henry C. Wycoff, the firm's president. Hinckler, 75, who heads the firm's second tour of duty with the company, returns after a short absence from the company.

British Firms Stymied in Trying to Help Ops

By DON WEDGE

LONDON—British records firms are busy wooing juke box operators but all would feel happier if they had a better idea about their needs and even the number of boxes in the country.

Estimates of the latter vary wildly. One disk executive said, "There used to be 10,000 but now it seems to be down to 5,000." At the other extreme, a rival estimated the number at about 25,000.

Operators have to be licensed, but British law allows for a mechanical right on disks—by Photoprints, for example—which constantly changing turn-over, secretary H. G. S. Gilbert estimated that 20,000 boxes were licensed.

One operator said his license, he noted, was for 2,000 and there were several others in the regions of 300-700 boxes.

**Decca Probe**

Like everything else in the thriving British disk industry, all arms are continually being reviewed. Decca, this month, is conducting another investigation into the jube box situation.

All major firms recognize that valuable sales can come through the coin industry. But on the whole only the biggest labels enjoy this success. Operators, say the disk firms, are far from being plenetic.

Some time ago, one report stated that an American hit which won a good chance of reverting here, and promoting it in no other way than through jubes.

**EMI Role**

Nevertheless, EMI is probably the most active in the field with operations, among many, Fred Faber, assigned to the coin industry—only the firm to do so.

Faber spends much of his time visiting operators and matching with them. He organizes dispatching information of EMI group releases thought likely to be of use to juke box operators also get advance copies.

Other firms provide a similar service. The Decca group issues a "juke box change-over" list of the four from its weekly issues considered most desirable. Usually, one of its Sunday evening Radio Luxembourg sponsored programs is directed at the jube trade and a special release.

Efforts are being made to co-operate with the operators. Operators, say the disk firms, are far from being plenetic.

The value of exploitation is differently interpreted, but everyone, it seems to views it with anywhere near the importance of radio and television.

EMI Records general marketing manager Ron White, the American hit agent behind him, reasons that the promotion value is low although jube boxes are an important sales outlet. "Lax Cocks, Photoprints, the American hit public relations agent, believe them to be a jube box joker." He thought the number large as a fraction of the population who may not otherwise hear them. It seems somewhere between the two. "We assume that jube boxes do play a small share in their promotion, and if not more," one executive said, "We find difficulty in getting jube box operators who would be happy to use us to serve." No official report of forthcoming preferences for the jube boxes. Last year, however, one of the smaller independents did try it—Ember issued tracks from some of its albums, mainly by long established disk names, in a special series. Copyrighted material
THE 19TH ANNUAL AMUSEMENT

PERRETT AUTOMATICS LTD.
(Established 29 years)

13-15, CORPORATION ROAD
CARDIFF
Tel: Cardiff 50350

We always have the latest in Coin Equipment, including
Kenny & Jennings

Place your orders with a firm with a good reputation.

DELIVERY EX STOCK

H.P. always available to approved accounts through our
own finance dept.

also

WESTERN SLOTS LTD.
356A, HYDE ROAD
WHITPONT, EXETER
Tel: Exeter 67136

Resident Men.
MR. DENNIS WINSOM
SEE US AT STAND 53

A.T.E. 1963

AT THE TOP OF THE
SHOW SYMPLAY
PRESENTS THE
S.100-STERO

100 play Console or Wall Juke Box

with

FULLY ELECTRICAL SELECTION

and

RECORD POPULARITY COUNTER

Introducing THE ARIZONA

The Shooting Gallery with a difference.

In New A Real Pistoiling Fun Game.

Sale U.K. distributors of all equipment manufactured by Th. Bergmann & Co. of Hamburg are:

Symplay Limited
18-19 Belgrave Road, Westminster Common, London, S.W.17
Telephone: Westminster 3421

ON STANDS
97-98-99-109

A full range of Machines including Coin and Wall Machines of British and German make, American Amusement Machines and many types of spare parts and accessories.

PHILIP SHEFRAS
(SALES) LTD.
HOLLYRUSH PLACE
BETHNAL GREEN RD., LONDON, E.2
Telephone: SHOREDITCH 4553/4
Telegrams: FLAUTO LONDON
Cables: FLAUTO LONDON E2

See us in the foyer—

CONWAY AUTOMATICS LTD.
7, Toynbee Street, London, E. I. Tel.: RIS 4811.

PERRETT AUTOMATICS LTD.
(Established 29 years)

13-15, CORPORATION ROAD
CARDIFF
Tel: Cardiff 50350

We always have the latest in Coin Equipment, including
Kenny & Jennings

Place your orders with a firm with a good reputation.

DELIVERY EX STOCK

H.P. always available to approved accounts through our
own finance dept.

also

WESTERN SLOTS LTD.
356A, HYDE ROAD
WHITPONT, EXETER
Tel: Exeter 67136

Resident Men.
MR. DENNIS WINSOM
SEE US AT STAND 53

A.T.E. 1963

AT THE TOP OF THE
SHOW SYMPLAY
PRESENTS THE
S.100-STERO

100 play Console or Wall Juke Box

with

FULLY ELECTRICAL SELECTION

and

RECORD POPULARITY COUNTER

Introducing THE ARIZONA

The Shooting Gallery with a difference.

In New A Real Pistoiling Fun Game.

Sale U.K. distributors of all equipment manufactured by Th. Bergmann & Co. of Hamburg are:

Symplay Limited
18-19 Belgrave Road, Westminster Common, London, S.W.17
Telephone: Westminster 3421

ON STANDS
97-98-99-109

A full range of Machines including Coin and Wall Machines of British and German make, American Amusement Machines and many types of spare parts and accessories.

PHILIP SHEFRAS
(SALES) LTD.
HOLLYRUSH PLACE
BETHNAL GREEN RD., LONDON, E.2
Telephone: SHOREDITCH 4553/4
Telegrams: FLAUTO LONDON
Cables: FLAUTO LONDON E2

See us in the foyer—

CONWAY AUTOMATICS LTD.
7, Toynbee Street, London, E. I. Tel.: RIS 4811.
AMUSEMENT TRADENS EXHIBITION
LONDON. JANUARY, 1963

MAR-MATIC SALES Ltd.
Sole Agents everywhere in the United Kingdom for
Messes. J. H. KEENEN & Messes. JENNINGS

Makers of world famous Amusement Machines

WILL BE EXHIBITING ON STANDS
54-55-56-57

The full range of the latest and most outstanding machines for your inspection and testing, be sure to visit Mar-Matie's stands if you attend the Exhibition, or contact us at:

MAR-MATIC SALES Ltd.
9-13. BOURDON PLACE, BERKELEY SQUARE, LONDON W.1, ENGLAND
Telephone: MYthe Park 2761-4257

See Us at Stands 110-111
WONDER WALL GAMES
780 High Road, Tottenham. N. 17. Tel.: TOT 4956

See Us at Stands 123-124
MELROY AUTOMATICS LTD.
53, Salisbury Road. London. N.W.6 Tel.: MAI 7148

Davies Products (Lpool) Ltd.
Stands 1 & 2
For the finest selection of Toys, Fancy Goods and Bingo Lines.

When you visit the Amusement Trades Show
Get Up The Latest Jet-Flown Issue of Billboard With
Our Compliments. We look forward to seeing you.
Stands 139.

Arthur Rosett, European Director
Aaron Sternfield, Coin Machine Editor
Frank Luppino, International Director
London Show to Set Crowd Mark

Continued from page 53

with their energy and initiative, have worked to position where it is now one of the leaders of the industry in Great Britain. They introduced the Swiss manufactured juke box (Jupiter) to England, and the newest models of this machine will be on display.

They will also show Bally Bingos, Twist, and Shoot-O-Line with the latest features. Included will be a first showing of the new Bally Treble Chaser, Sega, the Japanese - manufactured fruit machine will be displayed including the models: Diamond Star, Bonanza Star, 7-5-7 21 Bell and Mud Money. These machines take a 6-penny piece. The Copper Sega is equipped for the British 1-penny piece.

Photograph Equipment carry a complete line of spare parts for all equipment. It is England's distributor for Williams pin tables, and the latest models of Williams will be displayed. To keep pace with its expanding business, the firm recently purchased a building that takes up almost an entire city block. This building is now in the process of being remodelled, and when completed, will hold their entire warehouse, maintenance and office quarters.

Conway Exhibit
Conway Automatics, Ltd., who will occupy a position in the foyer at the show, will introduce a new version of the roulette table specially designed for England. In order to be operating legally, the most important stipulation of the Gaming Act is that all players must have an equal chance— that the odds must be favorable for everybody, and to this end, there are only 12 numbers on the table and 12 numbers on the roulette wheel which are duplicated three times, according for the 36 positions on the wheel.

The normal zero is now taken by position marked "V" for replay. There are only three odds— 11 to 1, 5 to 1 and 2 to 1. There is no special croupier. Since the gaming law was first been adopted and altered in England, the roulette table should become a popular item here in many clubs.

Auto-Slot (Sales), Ltd., will occupy a position in the corner of the hall and displayed for the first time will be the new Feature Silver Stereo 100. Phonographs have been manufactured by Loven Automaticen in its modern factory at Bingen-Rhine, West Germany. An outstanding feature of this machine is the six matched speakers which provide superb reproduction from the newly designed 30-watt amplifier unit.

Pachinko Shown
Also being exhibited is an original Japanese Pachinko machine recently featured in a TV documentary programme and reported for the first time into the U.K.

Another new arrival to the British market and displayed on the stand will be a new Electromatic Automaticen which between itself and Automaten which records seconds, minutes and hours, and re-action time to both sight and sound.

As displayed will be a wide range of over 20 different types of West German wall amusement machines including conditioned and converted in our own workshop to English coinage.

Finally there will be the usual Spanish Bingos, with a comprehensive stock of spares and accessories for nearly all West German amusement games.

On the Philip Sheffrs stand will be seen the latest in Arcade type machines. The Royal Ascot is a 12-sided horse racing machine which has cost over $10 million in continuous basis, making three pay-outs in each cycle. It measures inches in diameter, which the Horse of Chicago has made a new fruit for the Arcade market. This is the Copper King which embodies all the latest developments in the front panel and the coin rejector, cross board and especially designed stands are also available.

In addition to a range of British and German machines of the traditional pattern, some American amusement machines will be on show. A coin changer of a special pattern which gives copper and silver and copper and in exchange for silver coin. This is designed to go into machine stands so that it need never be hand filled.

Philip Sheffrs enter a complete line of spare parts and spare spares include Bingos, fruits, German wall machines and American amusement machines of various types.

Melroy Display
Melroy Automatics, Ltd., specializing in paying machines of various types will display its newest machine at Stand 121 to 124. According to R. Schuhmann, managing director, Melroy will show the Select-A-Fruit machine made by its associate company, J. White (austr) Ltd., and the Las Vegas fruit machine made by Melroy. Also on display will be a selection comprising of wall pay-out machines similar to the Kansas City, and an addition, Lucky Dice.

Mauris Sheffrs & Sons, Ltd., at Stands 83-85 will display a selection of new and reconditioned machines. It will introduce a completely new 1-penny fruit machine of American manufacture. It will also display a bingo equipment including hand-operated cages, and a new combined bingo blower and indicator unit.

An improved version of a 6-pence to the coin rejector that will fit any Mills or Seeburg machines.

Mauris Sheffrs & Sons has subjected the new model to intensive tests over a period of several months before introducing it to the public.

The company will also have on display a complete section for spare parts.

Krafty Automatics, Ltd., at Stand 5-9 is displaying the following equipment:

PHOTOGRAPH: Automatic Photo Studio

WILLIS & GOTTIEB FLIPPERS, a selection of the latest, reconditioned machines.

MILLS & JENNINGS, 1d & 6d Fruit Machines. Rebuilt and refurnished to usual high standard.

THE LATEST UP-RIGHT FRUIT Machines; by K E N E Y, BALLY, GAMES, etc. All the latest and best in American 7 British arc de machines; GASH BUNYAN, MINIATURE BLOWERS, and games of skill and amusement.

Own Manufacture

TEN PINS, 1d play console depicting bowling—1 to 12 pay-outs.

WALL MACHINES; Roto-fruit, Pool Point, Electo-Dart, 1d play 1 to 12 pay-out.

NEW MACHINES to be introduced at the show: Royal Ascot and Autofruit with full mirrored display glass, a new sequence inter-connector, five 12 to 12 pay-out. Stay-Keen laminate, a new high percentage regulator and "Easy Win Decoy." Many types of pay-outs including £0 or Fruit symbols. Motors and spares for all machines.

Edwin Hall & Company specializing in kiddle rides, at stands 55-56, will show a line of antique cars, coin operated.

(Continued on page 66)

Small British Ops Hurting

LONDON—Size pays off in juke box operation, here, with the small operator at a distinct disadvantage as compared with his larger competitor.

Within the past year all disk major firms have concentrated on the juke box business—but only large—operators the opportunity of buying records at wholesale rates.

All boxes have to be licensed for mechanical performance. In view of the administrative difficulties involved, Phonograph Performance Limited, the collecting agent, was able to cut the standard size of $20.50 a year to as little as $12.88 for multiple operators.

Three-Way Split
Income from the box is split three ways. Primarily it is shared by the artists and record company, but an allowance also goes to musicians. There is a matched percentage in every case but latter, but the disk firms felt it morally right to make the provision.

H. G. S. Gilbert, secretary of Phonograph Performance, feels that the situation will settle the battle in the juke industry. The tax cut—involve a drop of at least 10 percent on over-all prices of both phonographs and disks—which came at the beginning of the year was well received.

The demand for music is growing," he said. "Economic conditions are settled down in all markets, and higher purchase terms should ease. Cheaper machines, particularly from the continent, are becoming more readily available enabling smaller sites to be opened up.

"Adversely, the relaxing of the gambling laws two years ago has brought a great deal for fruit machines and the like. This has largely been met now, and more money will be available for the juke box side of the industry," Gilbert went on. "It has been growing slowly since 1955, but now steadily. Conditions now seem set for another rapid advance."
Our policy has always been quality at a competitive price. Towards that end, our over 200 employees have built up a reputation for dependable service to our thousands of accounts far more than 25 years.

In essence, Runyon distributes the leading factory lines throughout New York, New Jersey, and Connecticut, from coast to coast.

AMI, ROWE, BALLY, IRVING KAYE CO., WILLIAMS, AFRICAN SHUFFLEBOARD, KEENEE, MIDWAY, ALL-TECH & TECHNO-VENDING.

In addition, we maintain a complete inventory of all types of used equipment which may be purchased as is, refinished, factory reconditioned or any way you wish. What's more— we can handle your problem immediately.

Runyon International, with offices in Springfield, N. J., serves more than 60 countries around the globe. In each shipment every machine bears the Runyon stamp of quality.

Runyon is known throughout the world as a leader in the export field...it is true we consider ourselves specialists in this area.

Why not call us today for our complete inventory list.

Cable Address: Runyonex-Springfield

VISIT RUNYON'S NEW OFFICES IN SPRINGFIELD, N. J.
THE WORLD'S MOST MODERN PLANT

RUNYON SALES COMPANY, INC.
INTERNATIONAL, INC.

U. S. Route 22, Fedam Road, Springfield, New Jersey · Tel: BRAZIL 6-8720
306 Tolland St., East Hartford, Connecticut · BURLINGTON 9-6303
593 Tenth Avenue, New York, N. Y. · Degrave 4-1880

INTERNATIONAL BUY-WORD FOR QUALITY...

RUNYON Sales Co., Inc.
International, Inc.

RUNYON SALES CO., INC.
RUNYON INTERNATIONAL, INC.
ALL IN THE FAMILY—Morris Shefras, left, senior director of Morris Shefras & Sons, Ltd., and his sons, John, center, and Michael, junior directors of the firm, will play major roles in the Amusement Trades Exposition in London. Director Shefras is on the ATE board of directors.

Ops Root for Tenn. Bar Drink OK

By ELTON WHISHEHUNT

MEMPHIS—In most States of the Union, the tavern is the prime juke box and amusement machine location. One of the few exceptions in Tennessee, where the sale of mixed drinks over the bar is illegal, is Nashville. The mixed drink bar has limited juke box locations to establishments serving beer and wine, to private groups, and to teen-age stops. The big location, which serves alcoholic beverages over the bar, is non-existent. This condition may change as a bill is pending to give local option on mixed drinks is expected to be introduced in the Tennessee Legislature this week. If the bill was passed, it would provide more opportunities and bring more tourist and convention dollars to the State, keeping businesses all down the line.

Tax Revenue

But one of the outstanding things it would help would be the State and local government by bringing in much needed tax revenue. Residents of the four largest cities in the State—Memphis, Nashville, Knoxville and Chattanooga—have been hard-hit in trying to operate a bar and restaurant business under the present law. One way of getting around the problem is to get at least a local option on mixed drinks in the city. By allowing the sale of mixed drinks the law permits a license fee of $150.00 to $250.00, depending on the size of the bar. The revenue generated by the local option law—if a majority of citizens in a county vote for it, liquor can be sold by the bottle. Looks Good

The mixed drink across the bar has been a burning and controversial issue in the State for years. Several attempts to get such a law passed in recent sessions of the Legislature have failed. But all agree this year looks more favorable than the others.

The restaurant and hotel associations are known to be backing the legislation and are using their most persuasive arguments on legislators.

Such a bill would greatly help operators in Memphis and the other larger cities in the State because many operators have lost several locations each in the past year or so to urban renewal and new high-rise buildings.

George Sammons, president of Simmons-Pennington Company, Memphis distributor, predicts a bill with local option on mixed drinks will double the number of locations in Memphis.

However, there are several types of laws which could be passed and a moderate one in this Legislature would not provide that many locations.

For example, Rep. James F. Schaeffer of Memphis said: "I would favor letting mixed drinks be sold in eating places where no more than 50 per cent of the gross comes from liquor. I would not want to see the town with bars or taverns on every corner."

If a liquor bill is passed this session, it appears it would be a restrictive one—with large restaurants and hotels allowed to serve mixed drinks.

See Legazation Of Italy Pinball

ROMEx—An indication that a new law to permit the installation of pinball machines in Italy is imminent can be seen in two stress in the wind—a statement by the Ministry of the Interior and the prevalence of advertising for new apparatus in Automat, the magazine of the vending machine organization.

In an editorial, "The Long Wait Drag On,
the magazine pointedly quotes a law along with a new licensing bill has issued a statement denouncing the delay in granting power in the past. Says the editorial, "Until today the rights of citizens and the liberty of private economic initiative has been impeded by impositions for other reasons than those important and essential to security."
Platter Specials on Music Menu

DENVER—What's the best merchandising tool for building play in restaurants and bars? Most operators have different answers for that question, such as effectively shelving the box, a good prominent location, plenty of wall boxes, etc.

Tony Lucero, suburban operator, however, has a different answer— in the form of a mimeographed music menu which he asks location owners to distribute on tables, in booths, along the bar, as each record change is made.

**Top Hits**

It takes Lucero and his office girl only a few half hours per month to turn out concise messages which are mimeographed, distributed to his 100 locations, and around a dozen numbers beneath. New titles are listed daily, then popular old favorites, then novelties or gimmick discs which have either already established their popularity, or which Lucero thinks are going to hit. Mimeographed up on eight and one-half by fourteen, shrink-wrapped and distributed nightly as crowds of customers begin to fill up any location, these handy menus to the customers have had an immediate acceptance.

It isn't unusual for a customer along the bar, for example, to recognize the title of a number which he has heard only five times, and go immediately to reach the juke box or nearest walk box.

More often than not, such customers, inspired by interest in the music or the listings, use a quarter or half dollar to play several tunes.

**Excellent Readership**

Any music menu developed in this way is bound to get excellent readership among bar patrons, many of whom are simply sitting, staring into space between orders, or conversations with others.

In some instances, Lucero has found a large percentage of those who move to play the juke box are customers who normally don't pay any attention whatsoever to the box but who are attracted by a specific number.

Cost for such music menus is light, probably running to less than one cent each. Lucero runs off two to three hundred for each location at a time, and delivery is taken care of by the same employee who is there to change the records.

An ordinary mimeographed machine, stencils, and mimeograph paper complete the essentials. Therefore, the Denver operator has benefited by exceptionally increased location.

San Francisco Showing In 62.15% Increase

By GODFREY LEHMANN
San Francisco — Music operators in San Francisco experienced a good year in 1962 and are looking forward to better times in 1963.

Both operators and distributors of juke box reports sales increases averaging 15 per cent or better over 1961 due in part to expansions of locations and improvements of services to existing locations.

Norman West, general manager of the K. P. Jones Company, West Coast Distributors, the Rowe-AML line, reports enjoying an exceptionally big business due to a variety of reasons. The new Model L. of Rowe received favorable reviews from the operators, and for the first time went into a full-line vending program, including hot and cold beverage machines, dollar bill changers and others.

During the year Jones gave up representation on the Seeburg line to Advance Automatic, enabling the expansion in distribution.

In addition, the company re-opened its Seattle office, closed for a year, and now operates five full offices, in Los Angeles, Honolulu and Denver, in addition to San Francisco and Seattle, and maintains a resident manager in Portland.

On the operator side, the San-Russ firm enjoyed an increase of between 20 and 25 per cent over the previous year. President Russ Cathardo credits the box manufacturers for about 15 per cent of the increase, and the remainder to improve collections from previous locations.

The improvement at the existing location was caused largely by better service. On the theory that no one wants to play a dirty machine, routemen kept the machines well cleaned, dusted, yellowed labels, maintained a better collection of records. Even a new machine will come to life.

(Continued on page 56)

CINEMOBX, the Italian-made juke box which shows motion pictures, has been pressed into service during the New York newspaper strike. The nation's first-on-location units, in Grand Central Station and Pennsylvania Station, show shorts from films current in the New York area. Exhibitors foot the bill for the showing. According to John T. Leonard, Intermece, Inc., U.S. distributor, the first coin-operated units will be available this spring, as soon as a library of English-language films is accumulated.

Broadened Sample Aids Location Programming

DENVER—In checking with location patronage for the type of music they want to hear, it's a mistake to rely on the preference of only two or three people, according to Frank Huber, of Century-Supreme Music Company.

Not that Huber and his partner Glenn Pierce don't believe in regular surveys of the customers in cocktail lounges, restaurants, offices, etc. The important point, Huber emphasizes, is that it takes a good thorough research by music writers and not a survey by only a few people to get a valid enough sample to make a sound and dependable profit-making program.

Huber, who has been a tavern owner for many years, as well as a busy juke box and amusement machine operator, points out that at least one-third of the people in any city are never found during a typical night making up the music menu for the following change.

If there are 30 people enjoying a sandwich, drinks or a glass of beer, Huber introduces himself to 10 of them (the chances are that he already knows many of these patrons), then explains why he has in mind. Often, where the first three people contacted will result in a taste for the same basic numbers or types of music, the next seven will have something else a little different in mind, and the choice of the seventh will show much better results than the other three.

Huber, who does most of the change-over programming for upward of 150 locations in the Denver area, finds the so-called "standard approach" will never result better results than any other. Frankly, he told an authoritative audience that one location whom he is interested in providing the right kind of music for the customer's taste, to produce better returns for himself and his operators. Once a while a customer will voice a complaint about not finding a type of music he likes on the juke box, and whenever such an instance comes up, it is a certainty that Huber will program that variety of music, even though the

Heartbeat, Op Phonos Chime In Same Time

NEW YORK — Seymour Schwartz, head of MGM Records, Chicago-based disk packagers, has told his firm's policy of making singles specifically for the juke box trade is no uncertain location.

Schwartz here on a visit, praises the firm's special production work. In some cases the firm will even write the label of the disk itself to spur him to box manufacturers, the company's basic a. e. policy is to make standards so that the operator can get action on both sides. The firm further offers three strip titles to operators. All Heartbeat releases are 45s.

Newark Op Offers Tunes by Decades

By AARON STERFIELD
Newark, N. Y.—Any good juke box operator should be able to order a number of listings of music to be played on the box, according to the firm's salesmen. By picking two or three of the firm's labels, the operator will have an excellent range of music on his juke box.

The company's basic a. e. policy is to make standards so that the operator can receive action on both sides. The firm further offers three strip titles to operators. All Heartbeat releases are 45s.

(Continued on page 66)
COME DONNER & BLITZEN, COMES THE REPAIRMAN

REDDONDO BEACH, Calif.—Some 1,100 reindeer recently galloped out of a coin-operated toy vender. The reindeer, of the plastic variety, came from a machine which on the insertion of a coin presses the toys from plastic crystals and delivers the finished product in a few seconds.

The only trouble was the 1,100 reindeer were delivered on the insertion of one coin—a dime.

It all happened at a suburban shopping center here when a youngster put a dime in the machine and got his reindeer. Then another. And on and on. By the time the service man arrive to shut off the machine, 1,100 reindeer had passed through the delivery chute.

Examination disclosed that the points on the machine were set too fine, thereby causing the jamming. The situation has been remedied.

New Jersey Vendors Plead For Machine Tax Repeal

CLIFTON, N. J.—Harold Foltz, president of the New York Bulk Vendors Association, recently appeared before members of the Clifton city council in an attempt to effect repeal of the municipality's $3-per-machine vending tax.

Foltz led a delegation of bulk vending operators at the special hearing.

He explained that the tax is confiscatory in that a new machine costs $15 and the annual tax is a third of this cost. Foltz also pointed out, citing statistics from the National Vendors Association and from Billboard, that the national average on bulk vending machines, after commissions and service costs and depreciation, is actually less than the tax itself.

While no action was taken by the city council, it is believed that prospects for repeal are favorable.

5-Cent Items Introduced by Guggenheim

NEW YORK—Karl Guggenheim, local coin manufacturer, this week introduced four new 5-cent capsule add-on items for the bulk vending trade.

The Cowboy and Indian series features riders and ranchers together with their mounts. Each capsule houses a rider and horse, with the buyer able to place the rider on the horse or dismount him.

Another Cowboy and Indian series also features GI's in various fighting stances, packed three to a capsule.

Puzzlers, such as a Hong Kong import, utilizes the capsule as part of the puzzle, with the patron testing his skills at various rolldown games.

Vendors Drive Against Chips

NEW YORK—The New York Bulk Vendors Association has launched a campaign to dissuade the manufacturers of bingo chips from making their products the size and weight of pennies.

Bulk vending operators in the New York area have been hit hard with slugs, most of these bingo chips. Letters have been sent to manufacturers of these chips advising them of the problem.

The slug situation was discussed at the NYBVA meeting here Monday (14). Some 27 operators attended, the largest number ever to run out.

Guests were Roll Lobloll, Leaf Brands, and Carmine D'Angelo, Crane Gum Company.
**COINMEN IN THE NEWS**

**BOSTON BRIEFS**

One Boston operator is truly happy these days. He is Ben Rom, of Graben Vending & Machine Corporation, who has reached his goal in this avocation of yeasting. Ben, who was com-

modore of the Metropolitan Yacht Club, has now been named to the Massachusetts Bay Association and the Commodore Club of America, the aim of every yeaster. Al Levine, former salooner of the Reel Distribut-

ing Company (Seabury) is the new Rock-Ola distributor for the area and in the process of finding suitable quarters.

Dave Baker, president of Mole-Tone Vending, Inc., has disassociated himself from American International Bowling Corporation and is now on his own again at his Tremont Street, Everett plant. He is fixing up an 10,000-square-foot plant in Som-

erville and expects to be in by the end of the month. Officers of the firm are Baker, president;

Israel Spector, formerly of Capiti-

val Vending Company, treasurer, and Andrew Robbins, vice-

president.

Baker, who once headed the Massachusetts Music Operators Association, thinks he may try to organize the group again, feels it is much needed for good public image for the industry as well as to fight discriminatory legislation. Dave has been ap-

pointed by the court to handle the music route of the late Na-

than Colman, recently found shot to death in his truck. Har-

old Bond, Brookline operator, and his wife are anxiously wait-

ing the birth of their first child.

Thugs have been preying on the music and vending industry in these parts of late. Robberies hit one company, Cigarette Serv-

ice of Cambridge, three times in two months. The firm lost $2,000 and a quantity of ciga-

retes to thieves in Braintree, $1,400 in cash and $1,000 in cigarettes in Quincy, and $900 in coins and an amount of cigarettes in Boston. Two of the thieves were one week apart to the same truck.

**CAMERON DEWAR**

**VISIT THE VENDORA®**

The Most Colorful and Practical Multiple Operation Known to Bulk Vending.

Planning Story

**For Chi Parley**

NEW YORK—Plans for the 1963 annual convention of the National Vendors Association—to be held in the Sheraton-

Chicago Hotel, Chicago, March 28-31, got under way this week with the naming of convention chairman.

General Chairman Rolf Lobel, Leaf Brands, announced that Bob Guggenheim, Karl Guggen-

heim, Inc., will be in charge of publicity; Dick Gibbs, Arthur H. DuGrenier, will handle ex-

hibits, and Harold Fedz, Fedz Vending, will be program chairman.

**Bill to Exempt Conn. Charities**

HARTFORD, Conn. — State Representative Wener of Mont-

tville has filed a proposed measure in the Connecticut Legis-

lature to exempt charitable organiza-

tions from the vending machine license law.

Charitable organizations en-

joying tax-exempt status under the Internal Revenue Code would be exempted from the necessity of licensing vending machines.

**Injuries Hobble Coin Stuffers**

NEW YORK—Billboard's coin machine staff was peri-

odically reduced by one more this week when Dick Wilson, advertis-

ing manager, slipped and dislocated a finger while shoveling snow in his suburban retreat at Homewood, Ill.

Still on the injured list is Nick Webster, Billboard's Midwest editor and coin machine specialist, who is in St. Francis Hospital, Evan-

ston, Ill., recovering from a ski injury sustained at Iron Moun-

tain, Mich., over the New Year's weekend.

Still active is the New York contingent, Azouro Sternfeld, coin machine editor, and Dennis Hyland, Eastern advertising repre-

sentative.

Both of the survivors have pledged to return from violent exercise or physical exertion until the bedridden have returned to active duty.

**WANTED TO PURCHASE**

1961 and 1962 Billboards

43 E. 42nd St., New York, N. Y.

**ONLY EPPY**

**COINMEN IN THE NEWS**

**VENDING HEADQUARTERS for VICTOR**

**THE MOST COMPLETE AND FINEST LINE**

New Victor 2000 Vender, Large Capacity... Holds 2,000 Coins 100-Cent Gum, or 600 10c Capsules... Also Available 3 Bags 100-Cent Gum for $4.25, 600 10c Capsules for $1.75.

Large Stock of Vendors—Parts and Merchandise. Write for Price List.

H. B. HUTCHINSON, JR.

117 N. Desplaines St., Chicago 6, Il.

Phone: Rlts 7-4500
NEW ROWE AMI

Snow Can't Stop United Showing

MILWAUKEE — Despite heavy snow and the winter's worst sub-zero cold wave, attendance at United, Inc.'s Wurlitzer Weekend January 12, Saturday through Tuesday (13-15) held at a gratifying level. Operators from all parts of the State braved the frigid temperatures and hazardous highway conditions to attend the unveil-ing on Saturday (12) of the new Wurlitzer 2700 at the Kaisercnickerocker Hotel. A cocktail party and dinner followed presentation of the new machine.

The Wurlitzer week-end agenda included two additional trade showings. One followed the monthly meeting of the Milwaukee Phonograph Opera-tors Association, on Monday evening (14), at the Ambassador Hotel. The second, a service school for route personnel, took place on Tuesday (15), at the United, Inc. headquarters.

The list of out of town op-erators included: Mr. and Mrs. Fred Braun, Suburban Music, Menomonee Falls; Mr. and Mrs. Walter Flink and Mr. and Mrs. Frosty Damon, Spencer; Mr. and Mrs. Ernie Frigh, Rhine-rhunder; Chuck Hartman and Jack Zimmerman, Watertown; Johnny Barnes and daughter; Merrill; Nate Robinson, Madison Coin Machine Company; Madison; Mr. and Mrs. Gary Reiter, Triator Novelty, Muk-wango; Mr. and Mrs. Casper Stitiq, Cap's Novelty Company, Racine; Bill Ellinger, Ray Hut-ischer Associates, Chicago; Mr. and Mrs. Cliff Eibrowski, Book-miller Sales, Green Bay: Lou Al-balonti, Kenosha; Tom Strong, Iron Mountain, Mich.; Earl Appler, Oconomowoc, and Joe Schmister, Okauchee.

On the Milwaukee roster, were: George Anthony; Mr. and Mrs. Casper Lydaz; Harris Mu-sie; Carl Betz, and Bob Pacione, P. & P. Distributing Company; Bill Liska, Great Lakes Vit-nance; Larry Madewell and Don Freiberig, Ziegert, Smaller & Madrow; Vern Dumes, Mr. and Mrs. Jim Cunningham; Mr. and Mrs. Jerome Jacobet, Ed Grenowski and Harry Horwitz, Red's Novelty Company; David Jakubowski, Lincoln Novelty Company, Mr. and Mrs. Vince Waters; Mr. and Mrs. Arnold Jos, Arnold Jos, Novelty Machine Company; Mr. and Mrs. Jim Stecher, John D. Wulch Distributing Com-pny; Leslie Reder and Carl Staska, L. R. Distributing Com-pny; Bob Jost, Wurlitzer Service; Howard Smokeshop; Eddie Tarman, Tanman Amusement Company, Mr. and Mrs. Sam Huston, Mr. and Mrs. Jack Hastings, Pat Gaffney and Mike Falster, Hastings Distributing Company; Norman Bornell, Auto-Bar of Milwaukee, Inc; Leo Dixon and Lucien Seiffert, H. & G. Amusement Company; Jim Basile, Kerno Novelty; Richard Malie; Eddie Puzia, Triple A Amusement Company; Jack Kopp, Kopp, Jeff Beck, Andy Mood and Paul Weyandt, Mitchell Novelty Company; Bud Wagner, G. & W. Novelty Com-pany, and Clarence Smith, Ken-neth Jost, and Joe Webster, Milwaukee Amusement Company.

HOW CHICKS IN HAREMS PLAY IF SHEIK AWAY

TEHERAN — Wurlitzer is proving the reason of the Middle East market from a strong sales base in Iran. The Wurlitzer general importer in Iran, Teheran-based Kahlil Frantzad, is organizing a Middle East sales effort especially in coffee bars and soft drink parlors. One Iranian lieutenant disclosed that oil sheiks have become fascinated with juke boxes and are interested in a major segment of the market. It is understood that virtually every heiram now boasts a jake box, with eight to 10 boxes being the usual rule. He added that debate within the Middle East trade concerning the desirability of stressing harem sales in sales promotion. So far the trade's attitude is negative, but a number of distributors feel that harem endorsement could prove a "100" jake box monev. Mr. Th., Bergon, West Germany, and Arizona Shooting Gallery, another German import.

In the picture: BATTLE FOR TOP EARNINGS

IN EVERY TYPE OF LOCATION EVERYWHERES

NEW FOR '63

LENDEL STEREO

NEW DIGITAL

NEW MECHANICS

POOL TABLES

VALLEY SALES CO.

332 Market St., New York City, N.Y.

Wurlitzer at Milwaukee

IN THE WINNER'S CIRCLE. Operators see the new Wurlitzer 2700 dramatically unveiled on the winner in the jube box derby during the United, Inc. trade showing, January 12, in the Kaisercnickerocker hotel.

TOASTING THE NEW WURLITZER 2700 at United, Inc.'s trade showing. From left: Bert Davidson, Chicago, Wurlitzer regional manager; the Cliff Bookmeiers of Green Bay; Lavenry and Harry Jacobs Jr., the evening's hosts, and Mr. and Mrs. Sam Hastings, Hastings Distributing Company, Milwaukee.
John D. Chandler

Probably the most pleasant aspect encountered by Billboard reporters when covering the annual convention of the Music Operators of Virginia was the opportunity to watch John D. Chandler in action.

The rotund and courtly Virginian, with a seemingly inexhaustible supply of semi-salt stories, had the rare talent of getting operators to relax, persuading them to discuss their problems, and, more often than not, guiding them to a solution of these problems.

We've had the opportunity to watch John at MOV conventions for the last 15 years and, so far, it's a memory we'll cherish always. It can only be a memory because John died in his home in Richmond on January 10.

Past president and director of MOV, John more than any other man in the State kept the organization going and was responsible for its current healthy position. His dry wit and mental agility on many occasions turned what might have been a stormy session into a constructive meeting. And while John Chandler always spoke his mind in a forthright manner, nobody could get angry with the man, no matter how opposed he might be to John's opinions. If he had an enemy in the world, we never learned of it.

Each year the Music Operators of Virginia donate phonographs to hospitals and youth groups without regard to color or creed. It was John Chandler, during his tenure as MOV president, who initiated this policy.

To Hy L elastick, his employer and current MOV president, to all the members of MOV, and to Mrs. Chandler we extend our deepest sympathy. We have lost a dear friend and it is doubtful that we will ever see his likes again.

Cleveland Coinmen Predict Sharp Upturn in ’63 Takes

By BOB SUDYK

CLEVELAND — In recent sessions, asking an operator here about his prospects for the coming year was like plunging a knife into him and asking how long it would take him to bleed to death. It was not a business, it was a handout, they said.

But with the financial wounds of past bad years healed and the transfiguration of a "better than average" 1962 in the ledgers, area operators and distributors of coin-operated and vending machines are bursting with life again in 1963.

Throwing aside the violins for the trumpets, some cautious veterans of 30 years in the business are predicting rises up to 25 per cent, and some, leasing their heads entirely, forecast years similar to the 1938-39 glory of gold.

Rocket Ride

Allan Kleinman, of Advance Music Company, sees a rocket ride that will soar between 10 and 15 per cent higher than last year, which also edged upward over 1961. Kleinman points to a promising economic picture in Northern Ohio and the addition of new locations that already are being considered. A 17 cent hike was shown in 1962.

Joseph Abraham's Lake City Amusement Company and Lion Distributing Company are geared for smashing year. He is excited about the new Rock-Ola music machine line and isn't bashful in reporting an expected 25 per cent leap in business.

Regional Takeoffs

Mr. Coinman

In the Eastland Bill does not affect this area and there is no local or State legislative action expected that will concern the industry.

Kleinman, of Advance Music, was deeply concerned about the apathy of himself and operators here in the field of public relations. "We are dead on our cars when it comes to promotion."

(Continued on page 66)
Art of the Swiss

LONDON — Phonographic Equipment Company, Ltd., has been appointed distributor in Britain for the Swiss-designed phonograph Jupiter. A machine which has been developed by the Swiss special services is manufactured with horological precision and is designed to be mounted as a piece of furniture. Phonographic Equipment is promoting Jupiter as “Europe’s finest juke box,” a triumph of craftsmanship. Paraphrasing the watchmakers, Jupiter bills itself as proof that “music is the art of the Swiss.”

Coin Trade Unity Urged

WEST BERLIN — Guenter Walff, chairman of the Federation of the German Coin Machine Industry (Verband der Deutschen Automaten-Industrie) has appealed to manufacturers, distributors and installers to join forces in 1963 for the joint advancement of a unified trade.

Waffl said that the German trade has demonstrated that manufacturers, distributors and installers have the same common problems, and that these problems are of such a nature that they can be overcome only by trade unity. Waffl listed the major problems as: gambling legislation, bearing on games of chance, tax discrimination and copyright royalties.

ZOA Asks Royalty Rate

BONN — ZOA, the Central Organization of Coin Machine Operators, has petitioned the Federal Copyright Office to investigate the royalty structure imposed by GEMA, the West German copyright organization. Specifically, ZOA is asking the anti-trust division of the Federal Republic for a statement of how conditions of the German coin machine trade and to develop a table of royalties tailored to the economic situation of varying groups of operators. The operators claim GEMA refuses to take into account the increasing importance of the amusement business. Operators are asking the Federal Cartel Office to carry out the investigation of GEMA as a cartel.

Antwerp Coin Capital

ANTWERP — This Belgian port city has just been accorded official recognition as the coin machine capital of Europe—the coin machine crosses of the Eastern Hemisphere. The economics of coin machine trade in Antwerp is part of the overall economic development of the city. To constitute a major segment of port traffic, Antwerp Chamber of Commerce and Industry, accordingly, has established a special department for handling GEMA as a cartell.

BOWLING BOOM ROLLS ON

BENGING, West Germany — Loewen-Automaten, sales arm ofackbar, has manufactured a bowling machine for the German public. The machine, which is called the Big 7, has been in operation since its inception in 1960.

BOWLING promotion is directed mainly at promoting interest in bowls and television in taverns, with patronage of a new form of entertainment known as “bowling for fun.” Promotion is being employed “men of action” to promote the idea that bowling is a sport of distinction are “active—never passive...therefore, bowling.”

British May Scuttle Tax

LONDON — The British government is hinting that the recent reduction of the purchase tax on phonographs from 25% to 20% could be a prelude to abolition of the disk purchase tax entirely. The purchase tax has been slashed on phonographs, but, too, there is apparent portion of the tax in many locations.

Philippines — More than 600 entertainment industry tunes were turned out at the Bellevue-Stratford Hotel here Monday (16) as the Philadelphia Variety Club honored Pati Page, Columbia artist, or her outstanding work with the industry crippled children.

The Variety machine tinge as David Ross, general chairman for the affair, made model statements. Ross is an AMI distributor as well as a record distributor here. Also on hand was Joe Silverman, president of the Philadelphia Coin Machine Operators Association. Honored with Miss Page was Dr. Dorothy Anderson, professor of pediatrics at Columbia University, and a pioneer in the discovery and treatment of crippling diseases in children.

Milestones

Larry Brown, WPEN disk jockey, gave a narration on music with the top hits interspersed to highlight milestones in her career. Emceeing the show was Red Benson, WPEN personality. Talent included the Pors String Band, Sassy, Jodie Sands, Chancellor, Dee Dee Sharp, Coys, Parker, Star and the Janitors, Swan.

Newark Op Offers Nostalgic Disks

- Continued from page 5

The company is offering a selection of records, including early 78s, 45s and 78s, and even some 10" records. The collection includes artists such as Al Jolson, Bing Crosby, and the Andrews Sisters.

Canteros Get Phono

ESSEN, West Germany — Rudi Schmitz’s plants are beg- inning to install juke boxes and some games in plant canteens and clubrooms as aid to relaxation.

German industrial medicine surveys show that stress is be- coming a major factor in plant health, workers complaining that they stay off the job “because I can’t take it any more.” Most of the plants test- ing coin machines report definite evidence that they help boost plant morale. Absenteeism is down and production up slightly in nearly all plants tested.
ANIMATED FOR ACTION! EXCITING PITCH and BAT BALL PLAY!

"All Star" BASEBALL
THE FIRST and ONLY BASEBALL GAME WITH CHICOGIN'S ORIGINAL "CANCEL-AN-OUT"* FEATURE!

4 SKILL WAYS TO SCORE "EXTRA RUNS"

1. WHEN PLAYER HITS ALL TARGETS — ONE OUT IS CANCELLED ON SCOREBOARD — AND BONUS OF 5 RUNS REGISTER!
2. HOME RUN HIT SCORES 1, 2, 3, OR 5 EXTRA RUNS DEPENDING ON POSITION OF LIT DISK!
3. 3 TARGETS HIT ON LEFT SIDE OF PLAYFIELD SCORE 3 EXTRA RUNS!
4. 3 TARGETS HIT ON RIGHT SIDE OF PLAYFIELD SCORE 3 EXTRA RUNS!

PLAYERS RUN BASES AS HITS ARE MADE!

CHOICE OF REGULAR OR FREE PLAY!

STAINLESS STEEL COIN ENTRY PLATE AND PITCH AND BAT CONTROLS!

MISSED TARGET REGISTERS 1 OUT!
SINGLES, DOUBLES, Triples and HOMERS SCORE RUNS JUST LIKE "REAL" BASEBALL!
PLAYER SHOOTS UNTIL 3 OUTS ARE MADE!
2 TEAM COMPETITION 1 OR 2 PLAYERS CAN PLAY!
OPTIONAL COIN CHUTE!
10¢ PER PLAYER 3 GAMES FOR 25¢

COOL CORR CROWD STANDS!

1. STRAIGHT 10¢ PLAY
2. TWO NICKELS, DIME & QUARTER
3. TWO NICKELS, DIME, QUARTER & HALF DOLLAR
THE BIG CHANGE IN CABINET DESIGN!
One game for 2 nickels/dime or three games for 1 quarter Six or Seven games for half dollar

EXTRA FAST SCORING!
OPTIONAL COIN CHUTE!
LARGE ILLUMINATED SCORING DRUMS!

STRAIGHT 10¢ PLAY
1 GAME-2 nickels or 1 dime
3 GAMES-35¢
6 or 7 GAMES-50¢

NEW 15 TO 30 BALL PLAY
A NEW TWIST
11 TARGETS TO HIT

SEE YOUR DISTRIBUTOR FOR THE COMPLETE LINE OF Chicago Coin PROFIT-MAKING GAMES!

CITATION
ROYAL CROWN BOWLER

BIG HIT

1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS
Op Abduction Laid to Robber

KENOSHA, Wis. — Police have filed that robbery was the motive behind the abduction of Anthony J. Biernat, 46, owner of the Lakeside Music Company, a local juke box operation.

Biernat has been missing since January 7. His bloodstained jacket with several brass shell and glass and keys were found near his car in a parking lot.

The police say they are planning to see Biernat was Mrs. Biernat, who said he had left to go to the railroad depot to buy a piano. Residents living near the depot reported hearing cries for help, and several persons said they saw a man being abducted by two persons in the time of Biernat's disappearance.

Detective Capt. Arthur Riley said that robbery was the probable cause for the abduction, with Biernat's juke box operation not a factor.

San Francisco

not attract customers' coins if it is dirty, besides Catero.

A sampling of other operators and distributors produced similar reports about the year recently ended. The expansion of population in the West also means they continued to face the problem of rising costs and the possibilities of violations of firms to enjoy the business growth without having them ramped up by costs.

"The small man is getting squeezed," according to one. "The problem is going to be faced realistically if we are to keep our profit against costs."

Royalty Fight

board appointed by the Attorney General, representing the songwriters, the juke box operators, and manufacturers, would have surveys made of performances on juke box to arrive at fair rate of distribution under existing law.

The bill provides for court appeal for review of any operator grievance in the U. S. District Court for the District of Columbia.

The Judiciary Subcommittee on Patents and Copyrights, under probable chairmanship of Rep. Edwin E. Willis (D., La.), has not yet considered the matter. It has been substitutions, with formalities of the new session still to be gone through in committee membership determination.

Broadened Sample

Continued from page 53

board appointed by the Attorney General, representing the songwriters, the juke box operators, and manufacturers, would have surveys made of performances on juke box to arrive at fair rate of distribution under existing law.

The bill provides for court appeal for review of any operator grievance in the U. S. District Court for the District of Columbia.

The Judiciary Subcommittee on Patents and Copyrights, under probable chairmanship of Rep. Edwin E. Willis (D., La.), has not yet considered the matter. It has been substitutions, with formalities of the new session still to be gone through in committee membership determination.

Pennington in Hospital

MEMPHIS — D. V. (Cotton) Pennington, partner in Sonnes-Pennenington Company, distributor, was in St. Joseph Hospital last week for a check-up.

London Show to Set Crowd Mark

Continued from page 36

attended Supercar Spacehip and the usual range of rides such as Motorcross and the Famous Horse.

Superb Products of Liverpool will be on show and 1 and 2 showing a complete line of carnival and amusement rides, and the Swiss firm of Ruffer & Walker, Ltd., biggest U. K. buyer and distributors of amusement equipment, has taken the biggest ever stand allocated to one exhibitor at the A. T. Exhibition—nearly 700 square feet. "Still not big enough," said Sam Biernat, the sole representative of the distributors—Fred Walker and Bill Ruffer, "but enough to get a good view of the bulk stock on display."

Prominent treatment will be given to the new style Rock-Ola Phonographs, for which Ruffer & Walker have the sole U. K. concession.

On display for the first time is the Kenney and exclusive twin piano model pin table, incorporating a special mobile action on sticks. More visible action with the Rock-Ola and Flipper-Pussycat, the exclusive firms for R. & W.

Among the latest electronic upright machines on show will be the Casino-Hold and Draw and Triple-Up.

The machines will include the re-designed Duchess with a positive reject on bud, bent or thin coins.

The first multi-mbble machine for skill shooting, the Nixon Guns, prepared specially for this media, will be on show.

Mar-Marle Sales, Ltd., sole concessionaires in the United Kingdom for J. H. Kenney and M. Jenkins, will be exhibiting its machines on a double decker stand.

Among the machines being shown will be Kenney's Hold and Draw with the "Double-Up", triple-up and Hold and Draw and Hold. Another Kenney unit is the Penny Twist and in one of the latest electronics suitable for amusement a Marcel, holiday camps and the like.

Here also will find the pinball Rainbow.

The Jennings machines include the Penny Governor and the Penny Comet.

The sales staff will be under the direction of Maurice Sykes.

This year's show, from all reports, holds a chance to exceed attendance records of previous years. Consensus among exhibitors is one of optimism and enthusiasm.

This is the year when Britain is expected to enter the Coin-Op Market. If this comes to pass, and all current indications point to its happening, several of the big operators look forward to the time when they can put British machines to work backed by British thoroughness and know-how, perhaps share this pot of gold with British manufactured coin machines. For so far, this has not been done because of restrictive tariffs in the European countries. That this show has an impact throughout Europe, is evidenced by advertisement records which show that each year grows the numbers of machines sold each for the past 18 years.

Singleton, secretary of the British Coin-Operated Exhibitors, said that, not counting attendance of the general public, he estimated there would be about 2,000 prospective buyers will come for the trade show.

The current dock strike in the United States has hampered the efforts of one exhibitor this year—Urban Industries was forced to drop out at the last minute, and a busy demand of getting equipment over for the show.

Cleveland Coinmen

Continued from page 63

Maybe we're too stupid to do anything about it?

He has considered marking parking spaces of cigarettes and anyone purchasing a marked pack would get a free canteen. He may try it in 1963.

Most of the operators contacted expect to formulate some sort of public relations program through the Phonograph Merchants Association. Joseph Lukin believes that group PR work is much more effective and beneficial to all than unilateral campaigns. It is believed that some sort of Top Tune of the Month gimmick will be implemented.

Generally, commissions are remaining the same or inching higher. Kimball reports the rate here at about 35 percent of the gross. The operator experiences variations depending on the type of equipment. The operator gets the first $10 and 50 percent of the rest of the way on used machines.

The 33 singles are being used with greater frequency but as yet have not done from having a great impact on the industry here.

"It's like the chicken and the eggs," says Norman Goldstein from Monrovia, "Operators don't buy the equipment because the variety of records aren't available in the field. There isn't a great demand for 33 discs because youngsters say get me the demand and I'll put out the records."

It admits that in time 33 will be the speed as do all other operators surveyed. Most of the 33 singles and the 45-der programming concept are destined into prestige locations.

MOA Observer

Continued from page 53

Leyser. He founded his company in 1952, after three years with Willy's, "taking over the operating assets of that firm. Beginning with the equipment and the "stack" of players, Leyser has collected a large variety of equipment, from pinball machines and juke boxes to coin-operated games."

This is beginning a complete new chapter for the coin phonograph industry.
That's the deal, isn't it?—to sell the music that makes the most money. If you've picked up the idea this new Seeburg was made just to put Leonard Bernstein out of business, forget it. Anywhere there's room for entertainment... including the corner tavern and the hamburger drive-in... this is the baby everyone goes for. Sawdust floor or plush carpet, it's the one phonograph that can deliver all the music everybody wants today. Seeburg LP Console.
JAZZMAN PASSES: Body of New Orleans jazzman John Casimir is "passed" to final rest by local jazz groups in traditional "roll-gate" scene. Grand marshals Henry Gross (left) and Alcide Neussan (right) lead the honors as Casimir's friends blow jazz dixies. Casimir, 64, was well-known pioneer Dixielander and played for a number of labels.

S.W. PAL: Foran Young, c&w artist now posted as Mercury, dom group handshakes hit with label's g.d.c. chief Shelly Singleton (center) and Shelly Snyder, Young's manager, at left, after waxing session.

LIMBO: Eddie Miller is presented with new Wham-O Limbo game at Woolworth store in New York City by Norman Beutler of Batta-Rewko Distributors. Game is tied to new teengo- dance craze.

GROWNUP: Bernadette Coutin, seen originally on TV as a puppet in her father's TV furniture commercials, is a grownup now, and a South record artist. Seen here with Rocky Mariano.


YOUNGER SET: At left, Fred Astaire talks to 17-year-old Randy Paige, signed to Astaire's new label. At right, Phillip Everly, of the singing brothers, is seen with new bride, former Jacqueline Alice Eade, after ceremony in N. Y.

DUBIOUS: Satchmo looks on with some apparent misgivings as San Francisco's Mayor George Christopher tours Los' L.A. to proclaim "Louis Armstrong Day," to celebrate S. F. hotel date.

BIG DADDY: Burl Ives, Decree star, sits his cigar on a pointer during a studio conference, with designer Dick Ashworth (left) and Decree producer Owen Bradley, and g.d.c. man Mike Golber as auditors for feature. Ives' latest is "The Same Old Mart," for which Bradley did arrangement.


CHALLENGE: Newsmakers of the week: (top left to right) Mike Vito, manager of EMI's recording studio, seen with engineer John Reis; Mike's wife, seen with turntable; Jim Frank and son, members of Decca's production staff; (bottom left to right) Pioneers Elton Gale and John A. Sander, owners of San Francisco's Sander's Record Center; (bottom right to left) Bernadette Coutin, daughter of South's record producer; Billie Holiday, famous jazz vocalist; Edith Piaf, famous French cabaret singer; (right) "Benny," star of "Denver Girls," seen with his "health" stool.