**Columbia Says Plan Swinging, But Goody Looks for Loophole**

**Stories on Page 3**

**OCTOBER 19, 1963 • SIXTY-NINTH YEAR • 50 CENTS**

The International Music-Record Newsweekly

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

---

**Bennett & 3 Conclude Deal Buying Liberty**

By LEE ZHTO

NEW YORK — Liberty Records and the three offsprings of its last three of its three last week bought back the label from Avnet Electronics Corporation, the firm that had purchased it only 16 months before. In announcing the acquisition, Bennett confirmed Billboard's exclusive report a week ago.

The label's other officers who joined Bennett in the transaction included Vice-President and Treasurer Hal Unick, General Manager Ray Sandler and Szy Zucker, secretary. All the par-

---

**Levine-Klayman Spreading Out**

NEW YORK — New Deal Records, the Al Levine-Lou Klayman operation which has been servicing Corvette with singles—similar to a giant one-step—is expanding rapidly into the package field.

MGM and Verve album product is now being sold by MGM distributors to New Deal, which in turn services the Corvette outlets in different parts of the country. New Deal is also acting as a subcontractor for such lines as Stereo Fidelity, Somerst, Time, Elektra, Pickwick—and other manufacturers are known to be considering working through New Deal in order to get good exposure at large-volume retail outlets.

New Deal's expansion is also indicated by the fact that it now services the Steinerberg chain of seven discount houses. New Deal is also selling singles to Sears in the Detroit area.

The MGM and Verve package lines are, to date, the most important additions to the New Deal product, and it is understood that the MGM-Verve product is being bought by New Deal.

On the other hand, a key New York distributor—who does not handle the MGM-Verve lines—took a look at the matter. He stated, in his opinion, that a manufacturer's regular distributor would not get their normal mark-up, and that he would perhaps a manufacturer would, whether to work through New Deal, stated, to the opinion at this point that there were strong advantages to such a service arrangement and that his regular distributors would make a fair profit in the event of a label cooperation with the New Deal. The other hand, a key New York distributor—who does not handle the MGM-Verve lines—took a look at the matter. He stated, in his opinion, that a manufacturer's regular distributor would not get their normal mark-up, and that he would perhaps work through New Deal.

---

**Juke Box Ops Yell 'Help'**

By NICK BIRU

CHICAGO—Juke box operators have their back up against the wall and are making a dramatic last-ditch appeal to record companies for help. Operators feel passage of a bill to remove their traditional exemption from performance payments is imminent. They hope that some form of help from the distributors can help them defeat this legislation.

What amounts to a new turn in strategy was discussed during a top-level meeting of Music Operators of America officers and directors at a recent State Cols machine convention in Charleston, Va.

**DEPARTMENTS & FEATURES**

**Hot 100 Chart... Page 26**
**Top LP's Chart... Page 28**

Other Music Pop Charts

**Brass Band Singles**
**Country Groups**
**Long-Hair**

**Mark & Record News**

**Bands**
**Departments**

International Music News... 36
Radio-TV Programming...

**BUYERS & SELLERS**

Classified Ad... 73

---

**N.Y. Musicians Vote Monday On Settlement**

NEW YORK—at press time Friday (11) a 250-member strike here arrived at between Local 802 and the Broadway Theaters. The agreement, however, is still subject to membership approval. Vote is being taken today Monday (14).

Union membership had previously turned down another offer from the Broadway producers a week ago and the same could happen to this recent proposed pact.

Should it be ratified, the new contract between the League of New York Theaters and the musicians will keep lights on Broadway burning bright, averting the strike that started today. Bargaining was highlighted by the intervention of the city's mayor, Robert F. Wagner, who stepped in Wednesday (9) and ordered members of the union, under the leadership of President Alfred J. Manulis, and the theatre owners stopping until some solution had been reached. The talks were still going on for some 28 hours before the agreement was reached. Under the new pact, the union's membership is not available, pending membership ratification. Theater musicians are asking for a week spread over three years.

---

**Where's the Answer?**

A few years ago, an unsuccessful candidate for a Presidential nomination was asked by newsmen to state his position on the draft. If memory serves right, he said that opposition to compulsory conscription, but I'm in favor of a law with more teeth in it than the war effort. What the candidate meant by that remark is anybody's guess. At any rate, he wasn't nominated.

A few days ago, a leading coin machine industry figure was asked to state his position with regard to the new voluntary (see separate story), He said, "We would like to have a meeting with record companies to seek a solution that doesn't require records to love their exemptions and at the same time is not a burden to the record firms.

The solution exists, we'd like to hear of it."

The reality with regards to the performance royalty exemption is now painfully clear to the nation's juke box operators: It will take a miracle to prevent punishment, but we won't hear of increasing mechanical royalties as an alternative.

We don't blame the operators for grasping at straws. But we don't see any point in climbing aboard a lead cannon.

---

**Edith Piatt Dies**

PARIS—Edith Piatt died here Friday (11) after a long illness. The world famous chanteuse passed away.

---

**RCA VICTOR DYNAGROOVE GOES WORLD-WIDE**

Pages 37-60
catch a rising star

John Gary's off and streaking to the top! See a s.

Catch his magnetic appeal on the "Tonight" network TV show. Hear a star. Catch a va
of magnetic charm on his first album. Catch a rising star and put RCA VICTOR

profit in your pocket...today! For John Gary, the sky's the limit! The most trusted name in sound.

JOHN GARY: The most exciting new voice of the sixties! Absolutely!
This baby puts on a great show anywhere.

It's the deal, isn't it?—to sell the music that makes the most money. If you've set up the idea the LP Console was made just to put Leonard Bernstein out of business, forget it. Anywhere there's room for entertainment...including the corner and the drive-in...this is the baby everyone is going for. Sawdust floor or carpet, it's the one phonograph that can play all the music everyone wants today.

LP CONSOLE AND STEREO CONSOLETTES

BARBRA STREISAND The Barbra Streisand Album COLUMBIA
LOUIS PRIMA Frank Sinatra/Count Basie COLUMBIA
FRANK SINATRA/COUNT BASIE Sinatra–Basie REprise
PETER BUCHANAN At the St. Regis DECCA
BRENDA LEE All Alone Vol. II DECCA
WAYNE KING Golden Favorites DECCA
RUSS MORGAN Music in the Morgan manner EVEREST
ANDY WILLIAMS Moon River COLUMBIA
JULIE LONDON Later in a Sable Mood LIBERTY
LENA HORNE Lena Lovely and Alive RCA VICTOR
RAY CHARLES Modern Sounds in Country and Western Music, Vol. I MCA-MAMMOUTH
GLORIA LYNNE Gloria “Blue” EVEREST
LEONARD BERNSTEIN/DAVE BRUBECK Bernstein Plays Brubeck Plays Bernstein COLUMBIA
GRADY MARTIN Swingin' Down the River DECCA
JAZZ CRUSADERS At the Lighthouse PACIFIC JAZZ
CLYDE McPHATTER Lover Please MERCURY
PAUL DESMOND Desmond Blue RCA VICTOR
RAY CHARLES Ingredients in a Recipe for Soul AM-PARAMOUNT
GERALD WILSON Moment of Truth PACIFIC JAZZ
COUNT BASIE String Along with Basie ROULETTE
HANK SNOW/ANITA CARTER Together Again RCA VICTOR
KITTY WELLS Kitty's Choice DECCA
LESTER FLATT/EARL SCRUGGS Hard Travelin' COLUMBIA
WEBB PIERCE Cross Country DECCA
PATSY CLINE Sentimentally Yours DECCA
BOB KAMES Goes Western XING
RAY PRICE San Antonio Rose COLUMBIA
BUCK OWENS You're for Me CAPITOL
JIM REEVES I've Got a Thing About You, Baby RCA VICTOR
RED FOLEY The Red Foley Show DECCA
EVERYBODY GETS INTO ACT: Celebrations marking Jimmy Durante's 50th anniversary in show business were held near and far. Above, he is cuddled by hooters at the Gaslight in New York. Later that week, he was honored in Philadelphia, which included presentation of key of the city by Mayor Tote. David Rosen, distributor, was host at the Philly event.

ASCAP HONORS GERSHWIN: On September 26 a plaque was unveiled of the two-story building in Brooklyn where George Gershwin was born 65 years ago. Arthur Gershwin and Mrs. Leopold Godowsky (nee Frances Gershwin) pose at site of landmark, which was sponsored by ASCAP.

ON THE AIR IN HAMBURG: The Everly Brothers were interviewed on FILM Berlin radio by Hub White recently during recording session in the Teldec Studios in Hamburg. They also played on television and guested at the Star Club.

FOUR!: Buddy Greco, currently appearing at the Royal Box of the Americana Hotel, New York, demonstrates his golfing prowess for a group of deejays. Shown atop the 20-story structure are (left to right) Fred Robinson (WNEW), Stan Z. Burns (WINS), Jim Lowe (WNBC), model Eve Nolan, Dick Shepard (WJNI), Wally King (WNEW) and Buddy.

PHILIPS TO DISTRIBUTE MERCURY: As of the new year, Philips will distribute Mercury Records in Britain, and at reception in London on the occasion of that announcement are Mercury's music director Quincy Jones (left), Sarah Vaughan, and Philips managing director Leslie Gould.

CAPITOL'S NEW VICE-PRESIDENTS: Assuming new posts for Records are (left to right) Bob Corp, Francis Shall II, Gilmore will head the label's compny in Nashville and New York.
PHOTO GALLERY OF Newsmakers

ASCAP HONORS GERSHWIN: On September 26 a plaque was unveiled at the two-story building in Brooklyn where George Gershwin was born 68 years ago. Arthur Gershwin and Mrs. Leopold Godowsky (nee Frances Gershwin) pose at site of landmark, which was sponsored by ASCAP.

ON THE AIR IN HAMBURG: The Everly Brothers were interviewed for APH Berlin radio by Marc White recently during recording sessions in the Telefunken Studios in Hamburg. They also played on television and guested at the Star Club.

GOLD-LINED PARADISE: Cause for celebration recently at United Artists Records was presentation to Farrant and Teicher of gold record for million-dollar sales on album "Paradise." Collected here are (left to right): Joe Berger, national sales manager; Art Turkow, president; Lloyd Leipziger, director of creative services; Lou Talbot, and Jay Jacobs, national promotion director. Seated is Art Farrant.

CAPITOL'S NEW VICE-PRESIDENTS: Assuming new posts at Capitol Records are (left to right): Bob Creps, Francis Scott and Voyle Gilmore. Gilmore will head the label's complete pop A&R, staff in Hollywood, Nashville and New York.

EVERYBODY GETS INTO ACT: Celebrations marking Jimmy Durante's 50th anniversary in show business were held here and far. Above, he is caddied by hostesses at the Gaslight in New York. Later that week he was honored in Philadelphia, which included presentation of key of the city by Mayor Tate. David Raven, distributor, was host at the Philly event.

PHILIPS TO DISTRIBUTE MERCURY: As of the new year, Philips will distribute Mercury Records in Britain, and at reception in London on the occasion of that announcement are Mercury's music director Quincy Jones (left), Sarah Vaughan, and Philips managing director Leslie Gould.

RCA INTERNATIONAL REPS: At the opening reception of "Meetings in Tamsen," Eugene Dixon, vice-president of RCA Victor International; Deliaeppe Onesto, general manager; RCA Hilaree, and Darle Ruth join in conversation. Meeting included introduction of Syzniczeka awarding of prizes for summer songs plus a general exposition of new catalog.

4TH ANNUAL ADMIRAL CRUISE: Station WIL at St. Louis recently sponsored its annual cruise. Invited guests included Al Chartin, Record Merchandisers, Inc.; John P. Rea Jr., managing director of the Balaban stations; Ron Landy and Dave Diamond, WIL personalities.

t's the deal, isn't it?—to sell the music that makes the most money. If you've sold the idea the LP Console was made just to put Leonard Bernstein out of business, forget it. Anywhere there's room for entertainment...including the corner and the drive-in...this is the baby everyone is going for. Sawdust floor or carpet, it's the one phonograph that can put all the music everyone wants today.

**SEEBURG**

**LP CONSOLE AND STEREO CONSOLETTES**

**See**

**The Red Foley Show**

**WEBB PIERCE**

**JULIE LONDON**

**BOB KAMES**

**RAY PRICE**

**BUCK OWENS**

**JIM REEVES**

**HANK SNOW/ANITA CARTER**

**KITTY WELLS**

**LESTER FLATT/EARL SCRUGGS**

**PATSY CLINE**

**BOBBY NASH**

**DON WESTON**

**JEROME ROUDY**

**PATSY CLINE**

**BOB KAMES**

**Goes Western**

**KING**

**RAY PRICE**

**San Antonio Rose**

**RCA VICTOR**

**DECCA**

**CAPITOL**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**RCA VICTOR**

**LP STEREO ALBUMS**

These Seeburg Little LP 33-1/3 Albums are currently earning top grosses in Seeburg locations coast to coast.
Tony Bennett opened at the Copa in New York last Thursday (10) to a wildly enthusiastic SRQ audience. (Our review of the show will appear in next week's issue.)

Tony's performance was superb. And what a kick it was to see Mr. and Mrs. Alfred Miller checking Tony's presence. Going back a dozen or so we can recall that it was Mitch with his own "Cold, Cold Heart." Because of You," "Rags to Riches," and "Mack the Knife" with his television career, of course, and is busy with his weekly show.

Who, then, guides Tony's recording career today at Columbia? It happens to be a very sensitive, perceptive music business man named Ernie Almacht, son of Ernest Almacht who, in his own way, was within a cigar-smoke distance of another, the opportunity was there to inquire about the excellent presentation. This included Tony's singing and stage manner, and a fantastic group of swinging musicians with Almacht's arrangements, accompanied, at the piano, and conducted the orchestra.

In addition to Ralph, Tony has other key men traveling with him, including bassist Hal Galdoff, drummer Billy Exner and jazz trumpeter Jack Ackerman. During the past few months, the best musicians are available to Tony, allowing us to enjoy the sensitive musicianship of Milt Jackson (vibraphone), Nick Travis (trumpet), and a well-balanced, full-band, professional rhythm section.

Tony Bennett's opening and closing number, "The Moment of Truth Is Here," wraps up a nifty musical package and accurately portrays a polished performer. His acceptance by audiences everywhere reflects an appreciation for a hard-working artist who is in it with his profession.

Victor Acquires Rights to Carol Channing Musical

"Hello Dolly," the upcoming new Carol Channing legit musical, is now on Broadway next February. The show, a result of the merger of Channing's and Otis Skinner's ("The Matchmaker") will feature David Burns, Charles Brown, and Ennis Williams ("How to Succeed in Business . . .") and Eileen Brennan.

Music and lyrics are by Jerry Herman. Cast album rights for the David Merrick production have been assigned to RCA Victor. Michael Stewart wrote the book and Jo Mielziner's direction is under Gower Champion. Publisher is E. H. Morris. The album may be recorded at "Golden Boy," a new musical by Lee Adams and Charles Strouse ("Beach Birdie") to star Sammy Davis Jr. The show, which for a time was considered for production first in England under Bernard Bibo.

TRADE CHICKS HELPING KIDS

NEW YORK — Disisters in the music industry have formed a socially responsible organization called Music and Record Consumer Concerns (M.A.R.C.C.). The group seeks to aid needy children by supplying hospitals with phonograph players, records and by setting up music rooms for therapy. Interested firms are asked to contact Adrienne Lawler of the Connie Francis Office.

Delfont, who will now be produced late next spring in the U.S. with the entire suite ready to go on the road, prior to a projected early fall opening in New York.

Goody Tells How to Beat Price

NEW YORK — How can dealers get a better price on all kinds of phonograph records? The answer is that bugging many indie dealers, both large and small, is the label's incensation of an all-year "no deal" price policy last summer and a consequent conservative trade attitude toward the product. According to one large local use, "The dealers are at least 90% of the blame. That's why, simply, to buy product from us, they have to come to us.

Sam Goody, veteran West 49th Street dealer, frankly stated recently that "If you don't have volume from sales, you can't even be able to carry to keep up with their product, with no discounts, for anywhere from $1.99 to $1.99. That's a lot better than $2.25, which is their regular price. I think that any dealer can do it. In fact, I'd say that anybody who doesn't do that is a damn fool." Goody discussed two types of record jobbers, from whom album prices can be readily obtained. "First," he asserted, "This is the type of record that is in trouble. He owes a lot of money and his net worth is negative. These jobbers naturally are very nervous, and very fickle. They try to get one on them in hopes that he'll be able to pay. This fellow has the product. And he'll sell it off to me. Then if I sell it at $3.50, I make a nice profit. And if I buy the record through a local distributor. I can get it at $1.99, just to get rid of it. That way, I am able to keep to forward his bills.

Has Hot Stuff

"Then there's the successful racketeer, the big fellow who also operates his own retail outlet either openly or on the QT." This fellow has a lot of credit and has all the leg's jobbers he has the hot stuff. That's his stock in trade. It's hit. The last time he needs and the same stuff I need. This fellow will often sell stuff, again, or a lot to do, to sell off less profit at year's end. He pays less taxes.

Goody's group has been known recently to buy one copy of each new album title from every major record firm. Sales, remarked, "I am penalized from $1.99 to $2.99 per cent. I buy the record through a local distributor. I can get it at $1.99, just to get rid of it. That way, I am able to keep to forward his bills. "

Saves Money

"Then there's the successful racketeer, the big fellow who also operates his own retail outlet either openly or on the QT." This fellow has a lot of credit and has all the leg's jobbers he has the hot stuff. That's his stock in trade. It's hit. The last time he needs and the same stuff I need. This fellow will often sell stuff, again, or a lot to do, to sell off less profit at year's end. He pays less taxes.

Goody's group has been known recently to buy one copy of each new album title from every major record firm. Sales, remarked, "I am penalized from $1.99 to $2.99 per cent. I buy the record through a local distributor. I can get it at $1.99, just to get rid of it. That way, I am able to keep to forward his bills. "

Saves Money

"Then there's the successful racketeer, the big fellow who also operates his own retail outlet either openly or on the QT." This fellow has a lot of credit and has all the leg's jobbers he has the hot stuff. That's his stock in trade. It's hit. The last time he needs and the same stuff I need. This fellow will often sell stuff, again, or a lot to do, to sell off less profit at year's end. He pays less taxes.

Goody's group has been known recently to buy one copy of each new album title from every major record firm. Sales, remarked, "I am penalized from $1.99 to $2.99 per cent. I buy the record through a local distributor. I can get it at $1.99, just to get rid of it. That way, I am able to keep to forward his bills. "

Saves Money

Columbia Says New Pricing Policy Moves Lots of Disks

By BEN GREYATT

NEW YORK — Columbia Records has announced to many of its customers that it is launching a new deal, one-pricing policy, and will sell lots of records—just as opposed to the pre-deal era.

This is the sense of an internal report issued last July by Columbia by its marketing Vice-President. In connection with the report, Gallagher has announced a casting advertising program for any quarter in the company's history. By July, 95 per cent of all record jobbers with Columbia deals have returned signed warranty forms to Columbia.

The warranty requirement, calling for jobbers to identify by percentages the amounts of their record sales into legitimate racks, as again owned and operated, would have been a difficult price among all retailers, was original and a matter of a strategy, with varying with considerable chargin.

The National Association of Record Merchandisers (NARM) refused to endorse the warranty forms, which has been noted to sell the merchandise through our advertising.

"We're extending more than twice as much as we have in the past several years, especially for the current advertising campaign. The national program for this pre-Christmas period is gigantic and we feel that it will have tremendous impact." Gallagher outlines a program which is a 20-page color supplement to run in the New York Times, Los Angeles Times on Sunday, December, for a total of 100,000 copies. This will be a complete Columbia marketing campaign to launch Christmas product and visibility for the year's product. The New York Philharmonic and the Metropolitan Opera Guild calls for Christmas-oriented records, which is the label's recently developed record campaign for the black and white pages facing a feature page in the December issue.)

Columbia is also negotiating for Christmas-oriented records, which is the label's recently developed record campaign for the black and white pages facing a feature page in the December issue.)

Open Bidding for Sound Tracks?

SPRINGFIELDS IN LAST SHOW

LONDON—Philip's hit-making trio, the Springfields, made its final appearance on ATV's "Sunday Night at the Palladium" at the weekend. Voted top vocal group in Britain for the past two years, and with a string of chart successes to their credit, the trio has split up at the height of its career.

Tom Springfield, his sister Dusty and their partner Mike Pender left the group, which they call "The Springfields," and have gone their separate ways.

Philip's Mike now has contracts with Philips and Decca, and Tom and Dusty have formed their own company.

All the time spent with Philips a.r. man Johnny Franz, who became famous as "The Voice of the Philips Hi-Fi"

"May it be said to all that Philip's can do, that they have split up together, and to their credit, and to their credit, for their company.

All of this time spent with Philips a.r. man Johnny Franz, who became famous as "The Voice of the Philips Hi-Fi"
MOTOWN OUT OF KING SUIT

DETOUR — Involvement of Motown Records in a multi-defendant infringement suit lodged last week by the Rev. Dr. Martin Luther King was an error, and the company’s name has now been dropped from the suit, according to Motown spokesmen.

Actually, the suit involves Motown, King and the record company’s president, Berry Gordy Jr., are close friends and that’s when King’s attorney, Clarence Jones, filed the suit, he was not aware of this and of previous agreements made between the church and Motown at the behest of Motown to those of the other defendants, Mr. Mazer, Inc., and 20th Century-Fox Records.

The action stems from the alleged unauthorized use of songs on King’s record, “I Have a Dream,” that was the driving force of Dr. King’s rally, on which he says he obtained a copyright.

The suit, which will be the first time the motown recorded the appearance on an LP of a mass meeting and rally earlier in the year, Motown says it will soon issue another LP, “The Great March on Washington.”

15% Discount Feature of Atlantic Plan

NEW YORK — A release of 18 new albums on the Atlantic, Aco, Vault and Moonglow labels has been offered in a discount plan that features a 15% discount on the albums through Dec. 26. Vault and Moonglow albums are being distributed by Aco.

Atlantic jazz and pop albums included in the releases are the new Herbie Mann LP, the four separate LP “Jazz at Preservation Hall,” a new album by the Art Farmer quartet featuring Jim Hall in their first full LP as a group. Aco pop product is keyed to

WAVES OF LOVE — Disc jockey Jim Greco, is back on the air for a weekend run on WABC 700 AM and has been wattning 100's of new albums.

The album built on the Nine Tempo and April Stevens LPs that have been in the LP market, will be the Just to be a strong set for the label. The labels distributed by Aco will also include the new release.

The Nine Tempo and April Stevens LPs have been released and are available.

Riaa Seal Added to Top LP Lists

NEW YORK — Billboard introduces a new feature which will be added to the top LP chart with the inclusion of the RIAA certification feature. The certification feature will be available to all music companies who will be able to purchase LPs that have been certified for sale.

The RIAA certification feature will allow all music companies to purchase LPs that have been certified for sale and will be available to all music companies who will be able to purchase LPs that have been certified for sale.

20th Holiday Plan: 10% Off

NEW YORK — 20th Century-Fox Records has set a 10 per cent discount with its “Holiday Special” plan.

The label has released eight albums in the release which is scheduled for December 15.

On top of the LP plan is the firm’s big Yuletide seller, “The Little Drummer Boy,” by Harry Simeone. An album by Art Laidle, “A Christmas Carol,” a Lionel Newman set, and albums by Shirley Temple, the Heightsmen, and Barbra Streisand round out the list. “Holiday on Wax” is being pushed with special display materials, special slick book and a demonstration record.

20th Holiday Plan: 10% Off

NEW YORK — 20th Century-Fox Records has set a 10 per cent discount with its “Holiday Special” plan. The label has released eight albums in the release which is scheduled for December 15.

On top of the LP plan is the firm’s big Yuletide seller, “The Little Drummer Boy,” by Harry Simeone. An album by Art Laidle, “A Christmas Carol,” a Lionel Newman set, and albums by Shirley Temple, the Heightsmen, and Barbra Streisand round out the list. “Holiday on Wax” is being pushed with special display materials, special slick book and a demonstration record.

20th Holiday Plan: 10% Off

NEW YORK — 20th Century-Fox Records has set a 10 per cent discount with its “Holiday Special” plan. The label has released eight albums in the release which is scheduled for December 15.

On top of the LP plan is the firm’s big Yuletide seller, “The Little Drummer Boy,” by Harry Simeone. An album by Art Laidle, “A Christmas Carol,” a Lionel Newman set, and albums by Shirley Temple, the Heightsmen, and Barbra Streisand round out the list. "Holiday on Wax" is being pushed with special display materials, special slick book and a demonstration record.

20th Holiday Plan: 10% Off

NEW YORK — 20th Century-Fox Records has set a 10 per cent discount with its “Holiday Special” plan. The label has released eight albums in the release which is scheduled for December 15.

On top of the LP plan is the firm’s big Yuletide seller, “The Little Drummer Boy,” by Harry Simeone. An album by Art Laidle, “A Christmas Carol,” a Lionel Newman set, and albums by Shirley Temple, the Heightsmen, and Barbra Streisand round out the list. "Holiday on Wax" is being pushed with special display materials, special slick book and a demonstration record.

20th Holiday Plan: 10% Off

NEW YORK — 20th Century-Fox Records has set a 10 per cent discount with its “Holiday Special” plan. The label has released eight albums in the release which is scheduled for December 15.

On top of the LP plan is the firm’s big Yuletide seller, “The Little Drummer Boy,” by Harry Simeone. An album by Art Laidle, “A Christmas Carol,” a Lionel Newman set, and albums by Shirley Temple, the Heightsmen, and Barbra Streisand round out the list. "Holiday on Wax" is being pushed with special display materials, special slick book and a demonstration record.

20th Holiday Plan: 10% Off

NEW YORK — 20th Century-Fox Records has set a 10 per cent discount with its “Holiday Special” plan. The label has released eight albums in the release which is scheduled for December 15.

On top of the LP plan is the firm’s big Yuletide seller, “The Little Drummer Boy,” by Harry Simeone. An album by Art Laidle, “A Christmas Carol,” a Lionel Newman set, and albums by Shirley Temple, the Heightsmen, and Barbra Streisand round out the list. "Holiday on Wax" is being pushed with special display materials, special slick book and a demonstration record.

20th Holiday Plan: 10% Off

NEW YORK — 20th Century-Fox Records has set a 10 per cent discount with its “Holiday Special” plan. The label has released eight albums in the release which is scheduled for December 15.

On top of the LP plan is the firm’s big Yuletide seller, “The Little Drummer Boy,” by Harry Simeone. An album by Art Laidle, “A Christmas Carol,” a Lionel Newman set, and albums by Shirley Temple, the Heightsmen, and Barbra Streisand round out the list. "Holiday on Wax" is being pushed with special display materials, special slick book and a demonstration record.

20th Holiday Plan: 10% Off

NEW YORK — 20th Century-Fox Records has set a 10 per cent discount with its “Holiday Special” plan. The label has released eight albums in the release which is scheduled for December 15.

On top of the LP plan is the firm’s big Yuletide seller, “The Little Drummer Boy,” by Harry Simeone. An album by Art Laidle, “A Christmas Carol,” a Lionel Newman set, and albums by Shirley Temple, the Heightsmen, and Barbra Streisand round out the list. "Holiday on Wax" is being pushed with special display materials, special slick book and a demonstration record.
New Deal Spreads Out

*Continued from page 1*

Korvette could get more specialized and concentrated services from New Deal than he could from a distributor with a multitude of accounts.

Another remarked that New Deal's expansion into the album field reflected the growing attitude of some men that it was increasingly necessary to diversify distribution in order to achieve sufficient volume. In connection with this view, it is pertinent to note that M.G.M. has been an innovator in diversification policies during the past year—evidenced not only by the New Deal set-up but also by its previous enterprise with "Hands Off Hank," whereby the latter secured M.G.M. distribution rights. That action, of course, initially resulted in bitter reaction on the part of distributors.

At press time, M.G.M. executives could not be reached for comment. In his address at the October meeting of the Citizens for New Deal, Mr. Korvette stated: "It is a service organization," and went on to say that such attempts at an equal deal approach had been under consideration for some time. The purpose of the move is to reach the "customer" level—"in the stores"—where the real action is.

Smash Bringing Out New Economy LP Line

CHICAGO—Smash Records is introducing a new economy-priced LP line called "Cumberland." Designed to sell at $1.98, the line will nevertheless feature top production, packaging and recording artists. According to Charles Fach, Smash head, Cumberland extra will include "true stereo, not electronic reproductions," and new recordings from Nashville, "with every session of the year," supervised by Shubert Singleton, M.G.M.'s A&R vice-president.

Additional features include color covers with the album title prominently displayed, skin-tight wrappings on every LP, individually set up and printed accounts where product is constantly handled, and premium grade vinyl in the manufacture of the disks.

Cumberland's initial release of eight albums is being introduced by Smash's regional men around the country this week.

Get Enough Coverage?

...or are you missing important areas of information with the hit and miss purchase of your business paper? Why not make sure the news of YOUR industry gets to YOU ... this week ... every week.

Get it fast—get it often—get Billboard...

---

**ERROLL GARNER SHOWCASED IN TWO ROLES**

**LONDON** — Erroll Garner is being showcased in two capacities here this week. The pianist is here to play a string of European dates starting in this city October 12, and he is also a Columbia composer. The Paramount film, "A New Star Is Born," in which he appears daily (10) and it features the jazz pianist as composer of the theme song, sells out and rolls in the score.

Erroll Garner has been set to star in the British TV program "Sunday Night at the Palladium." Erroll and his trio will continue to play dates in Britain through November 4. The artist's latest album, in which he plays the music from the film, has been issued by Columbia Records. Philips, however, has overseas rights to Garner albums and has just issued his "One World Concert" album which is found in the States on the Reprise label.

---

**OPEN BIDDING FOR SOUND TRACK**

---

**CAMPUS BEAT**

**Josh White Packs 'Em**

BY RICHARD OLLMAN (Correspondence) University of Wisconsin

MADISON, Wis. — Josh White, the folk singer whose brand of folk music has been in vogue this fall, was "in" for at least another couple of semesters at the University of Wisconsin. Two successful concerts attracted more than 2,500 folk enthusiasts October 11 and 12.

Accompanied by his own guitar, White performed a diverse collection of songs. Ranging from topical numbers such as "The Free and Equal Blues," to standards such as "Frankie and Johnny," he displayed polish and taste throughout.

Campus record marts Discount Records and Victor Music reported no action on White's records that could be attributed directly to the concerts.

The university co-op, on the other hand, which featured a special display and prices at $1.87 (list $4.95), showed a substantial increase in sales.

**PHILIPS TO TAKE OVER MERCURY RELEASE JAN. 1**

---

**Music Box Sets Up 6th One-Stop**

SAN FRANCISCO — Gary Drivetz and Ken Young have announced the opening of the Music Box Sets Up 6th One-Stop in this city. The company was formerly owned and operated Western One-Stop in this city.

This marks Young's 3rd attempt in the Music Box chain. With headquarters in Chicago, Music Box has branches in Atlanta, Dallas, Denver and Los Angeles.

---

**NASHVILLE** — Connie B. Gay, longtime entertainer of country and western music and business, has announced here last week plans for a network television show featuring the Nashville "Town and Country" sound to be aired in late 1965.

Gay said he is presently negotiating with several networks who want the show, and already has a "handshake" agreement with one, but declined to say which network. He pointed out that the show would be a full network program, with a possible sequel to the original series, and with a possibility of being exported from other areas.

Gay said he is working under the communications alliance of people concerned with the programming of satellite or its counterpart, for a tie-in with Europe, Asia, and possibly South America.

Gay pointed out that the "Town and Country" music included a wide range of music which would appeal to a vast majority of people, not just a small minority.

Gay said, "I cannot exist on prime television time as a second-class citizen," but proposed a "long, long weekly series of the necessary quality that Nashville could involve up to $2 million annually."

Gay did not disclose the exact viewing date of the show, but said it would probably be the summer of the fall season of next year.
CONNIE HAS A BIG NEW HIT!

"YOUR OTHER LOVE"

CONNIE FRANCIS SINGS
YOUR OTHER LOVE
and WHATEVER HAPPENED TO ROSEMARIE

MGM RECORDS
The Starpower Label
MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

Shipping in four-color portrait sleeve!

YOUR OTHER LOVE

MIDNIGHT FLIGHT

IS SELLING BIG!
GETTING BIG AIR PLAY!
BEING HUMMED,
WHISTLED...AND TALKED ABOUT EVERYWHERE!

YOUR OTHER LOVE

and WHATEVER HAPPENED TO ROSEMARIE
KI3176

MGM RECORDS

The Starpower Label
MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
George Hamilton sings Little Betty Falling Star and Don't Envy Me. A great motion picture star makes his record debut on MGM! Shipping fast in handsome, full-color sleeve!
31,837,068 RECORD BUYERS IN THE HOLIDAY RELEASE AND CATALOG ALBUMS DURING

CONSUMER ADS FOR DECEMBER

LIFE
December 6th—2 page spread

Esquire
DECEMBER 1978
THE MAGAZINE FOR MEN
December issue—4 pages

Seventeen
December issue—2 page spread

TV Guide
December 7th—2 page spread

THE NEW YORKER
December 7th—2 page spread

The New York Times
December 8th—20 pages (Supplement to also run in Los Angeles Times and Chicago Tribune)

high fidelity
December issue—1 page & 1 column

HiFi/Stereo Review
December issue—1 page & 1 column

SHOW
December issue—1 page & 1 column

PLAYBOY
December issue—1 page & 1 column

down beat
December 5th—1 page & 1 column
NATIONAL BREAKOUTS

ROBERT GOULET IN PERSON
Columbia CL 2089 (M); CS 8988 (S)

TODAY'S BEST—SOUNDS OF THE
Glen Gray & the Casa Loma Orch, Capitol 71938 (M); ST 1938 (S)

NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, are worth getting strong shelf space by dealers in major markets.

IN THE WIND
Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 39142 (S)

GREAT MARCH TO FREEDOM
Rev. Martin Luther King, Gordy 905 (M); (No Stereo)

WONDERLAND OF GOLDEN HITS
Andy Keelsante, Columbia CL 2039 (M); CS 8239 (S)

LET'S FALL IN LOVE
Concerting Voices of the Hugu & Luigi Chorus, RCA Victor LP 2171 (M); LSP 2717 (S)

BACH'S GREATEST HITS
Creative Swingin Singers, Philips PHM 200-997 (M); Pmk 600-027 (S)

GOLDEN HITS
Chubby Checker/Buddy Eydell, Camec C 1063 (M); (No Stereo)

CHRISTMAS SPOTLIGHT
Eddie Bond, Victor LSP 1804 (M); CS 8878 (S)

CHRISTMAS SPOTLIGHT
THE MERRY MOODS OF CHRISTMAS
RCA Victor LSP 331 (M); CS 3311 (S)

CHRISTMAS SPOTLIGHT
SILENT NIGHT/BLOECKA MORMON HARP
Eddie Bond, RCA Victor LSP 259 (M); CS 6864 (S)

KOESLA NATIVE

With a strong seller average, and he can make plenty of cash on records single with the best loved carols, some new renditions have been gagged with more than a share of the best loved carols. In the classical camp, the first Noel, "White Christmas, Bells of Christmas," "Let It Snow," etc., are all tough to snow. (Continued)
BUYING MOOD WILL SEE COLUMBIA’S GREATEST NEW THE BIGGEST RECORD-BUYING MONTH OF THE YEAR!

FEATURING 12 OUTSTANDING ALL-TIME BEST SELLERS:

- MERRY CHRISTMAS JOHNNY MATTHEWS CL 1195/CS 8021
- CHRISTMAS SING-ALONG WITH MITCH MITCH MILLER & THE GANG CL 1205/CS 8027
- MUSIC OF CHRISTMAS PERCY FAITH & HIS ORCHESTRA CL 1931/CS 8718
- THE RAY CONNIFF SINGERS CL 1390/CS 8185
- CHRISTMAS SINGS ALONG WITH MITCH THE RAY CONNIFF SINGERS CL 1701/CS 8501
- HOLIDAY SINGS ALONG WITH MITCH THE RAY CONNIFF SINGERS CL 1892/CS 8692
- THE SPIRIT OF CHRISTMAS THE TABERNACLE CHORAL SONGS
- THE MORMON TABERNACLE CHOIR SINGS CHRISTMAS CAROLS BEST-SELLING CHORAL WORKS
- THE MORMON TABERNACLE CHOIR SINGS CHRISTMAS CAROLS
- THE RAY CONNIFF SINGERS SINGS CHRISTMAS CAROLS
- THE MORMON TABERNACLE CHOIR SINGS CHRISTMAS CAROLS
- THE MORMON TABERNACLE CHOIR SINGS CHRISTMAS CAROLS
- THE MORMON TABERNACLE CHOIR SINGS CHRISTMAS CAROLS

FEATURING 7 EXCITING NEW SELECTIONS:

- THE JOY OF CHRISTMAS LEONARD BERNSTEIN NEW YORK PHILHARMONIC THE MORMON TABERNACLE CHOIR
- MESSIAH THE PHILADELPHIA ORCHESTRA HILDA FARRELL
- MESSIAH THE PHILADELPHIA ORCHESTRA HILDA FARRELL
- MESSIAH THE PHILADELPHIA ORCHESTRA HILDA FARRELL
- MESSIAH THE PHILADELPHIA ORCHESTRA HILDA FARRELL
- MESSIAH THE PHILADELPHIA ORCHESTRA HILDA FARRELL
- MESSIAH THE PHILADELPHIA ORCHESTRA HILDA FARRELL

YOU’RE ALWAYS READY FOR THE SALES SEASON WITH COLUMBIA RECORDS.
First: HEART... then: DANKE SCHOEN... now:

SHIRL GIRL
b/w Someone's Ahead Of You #5058
WAYNE NEWTON
SPEAKERS SPOTLIGHT
SELECTED FROM SHAKESPEARE

Novelss Evans. Decco DL 9110

These readings from Shakespeare by Maurice Evans should be in the catalog for every Shakespeare lover. They contain some of the finest of the great Shakespeare roles and will undoubtedly, at least, be a convenient way to enjoy a shelf of the Master's plays.

INTERNATIONAL SPOTLIGHT
SONG SAPARO AT THE BOBINO

Edith Piaf/Tha Sarapo. Capitol LPS 2734 (S)

This album contains three of the greatest of Edith Piaf's triumphs from the famous film, "Song of the South," and their cropping into this album make it a mighty popular favorite.

CHRISTMAS SPOTLIGHT
THE STORY OF CHRISTMAS
VOLUME II: SONGS & SAYS FROM THE ROGER WAGNER CHORALE

Capitol T 1864 (S)

The sound track of the film "It's A Wonderful Life" with its beautiful score by Ralph Rainger and Frank Capra's touching story, the film's most moving moments, the LP features a "Christmas-award-Winner"工程师 and several most moving moments and songs from the film. This album is one of the finest Christmas records ever produced and is ideal for the Christmas season.

CHRISTMAS SPOTLIGHT
THE STORY OF CHRISTMAS
VOLUME III: SONGS & SAYINGS FROM THE ROGER WAGNER CHORALE

Capitol T 2064 (S)

The singing of Christmas music and the soft voices of the King Cole trio in the past proved to be highly successful, but this album contains songs of which the King Cole trio has no part, and The Christmas Songs LP may very well be the most desirable of Christmas offerings this season.

SPOKEN WORD SPOTLIGHT
SELECTIONS FROM SHAKESPEARE

Novelss Evans. Decca DL 9110

These readings from Shakespeare by Maurice Evans should be in the catalog for every Shakespeare lover. They contain some of the finest of the great Shakespeare roles and will undoubtedly, at least, be a convenient way to enjoy a shelf of the Master's plays.

INTERNATIONAL SPOTLIGHT
SONG SAPARO AT THE BOBINO

Edith Piaf/Tha Sarapo. Capitol LPS 2734 (S)

This album contains three of the greatest of Edith Piaf's triumphs from the famous film, "Song of the South," and their cropping into this album make it a mighty popular favorite.

CHRISTMAS SPOTLIGHT
THE STORY OF CHRISTMAS
VOLUME II: SONGS & SAYS FROM THE ROGER WAGNER CHORALE

Capitol T 1864 (S)

The sound track of the film "It's A Wonderful Life" with its beautiful score by Ralph Rainger and Frank Capra's touching story, the film's most moving moments, the LP features a "Christmas-award-Winner" engineer and several most moving moments and songs from the film. This album is one of the finest Christmas records ever produced and is ideal for the Christmas season.

CHRISTMAS SPOTLIGHT
THE STORY OF CHRISTMAS
VOLUME III: SONGS & SAYINGS FROM THE ROGER WAGNER CHORALE

Capitol T 2064 (S)

The singing of Christmas music and the soft voices of the King Cole trio in the past proved to be highly successful, but this album contains songs of which the King Cole trio has no part, and The Christmas Songs LP may very well be the most desirable of Christmas offerings this season.
Fraternity Records is very proud indeed to present the first Lonnie Mack album.

Lonnie is one of the truly great talents Fraternity has had the opportunity of recording.

May we express our deep appreciation to all the wonderful people in the many facets of music who have helped us to establish Lonnie Mack.

We couldn't be more grateful.

FRATERNITY RECORDS • 413 RACE STREET • CINCINNATI, OHIO 45202
Night Club Review
Hey, Buddy Greco, Back Away From That Mike
Buddy Greco, latest in a growing list of record-oriented acts to play in New York at the Hotel Americana's Royal Box super lounge, has scattered enthusiasm, good song material and residence between the hallmark of his 45-minute show.

A self-admitted 17-year vet in "this business," it would seem that Greco might have learned better the lessons of dynamics than he apparently has. As it is, virtually every song comes over with the all-slap out approach, as though by sheer volume, the artist could level any possible audience opposition. Please, Mr. Greco, move back from that mike, man.

Aside from the turned-up volume, Greco is able on the floor, of point, tinges of good humor (a remark or two about his own small musical profession) and mixes in some pleasant solo piano spots with his usual piano front, he does a couple of neat turns with "Fly Me To the Moon." "Tea for Two," and with a matching vocal, a clever special material bit, "That's What I Thought You Said," done in a style fairly reminiscent of Matt Dennis.

But then there is the singing, that too loud singing. Among the dozen or so numbers, high spot can be "The Lady Is a Tramp" or "At Last, Love," a great tune delivered in a style to match; a zingy, "up" arrangement of Vic-


"You're Nobody Till Somebody Loves You," is well-calculated for this spot, lends itself well to the now well-known "one more time" format, and comes off a smasher for Greco.

Greco is a crowd-pleaser particularly on effort. He works hard and within in a better mood most of the way, taking spots here and there to just catch his breath. It should be pointed out he is well backed with a cast consisting of standout drummer Bobby Bennett and a fine pianist-maestro, Dick Palumbo.

Ken Greavett

Mornin Sun

Off Broadway

"Morning Sun" opened last week at the Capitol Theater. It starred Patricia Neway in the role of a willful, embittered woman who visits her demonic interpretation of the Bible upon her four children with a woo, befuddling some holy spirit. It is a tragedy in the classic form. It has been conceived as an opera, might have offered an intense theatrical experience, but as a play with music and smoke mistaken of pretense and occasional embarrassment.

Composer Paul Klein and Fred Elh (lyrics and book) are familiar figures to New York. Klein has written tunes for more than 100 shows. The Club is responsible for the lyrics to "My Colleague," which they have provided top entertainers with a raft of special material. Together they are also scheduled to provide the music and lyrics for the show "The Sound of Music" on tour.

Talent Topos

BOSTON

Despite a torn ligament, Kaye Ballard proved her irresistible self by going on with the show this week at the Statler-Hilton's Terrace Room. Ex-New York sap Savio Stella holds the spotlight at the Revere Beach Surf Club. The big Folksy nitenite in the same town is having a rush on reservations for the coming engagement of Belle Barth with her songs and stories. Now, "Noon at the Musical" at the Colonial, "The Dinner," is a sellout and has achieved "hit" status. Nat King Cole comes into the act.

Talent on Tour

(Next top talent in top talent through this week)

East

Frank Slatser is host-narrator at the Israel Histadrut anniver-

sary Pageant at Madison Square Garden (14) and will be joined by the orchestra of Edward T. Horace Ungams, ... Horse Sil-

ver opens October 17 at Bird-

land, where he will appear for two weeks. ... Vanclina Meader

appears at the new Cafe Starlight in New York, (15) for his fifth engagement there. He'll unveil a new act, assisted by song writer A. P. Connell. Comedy team, Bilid and Moore, has recently debuted on Verve Records, open (14) in Washington at the Shadow ow.

South

Brown and Duna play six col-

lage dates this week in Williams-

burg, Ky. (14), Athens, Tenn. (15), Cookeville, Tenn. (16); N.C. (17), Hix. N.C. (18), and Jefferson City, Tenn. (19). ... Stan Getz will also be playing dates this week at Virginia State College (15) and then back to New York on Friday at Hunter College. ... Arouf and Greavet will perform at Howard College (17), Birmingham. ... Pittsfield performing at the Elms in Indianapolis (14-20) is Daumie Je. ... Vanclina Meader will be at the Sands, Long Beach, Minn., for one week, starting October 14. ... The Chane Hotel in St. Louis will feature Monique Van Vooren for 10 days, starting October 17. ... Tom Carroll opens for three weeks at the Blackstone Hotel, Chicago (14).

West

On October 15 Victor Borge opens in the Coco Room of the Hotel Sahara in Las Vegas.
HERE'S THE BIG ONE!
“FOUR STRONG WINDS”
by THE BROTHERS 4

On the charts... The Brothers 4 and their latest album FROM COLUMBIA RECORDS®
NEW YORK—Just how big a force is the folk movement? From all indications it is very big and at the moment shows little sign of a letup in the pace. This is true not only at the personal appearance and concert level, but particularly on the record front.

A few minutes of chart study leads to the clear conclusion that folk-styled albums are accounting for the best chart positions and highest sales rates for a number of firms fortunate enough to be in the folk derby. It is, of course, no secret that folk singles become big items from time to time. But in the album field it's the folksters who are carrying the ball for some of the most important firms.

Warner Bros. is easily the best example of the moment. Two Warners' albums by Peter, Paul and Mary and Judy Collins have been topping the top 10 in the album chart for months. The first of these, which carries as its title, the name of the group, is presently in its 17th week on the chart. The group's "Moriyia," has been on for 40 weeks. With Capitol, the phenomenon is not so pronounced, only because the Kingston Trio has been on the scene somewhat longer than Peter, Paul and Mary. The fact remains, however, that this group, even after a change of personnel some time back, continues to be a major factor on the album chart. Their most recent set, "Sunny Side," is one of three of the firm's top albums in recent weeks, now in its 10th week on the list. It is also only one of three by the Kingston Trio on the charts. The other two, "The Best of the Kingston Trio" and "Kingston Trio No. 16" have a combined total of over 100 chart weeks.

Lettman Sound

The Lettermen, another Capitol group with the folk sound, are also pulling their share of the load, moving in their first eight weeks on the chart up to position No. 86 with their "In Concert LP."

One of the most spectacular examples of the power of folk on the present scene is that of Vanguard, currently enjoying four posts or ten weeks' chart time by all folksters. The label made Joan Baez a star and she's returning the favor with three albums on the chart for Vanguard. Two of these, Volumes I and II, has each been on the list for upward of 100 weeks, while the third, "Joan Baez in Concert," now in the top 20, has had a full year of action.

Vanguard, more recently, has sprung a new trump card out of its sleeve, in the persons of the band's first album, "Four Strong Winds," hit the chart for the first time only four weeks ago.

The picture is very much the same when it comes to a second folk label, the Folkways label. Their "Guitar Song Book" is in its eighth week on the list, and while the group Four have just returned to chart with their "Big Folk Hits," jumping from 146 to 114 this week.

RCA Victor's Limekilns, in their fourth week on the chart, with their new "Fourteen Folk Hits," is in its 22nd week at No. 125 to 77. Odetta is moving along equally fast for the label. Her newest "Folk Songs" album, also charted for four weeks, is now in the No. 81 slot, after a start at 145.

Meanwhile, Libby Holman has also placed a new folk-styled set, "The Johnny & John Singers," in the album chart race. The group's new "Golden Folk Song Hits," which were placed from 118 to 93 in two weeks.

Folk Trend Shows No Sign of Let-Up

ELEKTRA ADDING NEW FOLK ACTS TO ROSTER

NEW YORK—Elektra Records has added a number of new artists to its folk roster. These include a group of 12 musicians and singers known as the Even Dozen Jug Band; a French-Canadian fiddler, Ray Carignan and three Minnesota blues musicians.

The Jug Band group plays, collectively, such instruments as 12-string guitar, five and six-string banjo, kinnou, mouth trumpet, hand trumpet, piano, washboard and harmonica.

Carignan has appeared before Queen Elizabeth with his fanny fiddling and has also worked at two Newport Folk Festivals. The Minnesota's, John Yingler, Koerner, Dave (Snaker) Ray and Tony Costa, San Glover, appeared last summer at the Philadelphia Folk Festival and have an earlier album cut on the Audiophile label, masters for which have been purchased by Elektra.

New RCA Victor Folk People

Hollywood—A proposed new tape TV show was put into pilot form during the month at the ice House, a folk club in nearby Pasadena. In addition, a newly established diskery and a well-known major company both staged live recording sessions at the club.

The concept, now under the tag "The Big Hoot," is being put together by Barnaby Frazer, producer of "The Original Barnaby Foot" and "The Goodtime Singers," Jackie DeShannon, Randy Boone, and Mary Lou Blair.

Jack Linkletter, of ABC-TV's "Hootenanny, show, in an indie venture, has formed Legend Record and as his first project, cut an album at the Ice House featuring such artists as Les Baxter's Balladaires, the Yachtmen, Jim and Jean and others. It kicks off a series of West Coast hootenanny records.

RCA Victor also used the club to cut a collection with an album as two new local acts, recently signed by the label, the Women Folk and the Villagers. The Women Folk, founded five years ago, include singers and playing instruments. They've been signed to a long-term contract. The Villagers, a two-man, two-girl group, recently formed on the West Coast.

ABC LAUNCHES HOOT MAG

NEW YORK—"ABC TV Hootenanny" is the title of a new magazine on the folk scene, due to hit stands Tuesday (20). The periodical was inspired by the ABC television program of the same name which is shown as "Hootenanny." The magazine is expected to feature extensive coverage of folk singers and singing groups, material being taken from the "Hootenanny" TV show. In addition, each issue will have a full section devoted to music and lyrics.

Focus on Folk

Singer-banjo man, Billy Faier, whose recent LP is titled "Travelin' Man," has a new hit with the same title. The show is WBIC, Bay Shore, N. Y., a local show on IWA working four sets nightly from 4 to 5 p.m. with a two-hour set Sunday. He'll play folk records interspersed with his banjaming and singing. Guest stars will appear weekly and the initial guest was guitarist Dave Van Ronk. Fred Hertz, of Gotham Comets, replaced Van Ronk with Faier, with syndication on the way for the future.

Music Research of Arlington, Va., is promoting a new Piedmont label release by Mississippi Hillbillies, folk artists who recently appeared at the Newport and Philadelphia Folk Festivals. Music Research, a new company operated by Richard Barnaby, hopes to build an extensive catalog of country folk material.

* * *

Ian and Sylvia, Flowers and Reddie, the Halifaxes Three, the Rafatans, Shirley Singer, the Travelers, Tom Hawken and the Clamshells and the Jubilation Singers, were among the artists helping in folk TV television in Canada, celebrate completion of its coast-to-coast microwave relay system. Celebration of the form of an hour-long folk music special, "Something to Sing About."

Presto Record is now actively promoting its new Presto-Folks Trio. President, Bob Winwood, said the new label will be devoted to "American folk music, where it is blues, bluegrass, white blues, Negro folk, Cajun music, jazz, or traditional folk songs."

The label is an outgrowth of the Preco label, founded three years ago, which has handled folk accounts as Bobbin Debbie, Ron Flatin, Keith and Roosevelt Joan Ritchie, Dave Van Ronk, and the Charles River Boys.

Pasadena's Ice House has the Goldcoast Singers for a four-week stint, winding up October 31. Also on the bill are the Willow Creek Ramblers, a bluegrass group and a pop-gospel group, combined as the Sanctified Six. Meanwhile the club's Sunday night Kazanetti, in the city's only steady folk club where customers are given kazoos to play with the acts, will be continued through the end of the month.

Booster Tim Gal has set his "Hootenanny U.S.A." show for the Los Angeles County Memorial Auditorium for Tuesday, November 26. Featured in the package are the Journeymen, the Halifaxes Three, Joe Mezzacappa, Danny and Glenn Yarbrough, Limeliters, and others.

Alison Brown, of the "Country Folk," are demonstrating the "hootenanny" on the West Coast. It's a new dance which the pair do in the Sam Katzman picture of the same name. The picture also features the Brothers Four, opened in numerous Southwestern theaters last week.

The Dillards, bluegrass quartet on Elektra Records, have been getting rave reviews on recent performances on the Judy Garland CBS TV show. Group, from Salem, Mo., started the series Sunday (6) and it will also be seen again Thursday afternoon (November 12) and December 22... Oscar Brand, who has an album in the Elektra catalog, "Oscar Brand's Folk Saturday Only," will perform some of the selections from his album at the upcoming convention of the World Medical Association Thursday evening at New York's Commodore Hotel.

Judy Collins' Midwest tour will carry her Kansas City, Minneapolis, Denver, St. Louis, Oklahoma City and Dallas during November 9 and 14... The Dillards, currently at the Shadows, Washington, will touch down at Oakland (Calif.) City College; Venture College; Canyon College, Burlington, Wash., and St. Anselm's College, Manchester, N. H., during the next three weeks...

Travelers Three are currently at the Gaslight Room, San Diego, Calif.
**TALENT TOPICS**

- **Morning Sun**
  - "Continued from page 16"

Says, "Their talents are by no means small, and many of the musical numbers suggested real inspiration. Had they half the full-bodied support of a large orchestra more of the material would have been realized. As it was, many of the tunes seemed precious and self-conscious.

The performances were of a high caliber. Miss Neway's acting ability is no discovery to anyone who has seen her in Menotti, "Consul" or "The Sound of Music." Her voice has had better days, but her ability to control an audience is still awesome. The remainder of the cast was admirable.

**ALL SONGS OF RELIABILITY**

**RUDOLP SCHOOL**
Capitol 9434 (0)
**MUSICAL MEMORIES OF HUNGARY**
Various Artists, London Intl 714-2841

**GREAT Arranger**
JEAN REICHEN AND DON WATSON AT FOLK CITY
Folkways 912
**RELIGIOUS SONGS**
ELLIE MAC: AN ANTHOLOGY OF CHINESE FOLK SONGS
Folkways FW 1127

**CHRISTMAS SONGS**
THE NEW YORK CITY RAMBLEs, VOL. 1
Folkways FA 2599

**REPRESENTATIVE SONGS**
SYMPHONY IN BLUES
ALBERTA NEW YORK SHUFFLE BAND & MARVIN CHOW
Word WLP 257

**CHRISTMAS**
CHRISTMAS IN THE PHILIPPINES
NIKE, GONZALES & HILARIO
Capitol 1231 (M), RT 1 M (S)

**SACRED**
LAND OF GLORY
DUFFY, HOMASCH & OTHER COUNTRY SINGERS
Recorded & Mixed by F. B. MacDougall & the Route Bookers.
Word WLP 2606 (M)

**SPOKEN WORD**
RUDERK EKLUND SELECTION FROM THE JUNGLE BOOKS
Black Rhino, RCA ML 2548

**FOLK**
THESE THREE ALBUMS
The antifolk reeling indicates, moderate music enjoyed within each record's genre category.

**POPULAR**
THE RHYTHM PALE
Ave 320

**DONELLY - MEMORIAL THEATER**

Next week for a one-night stand with Pete Barbuti and a 19-piece band... Hits are in session in the Hub. Brendan Bevan's "The Hostage," at the Donnelly Memorial Theater is a assured a long run after critics' unanimously gales. Ballad singers are even more popular these days in the Hub with John Bait scheduled and Ed McCurdy at the Unicorn. A masque of hootenanny is also set for the Donnelly Arena next week... Mahalia Jackson in for a single date at the Donnelly October 2.

Sta of the Bobbith Ballet just ended a five-performance stand here and drew one of the biggest grosses in ballet history here... The Moscow Circus comes into the Boston Garden with an enthusiastic advance for a 10-day stay next week... Blin- ster's Village has a crowd-pleaser with Frank Sinatra Jr. and the Tommy Dorsey orchestra. Next booking will bring Anna-Maria Alberghetti for one week... Steve Allen has canceled his Boston appearance set for the Donnelly because of illness. This was to have been one of a 10-city tour.

**CAMERON DEWAR**

**MENHIS**

Charlie Rich's second single for RCA. "Big Boss Man" and "Let Me Go My""Merry Way," was released this week. Charlie has already become a big fa- vorite of the RCA recording staff at Nashville... And Mer- cury rushed out Jerry Lee Lewis' first single, "Hit the Road, Jack" and "Pen and Paper" on the Smash label. Both Rich and Lewis are former Sun Record Company stars.

**Ward Hodge, Memphis Investi- tor, sued John Osborne, 38, in Circuit Court for $1 million, charging breach of contract. Osborne is managing up-sell- ing singer Mary Miller. Hodge's bill said Osborne brought the singer to him, he took them to Hollywood, met producers, record officials, got her started and had by contract half interest in the agent's fee of 30 per cent.

Hi Records President Joe Cought said Bill Black's Combo's western album and Ace Can- non's "Mountains Six," will be out in a couple of weeks... Jimmie Rodgers just closed a successful week at the Vapors Club at Hot Springs.

**ELTON WEIHENHUNT**

**FRANK RECORDS**

"THE WALKER" - "LIZIE" - "LOVE, HE'S WONDERFUL!"
Roger Clark, F.D. Radio WGH, Norfolk, Va., says: "Quite possibly you have a winner here..."

FRANK BUCK

**COOPERSTOWN, N.Y.**

**SAY YOU SAW IT IN BILLBOARD**

---

**GET IT!**

**The Original**

America's Greatest Folkcrus on One Album with all the Excitement of a Six Performance

---

**CRESTVIEW RECORDS**
51 West 51st Street • New York, New York 10019

**YOU HAVE IT?**

available on special discount terms. Ask your CRV distributor!

Crestview Records are distributed by the Elektra Corp.
CMA Launches Promotion On Country Music Week

NASHVILLE—With the most widely observed National Country Music Week ever clearly in range, the National Country Music Association last week opened fire with a heavy promotional barrage for the hundreds of key radio and television stations in the United States and Canada. The 20,000 cards and radio spots went out to U. S. and Canadian broadcasters, containing ideas and c.w. facts and figures designed to arm them for an all-out campaign. Special cards mailed to Canadian stations were prepared by the Canadian offices of the CMA, and Harold Moon, BMI Canada manager, wrote a letter to Canadian stations saying the CMA has received support in the form of ad endorsements from governors of Tennessee, Colorado, and Arizona, as well as additional support in California, Louisiana, Kentucky, Virginia and New York.

On the network level, CMA has been told that NBC will be plugged on such key network spots as ABC-TV’s “Tennessee Ernie Show” and “The Jimmy Dean Show” and “NBC-TV’s “Tonight Show,” which will be originating from Europe that week, and the widely syndicated “Steve Allen Show.” The CMA promo kit includes an outline for a proposed country music spectacular-type show which could be tailored to a special week, day or block of programming. The NBC package will contain a letter signed by the former stationer on station letterhead to CMA, 801 16th Avenue, South, Nashville, Tenn. 37203.

The country disk mailed to Canadian stations were prepared by the Canadian offices of the CMA, and Harold Moon, BMI Canada manager, wrote a letter to Canadian stations saying the CMA has received support in the form of ad endorsements from governors of Tennessee, Colorado, and Arizona, as well as additional support in California, Louisiana, Kentucky, Virginia and New York.

COUNTRY MUSIC CORNER

By BILL SACHS

The Collins Kids have just completed a series of network appearances for the Spurt Bottling Company. Larrrie and Lonnie will play a string of one-nighters and club dates before returning to the Stardust Hotel, Las Vegas, for a 6-week stand about the first of the month.

Bob Neal has been tapped from Nashville recently to set George Jones and his combo for a 4-week tour in Canada. The tour begins November 9, the Cates State and the teen-age pair from Independent, Mo., apt for the last several years have appeared with units headed by Ernest Tubbs and Tex Ritter, are producing a series of Vadian Records, "Just a Little Foot" b/w "Just a Tear Away From crying." And a note on the Vadian label are Stanley Webb, Bobby Burns and R.A. singer Walter Vaughn.

Smoky Stover's "When the Sun Goes Down" b/w "One Thing In These Times" is Distributors Reunion "Big Brother" b/w "Peace Planets," produced recently by Slick Norris at the Gulf Coast Studio, Beaumont, Texas. The song was played during the week on the Sims label this week.

Jonny and Jonnie Monke, after winding up on a headlining on his personal in Texas last week, hit out for Nashville and another Columbia session.

Kathy Dee was in Chicago Saturday (12) to appear on a panel on a color video-tape shooting of WGN's "Barn Dance" show. The program, to be shown later

"TEENAGE LETTER"

Jerry Lee Lewis

"SEASONS OF MY HEART"

Jerry Lee Lewis

Linda Gall Lewis

Sun Records

639 Madison

Memphis, Tenn.

when answering ed's... Say You Saw It in Billboard

OCTOBER 19, 1963

HOT COUNTRY SINGLES

COUNTRY MUSIC

COUNTRY MUSIC FESTIVAL

Coming Up Fast...

From all over the world, people are getting ready to attend the big Country Music Festival in Nashville, Tennessee, October 31—November 2.

Yes, it's time again for Southern Fried Chicken and Good Country Pickin'!

These leading establishments are at your service for the Country Music Festival and all year long.

Capitol Park Inn

400 5th Avenue North
Nashville, Tennessee

Telephone: Area Code 615—444-4030

Capitol Park Inn

400 5th Avenue North
Nashville, Tennessee

Telephone: Area Code 615—444-4030

Countryside Inn

400 5th Avenue North
Nashville, Tennessee

Telephone: Area Code 615—444-1495

Harry Brown, Company President, has been made responsible for the eastern states.

"Our" COUNTRY MUSIC CORNER... plus other industry news... appear each week in Billboard.

<table>
<thead>
<tr>
<th>No.</th>
<th>Chart</th>
<th>Title, Artist, Label &amp; No.</th>
<th>Weeks on Ch</th>
<th>Oct/Nov</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>LOVE'S GONNA LIVE HERE</td>
<td>5</td>
<td>10/19/63</td>
</tr>
<tr>
<td>2</td>
<td>4</td>
<td>MAKE THE WORLD GO AWAY</td>
<td>11</td>
<td>10/19/63</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>ABLINE</td>
<td>19</td>
<td>10/19/63</td>
</tr>
<tr>
<td>4</td>
<td>8</td>
<td>X 10</td>
<td>9</td>
<td>10/19/63</td>
</tr>
<tr>
<td>5</td>
<td>1</td>
<td>TALK BACK TREMBLIN' LIPS</td>
<td>18</td>
<td>10/19/63</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>YOU COMB HER HAIR</td>
<td>15</td>
<td>10/19/63</td>
</tr>
<tr>
<td>7</td>
<td>9</td>
<td>FADED LOVE</td>
<td>6</td>
<td>10/19/63</td>
</tr>
<tr>
<td>8</td>
<td>8</td>
<td>FLO Teleidoscope</td>
<td>20</td>
<td>10/19/63</td>
</tr>
<tr>
<td>9</td>
<td>7</td>
<td>GUILTY</td>
<td>15</td>
<td>10/19/63</td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>DETROIT CITY</td>
<td>3</td>
<td>10/19/63</td>
</tr>
<tr>
<td>11</td>
<td>11</td>
<td>LONELY TIDE</td>
<td>14</td>
<td>10/19/63</td>
</tr>
<tr>
<td>12</td>
<td>12</td>
<td>WE MUST HAVE BEEN OUT OF OUR MINDS</td>
<td>25</td>
<td>10/19/63</td>
</tr>
<tr>
<td>13</td>
<td>18</td>
<td>SO NOT SO AGO</td>
<td>7</td>
<td>10/19/63</td>
</tr>
<tr>
<td>14</td>
<td>14</td>
<td>HAPPY TO BE UNHAPPY</td>
<td>10</td>
<td>10/19/63</td>
</tr>
<tr>
<td>15</td>
<td>12</td>
<td>ROYAL HER SO</td>
<td>5</td>
<td>10/19/63</td>
</tr>
<tr>
<td>16</td>
<td>16</td>
<td>SIX DAYS ON THE ROAD</td>
<td>21</td>
<td>10/19/63</td>
</tr>
<tr>
<td>17</td>
<td>24</td>
<td>THA MINUTE YOU'VE GONE</td>
<td>14</td>
<td>10/19/63</td>
</tr>
<tr>
<td>18</td>
<td>20</td>
<td>COWBOY BOOTS</td>
<td>3</td>
<td>10/19/63</td>
</tr>
<tr>
<td>19</td>
<td>22</td>
<td>LOVING ARMS</td>
<td>4</td>
<td>10/19/63</td>
</tr>
<tr>
<td>20</td>
<td>24</td>
<td>ACT NATURALLY</td>
<td>2</td>
<td>10/19/63</td>
</tr>
<tr>
<td>21</td>
<td>26</td>
<td>TIPS OF MY FINGERS</td>
<td>16</td>
<td>10/19/63</td>
</tr>
<tr>
<td>22</td>
<td>25</td>
<td>TOO IN LOVE</td>
<td>16</td>
<td>10/19/63</td>
</tr>
<tr>
<td>23</td>
<td>27</td>
<td>A MIND'S AGES GO</td>
<td>11</td>
<td>10/19/63</td>
</tr>
<tr>
<td>24</td>
<td>28</td>
<td>YOUR BEST FRIEND AND ME</td>
<td>2</td>
<td>10/19/63</td>
</tr>
<tr>
<td>25</td>
<td>29</td>
<td>NEW YORK TOWN</td>
<td>2</td>
<td>10/19/63</td>
</tr>
<tr>
<td>26</td>
<td>30</td>
<td>SUNFLOWER</td>
<td>1</td>
<td>10/19/63</td>
</tr>
<tr>
<td>27</td>
<td>14</td>
<td>TIE MY HUNTING DOG DOWN, JED</td>
<td>1</td>
<td>10/19/63</td>
</tr>
</tbody>
</table>

Copyrighted material

www.americanradiohistory.com
GOING LIKE A BALL OF FIRE!

ALLEN CURTIS’

FIREBALL MAIL

HOT IN CHICAGO

HOT IN ATLANTA

HOT IN MINNEAPOLIS

c/w

THE HOLE HE SAID
HE’D DIG FOR ME

HICKORY 1226

Hickory
RECORDS, INC.
2510 Franklin Road
Nashville 4, Tennessee
HOME OF THE NASHVILLE SOUND
MGM Names Larry Finley

NEW YORK — Larry Finley has been named head of the new Special Products Department of MGM-Verve Records, it was announced by Arnold Maxin, president of the record division. Finley, a show business veteran, will immediately step up the company's efforts in the premium sales market. He will also handle custom pressing accounts for the MGM manufacturing plant.

Finley, who will headquartered in New York, was most recently with Dot Records as director of Premium Sales.

NARAS to Give Course

HOLLYWOOD — The West Coast chapter of NARAS in conjunction with UCLA will present a 15-week course on the recording arts beginning October 13.

Scheduling to speak at this first meeting are Goldard Lieberman, president of Columbia Records; Mike Mailhard, president of Warner Bros.-Reprise; and pianist-composer Andre Previn. They will discuss a history of the recording industry.

Warner Ties Two Distributors

BURBANK, Calif. — In an economic move, Warner Bros. has consolidated two distributorships. The Albany and New York area are being handled by Alpha Distributing of New York and M. S. Distributing of Chicago is adding Indianapolis to its area.

The Chicago move is also tied in with the Warner-Sterling merger. According to Warner's sales manager Bob Summers, Milt Saltstone's M. S. Distributing can now use the same field force on both labels. Saltstone, Summers pointed out, has handled Reprise in the Indianapolis area all along.

Teiger Films Into Disk Field

HOLLYWOOD — Teiger film productions is entering the disk field. Don Thor, personal manager of Mercury recording artist Chuck Berry, has been named general manager of the new firm, with Luis Fields as a.d.r. man.

First single will present Caesar Giovanni and the Wayne Robinson Singers performing material by Connee Boswell. Company hopes to have its first release ready this month.

Music as Written

CINCINNATI

Bob Barron, of the Disneyland and Buena Vista labs, in from New York last week to put the battle on Ametta's new album, "Beach Party," and her new single, "Promise Him Anything," both on Buena Vista. Making the rounds of the local music emporium and displays with Barron was Julie Godsey, out Friday to Jerry Wilson, of Ohio Appliances, local RCA Victor Records chief. Also in town last week to plug his new RCA Victor album, "Honey in the Horn," was Al Ehr, who during his stay here did a re-peat stint on "Ruth Lyons'" "50-50" show on WABD TV over WLWT and the Kroger founda-
tion network. From Cincy, Al hopped to Dayton, OH, to help the Hauer Music Shop celebrate in 25th anniversary.

Clicking it off big in this sec-
tor are Chet Atkins' new one on RCA Victor, "Guitar Country," on which he has the backing of the Anita Kerr Singers, and the new album by Peter, Paul and Mary, "Blowin' in the Wind," on Warner Bros. Be Klayman, of A&R Distributing, says his initial order on the last named was 15,000, his biggest ever, with sales already running over the 8,000 mark. Peter, Paul and Mary played to a sold-out $12,000 gross in a single performance at Xavier University Field House last week.

Dale & Grace

Montel 921

Don't Miss Out on Bears Stilz's 5-sided Hit!

"Run Along" & "I'm Dreaming on the Pillow"

Capa 116

Reaction Moments/1 DJF, write:
Capa Records, 803-R Governor St., Mobile, Ala.

A RED HOT HIT

Allen Curtis

HICKORY 1226

THE HOLE HE SAID HE'D DIG FOR ME

PITTSBURGH

The Ames Brothers open a nine-night stand at the Twin Coaches night club, replacing Anna Maria Alberghetti who canceled because her new act isn't ready... Linda Farr and the Wray Men spent a week end here promoting their new Swan platter, "With You Always." Norm Charisse has waxed "We Shall Overcome," for Gateway Records, the first record inspired by the recent march on Washington... Harold Better, local musician, whose second LP "Harold Bettens Takes Off" rates No. 10 in this area, won two big theater dates with Dick Gregory, the first at the Howard Theater in Washington, followed by the Apollo in New York.

Enzo Sturaci, whose latest album, "Enzo Sturaci at the Plaza," is just out on the Jubilee label, will gain on the John Reed King TV show the week of September 30... Gace-

(Continued on page 23)
Cited in England for crowds above and beyond the seating capacities.

*IN DREAMS
mlp 8003
slp 18003

* ROY ORBISON'S
GREATEST HITS
mlp 8000
Terrific Chart Action
FRANK CHACKSFIELD
Theme from
A NEW KIND OF LOVE

SINGLES REVIEWS
SPOTLIGHT WINNERS OF THE WEEK

POP SPOTLIGHT
SAM COOKE
LITTLE RED ROOSTER
(Jac, MCA (2:56))
YOU GOTTA MOVE
(Trophy, BMI) (2:31)-RCA Victor 2524

Two more Sam Cooke numbers. The first has a
definitive blues feel with a provocative
lyric that sings in a middle tempo
pace. The second has blues feel as well, with
strong middle tempo beat and fine singing
from the star.

POP SPOTLIGHT
GEORGE HAMILTON IV
THERE'S MORE PRETTY GIRLS THAN ONE
(American, BMI) (2:35)-RCA Victor 2525

The "Alabama" man is back with another
powerful, side, a ballad, with a richly
accented down beat. Solid soul material
superiorly scored with fine production. This
flip is "If You Don't Somebody Else Will!"
(Flipside, BMI) (2:14).

POP SPOTLIGHT
BEN E. KING
I COULD HAVE DANCED ALL NIGHT
(Chess, ASCAP) (2:35)-Alaco 4513

The biggest ballad hits over on this one. It's a
version of the Lennon-Levine great from "My
Full Bush". That singes in any
middle tempo and a progressive change
device for the chorus. Flip is "Duprees"
(Trio-Collins-Miller, BMI) (2:40).

POP SPOTLIGHT
MONGO SATANAMARIA
FATBACK
(Mango, BMI) (2:36)-Atlantic 49894

Mongy's "Material Girl" back with a
broad instrumentals that has strong Latin,
country blues beat with unusual sax finds
and romantic sound. The flip is "Creole"
(Mango, BMI) (2:44).

POP SPOTLIGHT
LITTLE CHERYL
MAMA, LET THE PHONE BELL RING
(Kalisch, ASCAP) (2:44)-Columbia 9748

All the steps are out on this side. Driving
beat, a moving chorus, finger snapping,
handclap and solid orchestra with a
multi-instrumental voice. Flip is "Can't We Just
Be Friends" (Columbia-Florence, BMI) (2:14).

POP SPOTLIGHT
THE SECRETS
THE BOY NEXT DOOR
(Mercury, BMI) (2:46)-Philips 40143

Another female singing group that has a
strong chance at the top 40. Side is a
style echo in that of the Penguins and tells
the story of the attraction of a formal
date down town. Flip is "Can't Miss Forgets"
(Mercury, BMI) (2:14).

POP SPOTLIGHT
THE DUPLRES
HAVE YOU HEARD
(Branden, ASCAP) (2:55)-Cord 580

The group has another docket ballad here.
Lead sits in strong fashion and is backed by
the voices and it has that Glenn Miller sound
that makes the group stand out. Flip is "Love Eyes"
(Pavilion, BMI) (2:14).

POP SPOTLIGHT
THE BEACH BOYS
BE TRUE TO YOUR SCHOOL
(See of Venice, BMI) (2:47)

IN MY ROOM
(See of Venice, BMI) (2:19)-Capitol 3569

Two new big sides for the Beach Boys. The
first is a strong backbeat tune in neatly
written string lyric and the tune and sound.
The second is a bit of a departure for the
boys, a soft folk-type ballad that could
score well.

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

Brand new release
HEINZ
JUST LIKE EDDY

WHEN IN ROME

GIAN FRANCO INTRA

LOS MARCELLOS FERIAL
CUANDO CALIENTA EL SOL

INTERNATIONAL

10713

LONDON
9612

LONDON
9612

103-10904

OCTOBER 19, 1963

Copyrighted material.

www.americanhistory.com
**POP SPOTLIGHT**

**GENE McDANIELS**

**ANYONE ELSE**

*American* (Capitol, BMI) (1:53)--*Mercury* 72199

Gene McDaniels has a big swinging side that has a下:33b:be brings back memories of the good old days of the 50s. Here's his latest single, a strong rhythm and blue classic. It's a real winner. (Oppen, BMI) (2:12).

---

**POP SPOTLIGHT**

**DEL SHANNON**

**SUE'S GOTTA BE MINE**

(Shindell, BMI) (1:50)--*Box 201

Strong Shannon was here. It's a high-flying winner that features the lead singer's high-pitched style against repeating piano phrases. It's a true shoo-in (Shindell, BMI) (2:03).

---

**POP SPOTLIGHT**

**DICKIE GOODMAN**

**SENATE HEARING**

*Seniors Music, BMI* (2:03)--*20th Century-HC 443

Dickie Goodman is back with another of his hilarious comedy routines where simple piano passages of current hits were turned into the vaudeville of a new kind. One tune it's based on the current popular rhythm and blues hit, "I Can't Stop My Love" (Seniors, BMI) (2:54).

---

**POP SPOTLIGHT**

**DIANE RAY**

**WHERE IS THE BOY**

(Rizzoli, BMI) (1:55)--*Mercury 72199

This is the same watch that has "They're Just Like Us," but "Are You Sure." He's got another winner here that's as versatile as it is funny. Bright tunes that have a piano, multi-light effect, and powerful harmonies. (Ray, BMI) (3:06).

---

**POP SPOTLIGHT**

**CANDY AND THE KISSES**

**LET THE GOOD TIMES ROLL**

(White-Atlantic, BMI) (2:13)--*RCA Victor 5060

Here's the old favorite with a wild swinging young girl sound. It's got the foot and the beat for a long list of driving beat and rocking backing. It's a "Good Day" (American, BMI) (2:38).

---

**CHRISTMAS SPOTLIGHT**

**JEAN SHEPARD**

**WHEN YOUR HOUSE IS NOT A HOME**

(Real, BMI) (2:06)--*Capitol 5062

Jean Shepard has the kind of theme here which cannot be denied. It's a feeling that is well achieved with simple delivery with a powerful effect. Great story, touchingly told and it can happen. It's a "That's What Christmas Is" (Music Row, BMI) (2:46).

---

**SPECIAL MERIT SPOTLIGHT**

**TOMMY LEONETTI**

**THE ELIGIBLES**

**WALKING WITH MY BABY JORIE**

(L.A. Capsule Dance, BMI) (1:51)

Here's a fine vocal group that was fea
tured on one of Capitol's "surfing" albums. Grows two tunes in a bright street beat rhythm that is a fine harmony sound. These boys have a good chance with this. It's a "Big Boy" (L.A. Capsule Dance, BMI) (1:40).

---

**C.W. SPOTLIGHT**

**LEROY VAN DYKE**

**HAPPY TO BE UNHAPPY**

(Central Songs, BMI) (2:13)--*Mercury 72198

Here's a new ballad written by a current hit-maker, Bobbe Bear, and sung with much conviction by the singer. It's a deep, soulful and charming back-up and it has the power to go. Watch it. It's "How I Lay My Down" (Western, BMI) (2:00).

---

**C.W. SPOTLIGHT**

**WILLIE NELSON**

**YOU TOOK MY HAPPY AWAY**

(Papam, BMI) (2:07)

How Long Is Forever

(Western, BMI) (2:02)

Walter has had his share of action of late as singer and songwriter and here are two fine western-style ballads, delivered with much impact. First up has a distinct Western flavor. It's done with steel and singing guitar support. Could go either way.

---

**C.W. SPOTLIGHT**

**HANK LOCKLIN**

**WOODEN SOLDIER**

(Westwood-RCA Victor 8245)

Hank has one of his strongest recent sides here. It's an effective ballad offered up with strong vocals and done meaningfully to a slick choral backing. Has the stuff to go both country and pop. It's "Elvis on the Hook" (Northern-Wills-Columbia, BMI) (2:31).

---

**C.W. SPOTLIGHT**

**ANDY WILLIAMS**

**WHITE CHRISTMAS**

(Berlin, BMI) (2:27)--*Columbia 42994

It's been a long time since anybody came through with a really commercialized reading of this great holiday standard by bring
ing a new star to the scene. Andy Williams really breaks through and gives the song a whole new feeling. Perfect was. It's "The Christmas Song" (Marshall, A.S.C.A.P.) (2:35).

---

**SPOTLIGHT**

**DEBBIE DOVALE**

**HEY LOVER**

(Rossetti, BMI) (2:13)--*RCA Victor 5061

Here's a solid sound by a new artist that should groove with the kids. It's got an easy swing and a lyric that talks about the man's "Hey Lover" of the song. "We Love It." (Rex, A.S.C.A.P.) (2:14).

---

**SPECIAL MERIT SPOTLIGHT**

**TOMMY LEONETTI**

**SOMEBODY LOVES YOU**

(Marriott, BMI) (2:03)--*A.C.A.B. 8251

Leonetti has long been absent from the disk jockey program, but now he's a strong reading of a great old standard, cut by Cliff Allison in Nash
town, that could gain the dancer much play. It's nice and easygoing and well-tailored for the middle of the afternoon. Watch this. It's "I'll Be Your Baby One More Time." (Leonetti, BMI) (2:20).

---

**BILL BLACK'S COMBO**

**THE FLARES**

**MONKEY SHINE**

Hi-2069

---

**MURRAY KELLUM**

**LONG TALL TEXAN**

MOC-853

---

**THE FLARES**

**MONKEY WALK**

PRESS 2810

---

**THE AMERICAN LONDON GROUP**

---

**CHRISTINA**

SPOTLIGHT 3312

----

"This is the side..."
Dot Records “The Nation’s Hottest Label”

BEST SELLING SINGLES

#16487 SUGAR SHACK ........................................... Jimmy Gilmer & The Fireballs
#16507 CUANDO CALIENTA EL SOL ................. Steve Allen
#16530 WONDERFUL SUMMER ............................ Robin Allen
#16527 TWO-TEN, SIX-EIGHTEEN ......................... Jimmie Rodgers
#16526 FIESTA / BLUE VELVET ......................... Lawrence Welk
#16525 MR. MOON / LOVE ME ........................... Pat Boone
#16479 SURFER JOE / WIPE OUT ....................... The Surfari
#16522 RAG MOP / I’M SORRY ............................... Billy Vaughn
#16531 NEVERTHELESS (I’m In Love With You) / I HEARD THE BLUEBIRDS SING ........................................... Wink Martindale

BEST SELLING ALBUMS

NUMBER 1 HITS • Billy Vaughn DLP 3540
SUGAR SHACK • Jimmie Gilmer & The Fireballs DLP 3545
THE SURFARI'S THE ORIGIONAL HITS DLP 3535
SCARLETT O'HARA • Lawrence Welk DLP 3528
PIPETES • Steve Allen MORE ................................. DLP 3538

1962’s GREATEST HITS • Billy Vaughn DLP 3497
1963’s EARLY HITS • Lawrence Welk DLP 3530
HONEYCOMB & KISSES SWEETER THAN WINE • Jimmie Rodgers DLP 3525
GRAVY WALTZ • Steve Allen ................................. DLP 3515

1962’s GREATEST HITS • Myron Floren DLP 3536
RAGTIME PIANO GAL • Jo Ann Castle DLP 3240
GREATEST ORGAN HITS • Jerry Burke DLP 3460
THE MILLS BROTHERS' GREAT HITS DLP 3157
PATS GREAT HITS • Pat Boone DLP 3071

CHRISTMAS MERCHANDISE

DLP #3222 WHITE CHRISTMAS ......................... Pat Boone
#3148 CHRISTMAS CAROLS .................. Billy Vaughn
#3397 SILENT NIGHT ................................ Lawrence Welk
#3322 MERRY CHRISTMAS ............................. The Mills Brothers
#3343 CHRISTMAS WITH THE LILLEN SISTERS .... The Jack Halloran Singers
#3233 THE LITTLE DRUMMER BOY ...................... George Wright
#3479 CHRISTMAS TIME .................................. Keely Smith
#3904 A KEELY CHRISTMAS ............................ Dr. Norman S. Wright
#3226 ORGAN AND CHIMES .............................. Dr. Charles S. Kendall
#3063 CHRISTMAS CHIMES ............................... Dr. Charles S. Kendall

DEP #1663 MERRY CHRISTMAS ......................... Pat Boone

LONG-PLAY ALBUMS

CHRISTMAS SINGLES

#1120 Rudolph The Red Nosed Reindeer / I Saw Mommy Kissing Santa Claus ................ Johnny Maddox
#1543 Silver Bells / Nuttin For Christmas ................. The Fontane Sisters
#18017 Christmas Moon / Peppy The Peppermint Bear ............................. The Lennon Sisters
#16147 Silent Night / Christmas Island .................... Keely Smith
#16160 Merry Christmas Baby / Jingle Bells .................... Dodie Stevens.
#16149 The Little Drummer Boy / Mary's Little Boy Chile .................. Jack Halloran Singers
#16281 Santa's Coffee / Hey Daddy (I'm Gonna Tell Santa On You) ...... Billy Beau

www.americanradiohistory.com
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
<th>Sales</th>
<th>Chart Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>some NUT...</td>
<td>Andy Williams, Wax M 1010</td>
<td>200,000</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>INGREDIENTS IN A RECIPE</td>
<td>Frank Ifield, Crest C 9066</td>
<td>150,000</td>
<td>3</td>
</tr>
<tr>
<td>3</td>
<td>TRINI LAMOTTE AT P'S</td>
<td>Frank Ifield, Crest C 9066</td>
<td>120,000</td>
<td>4</td>
</tr>
<tr>
<td>4</td>
<td>PETER, PAUL &amp; MARY</td>
<td>Peter, Paul &amp; Mary, Renaissance L 1006</td>
<td>100,000</td>
<td>5</td>
</tr>
<tr>
<td>5</td>
<td>BYE BYE BIRDIE</td>
<td>Peter, Paul &amp; Mary, Renaissance L 1006</td>
<td>90,000</td>
<td>6</td>
</tr>
<tr>
<td>6</td>
<td>MOVING ON</td>
<td>Peter, Paul &amp; Mary, Renaissance L 1006</td>
<td>80,000</td>
<td>7</td>
</tr>
<tr>
<td>7</td>
<td>ELVIS GOLDEN RECORDS, V. 3</td>
<td>Elvis Presley, Sun S 201</td>
<td>80,000</td>
<td>8</td>
</tr>
<tr>
<td>8</td>
<td>THE SECOND BARBRA STREISAND ALBUM</td>
<td>Barbra Streisand, Columbia C 8025</td>
<td>70,000</td>
<td>9</td>
</tr>
<tr>
<td>9</td>
<td>WEST SIDE STORY</td>
<td>Barbra Streisand, Columbia C 8025</td>
<td>60,000</td>
<td>10</td>
</tr>
<tr>
<td>10</td>
<td>SHUT DOWN</td>
<td>Barbra Streisand, Columbia C 8025</td>
<td>50,000</td>
<td>11</td>
</tr>
<tr>
<td>11</td>
<td>THE JAMES BROWN SHOW</td>
<td>Barbra Streisand, Columbia C 8025</td>
<td>40,000</td>
<td>12</td>
</tr>
<tr>
<td>12</td>
<td>DAYS OF WINE AND ROSES</td>
<td>Barbra Streisand, Columbia C 8025</td>
<td>30,000</td>
<td>13</td>
</tr>
<tr>
<td>13</td>
<td>BLUE VELVET</td>
<td>Barbra Streisand, Columbia C 8025</td>
<td>20,000</td>
<td>14</td>
</tr>
<tr>
<td>14</td>
<td>HOLLYWOOD—MY WAY</td>
<td>Barbra Streisand, Columbia C 8025</td>
<td>10,000</td>
<td>15</td>
</tr>
<tr>
<td>15</td>
<td>GOLDEN HITS OF THE 4 SEASONS</td>
<td>Barbra Streisand, Columbia C 8025</td>
<td>5,000</td>
<td>16</td>
</tr>
<tr>
<td>16</td>
<td>JOAN BAEZ IN CONCERT</td>
<td>Joan Baez, Vanguard V 339</td>
<td>1,000</td>
<td>17</td>
</tr>
<tr>
<td>17</td>
<td>RAMBLIN'</td>
<td>Joan Baez, Vanguard V 339</td>
<td>500</td>
<td>18</td>
</tr>
<tr>
<td>18</td>
<td>THE BARBRA STREISAND ALBUM</td>
<td>Barbra Streisand, Columbia C 8025</td>
<td>400</td>
<td>19</td>
</tr>
<tr>
<td>19</td>
<td>SUNNY SIDE!</td>
<td>Barbra Streisand, Columbia C 8025</td>
<td>300</td>
<td>20</td>
</tr>
<tr>
<td>20</td>
<td>JOHNNY</td>
<td>Johnny Mathis, Columbia C 809</td>
<td>200</td>
<td>21</td>
</tr>
<tr>
<td>21</td>
<td>WIFE OUT</td>
<td>Johnny Mathis, Columbia C 809</td>
<td>150</td>
<td>22</td>
</tr>
<tr>
<td>22</td>
<td>I LEFT SAN FRANCISCO</td>
<td>Johnny Mathis, Columbia C 809</td>
<td>100</td>
<td>23</td>
</tr>
<tr>
<td>23</td>
<td>JOAN BAEZ, VOL. I</td>
<td>Joan Baez, Vanguard V 339</td>
<td>50</td>
<td>24</td>
</tr>
<tr>
<td>24</td>
<td>LAWRENCE OF ARABIA</td>
<td>Lawrence Welk, Decca 40008</td>
<td>20</td>
<td>25</td>
</tr>
<tr>
<td>25</td>
<td>SURFIN' U.S.A.</td>
<td>Lawrence Welk, Decca 40008</td>
<td>10</td>
<td>26</td>
</tr>
<tr>
<td>26</td>
<td>SO MUCH IN LOVE</td>
<td>Lawrence Welk, Decca 40008</td>
<td>5</td>
<td>27</td>
</tr>
<tr>
<td>27</td>
<td>HOW THE WEST WAS WON</td>
<td>Lawrence Welk, Decca 40008</td>
<td>5</td>
<td>28</td>
</tr>
<tr>
<td>28</td>
<td>SINATRA'S SONGS</td>
<td>Frank Sinatra, Capitol 1514</td>
<td>10</td>
<td>29</td>
</tr>
<tr>
<td>29</td>
<td>BROOKLYN—MY WAY</td>
<td>Frank Sinatra, Capitol 1514</td>
<td>5</td>
<td>30</td>
</tr>
<tr>
<td>30</td>
<td>THE FREEDOM—BILLY DYLAN</td>
<td>Frank Sinatra, Capitol 1514</td>
<td>5</td>
<td>31</td>
</tr>
<tr>
<td>31</td>
<td>JOAN BAEZ, VOL. II</td>
<td>Joan Baez, Vanguard V 400</td>
<td>2</td>
<td>32</td>
</tr>
<tr>
<td>32</td>
<td>LEST YOU FORGET</td>
<td>Joan Baez, Vanguard V 400</td>
<td>2</td>
<td>33</td>
</tr>
<tr>
<td>33</td>
<td>RING OF FIRE—THE BEST OF HIGHWAY</td>
<td>Bob Dylan, Columbia CL 1058</td>
<td>1</td>
<td>34</td>
</tr>
<tr>
<td>34</td>
<td>MONDO CANE</td>
<td>Bob Dylan, Columbia CL 1058</td>
<td>1</td>
<td>35</td>
</tr>
<tr>
<td>35</td>
<td>RAMBLIN' ROSE</td>
<td>Bob Dylan, Columbia CL 1058</td>
<td>1</td>
<td>36</td>
</tr>
<tr>
<td>36</td>
<td>THINK ETHNIC</td>
<td>Bob Dylan, Columbia CL 1058</td>
<td>1</td>
<td>37</td>
</tr>
<tr>
<td>37</td>
<td>LITTLE STEVIE WONDER THE 12 YEAR OLD GENIUS</td>
<td>Bob Dylan, Columbia CL 1058</td>
<td>1</td>
<td>38</td>
</tr>
<tr>
<td>38</td>
<td>ROY ORBISON'S GREATEST HITS</td>
<td>Roy Orbison, Epic E 3694</td>
<td>1</td>
<td>39</td>
</tr>
<tr>
<td>39</td>
<td>CLEOPATRA</td>
<td>Roy Orbison, Epic E 3694</td>
<td>1</td>
<td>40</td>
</tr>
<tr>
<td>40</td>
<td>THEMES FOR YOUNG LOVERS</td>
<td>Roy Orbison, Epic E 3694</td>
<td>1</td>
<td>41</td>
</tr>
<tr>
<td>41</td>
<td>THE BEST OF THE KINGSTON TRIO</td>
<td>Roy Orbison, Epic E 3694</td>
<td>1</td>
<td>42</td>
</tr>
<tr>
<td>42</td>
<td>JOHNNY'S GREATEST HITS</td>
<td>Roy Orbison, Epic E 3694</td>
<td>1</td>
<td>43</td>
</tr>
<tr>
<td>43</td>
<td>THOSE LAYZ-HAZY-CRAZY DAYS OF SUMMER</td>
<td>Roy Orbison, Epic E 3694</td>
<td>1</td>
<td>44</td>
</tr>
<tr>
<td>44</td>
<td>SCARLETT D'HARA</td>
<td>Roy Orbison, Epic E 3694</td>
<td>1</td>
<td>45</td>
</tr>
<tr>
<td>45</td>
<td>MOON RIVER &amp; OTHER GREAT</td>
<td>Roy Orbison, Epic E 3694</td>
<td>1</td>
<td>46</td>
</tr>
<tr>
<td>46</td>
<td>CHURCH KEY ON STAGE</td>
<td>Roy Orbison, Epic E 3694</td>
<td>1</td>
<td>47</td>
</tr>
<tr>
<td>47</td>
<td>CALL ON ME</td>
<td>Roy Orbison, Epic E 3694</td>
<td>1</td>
<td>48</td>
</tr>
<tr>
<td>48</td>
<td>FRANK IFIELD'S GREATEST</td>
<td>Roy Orbison, Epic E 3694</td>
<td>1</td>
<td>49</td>
</tr>
<tr>
<td>49</td>
<td>IN DREAMS</td>
<td>Roy Orbison, Epic E 3694</td>
<td>1</td>
<td>50</td>
</tr>
<tr>
<td>50</td>
<td>TWO SIDES OF THE SMOOTHERS BROTHERS</td>
<td>Roy Orbison, Epic E 3694</td>
<td>1</td>
<td>51</td>
</tr>
</tbody>
</table>

Compiled from national retail sales and radio station play by the Music Popularity Dept. of Record Market Research, Billboard.
a star is born... on BRUNSWICK RECORDS

DEMETRISS TAPP

with a fabulous record!

LIPSTICK
PAINT A SMILE
ON ME

Published by Painted Desert Music Corp.
55251

AVAILABLE NOW AT YOUR DECCA DISTRIBUTOR
For Those Rockin' Sales
JIMMY SMITH's newest hit album
ROCKIN' THE BOAT
on BLUE NOTE

The Big Single From This Album

WHEN MY DREAM BOAT COMES HOME
BLUE NOTE 45X1904

A rockin' down home album, Jimmy at his best with beautiful backing by LOU DONALDSON, QUENTIN WARREN, DONALD BYLLE.

WHEN MY DREAM BOAT COMES HOME/PORK CHOP/MATILDA/MATILDA/CAN HEAT/PLEASE SEND ME SOMEONE TO LOVE/JUST A CLOSER WALK WITH THEE/TRY TO IN-ME.

BLP 4141 (Stereo BST 84141)
HITS ARE OUR MOST IMPORTANT PRODUCT!

WASHINGTON SQUARE
THE NEW BAND OF SPIKE JONES

BLOWIN' IN THE WIND  IF I HAD A HAMMER
PUFF (THE MAGIC DRAGON)  MARIA ELENA
THE BALLAD OF JED CLAMPETT  ALLEY CAT
GREEN GREEN  RED SAILS IN THE SUNSET
FRANKIE & JOHNNIE  WHISTLER'S MUDDAH
SEPTEMBER SONG

WASHINGTON SQUARE
THE NEW BAND OF SPIKE JONES
Here is a "square" Spike Jones (sans sound effect gimmicks) playing today's big hits in an exciting folk-dixie groove.

WILLIAM TROJAN HILL

MARIA ELENA
THE 50 GUITARS OF TOMMY GARRETT

MARIA ELENA  O-PINK AND APPLE BLOSSOM WHITE  O-BRAZIL'S JUNGLE DRUMS  O-PONCIANA  O-ARNA
WITHOUT YOU (TRES PALABRAS)  O-TABOO  O-MARACULA  O-THE BREEZE AND I  O-EL CHOCLO  O-FLAMENCO LOVE

MARIA ELENA
THE 50 GUITARS OF TOMMY GARRETT
The 50 Guitars return to the scene of their original triumph: Latin American music.

LIBERTY RECORDS
TODAY'S TOP TUNES
HONOR ROLL OF HITS

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

RECORDINGS AVAILABLE
(Best Selling Record Listed In Bold Face)

1. SUGAR SHACK—Nancy Wilson & The Four Tops, Del 10467.
2. BE MY BABY—Beatles, Philips.
3. BLUE VELVET—Baby Vinson, Elite 1414; Lawrence Welk, Del 15156.
4. CRY BABY—Garrett & Mommens & the Enchanters, United Artists 4168.
5. SALLY, GO ROUND THE ROSES—By Sandra Barrows—Published by Wylie (BMI)
6. BUSTER—By Howard—Published by Peer (BMI)
7. MEAN WOMAN BLUES—By Delmore—Published by Gluck (ASCAP)
8. DONNA THE PRIMA DONNA—By Donn Dixon—Published by Dial (ASCAP)
9. MY BOYFRIEND'S BACK—By Paul Reiser—Published by Reiser (BMI)
10. I CAN'T STAY MAD AT YOU—By King—Published by James Oros-Columbia (BMI)
11. DON'T THINK TWICE IT'S ALL RIGHT—By Dylan—Published by Wissak (BMI)
12. HONOLULU LULLU—By Steve Colson—Published by Seven Gems-Columbia (BMI)
13. THAT SUNDAY, THAT SUMMER—By Dylan—Published by Dylan (BMI)
14. 28 FOOLS RUSH IN—By Bloom—Published by Greens—Published by Semmes (BMI)
15. THEN HE KISSED ME—By Spectr-Greenwich—Published by Mutual-Bethel-Trio (BMI)
16. TALK TO ME—By Garcia—Published by Jay & Cos (BMI)
17. HEAT WAVE—By Holland-Dutcher-Holland—Published by Jutten (BMI)
18. WASHINGTON SQUARE—By Colasanto—Published by Rayner (BMI)
19. SURFER GIRL—By Hollenden—Published by Rayner (BMI)
20. MICKY'S MONKEY—By Holland-Dutcher—Published by Jutten (BMI)
21. WONDERFULLY WONDERFUL—By Delmore—Published by Marks (BMI)
22. MARIA ELENA—By Barret—Published by Peer (BMI)
23. PART TIME LOVE—By Mann, Frei—Published by Peer (BMI)
24. IT'S ALL RIGHT—By Mayfield—Published by Curtis (BMI)
25. I'LL TAKE YOU HOME—By Wood-Mann—Published by Seven Gems-Columbia (BMI)
26. HELLO HEARTACHE, GOODBYE LOVE—By Hugo-Leaf-Wood—Published by Arlen (BMI)
27. BLUE BAYOU—By Lavern—Published by Sunset (BMI)
28. LITTLE DENCE COUPE—By Wilson-Christiansen—Published by Sea of Tunes (BMI)
29. CROSSFIRE—By Mann-Appel—Published by Kahan (ASCAP)

WARNING—The titles "HONOR ROLL OF HITS" and "Today's Top Tunes" are registered trademarks and the listing of the hit has been compiled by Billboard. Use of this list may not be made without Billboard's consent. Requests for such consent should be submitted in writing to the publishers of Billboard at 1540 Broadway, New York, N.Y., 10036.
20th CENTURY-FOX RECORDS

Presents its

HOLIDAY ON WAX

young America DANCES TO GOLDEN GOODIES
Marty Wilson & His Orchestra

THE BEST OF SHIRLEY TEMPLE
Shirley Temple (Sound Tracks)

YOUNG AMERICA DANCES TO REAL FAVORITES
Bill Hanley & His Orchestra

TOUGH TALK!!
Panama Francis & His Orchestra

A WHISPER AND A HOLLER
The Heightsmen

LITTLE DRUMMER BOY—Harry Simeone Chorale

ART LINKLETTER
WHERE DID YOU COME FROM?

MY FAVORITE STORY
by america's greatest performers
OUT OF THIS WORLD RELEASES FROM SCEPTER

THE SHIRELLES
31 FLAVORS
and
IT'S A MAD, MAD, MAD, MAD WORLD
Scepter 1260

The Kingsmen
Wand 143
LOUIE, LOUIE

ALL WE CAN SAY ABOUT THIS RECORD IS IT'S A HIT—ASK THEM IN BOSTON.

Ed Bruce
Wand 140
SEE THE BIG MAN CRY

Chuck Jackson
Wand 141
ANY OTHER WAY

Tommy Hunt
Scepter 1261
I'M A WITNESS

Maxine Brown
Wand 142
COMING BACK TO YOU

JUST RELEASED
The SHIRELLES'
NEAREST ALBUM

SCEPTER RECORDS.
1650 BROADWAY. N.Y.C. N.Y.
Firms Take a Slice Of the Italian Pie

By SAMP STEINEN

ROME—Despite the RCA Italiana domination of the record market, a new company, with considerable summer competition on the Italian take this year, at least 16,000 as compared with less than 1,000, five years ago.

Opening night was performed by Sandro Delori for CGD brought Pietro Rizzi to the fore- and the "Johnny TV" show ensemb by Johnny Dorelli was the first to take the music hit, and was to take the music hit, the opening night in the World. For the first time, the company plans to export to the UK and US, of its records and 80 per cent of the locally produced tapes by the end of three years.


columbia makes it in israel

TEL AVIV—Columbia Records in Israel has been presented to salesmen and distributors from all over the country. It held the new "aggressive policy" of its administration.

Sugar, Dynagro, and Victrola, were demonstrated. Price of the Camden label was cut 33%.


anzacs see sales speed spin off turntable

By FRED GEBBIE

AUCKLAND, N. Z.—"Any rag, any jazz, any boppers to- day" is the call of a disc jockey named Turrantle; or, to give his real name, Arthur Pierce. He has been using this phrase every Friday at 10 p.m. from Radio 2YA Wellington for more than ten years. But he is in charge of the music.

Arthur has been the man most responsible for the popularity of jazz in New Zealand. During the years he has worked with Peter Jolly, the MJQ, Dizzy Gillespie, Sarah Vaughan and even the great Louis Armstrong. One can thank them for their receptive hearings.

His following is huge and his knowledge of the jazz scene goes way back with the greatest but most of all he devotes his knowledge to jazz to jazz music popular in this country. Record dealers use Turntable as a guide for releases, if it's on his program and he gives it a favorable comment then the discs will be in.

When the Government al- lowed record distributors to import records, as long as they were classed as classical, educational or religious, many distrib- utors bought in jazz records from America and were surprised to find the demand would have warranted pressing some titles in New Zealand. This sud- den influx of jazz records set the seal for future releases and artists such as Miles Davis, Dave Brubeck, Ella Fitzgerald and Oscar Peterson, soon had many L.P.'s locally pressed and selling at the counters.

Top selling for many years in the jazz field was Louis Armstrong and Glenn Miller, closely followed by Goodman and Gene Krupa, now the demand has been for Miles, Coltrane, The- renius Monk and other modern- ists. Still heading the lists is Brubeck who has twice visited

these shores. Ella has at least five L.P.'s on the market and dealers are featuring complete ranges of Horace Silver platters for the first time.

Jazz is popular with the pub- lic, if it is good jazz. Some American artists have been to New Zealand and played down to their market, and by underestimating the knowledge New Zealand jazz fans have of the subject. Local jazz enthusiasts know more about the artists capabili- ties. But let's give credit where artists give them. Dizzy Gillespie came here with Sarah Vaughan and blew a few notes on the trumpet and you couldn't give a Gillespie record away to- day. Verve's agents here say this is a pity because they have some fine material which could have been released if Gillespie had played Gillespie.

Artists that could score with the local public here are Gerry Mulligan and His Quartet (quite a few of his L.P.'s are on the mar- ket), Stoogin, Erroll Garner, Miles Davis, Benny Goodman, Jonah Jones this cocktail trump- et player, is still featured in New Zealand. So much so one is featured in New Zealand. Andre Previn with Shelley Mann, and of course, Stan Getz.

These are all popular with the jazz public along with vocalists headed by off-Beat Frank Sinatra, Ray Charles, Buddy Greco, Mel Torme, Peggy Lee, and a return of Ella Fitzgerald. Locally there are many fine groups too numerous to men- tion and in at least 30 per cent of all coffee houses you will hear jazz strains coming from a bunch of local lads. Top local female vocalist in the jazz field is Marlene Tong who performs every Saturday night at Auckland's Colony Club.

Biggest jazz record distributor in New Zealand is Peak Records in Christchurch, a very strong area for jazz. Peak released hundreds of Cadell and Blue Note L.P.'s this year but unfortunately many of the artists on these labels are unknown as yet.

There are no jazz night clubs in Chile. Concerts take place in small clubs but a new re- cital was recorded by Ortiz in an L.P. called "Jazz in Chile." A Chinese group called "Golden Dreams" is featured playing "Mule Train," a gold disk win- ner.

The business lost another setback in the death of Victor Blue Productions, Manchester promoter. Bill Focaccia and Bill Stadland, who had a company in here, and their associate, Jack, was it was responsible for bringing such artists as Nat Cole, Frank Sinatra and the Four Freshmen to Brit- ain.

Visitors

After only four days notice of his visit. Little Richard flew in from Britain with Don Arden's Everly Brothers-Bill Didd- ley put a new record straight away soaring sky high! Richard, who will rehearse a spectacular un- der the name of Little Richard with Granada on November 5 and also hopes to wax material during his stay, may remain over to November to head the presentation of future hits, as also star Chuck Berry. At the time of press the dates are still being worked out.

On November 20, Little Richard will be paid a brief visit to London and last Thursday was hosting a reception in his suite at the Savoy. The Chilean pianist Arter Rubenstein flew in from Paris to be guest artist at the opening of the Sixth Bar- bican Festival at the Halle in Auckland. More than a hundred members of the Hills Billy and My Baby Collectors Club fly from London

(Continued on page 61)
NOW RCA VICTOR DYNAGROOVE GOES WORLD-WIDE!
STARTING AUTUMN 1963, THESE RCA VICTOR DYNAGROOVE RECORDS WILL BE AVAILABLE WORLD-WIDE THROUGH RCA'S INTERNATIONAL AFFILIATES, LICENSEES AND DISTRIBUTORS LOCATED IN THE FOLLOWING COUNTRIES:

ARGENTINA    CHILE    GERMANY   JAPAN    PERU    SWEDEN
AUSTRALIA   COLOMBIA   GREECE    LUXEMBOURG   PHILIPPINES    SWITZERLAND
AUSTRIA   DENMARK    HOLLAND   MALAYSIA    PORTUGAL    TRINIDAD
BELGIUM   ENGLAND    HONG KONG   MEXICO    PUERTO RICO    TURKEY
BRAZIL   FINLAND    ISRAEL    NEW ZEALAND    SOUTH AFRICA    URUGUAY
CANADA   FRANCE    ITALY    NORWAY    SPAIN    VENEZUELA
The True Common Market

By GEORGE R. MAREK
Vice-President and General Manager
RCA Victor record Division

From where I sit, a remarkably non-political arm chair, The Arts are the world's true Common Market.

While there is no denying the geographical and political validity of the European commercial entente, it is, to all intents and purposes, strictly a business proposition.

The Arts are an affair of the heart. Great paintings, literature, music, theater—these are the things that nurture the spirit of our souls. In a troubled world, we—and, by we, I mean all people—need almost as much as we need bread.

And music, I feel, is closer to us all than any other art. Of all the arts, it is the most accessible. Transcending barriers and boundaries, politics and protocol, music is a welcome ambassador amid nations. A truly international artistry that engenders Good Will in every hemisphere of the world.

Music is a global pleasure. In this age of let preparation and Prestol, of Twenty-century communication, its possibilities are unlimited. In a world made smaller every day by great technological strides, it can more be shared universally. And that's where we—in the record business—come in. That is where our endeavors come in. That is where our responsibility lies.

For our product, the phonograph record, is the sine qua non of this global pleasure.

"And, the sound of that music is of great concern to us. To improve our sound, we, at RCA Victor, have beat our backs and spent fortunes with an enthusiastic, if calculated, fanaticism. With our newly developed Dynagroove system, which has been called 'the most significant advance in the history of sound reproduction, we feel that we have climbed a mountain.'"

Foreign Firms Send Ample Product Here

Though the great majority of RCA Victor's 'international' business is of an export nature, there is, nonetheless, a product flow of substantial proportions coming into this country from Victor's overseas licenses. In charge of this facet of the business is Lee Schaprio, director of product and new business planning. Schaprio keeps very busy, because, as he says, "The international endeavor of the company continues to grow." Quoting Schaprio product with Victor here send Schaprio all their releases. From this mass of product, the only thing we do is to pick and choose for United States release that which seems to have the most potential for this market.

Then we either import the records directly from the country of origin, or we obtain tapes from that country which are then factored here in the States. If the requirements at the outset of a country are fairly small, we actually import the records. It's more economical for us to import the product and work with Victor here send Schaprio all their releases. From this mass of product, the job is to pick and choose for United States release that which seems to have the most potential for this market.

Bienvenue aux étrangers / Bienvenidos a los extranjeros / Willkommen ausländischen / Accueil aux étrangers

NORMAN RACUSIN, RCA Victor's division vice-president and operations manager, addresses top-level executives of Belgium, Denmark, Holland, Norway, Sweden and Switzerland during annual RCA meetings held recently in Copenhagen. At these meetings, RCA Victor's Dynagroove sound was introduced to the company's licensees. Racusin, making the trip to Europe especially for this purpose, was the lead speaker in the Dynagroove sound presentation. Another speaker from New York was Dona Soria, division vice-president, International Liaison Department.

(Continued on page R-5)
World-Wide Presley Release
Calls For Careful Planning

When RCA Victor releases an album in the United States, the firm and its overseas companies get into production on it simultaneously, which often means almost simultaneously and sometimes several months later.

A single Asian exception is an international favorite, however. RCA Victor has found that fans in Asia actually want the album to be released there before it is released in the United States. This is the case with the last Presley album, "In the Ghetto," released in the U.S. in April, appeared almost simultaneously in other Western countries and is just being released in most of South America.

Several RCA overseas companies and first got word of the album in late March, when the tentative album release schedule was released. In late April releases by the Linchilers, Meli-scords, and Norma Jean, Curley Harris and Waggoners.

One RCA overseas company, who wanted more information about the Presley album, sent in a listing notice in early January, about the same time the actual recording was heard. The notice given the five hands on each side, listing the running times, correct spelling of artist's names and performance rights societies involved in each record.

Other information contained on the listing notice shows the type of record to be made. With RCA Victor, a U.S. listing notice, the license must use when ordering press for local production.

By this time, the licensee knows approximately when RCA Victor plans to release the record in the United States. If he does—for in this case he all did—he checks with R. Y. Cram at RCA's New York office to see what steps he needs to take—a tape, stamper moulds and other parts. Whether he wants to release the album in stereo or monaural is another consideration.

Requirements vary from licence to licence. A fully equipped licence in the United States and most of the West European companies) needs only tapes. Tapes are developed overseas as soon as they are acquired-approved. Licenses who can't tape must be informed later by RCA Victor if they generally get the product in the hands of local consumers shortly after the U.S. public is serviced. Licenses who have only stereo facilities are licensed to produce a stereo set and the process takes a bit longer.

Album covers are printed in other, so that labels can print directly from negatives. However, RCA Victor has found that the Presley album was sent the necessary materials—both for printing album covers and album jackets.

Meanwhile, the licensees had been receiving descriptive material, promotional aids and publicity material (album jacket, album cover, through the monthly Internationaänder.

The RCA promotion department, working in cooperation with the various local offices was busy at this time sending photograph of Presley and colour copies of album jacket, for the exhibition of the Presley album along with the MGM advertisement department's plan to use in conjunction with the MGM Pictures promotion department in this campaign.

By March 15, all licenses which signed up to be Presley album were sent the necessary materials—both for printing album covers and album jackets.

But there was one difference: RCA Victor was able to test the album in Europe before the album was released in the United States. The album was released in the United States on June 15.

In a few weeks after the U.S. release, "In the World's Fair," which was released in Canada, Denmark, Sweden, Italy, and Norway. All licensees in these countries worked directly from tapes, and album covers were printed from negatives.

While Western European tastes influenced strongly by American music, RCA Victor's appeal is the same as that of the U.S. A month later, the album was released in Australia, New Zealand, South Africa, Mexico, Sweden, and the Philippines. The Presley album followed suit in June. In all of the above-named countries, the licensees have fully complete shops, and all of them are strongly oriented to the U.S.

Right now, the first of the South American countries are breaking with the Presley album. Latin Americans are generally more interested in their own music than are other popular peoples, and the time element on a U.S. release isn't as important as it elsewhere. And, because of the recording conditions, the Presley album was not accompanied by an overseas trip on the part of the artist. Therefore, RCA Victor has been able to avoid unnecessary expenses,却没有，这是一个很有意义的象征性姿态。Soria notes that RCA Victor has been involved in the recording of the world's largest classical music catalog, and the first single to be recorded by the company was "In the Ghetto," which was released in 1960.

The International department also has responsibility for the establishment of a second label, RCA "Victoria," which will be universal in all countries, including the U.S. A. The label was tested abroad first in England last fall, then in Italy, Australia, all popular countries, and received a warm reception. In the United States, RCA "Victoria" is receiving a warm reception from the public.

The structure of the department has Soria in charge of sales promotion and international licenses; co-ordinating international sales, and vice versa; and Ray Mark in charge of the RCA "Victoria" Record Pressing division, clearing through the RCA "Victoria" Record Pressing division, clearing through the RCA "Victoria" Record Pressing division, clearing through the RCA "Victoria" Record Pressing division.

Mr. Mark report to Soria, and he also active parts in certain projects to facilitate their development, as in working out international personal appearances of certain top talent.

Functioning under Soria is Dick Broderick, with the title of manager of RCA "Victoria." Broderick's functions include all aspects of international markets, liaison with all foreign club, radio station, and network directors, and certain special projects such as premium sales.

RCA Victor's international operations are handled by the International department, headed by Broderick, and they have the responsibility of the RCA name and all RCA Victor international projects.

RCA Victor is responsible for the "Artists News" department of the international industry's monthly newsletter, "The International Post." RCA Victor also publishes a monthly bulletin titled "The International Post." RCA Victor is also responsible for the International department, which is responsible for the RCA name and all RCA Victor international projects.

The International department is responsible for the establishment of a second label, RCA "Victoria," which will be universal in all countries, including the U.S. A. The label was tested abroad first in England last fall, then in Italy, Australia, all popular countries, and received a warm reception. In the United States, RCA "Victoria" is receiving a warm reception from the public.

The structure of the department has Soria in charge of sales promotion and international licenses; co-ordinating international sales, and vice versa; and Ray Mark in charge of the RCA "Victoria" Record Pressing division, clearing through the RCA "Victoria" Record Pressing division, clearing through the RCA "Victoria" Record Pressing division, clearing through the RCA "Victoria" Record Pressing division.

Mr. Mark report to Soria, and he also active parts in certain projects to facilitate their development, as in working out international personal appearances of certain top talent.

Functioning under Soria is Dick Broderick, with the title of manager of RCA "Victoria." Broderick's functions include all aspects of international markets, liaison with all foreign club, radio station, and network directors, and certain special projects such as premium sales.

RCA Victor's international operations are handled by the International department, headed by Broderick, and they have the responsibility of the RCA name and all RCA Victor international projects.

RCA Victor is responsible for the "Artists News" department of the international industry's monthly newsletter, "The International Post." RCA Victor also publishes a monthly bulletin titled "The International Post." RCA Victor is also responsible for the International department, which is responsible for the RCA name and all RCA Victor international projects.
Concert Stage Approach Works in Pop Publicity

Gusti Breuer's background as a public relations man for classical artists and his insight as a novelist (two published novels) helped form his philosophy in overseas artist promotion.

Breuer, coordinator of artist promotion, feels strongly that the techniques for promoting opera and concert stage artists as equally valid in promoting pop artists—at least in the European market.

He feels that most Europeans regard pop artists much in the same manner Americans regarded motion picture performers in the heyday of the silent screen—as minor gods.

The European press, reflecting the attitudes of its readers, is much more receptive to stories on the private and public lives of pop artists than is the blase American newspaper fraternity.

Capitalizing on this "novelist philosophy," Breuer makes sure that every time an RCA artist makes an overseas trip, local papers through licensees press offices are well supplied with human interest stories and exclusive photographs.

Overseas licensees too realize the value of this promotion. So Breuer arranges and distributes tape interviews with the artists and sends them to overseas licensees. These licensees generally make sure that local radio stations receive them—and their frequency of use is high.

The "International Post," a monthly compendium of RCA Victor international news, press releases, photographs of artists is a joint effort of Breuer and George Prutting, manager of merchandising and licensee services. Prutting provides the marketing and product information for overseas companies and licensees, while Breuer keeps the international personal informed of publicity possibilities, provides photographs and biographies of artists who will make overseas trips and supplies them with human interest material.

Crum Is Quartermaster, Traffic Cop for Overseas

R. V. Crum, administrator of license supplies for RCA Victor's International Liaison Department, is a combination quartermaster and traffic cop.

His primary function is to provide the licensees with what they need and to make sure the outgoing and incoming shipments move according to schedule.

Crum also operates a one-man information bureau. He informs the licensees as to what product is available or coming in, what parts, matrices, cover and text material will be needed, and what the shipping schedules are.

While licensees make the decision as to what they will press and how they will merchandise the product, suggestions from the New York office are always listened to and evaluated.

Often U. S. pressings are sent to licensees so that the overseas press can simulate as closely as possible the sound and quality of the original product. Samples of art work for covers are also sent.

Quality control is an important facet of Crum's department. Sample pressings of all licensees' product are received and inspected, and if the product does not meet the standard, Crum will generally tell the licensee where to look for the trouble. Release notices on upcoming album material usually go out from six to eight months in advance of actual marketing. This policy, of course, is not followed on singles, which are far less predictable in terms of sales.

Other services provided by Crum's department include the sending to licensees of parts for custom pressings and tapes for matrices.

Foreign Firms Send Ample Product

* Continued from page R.3

a foreign plant operating full steam.

Mexico is the source of some of the very best selling foreign material, according to Shapiro. "We get the best product from them and we sell the most. California is the best market—even the State, but Mexican things sell well wherever there is a Spanish-speaking population, such as New York, Chicago, the Texas area and Miami and Puerto Rico. We have over 100 albums in our Mexican catalog."

"Italy is easily the second best source for sales for foreign material. A great deal of the Italian things, we feel, have strong pop possibilities too and very often we'll release one of their singles just to see what happens. But even if a product never really goes pop in the full sense, it can still sell and sell over a great period in its own specific market. These artists, unlike the general pop artist, have fantastic longevity, which is one of their most valuable aspects. Pedro Vargas, the great Mexican singer, has been around longer than Crosby and he still sells big."

Schapiro, though he exercises what, in effect, is an a&r. screening function, never tries to tell the overseas licensees how to make their records. "We feel we don't want them to try to tailor anything for our market. If they imitate what they think is an American sound, we don't need that. We've got too many American records around that would be better."

Nauta in Charge Of Int. Shipping

Not all of RCA International Liaison Department's work comes out of New York. Frank H. Nauta, manager of the company's International Orders Administration, is based in the firm's Indianapolis plant.

Nauta is shipping and billing co-ordinator, making sure that the factory fills shipment orders for metal parts, sample records, libretti and finished product. He couples his work for the international Division with the same chores for domestic users.

RCA Artists Tour World

LEONTYNE PRICE visits Countess' Angels, some of the third cut of Puccini's Tosca, her most recent RCA release.

All Hirt takes time out for sightseeing in Rome, but he doesn't forget his trumpet, just in case.

VAN CLEUOhN plays before an admiring audience in Moscow.

LORNE GREENE greets his Belgian fans from his Antwerp hotel room (right).

SOUTH AFRICANS turn out at Johannesburg's Jan Smuts Airport to greet Les Reeves, Floyd Cranmer and Ben Atkins (bottom left).

TOHIO FANS of Neil Sedaka were on hand at the airport for the artist's early-morning arrival (bottom right).
**RCA Specialists Run Own Shop**

“We are a very enthusiastic group operating as a small team with excellent results and not bogged down by bigness,” George Prutting, manager of merchandising and licensees service for RCA Victor’s International Liaison Dept., who made the preceding observation, is probably guilty of understatement.

RCA’s International Liaison Dept. is composed of a small hard working group of specialists who pretty much run their own shop. Until the early 1950’s, all RCA product outside the Western Hemisphere carried the HMV (His Master’s Voice) label rather than the RCA Victor signature. During that period, the RCA product was distributed in the Latin America and the balance of the foreign effort was conducted through various export companies and a pressing plant in Australia, set up by Mushroom Records.

The current international operation, of overseas licensees and company-owned operations, was set up by Mannie Sorkin and others in 1956, when the HMV label was scrapped and the RCA Victor label went international.

**Singles Comprise Bulk of RCA Overseas Sales by Licensees**

Dick Brodicker, manager of the RCA Victor International Liaison’s Dept., says, “Singles,Export Sales by Licensees, are the major factor in the overseas record business. Singles, with Volume Sales account for 80 percent of the RCA product pressing in the United Kingdom and 90 percent of the RCA product pressing in the United States. Overseas sales account for only 15 percent of all RCA product pressed in the United States and 35 percent of all RCA product pressed in the United Kingdom.”

Brodicker points out that in 1957, about 80 percent of the RCA product pressed in the United Kingdom was sold in the United States. In the same year, the RCA product pressed in the United States was sold in the United Kingdom to the extent that it covered all RCA product pressed in the United States.

During the current period, Brodicker says that RCA Overseas Sales by Licensees are the major factor in the world record business. However, he points out that the RCA product pressed in the United States is also sold in the United Kingdom.

Brodicker also points out that RCA Overseas Sales by Licensees are the major factor in the world record business. However, he points out that the RCA product pressed in the United States is also sold in the United Kingdom.

**Brief Bios of Int’t Brasso**

*Continued from page R-4*

**Dario Soria**

First opera ever recorded by Maria Callas.

From 1953 until 1958, Dario Sorio was the first director of the Columbia Broadcasting System’s Division, responsible for the production of many hundred albums, including the world’s first complete opera recordings.

In 1954, Dario Soria was appointed to his present post. Born in Rome, Soria is a graduate of the University of Rome and the University of Columbia. He has studied law at the University of Ferrara and is the present administrator of RCA Overseas Sales by Licensees.

**Richard Y. Crum**

First opera ever recorded by Maria Callas.

From 1953 until 1958, Dario Sorio was the first director of the Columbia Broadcasting System’s Division, responsible for the production of many hundred albums, including the world’s first complete opera recordings.

In 1954, Dario Soria was appointed to his present post. Born in Rome, Soria is a graduate of the University of Rome and the University of Columbia. He has studied law at the University of Ferrara and is the present administrator of RCA Overseas Sales by Licensees.
Es con sumo orgullo que comunicamos la presentación en la Argentina y el Uruguay de discos Long-Play grabados con el nuevo sistema “DYNAGROOVE” de RCA Victor. Esta nueva técnica de grabación representa el más sensacional avance en reproducción sonora desde la introducción de los discos L.P. Sus resultados son tan superiores que no admiten comparación con las demás grabaciones conocidas, ¡incluso las más costosas! No nos cabe la menor duda de que los verdaderamente dramáticos adelantos técnicos en calidad de sonido, evidenciados en estas grabaciones, serán motivo de la misma cálida acogida y elogiosos comentarios por parte de nuestro público, que merecieron al ser presentados últimamente en los Estados Unidos.

RCA VICTOR DYNAGROOVE RECORDS NOW IN...

BENELUX

NEDERLAND

DYNAGROOVE, de sublieme nieuwe opname- en snijtechniek van RCA VICTOR biedt U thans platen met het volle, natuurlijke geluid, ontdaan van alle technische onvolkomenheden. Vergelijk DYNAGROOVE met normale platen, van welk merk dan ook. U zult merken dat DYNAGROOVE compleet, nog niet eerder gehoord muziekgenot biedt. Wat is DYNAGROOVE?

Een nieuwe, uiterst nauwkeurige opnametechniek, en een methode van snijden, waarbij voor het eerst in de geschiedenis van de grammofoonplaat de computer, of electronisch brein wordt gebruikt. Alle fouten, welke de snijbeitel zou kunnen maken worden elektronisch gecorrigeerd. Daardoor is de weergave van DYNAGROOVE geheel gelijk aan de oorspronkelijke uitvoering. DYNAGROOVE platen hebben hierdoor een ongekende rijkdom van klank. DYNAGROOVE biedt U het natuurlijke perspectief van de muziek.


BELGIQUE

DYNAGROOVE, nouvelle technique d'enregistrement et de pressage de RCA VICTOR, vous offre dorénavant des disques au son pur et magnifique, exempt de toute distorsion technique. Comparez DYNAGROOVE à n'importe quel disque, quelle qu'en soit la marque. Vous remarquerez que DYNAGROOVE vous offre une audition musicale encore jamais atteinte.

Qu'est ce DYNAGROOVE? Une nouvelle technique d'enregistrement extrêmement précise et pour la première fois dans l'histoire du disque une méthode de pressage assistée d'un cerveau électronique. Toutes les imperfections qui pourraient se produire à la gravure sont corrigées électroniquement. Grâce à cela, la reproduction DYNAGROOVE est exactement fidèle à l'exécution originale. Les disques DYNAGROOVE possèdent donc une richesse de sons inconnue à ce jour. DYNAGROOVE vous assure le véritable relief de la musique.

RCA Records - INELCO-BELGIUM S.A., Rue de l'Hôpital20/24, BRUXELLES, TEL: 112220
É com grande orgulho que podemos anunciar o lançamento em nosso país dos long-plays gravados em “DYNAGROOVE”, o novo e revolucionário sistema criado pela RCA Victor. Estamos certos de que o mesmo entusiasmo e êxito alcançados nos U.S.A. pelo “DYNAGROOVE” serão obtidos no Brasil.

LSP - 2613  SUPERCUSSION  Dick Schory  
LSP - 2620  SOUNDPower  Marty Gold  
LSP - 2658  NEW THRESHOLDS IN SOUND  Sid Ramin  
LSP - 2714  SOUNDS UNLIMITED  Marty Gold  
LSC - 6160  MADAME BUTTERFLY  Ópera Completa  
PRS - 140  THIS IS DYNAGROOVE  Diversos  
LPM - 2638  HAIL THE CONQUERING NERO  Peter Nero  
LPM - 2716  BIG BAND SOUND  Sid Ramin  
LPM - 2722  3 GREAT BANDS  Mancini - Al Hirt - Prado  
LM - 2661  O GUARANI E OUTRAS PEÇAS  Boston Pops  
LPM - 2692  UNIQUELY MANCINI  Henry Mancini

RCA ELETRÔNICA BRASILEIRA S.A. – Avenida Ipiranga, 1097 – 9º andar – São Paulo – Brasil
In March, 1963, DYNAGROOVE was launched nationally across Canada. Its effect was extraordinary. Within weeks, dealers, critics and the public acclaimed the new sound of DYNAGROOVE records. Today, just seven months later, it is known by all Canadians who take their music seriously. DYNAGROOVE is now about to make its presence felt around the world. We wish every success to all of the international affiliates, licensees and distributors who will be introducing the wonderful new sound of DYNAGROOVE from Australia to Venezuela.

RCA VICTOR Company, Ltd., 1001 Lenoir Street, Montreal, Que. Telephone: WE 3-7551

DYNAGROOVE, das vollkommene Musikerlebnis sowohl bei grösster Stereo-Truhe als auch auf kleinstem Abspielgerät.

DYNAGROOVE, klassisch-naturgetreue Klangfülle selbst bei kleinster Einstellung der Lautstärke.

DYNAGROOVE heisst verzerrungsfreie Wiedergabe bis zur letzten Rille.

DYNAGROOVE bringt den perfekten Klang für jedermann.


RCA-VICTOR-SCHALLPLATTEN/TELDEC Telefunken-Decca Schallplatten GmbH, Hamburg 19, Heussweg 25, Telefon 40 11 11
We take great pleasure in announcing that albums recorded in the new RCA Victor DYNAGROOVE system are now available in the U. K. We are confident that these recordings, with their most dramatic advances in sound quality will be greeted in the U. K. with the same enthusiasm which followed their initial introduction in the U.S.A.

RELEASED IN THE U. K. ON 1st OCTOBER, 1963

THE INTERNATIONAL JIM REEVES
JUMP FOR JOY — Joe Williams
TWANGIN’ UP A STORM — Duane Eddy
COMIN’ ON — Floyd Cramer
I WROTE A SONG — Don Gibson
RAILROAD MAN — Hank Snow

Ravel
BOLERO; PAVAN FOR A DEAD PRINCESS;
LA VALSE
The Boston Symphony Orchestra
conducted by Munch

Decca Records

Tchaikovsky
SYMPHONY NO. 6 IN B MINOR—
‘PATHETIQUE’
The Boston Symphony Orchestra
conducted by Munch

Tchaikovsky
PIANO CONCERTO NO. 1 IN B FLAT MINOR
Rubinstein
with The Boston Symphony Orchestra
conducted by Leinsdorf

FINLANDIA—MUSIC OF SIBELIUS
Finlandia; The Swan of Tuonela; Valse Triste,
Pohjola’s daughter; Lemminkainen’s return
Morton Gould and his Orchestra

THE DECCA RECORD COMPANY LIMITED

DECCA HOUSE LONDON ENGLAND
Nous avons le plaisir de vous informer que les disques enregistrés selon la nouvelle technique "DYNAGROOVE de RCA Victor," sont dès maintenant disponibles en France.

DYNAGROOVE c'est plus de vraisemblance dans la sonorité, quelque soit la puissance d'écoute.

DYNAGROOVE c'est plus de perfection dans la présence.

DYNAGROOVE c'est plus de clarté dans la reproduction des enregistrements.

DYNAGROOVE c'est plus de fidélité.

DYNAGROOVE c'est autre chose de plus.

**Première liste "DYNAGROOVE RCA Victor" disponible, dès à présent:**

<table>
<thead>
<tr>
<th>Format</th>
<th>No.</th>
<th>Titre</th>
<th>Artiste(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>mono</td>
<td>635 001/2/3</td>
<td>Mme Butterfly (Puccini) avec Leontyne Price</td>
<td>RCA Italiana orchestra—dir. Erich Leinsdorf</td>
</tr>
<tr>
<td>stéréo</td>
<td>645 001/2/3</td>
<td>Boléro—La valse—Pavane pour une infante défunte (Ravel)</td>
<td>Orch. Symphonique de Boston—dir. Charles Münch</td>
</tr>
<tr>
<td>mono</td>
<td>635 004</td>
<td>Carnaval—Fantasiestucke...etc (Schumann) par Arthur Rubinstein</td>
<td>Pagés célèbres pour violon par Erick Friedman</td>
</tr>
<tr>
<td>stéréo</td>
<td>645 004</td>
<td>Carnaval—Fantasiestucke...etc (Schumann) par Arthur Rubinstein</td>
<td>Pagés célèbres pour violon par Erick Friedman</td>
</tr>
<tr>
<td>mono</td>
<td>635 006</td>
<td>Jalousie par la Boston &quot;pops&quot; orchestra—dir. Arthur Fiedler</td>
<td>Hail the conquering Nero par Peter Nero, piano</td>
</tr>
<tr>
<td>stéréo</td>
<td>445 006</td>
<td>Jalousie par la Boston &quot;pops&quot; orchestra—dir. Arthur Fiedler</td>
<td>Hail the conquering Nero par Peter Nero, piano</td>
</tr>
<tr>
<td>mono</td>
<td>635 007</td>
<td>Pages célèbres pour violon par Erick Friedman</td>
<td>Supercussion par Dick Schory's orchestra</td>
</tr>
<tr>
<td>stéréo</td>
<td>445 007</td>
<td>Pagés célèbres pour violon par Erick Friedman</td>
<td>Supercussion par Dick Schory's orchestra</td>
</tr>
<tr>
<td>mono</td>
<td>435 001</td>
<td>Hail the conquering Nero par Peter Nero, piano</td>
<td>Supercussion par Dick Schory's orchestra</td>
</tr>
<tr>
<td>stéréo</td>
<td>445 001</td>
<td>Hail the conquering Nero par Peter Nero, piano</td>
<td>Supercussion par Dick Schory's orchestra</td>
</tr>
</tbody>
</table>

**Distribution:** Société A.R.E.A., 52 avenue Hoche, PARIS 8e; et chez tous les disquaires
La RCA ITALIANA, che festeggia ora il decimo anno di attività al servizio della musica, è lieta di annunciare al pubblico che i magnifici nuovi dischi DYNAGROOVE della RCA VICTOR sono ora in vendita anche in Italia presso tutti i migliori negozi di dischi.

Ravel
BOLERO / PAVANE POUR UNE INFANTE DEFUNTE / LA VALSE
Charles Munch, Boston Symphony Orchestra
LM/LSC 2664

FINLANDIA - Musiche di Sibelius
Morton Gould e la sua Orchestra
LM/LSC 2666

Schumann
CARNIVAL / FANTASIESTUCKE
Artur Rubinstein
LM/LSC 2669

Ciaikovski
CONCERTO N. 1 IN RE MINORE, OP. 23
Artur Rubinstein
Erich Leinsdorf, Boston Symphony Orchestra
LM/LSC 2681

Ciaikovski
SINFONIA N. 6 "PATETICA"
Charles Munch, Boston Symphony Orchestra
LM/LSC 2683

Puccini - MADAMA BUTTERFLY (Opera completa)
Leontyne Price, Richard Tucker
Erich Leinsdorf, Orchestra e Coro della RCA Italiana
LM/LSC 6190 (3)

SOUNDPower!
Marty Gold e la sua orchestra
LM/LSC 2620

HAIL THE CONQUERING NERO
Peter Nero, pianista
LM/LSC 2638

THE BIG BAND SOUND OF SID RANIN
Sid Ramin e la sua orchestra
LM/LSC 2716

TEEN SCENE
Chet Atkins
LM/LSC 2719

HONEY IN THE HORN
Al Hirt
LM/LSC 2733

JALOUSIE
Arthur Fiedler e la Boston Pops Orchestra
LM/LSC 10128

LE 4 BANDE MILITARI AMERICANE
(Della Aeronautica, della Marina, delle Forze Armate, dei Marines)
LM/LSC 10129

La RCA ITALIANA e certa che—come è già avvenuto negli Stati Uniti —il pubblico italiano accoglierà con immediato ed entusiasmato consenso i nuovi dischi DYNAGROOVE, i quali costituiscono un’autentica rivoluzione nel campo della tecnica discografica.

RCA ITALIANA, Via Tiburtina Km. 12, Roma / tel. 416.041
RCAビクターが新しく完成したダイナグループ方式のステレオ・レコードが、日本でもよいよ発売のはこびとなり、ここに発表できることを非常にうれしく思います。この新しいレコードが、音質の画期的進歩によって、最初にアメリカで発売されたときと同じく日本でも喜んで迎えられることを確信するものです。このダイナグループ方式はあらゆる点で、これまでのレコードをしのぐものであります。その最も大きな特色は“完全な音のバランス”“完全な臨場感”“完全な分離”“歪の皆無”をもっていることです。まず、お聞きになって下さい。日本ビクターは次のレコードを10月20日発売の予定で準備をしております。

○秋神の午後への序曲 [オピショニ] ほか
ミュージック指揮ポストン交響楽団
(SACD) SHP-2275

○ベガピニーニの主題による狂詩曲 [フマニノフ] ほか
(ピアノ)バチリオ、フィードラ指揮ポストン・ポップス合唱団
(SACD) SHP-2276

○歌劇 "ポギーとペス" [ゲーシュウィン]
ブライト、ウォーフィールドほか
(SACD) SHP-2277

○「ロバート・ショウ・コーラスの旅」
ロバート・ショウ指揮団
(SACD) SHP-2278

RCA VICTOR DYNAGROOVE RECORDS NOW IN...
JAPAN

VICTOR CO. OF JAPAN, LTD. Main Office 1-4 Nihonbashi-Honcho Chuo-Ku Tokyo, Tel.(241) 7811
Record Division 13-2 Tsukiji Chuo-Ku Tokyo, Tel. (541) 1111
Nos complacemos en anunciarles que ya pueden ser adquiridos en México los álbumes de la RCA Victor grabados en el nuevo sistema "DYNAGROOVE".

Estamos seguros que estas grabaciones serán acogidas en México con el mismo entusiasmo demostrado en los Estados Unidos, debido a su dramático avance en calidad de sonido.

Fecha de lanzamiento: 15 de Octubre de 1963.

Lista de Novedades

- MKL-1537 SUPERCUSSION
- MKL-1538 NEW THRESHOLDS IN SOUND
- MKL-1539 UNIQUELY MANCINI
- MKL-1540 "TWANGIN" UP A STORM
- MKL-1541 THE SONGS I LOVE
- MKL-1542 NIGHT BEAT
- MKL-1543 PETER NERO – IN PERSON
- MKL-1544 EVERYTHING UNDER THE SUN
- MKL-1545 THE BIG BAND SOUND OF SID RAMIN
- MKL-1546 LET'S FALL IN LOVE
- MKL-1547 3 GREAT PIANOS
- MKL-1548 3 GREAT BANDS
- MRL-1142 STRAUSS EIN HELDENLEBEN
- MRL-1143 MENDELSSOHN A MIDSUMMER NIGHT'S DREAM
- MRL-1144 CONCERT IN THE PARK BOSTON POPS
- MRL-1145 RHAPSODY ON A THEME OF PAGANINI LEONARD PENNARIO
- MRL-1146 CLIBURN REINER BEETHOVEN CONCERTO No. 4
- MRL-1147 TCHAIKOVSKY CONCERTO No. 1

RCA VICTOR MEXICANA, S. A. DE C. V. • Av. Cuauhtémoc 2519 • Mexico 16, D. F.
Eine wichtige, eine bedeutende Mitteilung für alle Schallplattenfreunde in der Schweiz und in Österreich:


Was bedeutet DYNAGROOVE für den Musikfreund?

DYNAGROOVE bringt eine verzerrungsfreie Wiedergabe bis zur letzten Rille.

DYNAGROOVE bietet eine absolut naturgetreue Brillanz selbst bei kleinster Lautstärke.

DYNAGROOVE eliminiert störende Oberflächengeräusche.

DYNAGROOVE erfordert kein besonderes Abspielgerät.

DYNAGROOVE in Mono oder Stereo heisst: Vollkommenes Musikerlebnis! Hören Sie! Vergleichen Sie!

RCA-VICTOR-SCHALLPLATTEN: Schweiz: Musikvertreib AG, Zürich, Badenerstrasse 555
Oesterreich: Musica Schallplatten-Vertrieb Ges. m.b.H., Wien, Neustiftgasse 3

HÖREN SIE! VERGLEICHEN SIE!

DYNAGROOVE
DER GROSSE ARTIGE NEUE KLANG ENTWICKELT VON
RCA VICTOR

OCTOBER 19, 1963
BILLBOARD R-17

Copyrighted material
www.americanradiohistory.com
Con verdadero orgullo tenemos el placer de anunciar que los discos grabados por el nuevo sistema RCA VICTOR "DYNAGROOVE" ya se pueden obtener en Venezuela. Estamos convencidos que estas grabaciones, con su increíble adelanto, en calidad sonora, serán aclamadas en Venezuela con el mismo entusiasmo que obtuvieron después de su introducción hace poco en los Estados Unidos.

"MONO Y ESTEREO"

**Popular**

<table>
<thead>
<tr>
<th>Número</th>
<th>Título</th>
</tr>
</thead>
<tbody>
<tr>
<td>LPM/LSP-2719</td>
<td>Chet Atkins: Teen Scene</td>
</tr>
<tr>
<td>LPM/LSP-2721</td>
<td>Carlo/Cramer/Nero: 3 Great Pianos</td>
</tr>
<tr>
<td>LPM/LSP-2714</td>
<td>Marty Gold: Sounds Unlimited</td>
</tr>
<tr>
<td>LPM/LSP-2733</td>
<td>Al Hirt: Honey in the Horn</td>
</tr>
<tr>
<td>LPM/LSP-2722</td>
<td>Mancini/Hirt/Prado: 3 Great Bands</td>
</tr>
<tr>
<td>LPM/LSP-2710</td>
<td>Peter Nero: Peter Nero—in Person</td>
</tr>
<tr>
<td>LPM/LSP-2715</td>
<td>The Three Suns: Everything Under the Sun</td>
</tr>
</tbody>
</table>

**Clásico**

<table>
<thead>
<tr>
<th>Número</th>
<th>Título</th>
</tr>
</thead>
<tbody>
<tr>
<td>LM/LSC-2677</td>
<td>Fiedler/Boston Pops: Concert in the Park</td>
</tr>
<tr>
<td>LM/LSC-2673</td>
<td>Leinsdorf/Boston Symphony: Mendelssohn, A Midsummer Night's Dream</td>
</tr>
<tr>
<td>LM/LSC-2641</td>
<td>Leinsdorf/Boston Symphony: Strauss, Ein Heldenleben</td>
</tr>
<tr>
<td>LM/LSC-2680</td>
<td>Cliburn/Reiner, Chicago Symphony: Beethoven, Concerto No. 4</td>
</tr>
<tr>
<td>LM/LSC-2678</td>
<td>Pennino/Fiedler, Boston Pops: Rachmaninoff, Rhapsody on a Theme of Paganini</td>
</tr>
<tr>
<td>LM/LSC-2679</td>
<td>Price/Warfield: Gershwin/Porgy and Bess (Great Scenes)</td>
</tr>
<tr>
<td>LM/LSC-2681</td>
<td>Rubinstein/Leinsdorf, Boston Symphony: Tchaikovsky Concerto No. 1</td>
</tr>
<tr>
<td>LM/LSC-2676</td>
<td>Robert Shaw Chorale: On Tour</td>
</tr>
</tbody>
</table>

RCA de VENEZUELA C. A. • Edificio Galerias Miranda • Av. Francisco de Miranda • Chacao • Caracas • Venezuela
AUSTRALIA

We take great pleasure in announcing that albums recorded in the new RCA Victor “DYNAGROOVE” system are now available in Australia. We are confident that these recordings, with their most dramatic advances in sound quality, will be greeted in Australia with the same enthusiasm which followed their initial introduction in the U.S.A.

The first RCA Victor DYNAGROOVE albums to be released on the RCA label in Australia on the 3rd October, 1963, will be:

- MADAMA BUTTERFLY ... Price/Tucker ........... LM/LSC6160
- CONCERTO No. 4 (Beethoven) ... Van Cliburn .......... LM/LSC2680
- COMIN' ON .............. Floyd Cramer .......... LPM/LSP2701
- SOUNDS UNLIMITED ........ Marty Gold .......... LPM/LSP2714
- TEEN SCENE ................. Chet Atkins .......... LPM/LSP2719
- THEMES FROM “CLEOPATRA” Rome Sound Stage Orchestra LPM/LSP2766

RCA OF AUSTRALIA PTY. LTD.—HEADQUARTERS: 221 Elizabeth Street, Sydney

FILIPINAS

“Buong puo naming ipinahayag na ang mga “Albums” na isinapil a bagong pamanasaan ng Victor Dynagroove ay mabili na rin sa Pilipinas. Kami ay naniwala na ang mga plakang ito, na may pinasamatan na uri ng tinig ay tataanggap sa Pilipinas ng buong kasayahan na tulad ng paglakatanggap nito sa buong Estados Unidos.”

FILIPINAS RECORD CORP., 131 Del Monte Avenue, Quezon City

MALAYSIA

We are happy to report that albums recorded in the new RCA Victor DYNAGROOVE system have been introduced in Malaysia. Music lovers will be delighted with the advances made in the art of recording with these new records. These advances are readily evident when you listen to new DYNAGROOVE recordings.

Particularly of note is the lack of distortion as the needle of the phonograph moves to the center of the record where most other records distort. The sound of original performances has been captured and then reproduced with amazing definition and brilliance.

EDWARD EU & CO., 1 Orchard Road, Singapore 9
RCA VICTOR DYNAGROOVE RECORDS NOW IN...

DENMARK

Hør Dem - Og Sammenlign!

DYNAGROOVE

De Stekslåede Nye Plader Udviklet på RCA Victor utviklet på

RCA VICTOR

Grammofonplader har siden den brydelserne er i stabile udvikling. Det nye fremkaldes har RCA-royen for ved gennem de sidste 3 år at have foretaget eksperimenter med en process, der skulle give tilhøreren det bedst mulige udbytte af den op- tagne musik. Nye erader er i brug og RCA utvikling af opptaksteknik har for det er en del i den egne process, DYNAGROOVE repræsenterer den mest perfekte og naturlige process, der kan opbygge på grammofonplader, hvilket man spiller på mono- eller stereostation.

RCA VICTOR vil give Dem den største glæde ved gengivelse.

DYNAGROOVE er fuldkommen fri for forvængning også på den sidste del af pladen.

DYNAGROOVE kan med fuldt udbytte afspiclette på alle anlæg og uden specialføre.

DYNAGROOVE giver Dem indtrykket af at være i stue med kunstnere, hvilket De spiller kratig eller svagt!

DYNAGROOVE kommer i handelen i oktober.

Heda Nielsons Fabrikker A/S, Grundtvigsvej 10 A. København V. Danmark. Evi 4120

FINLAND

Hear them! Compare them!

DYNAGROOVE

The Magnificent New Records Developed by RCA Victor

RCA VICTOR DYNAGROOVE RECORDS NOW IN...

NEW ZEALAND

We take great pleasure in announcing that albums recorded in the new Victor “DYNAGROOVE” system are now available in New Zealand. We are confident that these recordings, with their most dramatic advances in sound quality will be greeted in New Zealand with the same enthusiasm which followed their initial introduction in the U.S.A.

RELEASE DATE — Throughout New Zealand, September 27th.

RCA, NEW ZEALAND

MARTY GOLD/*Soundpower*/
Mono RPL-3376 Stereo RPLS-3376
DICK SCHORY/*Supercession*/
Mono RPL-3377 Stereo RPLS-3377
BOSTON PUBS/FIEDLER: “Jaoulia”
Mono RPL-3378 Stereo RPLS-3378

UNIVERSAL RECORDS LTD.

ESPÁÑA

Nos complace anunciar que los discos grabados por el nuevo sistema DYNAGROOVE de la RCA Victor están ya en España. Confiamos en que estos registros, que suponen un espectacular avance en el mundo del sonido, serán acogidos en España con el mismo entusiasmo que en Estados Unidos.


COLOMBIA


Producidos por “INDUSTRIA ELECTRO SONORA LTDA.” - “Sonolux” - Medellín - Colombia.
Tenemos gran placer en anunciarles que los nuevos álbumes de larga duración grabados con el nuevo sistema "DYNAGROOVE" de RCA Victor se consiguen ahora en Puerto Rico. Confiamos en que estos discos con su más drámático adelanto en la calidad del sonido serán bienvenidos en Puerto Rico con el mismo entusiasmo que siguió a su introducción inicial en los Estados Unidos.

Un disco "DYNAGROOVE" de la RCA Victor le dará a su equipo estereofónico o de alta fidelidad toda la claridad y belleza de la actuación original completamente libre de distorsiones; le proporcionará un sonido limpio, libre y glorioso nunca antes obtenido en discos.

Los discos RCA Victor son distribuidos en Puerto Rico por:

SPLENDID, INC. - Avda. Fernández Juncos, San Juan, Tel. 723-4095 - Ponce - Mayaguez

"Es con sumo orgullo que comunicamos la presentación en la Argentina y el Uruguay de discos Long-

Play grabados con el nuevo sistema "DYNAGROOVE" de RCA Victor. No nos cabe la menor duda de que los verda-
deramente dramáticos adelantos técnicos en calidad de sonido, evidenciados en estas grabaciones, serán motivo de la misma culia acogida y elogiosos comentarios por parte de nuestro público, que merecieron al ser presentados últimamente en los Estados Unidos."

CORPORACION DE RADIO DE CHILE, S.A., Casilla 1407, Santiago, Chile
RCA VICTOR DYNAGROOVE RECORDS NOW IN...

GREECE

DINLEYIN! MUKAYESE EDİN!

TURKEY

ISRAEL

SO. AFRICA

We are delighted to announce that new RCA Victor DYNAGROOVE albums are now available in South Africa. These records with their spectacular improvement in sound quality will be greeted with great enthusiasm here. One of the most striking qualities of the new DYNAGROOVE recordings is the clarity with which voices and instruments are distinguishable.

The original sound of every performance is projected with startling definition and with wonderful brilliance and clarity. Another feature of DYNAGROOVE records which appeals to music lovers everywhere is the fact that the tone remains full-bodied, even when the volume of the phonograph is turned low. Also, inner-groove distortion is virtually eliminated. Surface noise, too, is absent.

TEAL RECORD COMPANY, O. O. Box 4165, Johannesburg, So. Africa
PAUL ANKA kicks off his round-the-world tour with a personal appearance at New Jersey's Palisades Park.

Sweden Rehearsal was held in an outdoor amphitheater. It was a hot day and the dress was informal.

It's not all work. Anka rests himself on the balcony of his suite at Caracas' Tameraco Hotel.


Swedish Rehearsal was held in an outdoor amphitheater. It was a hot day and the dress was informal.

Palermo loved him, as the crowd shot in front of a Sicilian theater indicates.

Record stores display the artist's material when he comes to town. This photo was taken in Buenos Aires.

Tonyo crowds gather along the route Anka takes from the airport to the hotel.

Autograph hounds are the same world over. Anka embellishes the blouse of a Manila teen-ager.

THEATER APPEARANCES are an important part of the tour. Here Anka performs at Sao Paulo's Record Theater.

Palmers Loived him, as the crowd shot in front of a Sicilian theater indicates.

Record stores display the artist's material when he comes to town. This photo was taken in Buenos Aires.

Tonyo crowds gather along the route Anka takes from the airport to the hotel.

Autograph hounds are the same world over. Anka embellishes the blouse of a Manila teen-ager.

Record stores display the artist's material when he comes to town. This photo was taken in Buenos Aires.

Tonyo crowds gather along the route Anka takes from the airport to the hotel.

Autograph hounds are the same world over. Anka embellishes the blouse of a Manila teen-ager.
recent sensation of Europe, "Drina." After securing the rights from the film composer Stanislav Rostropovich, RCA Victor got the tune inserted in a Swedish TV program—the start of considerable interest in it. When Stahl arrived in London, Rogers called UK manager Mike Stewart in New York who sanctioned a considerable advance for the tune. Imagine Stewart's surprise to hear that RCA Victor had finally got the tune in America because they gave me a guarantee that this would be released in the UK where they made a mint out of it. A big hit is all I care about.

During his stay the publishers also met with his old friend Gino Cramer, the French RCA Victor head (also for German-speaking countries), Paul and Paula's latest "Lefka," and Don Deveau, president of Fred Jackson of Tin Pan Alley Music, and the new Little Peggy March song "Hello Heartache, Goodbye Love" from Chappells.

**CANADA**

Say Farewell To Len Headley

By WRAY RUTLEDGE

This past week the Canadian record industry men said farewell to one of the most outstanding personalities in the industry. Len Headley left RCA Victor where he had been manager for 15 years in a variety of capacities, last being the vice-president in charge of the record division.

Get your quick peek to Ron Newman, national sales manager of the Phono Disc Corporation.

One of the priorities of Little Caesar and the Cominals is a change in their approach to promotion, and one day during a coffee break said member of the group was bitterly complaining that the group had invested some considerable amount of money in the recording session, and as of that date one, and he meant no one, would give it a listen. Well, from this joint on Charlie Camilleri and Bob Morgan, the Canadian branch of Columbia, started with the record and gave it a full day's promotion, and his local deejays and with their appearances at the CNE at CKEY, the record took off on the Canadian market.

Taylor Campbell, of Capitol Records, off a couple of weeks on a West Coast tour, and following in his footsteps is Bob Martin, national promotion man for Columbia, and as well as Billboard's correspondent, begins a twoweek tour on the West Coast.

Barry Nesbitt, of CKFR, was visiting without audience for Twenty Two Days, a Canadian Scott tour featuring Andy Stewart. But this week, infact, Andy Stewart, but also infact that he will be returning to the recording scene very shortly with a second album. He has recorded an album of songs, as well as the album of his own ego Rodg Gauld.

**FRANCE**

**FRANCE**

Teens Still Key; 707 Is Theirs

By EDDIE ADAMS

92 qui a de Marchal Joffre Courbevoie (Seine)

Barclay Records has created a new label called 707 primarily destined to young talent. The 707 Records label will feature teen rhythms such as the modon, the hully gully, the monkey, etc.

By special agreement with Tamla-Motown-Gordy Records, the United Artists, U.S. chart topper, "Fingerpips," has been licensed to Barclay. Moreover, Barclay Records will distribute all of Steve Wonder's recordings in France.

Without neglecting their standard production, the major labels are concentrating all their efforts on teen talents and products.

Bob Askild (Columbia) is out with his second EP comprised exclusively of U.S. titles. The "Mooney" was launched by Hector Lanne (Columbia) and King Curtis (Capitol) with his Ace Records place their hopes in Patricila Curti and Les Mitouille. Fonina marketed newcomer Jimmy Frey, Twint Records issued Michael Caine's "My Way." LP Main title is "Le Pantin." Week End Records has signed Riva twins, Les Ruby Baby. Pathe Marconi and Philips complete with two vocal and instrumental groups, Les Minules and Les Liceanoub.

Lee Halliday is one of the most active and well-known records men. His first success is now being followed up by signing an deal with U.S. fields. Lee Halliday has his own group of artists comprised of Eddie Connolly, Jimi Hendrix, Mary Lynn Dawn, Heidi Brash, Les Lionceaux, etc. Recently he has moved to New York City. After two shows there and five in Oklahoma, he plans to visit Nashville where he will supervise the sessions for Halliday's latter recordings. Among the 16 new songs that he will record, Johnny Halliday has written four himself and Jim Reeves. Impact of Dynagroove figures to be negligible since stereo has yet to make a dent in this market.

The unprecedented invasion of British and American talent continues. At a two-show stint in Dublin's Adelphi, Del Shannon, Gary and the Pacemakers, Jet Harris, Tony Meehan, Blue Diamonds, Bachelors, C111a Black, and Daffy Power appeared before full houses. Paul Revere, singer and emcee of Telefis Eireann's highly rated "Showband Show," arranged many of this year's tours in his capacity as Irish agent for London-based Marston Artists.

Leading the current folk music boom are the Clancy Brothers and Tommy Makem, whose albums are selling faster than those of Elvis Presley, Cliff Richard or any other great foreign artists. In fact, Irish Record Factories, Ltd., report that demand far exceeds present supplies.

Interest in EP's, usually fairly slow growers, has been stimulated by recent chart entries of Cliff Richard's "Just for You," The Beatles' "Twist and Shout," and big sales of local through Maurice McDaniels' "Country Style."

CONFAB: CBS vice-president and European chief Peter de Reuvenegh, Billboard's European director Andre de Vekley and CBS vice-president and general manager Harvey L. Schen plays enjoy food and conversation at launching of CBS, Germany.

**GERMANY**

Annie Going for Silver Disk

By CHRISTIAN TOERSSLER

48 Uhlenhorster Weg Hamburg 22

Some 23,000 LP's of "Annie Get Your Gun," in the Berlin performance with Heidi Bruch (Philips), have been sold in the last three weeks after the premiere.

Hans Georg Michael in Duisburg, one of the greatest dealers in Western Germany, has sold some 10 million LP's of a recording of "The Sound of Music," exclusively by Rita Hayworth (Columbia), with Philips. For an hour, Willy Hauga changing record company: from Philips to Electrola. The low-priced LP series, Brilliant, by Metro- nome, is a success. One LP costs 3.20.

The European premiere of the Gershwin musical "Girl Crazy" in Dusseldorf with Rita Paul in the leading role was a big success and will later this year tour four other cities. Some record companies have recorded LP's of the stage performance. Rita Paul isn't bound by contract with any record company.

In East Germany 40 million LP records have been manufactured during the past 10 years. This is classic and the pop music account for 48 percent, the spoken word 4 percent.

Stanley and Martin Mills, sons of Jack Mills, president of Mills Music, Inc., were in Europe visiting the international branches of Mills Music, Inc. Alan Lerner requested 24 LP's of a German version of "My Fair Lady," which Paul Lazare (Metro) distributed for Metronome Records. In North and South America, the LP will be distributed by Columbia. The first record in German by the new Christy Minstrels is "Green, green is Tennessee."

Herbert von Karajan, chief conductor of the Berliner and Wiener Philharmoniker, got about $325,000 from Deutsche Grammophon for conducting the nine Beethoven symphonies. The next three weeks since the start, 25,000 copies were sold of the new Hoer Zu LP's, manufactured by Electrola and Tele-

**HUNGARY**

Bartok Rights to be Discussed

By Billy Stewart

BUDEPEST - Dr. Erich Schulte, general manager of GEMA, visited the Hungarian site of Steve Wonder's recording agency, ARTISTUS, to discuss questions of mutual interest, especially the legal status of the heirs of Bela Bartok.

Dr. Schulte, during his visit to Hungary, excepting the socialist States in which the interests are safeguarded by the Hungarian society, we came to an agreement with the heirs to represent us—excluding the United States and all the other countries of the world. We have also all hopes that as per 1965 the rights for the latter two countries will also come under GEMA's administration.

**ITALY**

Slate 3 Cast LP's This Season

By SAMI STEINMAN

Piazza S. Anselmo 1, Rome

CAM is recording a new original cast LP of "Rugantino" with Ornella Vanoni. Two other new musicals are also expected to pop up with original cast LP's this year—Domenico Modugno's "Tonnino d'Amalfi" and the Erminio Macario-Nino Turatto production of "Masaniello," cast of which includes Miranda Mario. Strangely enough, the lat-
Brazil's Marina Moran, who made her TV debut here recently, has been signed by Cetra. First disk is in Italian and English. Bert, through RCA, and he is currently on the lists in Liberty's "Suff City" with "Suff City." Primary is pushing Michelena and her new four-step rhythm. ... "New TV show." "The Gang features Renata Mauo as singer and emcee. ... CBS is in preparations to visit a new series of pocket-sized folders. ... New trumpet, is now out with a title, "Trumpet Lullaby," dedicated to his new daughter. ... Columbus, which is looking forward to big news from the Naples Festival with Sergio Bruni, has introduced him in two numbers which he first sang on TV's "Dream Fair."  

**MEXICO**  

First Disks Issued by DUSA  

By OTTO MAYER-SERRA  

Apartado 5688, Mexico City  

DUSA (Disco Universo), the first company established by Duilio Lavello in Latin America, started operations this month and issued the latest recording of the Blue Diamonds:  

Los Colombianos and Claude Bottelier, accompanied by Connie Chartier and Richard Chamberlain (MGM), Bert Kaempfert and Fred Stone, and curtailing many classical LP's from the DGG and Decca catalogs.  

A new publishing house, Bra- 

bilia Musical Mexico, with Re- 

goeria, has been established through the fusion of Editorial Brambila and Ronna. The new company will have the local catalogs of Brambila and Ketra, but both companies will handle independently and directly the foreign catalogs they have representative offices.  

The members of the Mexican Society of Authors and Composers, the American Society of Authors, Composers, and Tal- 

ta Nacho (executive commit- 

tee) and the American Society of Authors, Composers, and Tal- 

ta Nacho (executive commit- 

tee) and the American Society of Authors, Composers, and Tal- 

The general director of SACM, Carlos Cisneros, has remained on his post. ... The third con- 

vention of the Latin American Federation of Record Producers will be held in Mexico April 13, 14, 15 of 1964. ... Dr. Walter Becks, president of the International Federation of Record Producers, and F. M. Stewart, general director of the same, have been invited as guests of honor.

**PHILIPPINES**  

Filipino Melody In Vale Album  

By LILIAS TRINIDAD  

264 Escolta, Manila  

Jerry Vale's latest single, "Your Love Is Mine (Dhal S Ja Yoj)," is currently scoring a Filipino romance with Mike Velarde Jr. The song is the second in his "Two Different Worlds" (both tunes lifted from Jerry's new Col- 

umbia L.P.) series. Breaking the Billboard's Top 100 L.P.'s chart titled "Language of Love," it was a steady number this week by Marcon, the U. S. rec- 

order label's licensee in this territory.

Jerry Vale's numerous Filipino friends and admirers fondly remember his last visit here with his wife Rilla, when he sang for the first time in the ver- 

nacular at the Araneta dome concert and on radio-televised shows where he received a tremendous ovation.  

Vale's inclusion of this beloved Filipino song among the favorite love songs from different nations in his Pinoy L.P., is bringing him closer to fans all over the world. Jerry's records have been steady climbers since his recent visit to this country.

All complete television pro- 

grams in Manila and provinces are being broadcast live on the lottery and gift enterprise schemes were ordered yesterday by Postmaster General Palomar for violation of the postal lottery. Many of the fa- 

cilities were the "Big Show" over Channel 11, "Silver Swan Show" over Channel 10 and the "Baby O'Brien Show" on the same channel. Palomar ordered Juan O'Brien, acting chief of inspections, to take steps toward the diversion, to create a special unit of postal inspectors to wage a campaign against the multi-million dollar lot- 

tery. He pointed out that the only legalized forms of lottery are the Philippine Charity Sweepstakes, and the Savings Bank promotional draw.

Eartha Kitt performs at the Araneta Coliseum October 11 to 13.
VOX JOX

PICTURED ABOVE IS "standard image-building equipment" of CHUM (Toronto). The line-up of visual power, collectively known as the CHUM Cheeks, includes left to right, Margie, Clara, Miss Toronto, Lorna and Diana. Bill Ballance, WFMB (Los Angeles) 6 to 9 p.m. em in ULCA medical center with illness contracted during recent vacation trip to Mexican interior. Meanwhile WFMB's program director Jim Hawthorne is confined to bed at home recuperating from a gastric disorder. Jim is expected back at his desk this week.

"Uncle" Len Ellis, deejay and icon producer of WWCA (Gary, Ind.) has inked VeeJay recording artist Bobby Sisson. Latest full lineup at WRSB (Pensacola, F.I.A.) includes Charlie Capri, Byrn Benickel, Tommy J. Jim Heplong, Sue Young, Johnny King and Jeff Logan. WFFA's farm director Murray Cox has moved to the State Fair of Texas where he will broadcast two programs daily throughout the fair. Monday (14) Cox adds another WFFA program to his schedule, a 15-minute early-morning agriculture show, Monday through Saturday.

PEGGED 1962

NEW YORK — The eyes of Madison Avenue and the broadcasting industry are focused on WINS which officially marked its first anniversary Thursday (10) under the Group W (Westinghouse Broadcasting) banner as well as its 39th year of broadcasting.

The past 38 years, though of some consequence in the station's image, do not carry the import of the past 12 months—for it has been during this period the future of tomorrow has been determined.

An entirely new management team has been brought to it, who in turn added new air personnel and set different schedules for the new operation. Clearly the attempt by all at Group W was to come up with a powerful, winning executive and air team which would build a successful sound and image in a brutally competitive market.

The station residing among New York's top three and features a predominantly pop music format before it became aired by Group W in July. The station experienced an abrupt format change shortly before the ownership change.

Though WINS has experienced some decline in ratings during the past year, it can be attributed to the many problems of take over and reorganization that are still taking place.

The Pulse, a rating service greatly relied upon by ad agencies, has not published a rating in more than four months. The station, however, has reported an increase of 20 to 25 per cent in sales (not including the period of the newspaper strike) over the same period a year ago.

The in-concert approach to the station's most vital commodity—pop music—has combined music selection sessions and a respect for the professionalism of the air personality.

All the music played on WINS is picked by a committee comprised of Program Manager Don Quinlan, Executive Producer Don Luftig, Music Director Julian Ross, and some of the air personnel.

The station's format, which is claimed to be the longest in the city (approximately 120 new releases at any given time), is protected from the records voted in by theDJ. WINS airperson is permitted to play any single not specifically on the list. However, each deejay is allowed his own approach to the music on the list and programs his show according to his own personal taste or feel for balance.

This wide-range approach which enables Murray (the K's) to 2 to 10:30 p.m. "Swingin' Scione" to have quite a different sound from Pine Myer's 10 a.m. to 1 p.m. segment.

Music Variety

"Pop music is a many-faced thing," says Program Manager Don Quinlan. "Our comprehensive play list, combined with the balance provided by periodic contemporary album cuts, "goldies," standards and others give us the top trotio—station has been playing the softer sounds—is reported looking for several air personalities.

Georgie Woods (The Man With the Goods), WDAS material, is getting married October 26 to Gillis Barber. Georgie is music, music, music. His deejays... Frank Coste parents of a girl, Jo Anne. Frank is WINS' music director at WMCA (New York).

IT SOUNDS LIKE A HIT! A new release is auditioned during a regular Wednesday WINS meeting, left to right: Jack Lecy, music director Julian Ross, executive producer Don Luftig and Stan Z. Burns. Another regular music committee member is program manager Dominic Quinn.
CAMDEN, N.J.—There have been some sharp changes in programming at city-owned WCAM as the station makes a major bid for new audience and increased ratings.

Doug Warren, newly named general manager, got things off to a swift start last week when the station’s air staff was bunched around the 1,000-watt outlet claiming that the station would carry on advertising, no matter how financially lucrative, that may possibly result in harm to its interests. In a realignment involving WCAM’s air personalities, Jerry Blavat—the station’s rock and roll music mentor—was let go with the station’s show on WHAT in neighboring Philadelphia in line with Warren’s policy of no rock music. Desjar line-up now includes Jack LaBarr, Bill Deal and Pat DeSli. From 7 p.m. to 1 a.m. the station airs a potpourri of special programs including a live remote hosted by Tom Kenny, in Hamburg’s a New Jersey night club. The station is also carrying the classic network of University of Pennsylvania football games—the first time a station outside the City of Brotherly Love has done so.

‘Radio: Survival of the Fittest’ Subject of Broadcasting Experts

NEW YORK—A panel of broadcasting experts will be held on October 23 for the second annual programming panel to be held at the University House here under the auspices of the Broadcasting Club of New York and the directors of “Radio a la Carte.”

"Radio Today: Survival of the Fittest" will be the theme of the seminar which is open to all broadcasters. Registration closes Wednesday and a nominal registration fee will be charged. Mark Century’s address is 6 West 57th Street.

Members of the panel will include Jack Thyen, vice-president and general manager of WLS, Cleveland, who will speak on "Public Service and Its Use in Generating Both Audience and Image"; Joe Sonester, vice-president of Capitol Cities Broadcasting (WRGW-AM-FM and WTEN-TV, Albany); WKBW-AM-TV, Buffalo; WTVD-AM, Durham, N.C.; WINS-AM, New York; and WPTF-AM-FM, Raleigh, N.C.

Radio-Station Owners Become More Discriminating as Picking in Relationships with Sales Prospects in a Local Market. It Is a Trend That Merits Serious Consideration by Record People, in Improving Their Co-Ordination Between Promotion and Sales.

Camden Station Bans Cig Ads, Shuffles Up Staff

Radio-Station Owners Become More Discriminating as Picking in Relationships with Sales Prospects in a Local Market. It Is a Trend That Merits Serious Consideration by Record People, in Improving Their Co-Ordination Between Promotion and Sales.

Radio-Station Owners Become More Discriminating as Picking in Relationships with Sales Prospects in a Local Market. It Is a Trend That Merits Serious Consideration by Record People, in Improving Their Co-Ordination Between Promotion and Sales.
ANN-MARGRET

The pretty bombshell has a torrid set of torch tunes with plenty of sales fire. "Hold Me," "Mr. Wonderful," etc. LPM/LSP-2659

NORMAN LUBOFF


DICK SCHORY

An exciting change of pace. "The Percussion King" gently swings a sales-bent set with "Lover," "Night Train." LPM/LSP-2738

MOFFO/FRANCHI

A dream team! Musical romance of the '30s lives again when they sing "Sweethearts," "Indian Love Call," 10 more. LM/LSC-2675

BIG NEWS FROM RCA VICTOR

The most trusted name in sound
in this section...

1964 WHO'S WHO in the WORLD OF MUSIC

The Third Annual Edition of Billboard's 1964 Who's Who in the World of Music will provide an international showcase for the companies and talent which achieved outstanding commercial or artistic recognition in 1963... and for the publishers, impresarios, promotion men, talent buyers, critics and reviewers who have attained top stature in their field.

FORMAT
Billboard's Who's Who will again be in the proven year-round-use design... 8 1/2 x 11 bookshelf size-quality coated stock—sturdy long-wear cover—over 200 pages... including the well-displayed, quick-reference "Advertisers' Index."

EDITORIAL CONTENT
The editorial features supporting this year's theme of achievement will include many new categories in the related fields of the music-record industry.

- THE WORLD'S TOP MUSIC PUBLISHERS OF 1963... their hit tunes and the artists and labels that produced them.
- THE WORLD'S FOREMOST IMPRESARIOS... the top talent managers—both in pop and classical—the talent they manage and the addresses and phone numbers of their international offices.
- THE INDUSTRY'S TOP PROMOTION MEN for records and talent.
- THE WORLD'S TOP TV TALENT BUYERS (including U. S. network contacts).
- LIST OF BILLBOARD'S 1963 #1 AWARD WINNERS.
- THE LEADING NEWSPAPER MUSIC CRITICS, REVIEWERS AND COLUMNISTS.

IMPORTANT DATES

DISTRIBUTION
The largest and most powerful worldwide music-record-machine industry distribution.

- including all of Billboard's record manufacturer, music publisher and coin machine manufacturer and distributor categories.
- record dealers and chain store buying headquarters accounting for better than 85% of all records sold at retail in the U. S.
- the complete list of "class A" radio station management and disk jockeys, used in year-round promotional efforts of all major record manufacturers, record distributors and record promotion men.
- over 4,000 record companies, music publisher and talent handling executives in 1,300 companies throughout the world (not including U. S., its territories and Canada).

SALES OFFICES
To place your advertising order, or for further information, contact your regular Billboard office:

NEW YORK, 1564 Broadway, Plaza 7-2800
CHICAGO, 188 W. Randolph, Central 6-9818
HOLLYWOOD, 1520 N. Gower, Hollywood 9-3831
NASHVILLE, 726 16th Ave. So., 615 244-1856

International Representatives:
EUROPEAN DIRECTOR, Andre de Veky, 15 Mansfield, London W.1, Hyde Park 3659
ARGENTINA, Ruben Machado, Lavalle 1783, Buenos Aires
AUSTRALIA, Brian Nebenzahl, 118 William St., P.O. Box 418, North Sydney
CANADA, Wray Rutledge, 77 York St., Toronto, Ontario
ITALY, Samuel Steinman, Piazza S. Anselmo 1, Rome
MEXICO, Dr. Otto Mayer-Serra, Apartado 8688, Mexico City
PHILIPPINES, Luis Ma Trinidad, 264 Escolta, Manila
PUERTO RICO, Anthony Conta, 25 Gertrudis St, Santurce
SPAIN, Raul Matos, Av. Jose Antonio 32, Madrid 13
NEW ZEALAND, Fred Gabbie, Box 5051, Auckland
Advertisers in other countries, please contact Billboard, International Headquarters, Peter Heine, 1564 Broadway, New York, N. Y. 10036. Cable: BILLBOARD NEW- YORK.
major network with a major expansion in news coverage. The station's news department has been increased during the past year from 2 to 15 full-time newsmen.

The station's three short-wave telephone-equipped news cruises (a helicopter and two airplanes) are manned around-the-clock.

"We believe in original news gathering, dug up by men who not only read it well, write it well, but report it well," said Jerry Landers, WINS news director. The station is concentrating on building news personalites to further strengthen the receivability of its news reports. WINS kicked off Monday (14) a 30-minute extended local...
The Big Guy-G.E.-Comes Through Again

NEW YORK—Fresh new ideas . . . innovation . . . during these are the red corporates in the home entertainment industry’s lifeblood. New-product excitement creates desire, builds new customers.

It's a popularly held conception that the young and small companies are the creative ones, the ones that usually come up with the ideas that bring the excitement into this business. This certainly has been true many times in the past, and we're not inclined to argue with it. A large number of this year's design innovations and surprises, however, are coming from a spastically energetic company. This is America's fourth largest industrial corporation, General Electric.

GE's moves are often controversial, sometimes damped by the rest of the industry. But it's bringing exciting new product ideas to the forefront. The best ones are conveniently forgotten, the good ones quickly imitated. In 1955, for example, GE started the trend to "portable" TV with a 14-inch set at $99.95. A few years ago, it introduced the drop-down phone design. More recently, it brought out the first FM stereo table radio.

SOME OF THESE INNOVATIONS have swept the industry—and we're not giving our own opinions of them here—but these new products all started industry trends. Currently, GE is stretching the TV field with its 11-inch personal portable at $99.95, which became a red-seller before a single competitor had the chance to put out a similar model.

Surprisingly, when GE's cumbersome wheels grind, products often come through even if they've been designed by people, not committees. Because any company, GE has made its share of mistakes. But GE's company's recent track record in trend spotting and trend setting has been quite good. Therefore, it's worth taking a look when it comes up with a new product.

This week's new GE products probably can't be classified as major ones—but they show what can be done by blending imagination with know-how and money.

IN THIS COLUMN in the past we've discussed "non-audio components" in versions by Magnavox, V-M and Webcor. Now GE has come up with a "module" stereo system, just about halfway between components and consoles.

As said, present form it doesn't look like a mass market item—because it's a prototype. But if the module concept catches on, it could very well be extended into lower price levels.

GE's modules are composed, in all matching walnut cabinets, designed for mounting on walls, tables, in bookshelves, etc. All leads are color-coded and plugs are mechanically matched to specific outlets, in order not to frighten the most electronically insecure layman.

Controls are simple, without multifunction knobs. Everything is completely transistorized. The modules may be used individually or as a set, and here's a real innovation: GE promises the modules will be "Woody-Wood," with year-to-year appearance changes. Here are the various modules, with their prices: Tuner-amplifier with FM stereo and provision for adding GE's remote speakers which operate through house wiring, $299.95; stereo tape recorder, in drop-down format (GE's first venture into tape-recorder field, incidentally), $299.95; automatic drop-down record changer, $89.95; small speaker system, $99.95 per pair, larger units, $119.95.

GE WILL MERCHANDISE the modules through its regular dealers—not through audio component houses. In effect, GE's system opens a new option to the traditional console buyer—with a nod of thanks to the excellent promotion job being done by the component high-fidelity manufacturers.

Now let's move down to a lower price field and look at another new product from GE. It could be a miniature flip-camper—only, it shows imagination, and we bet it will be a real traffic-builder.

GE goes under the rather sexy name of "Pillow Talk," but it's Day 1. It's not an inappropriate portable stereo phone (at $74.95 suggested list), which will cause most shoppers to do a double-take. In place of the speakers, there's a soft cushioned in the lid, with orange corderoy ripper cover. The cushion, slightly parabolic in shape, contains two four-inch stereo speakers, providing a stereo surpurb effect when used as a headrest or pillow—without disturbing others who don't wish to listen to the music.

The Pillow Talk phone can also be used as a conventional stereo portable by stuffing the cushion back in the lid and throwing a switch which increases the volume. The pillow's parabolic shape projects the stereo effect.

As said, there's always a strong possibility that something like this won't sell. But who can resist listening to it in the store? . . . .

Footnote: GE is also encouraging imaginative in others. It turned designer Vladimir Kagan loose with some of its products and he came up with some interesting custom-built items for a display at the National Decoration and Design Show.

One of the most fascinating of these carries the "functional furniture" stereo concept to its logical extreme. It's a "stereo invention" in a modern freeform design with speakers mounted in the chair wings. We don't know if it's a show of creative imagination, or furniture, but we are somewhat proud that we suggested a column last August "a deeply upholstered wing chair with stereo speakers concealed in the wings."

Bel Canto Tape Covers Tastes In Most Areas

COLUMBUS — Music to please all, RCA Victor has launched a major advertising and merchandising program on its lines of blank recording tape, both in reel-to-reel and cartridge form. Here advertising and promotion plans are in the works plus a host of display and point of sale materials. The special deal ties in with the award to buyers of bonus of S. and H. green stamps.

For Radio Station blank recording tape, customers are offered 12 reeels for the price of 10. This deal is available on five and seven-inch tape machines and RCA's "snapload" blank cartridges. For each 12 reels so purchased, there is given a coupon good for 300 green stamps, which in turn are redeemable for merchandise through S. and H. redemption centers.

The second deal concerns RCA VIBRANT tapes. A 1,000-foot, 1.5-millimeter acetate tape now carries a new low-manufacturer's suggested list of $2.50 optional with the dealer. For every 12 reels purchased, the buyer is given a coupon good for 300 green stamps.

The third special offer provides a merchandise for dealers use, making possible the display of an assortment of Sound Seal and VIBRANT reeels in various sizes. It's a brass-finished, wire counter display unit with a fold-down, masonic header card and rubber feet and it occupations but one square foot of counter space.

Consumer ad schedules call for insertions in high fidelity, Modern Photography and Saturday Review, among others. In addition, catalogs, line folders, window streamers and ad mats are available to dealers.

RCA Victor Sets Drive to Push Blank Recording Tape

NEW YORK — RCA Victor has launched a major advertising and merchandising program on its lines of blank Recording tape, both in reel-to-reel and cartridge form. Here advertising and promotion plans are in the works plus a host of display and point of sale materials. The special deal ties in with the award to buyers of bonus of S. and H. green stamps.

One word of caution: great care must be taken to see that these displays are set up properly. RCA recommends that the display be set up in a prominent location, with adequate lighting and easy access to the tapes. Also, it's important to make sure that the display is attractive and visually appealing to the customer.

These displays should feature the RCA VIBRANT tape, which is available in five and seven-inch lengths and in cartridge form. The tape is designed for use in reel-to-reel and cartridge tape recorders and is compatible with most major brands of recorders.

The RCA VIBRANT tape is available in three different grades: standard, extra high fidelity, and high fidelity. Each grade is designed to meet the specific needs of different types of recording applications.

The standard grade is designed for general recording purposes and is suitable for a wide range of applications. The extra high fidelity grade is designed for high quality recording and is ideal for use in professional applications. The high fidelity grade is designed for the most demanding recording applications and is ideal for use in high-end systems.

The RCA VIBRANT tape is available in both reel-to-reel and cartridge form. The reel-to-reel version is designed for use in reel-to-reel tape recorders and is compatible with most major brands of recorders. The cartridge version is designed for use in cartridge tape recorders and is compatible with most major brands of recorders.

RCA's blank recording tape is made from high-quality, long-lasting materials and is designed to provide a high level of performance and durability. The tape is designed to be used in a variety of recording applications and is suitable for use in both professional and consumer grade systems.

In conclusion, RCA's blank recording tape is a high-quality, reliable product that is designed to meet the needs of a wide range of recording applications. The special deal offered by RCA Victor provides an excellent opportunity for dealers to take advantage of this product and to provide their customers with a high-quality, reliable recording solution.
NEW YORK—Epic Records has released three new four-track tape album sets, consisting of one pop and two classical tape sets. The pop tape of the month in "Robin Hood Plays the Great Music of Henry Mancini." The Bill Bixler was released in August and is now becoming a strong seller for the label.

The new classical editions include tapes by George Szell and the Cleveland Orchestra, performing a group of French works that has been named a "classical" album, on the entire, and Beethoven's Ninth Symphony on the other. The latter, which received acclaim when it was released in a new set, features as soloists Ades Addabbo, John Davis, Richard Lewis and Donald Bell and chorus under the direction of Robert Shaw.

CRAIG-PANORAMA of Los Angeles has brought out what it calls "the sneakiest little gadget since wiretapping" in the form of a miniature, magnetic-type, tie-clasp mike, designed to work with any standard tape recorder. Suggested list is $6.95.

Night Service Right Ticket
COLUMBUS, Ohio—An apparently insignificant sales angle has brought a substantially increased tape recorder business for Clark's Appliances here. Clark's sells an outstanding tape recorder, valued at under $100, an equally profitable stereo phonograph turnover, primarily because he offers night service at any hour of the night or day.

Normally, service is owned Elmo Clark, people are enjoying tape recorders, or a phonograph during the evening hours—used when something goes wrong, it is little to that "you can get it repaired tomorrow." Instead, whenever a customer calls Elmo Clark and states that he has these items, Clark is quick to point out his round-the-clock service, the fact that the equipment breaks down at night or even 3 o'clock in the morning, that a serviceman will be on the way. Clark rotates the responsibility among three employes, making certain that each is compensated for extra duty and frequently given extra time off during the day to make up for the time worked that day.

It wasn't long after the 24-hour service started that noted Clark noted that he was keeping his neck up to prosects, and now, after a year of 24-hour service, makes it apparent that this element is the final step in making a prospect decide where to buy.

News Briefs...
Donald MacGregor, vice-president in charge of manufacture for Zenith Radio, has been reported from the company, effective October 1. MacGregor, who will continue as consultant, will be succeeded by Robert S. Alexander, who joins Zenith after serving as vice-president of International Telephone and Telegraph Company, New York. Announcement was made by Robert S. Alexander, Inc., President Joseph Wright.

Joel J. Zimmer has been named vice-president of Sym- phonie Electronic Corporation. He joined the company in 1957 and has served as assistant to the president for the past 18 months. Zimmer's appointment was announced by Bernard H. Lippin, chairman of the board. Also announced is a move of the firm's executive, accounting sales and advertising offices from the present Columbus Circle (New York) headquarters to larger space in the Pfizer Building.

The Revers-Wollamack Division of the 3-M company has announced appointment of two area sales managers to newly created regional sales manager posts. In the consumer products wing, David Gasper has been named Eastern Regional sales manager, while H. L. LaGran- dour assumes the same post for the Western sector.

Robert G. Shortal has joined the staff of RCA, according to Sid Robards, vice-president for news and information. Shortal, who has been with RCA, was appointed to the post of company manager of distribution, reporting to Charles Dyer, vice-president in charge of sales. For the past year Buckland has been product manager for tape recorders at Argos, Inc.

Admiral has named William E. Ross to the newly created post of sales manager for black and white TV, according to A. A. Medica, vice-president, communications division. Previously, Ross was vice-president, sales, for RCA Victor's distributing branch. Richard Srinivas has been named Scandinavian district manager for video and audio products for Ampex, according to Thomas E. Davis, marketing manager for the company. Bergstrom has been promoted to the post of manager of manufacturing for the Ferrel Corporation.

3 Tape Plans Offered Dealers
NEW YORK—Pre-recorded tape deals are circulating last week, with good news for dealers stemming from United Stereo Tapes, Music tapes, and a new catalog announced as available for the OrrTronics Tape tape plans.

UST, which has conduced a special "automatic new release service" deal for subscribers, has announced changes in its discount structure. All automatic orders will now carry a 35 plus 10 per cent deal.

Regular USF purchases will carry special discounts on the basis of $1,000 ordered. An order of 100 is acceptable, and a minimum of 10 each of each item.

For the new 632 stores, a rush order program is being operated in Chicago is pushing hard on new sound-track packages in "Mendocino Cane" and "Tina La Douce," a hot "Hootenanny" album and a series of four Classic-Pak, consisting of four classical recordings, out on 35-mm film, to be sold at $5.95 each. The program has already been given a heavy ad campaign send-off.

OrrTronics has announced a catalog of 250 albums now available in a wide range for for use with the firm's new tape, and one release, and over 100 tapes, 44 plus 10 per cent. Beyond this, UST is inaugurating a new "Special of the Month" plan, under which there will be three monthly tape specials.

Automatic new release subscribers will get these on a 35 per cent discount and guaranteed sale on the basis of automatic shipments and a minimum of 10 each of each item.

Chances for the 632 stores are frequent as an item is being released in Chicago, to carry a 35 plus 10 per cent deal.

YOU'RE NOT GOING to CHAINED TO YOUR LOVE Betty Everett vy 45 866
to C 277
to THE CHANTS
to THE BIG GLEES ARE EARL/JEAN/SHANNON

de Watch This One!

AN INCREDBLY USEFUL HANDBOOK A MASTER 45 RPM SPINDLE GUIDE

Listing All Phonographs, Model Numbers and Spindles Used.

A MUST FOR EVERY RECORD DEALER, PHONO DEALER & DISTRIBUTOR.

$1.98 (pre-paid) send check or M.O. to: S. GRODER

Send 7215

Panoram, L. N., New York
All these artists (and many more) are now recorded on Revere
cartridge tapes... new names being added every day!

Some like it hot. Some like it cool. Whatever beat your customers love, the Revere Stereo Tape Cartridge System has it. The music is rich, full stereo... and automatic! Jazz... popular... show tunes... classical... blues... dixieland... you name it! The great recording stars and the great recording labels bring you the greatest music on tape—tape that threads, plays and then changes automatically!

Revere-Wollensak Division 3M

St. Paul 11, Minnesota
MAKE THOSE HOLIDAY GIFTS TO YOUR IMPORTANT ACCOUNTS A 52-WEEK REMINDER OF YOUR THOUGHTFULNESS GIVE GIFT SUBSCRIPTIONS TO BILLBOARD

The industry's most widely used guide for effective record merchandising

First Subscription: $15
(may be your own or a gift)

Each Additional Gift Subscription . . . . Only $12

To each recipient of your Billboard Gift Subscription, a handsome gift card hand signed in your name will be sent just before the holidays . . . or if you prefer, we will send you the gift cards to sign and forward personally.

The Perfect Way to Remember and Be Remembered Throughout All of 1964

ORDER NOW

--- Holiday Gift Order Form ---

Billboard
2160 Patterson St.
Cincinnati, Ohio

First Subscription: $15
Each Additional Gift Subscription: ONLY $12

Before payment enclosed
Please Bill Me

Your Name
Company
Address
City, State & Zip Code
Nature of Business

Please enter my own subscription . new . renewal

How Gift Cards are to be signed...

ATTACH YOUR LIST OF NAMES AND ADDRESSES TO WHOM BILLBOARD GIFT SUBSCRIPTIONS ARE BEING GIVEN. PLEASE STATE NATURE OF BUSINESS FOR EACH NAME SO THEY WILL BE IN OUR FILES UNDER THE PROPER CLASSIFICATION . . . AND WHETHER THE SUBSCRIPTION IS NEW OR RENEWAL.

STATION SERIES PARTY BIG HIT

INDIANAPOLIS—More than 700 fans crowded the seventh annual WFBM World Series party held Feb. 12. Guests consumed 1,900 hot dogs, 93 ears of corn, 50 gallons of coffee and 1,000 bags of peanuts. While drinking Alaska-Belter the group was briefed on the series by special WFBM first-dollar programs direct from Yankee Stadium.

Prizes Up for Best State, Local Historical Shows

MADISON, Wis.—Prizes of $500 each will be given to the U.S. radio and television stations which produce the best programs dealing with State or local history during 1963. It was announced by Broadcast Music, Inc. (BMI) and the American Association for State and Local History, co-sponsor of the competition.

In addition to the cash awards, scroll of honorable mention will be presented to those stations which produce programs of outstanding quality. Application blanks may be obtained from the American Association for State and Local History, 1511 East Gorham Street, Madison 3, W. of BMI, 589 Fifth Avenue, New York 17, N. Y.

Radio Station KOA, Denver, for its program "Vegetable Soup" and "Fall of Doctor John Galen Locke," and WGBH, Boston, for its program "The High Long Story," were named winners in the 1963 competition. The State Historical Society of Colorado and the Louisiana Landmarks Society, Inc., shared $1,000 for co-operating in the winning programs.

CHAMBERLIN 'THING' • Continued from page 68

ments playing scales on three-eighth -inch wide three-track tapes. Each time a key is depressed, the tape is advanced over a playback head and the sound emanates from two side speakers.

In order to play the instrument, which costs $3,795, one must know a piano keyboard. Both the Chamberlin Instrument Company of Upland, Calif., and its Hollywood distributor, Magnetic Recorders, hope to sell the M-5 to professional musicians and the general public.

According to John Tranchella, president of Local 47, the instrument is a direct threat to the livelihood of his musicians.
MUSIC AS WRITTEN

Continued from page 22

way Records introduced its latest subject, 17-year-old Bobbe Yon, at a cocktail party on September 18. The Modern Jazz Quartet has been set for a Music Concert at Carnegie Hall on October 22.

LEONARD MENDLOWITZ

HOLLYWOOD

The recent Warner Bros.-Reprise merger is responsible for the ten-gallon hat of Atlantic Sherman and Debbie Reynolds on the forthcoming Reprise single, "Sit Down, You're Rocking the Boat." Malahita Jackson has recorded two new songs written by Harpo Marx, with the slyer brother playing harp on the disc. Bob Mooreing, Columbia's L. A. promotion man, and his wife Barbara celebrated the birth of their first child, Michael Christopher, last week.

Aubrey Hepburn has completed her second musical number in "My Fair Lady," currently filming at Warner Bros. Ac- cording to "Your Worst Fears," by Van, "Eggins" to complete the fifth of the 17 Leser-Leove tunes in the film. Audre Revlo, musical director for "My Fair Lady," is booking a second musical director for "Dead Ringer" at Warners and will compose and conduct the recording orchestra.

Auntie Carey Williams is be- ing read for a comedy act at Warner Bros.-Reprise. . . . Co lumbia, who lost its leading man, Bob Mooreing, and his wife Barbara, are celebrating the birth of their first child, Michael Christopher, . . . Bill Dana, Johnny Crawford, Etxa Logan, and six other men all set to perform on the October 16 "Sam Sardi Specials" on KCOG-TV.

PHILADELPHIA

Now that all the returns have been added up the Philadelphia Folk Festival, staged last month at the suburban estate of C. Colket Wilson, racked up a profit close to $100,000 for the for- ums—a non-profit folk society.

Dorothy Walker, Lenny Leis son and Dodd Lewis join forces to establish the Langus Music Company . . . Tony Delamini, who quit Temple University to become band manager for Frankie Avalon, is back at college . . . Sid Marks, WHAT-FM disk jockey, is doing the liner notes for Maidenburg's new group, "Funk the Horn." Promoter Harold Levinthal will present Bob Dylan, "The Last Waltz," in concert at Town Hall on October 25 or 26, or 27. Tickets for a packed folk concert calendar next month.

MAURICE H. ORODNEK

Wildfire, Fairburn Teamed In West Coast Publcy

VAN NUYS, Calif.—West Coast deejay Shaun Wilder, president of Wil-Mar Record Productions, this city, and Wedy Fairburn, country artist formerly known as Capitol Records and "Louisiana Hayride," Shreveport, La., have formed Hootenanny Music Publishing Com- pany, with offices at 7310 Woodley Avenue.

Coincidentally, Fairburn will return to the recording scene, with his first session due in the next month, produced by Wilder for Stacy Records' new subsidiary label, Hootenanny Records.

BILLBOARD

MUSIC DISTRIBUTORS

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

HAYDON SOUNDS RECORDS

ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST

FOR YOUR COPY OF THE JUST-PUBLISHED INTERNATIONAL COIN MACHINE DIRECTORY

Write to: Joe Pace
Dept. 525, Billboard
2160 Patterson St.,
Cincinnati, Ohio, 45214
Price: $1.00 per copy

BOBTIEC, INCORPORATED

P. O. BOX 1799
HARTFORD, CONN.

NATIONAL DISTRIBUTORS FOR
HAYDON SOUNDS RECORDS

NEW YORK: IS HUNDRED NEW DUPLICATE COIN COUNTERS AND SIZING MACHINES NOW AVAILABLE TO DEALERS FROM COAST TO COAST.

BOBTIEC, INCORPORATED

P. O. BOX 1799
HARTFORD, CONN.

NATIONAL DISTRIBUTORS FOR
HAYDON SOUNDS RECORDS

BUSINESS OPPORTUNITIES

WANTED: NEW RECORD COMPANIES

Send Samples. We distribute in PENNSYLVANIA

NEW JERSEY

DELWARE

WORLD WIDE RECORD DISTRIBUTING CO.

1528 North Broad St.
Philadelphia 21, Pa.
P-501-7100

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

PRESSING, PLATING

NO JOB TOO SMALL—QUALITY ASSURED. LOW COST. GOOD BUSINESS WITH EXCELLENT PROFITS. 6000 PER DAY CAPACITY. 1528 North Broad St., PHILADELPHIA 21, PA.

PROFESSIONAL DEMO RECORDS

Please Print Name, Address, City, State, and Zip Code.

1. Promo Remake. (3 songs on one 78) includes $100.00. 2. Single Release. (4 songs on one 78) includes $150.00. 3. 10 inch album. (8 songs) includes $250.00. 4. 12 inch album. (20 songs) includes $500.00. 5. 7 inch Album. (12 songs) includes $150.00. All prices per song.

WRITE FOR FREE BROCHURE.

DEMONSTRATION RECORD COMPANY

Box 2546, Salt Lake City, Utah

WHEN ANSWERING ADS... SAY YOU SAW IT IN BILLBOARD

MISCELLANEOUS

Attention, Radio Stations: Important Message. If you need help in securing exactly the right records and albums for your music programming—you can get it from RSI. Over 1600 satisfied station owners around the U.S. get ideas and help with every mail. If you have any special record problems, call or write to find out how RSI can help you. No obligation, of course.

RSI Record Source International
1564 Broadway, New York 36, N. Y.

MOA Plans Sweeping Internal Changes

CHICAGO—Spurred on by its most successful convention in recent years, Music Operators of America is planning some sweeping internal changes to better represent all segments of the coin machine industry.

MOA is embarking on a concerted drive to obtain distributor and manufacturer members in addition to operators already on its rolls. Lou Casola, MOA's newly elected president, said he hopes to have MOA serve as a voice for the entire industry—not just that of the operators.

Casola said this would provide MOA with a "legislative advantage, not to mention better inter-industry relations."

Part of the proposed internal changes is a new dues structure with separate fees for operators, distributors, and manufacturers, Bob Blundred, MOA managing director, said he hopes to have the new structure ready to present to MOA directors at the association's next board meeting in January.

MOA recently raised its dues, setting on a $50 fee for all members. The $50 figure includes $35 for administrative expenses and $15 for a legislative fee.

Casola noted that MOA now has "a handful of distributor members and no manufacturers. We hope to remedy this as soon as possible," he noted.

Associate Memberships

In the past, MOA has issued associate memberships to such firms as AMI, Decca, and United, but the practice dropped in recent years.

Up to now, operators have been required to pay $100 per year. But recently, he has said he hasn't thought enough yet about what the manufacturer fee should be.

Presumably MOA officials would meet with manufacturer representatives and solicit their comments before arriving at a decision.

The proposed $100 distributor fee received a favorable reaction from Jack Bass, president of the National Coin Machine Distributors Association, when it was mentioned to him at a recent State convention in Charleston, W. Va.

Bass indicated he would confer with other members of his association before making further comment.

Talk of the new dues structure together with efforts to obtain distributor and manufacturer memberships indicates just how dramatic MOA's fortunes appear to have changed since the successful September convention.

Prior to that time MOA had serious concern about its very existence. The convention didn't exactly cure all the association's ills in one easy step, but it did do a major job toward getting it back on a sound footing.

If MOA is successful in attracting substantial distributor and manufacturer memberships, it could be still another step toward a new tomorrow.

MOA to Kick Off Drive for New Members

CHICAGO — Music Operators of America is planning an ambitious drive for membership that includes a couple of two-week motorcades throughout the South and West.

In the words of Lou Casola, MOA president, "the only way we can effectively sell the MOA story is to get out and reach the people and tell them what we're doing."

"The average non-MOA member has little or no idea what the association is all about," Casola said. "He may read about MOA in the trade papers—but he may even talk about it with his fellow operators or distributors, but when it comes right down to cases, he's still pretty vague."

Casola hopes to remedy all by setting up a nationwide blitz (Continued on page 90)

Germans Organize Trade On State-by-State Basis

COLOGNE — Veteran German operators invariably return from survey trips to the U. S. deeply impressed by the U. S. trade's technical resourcefulness, as well as its ability to organize. The German theory is strong, effective operator organizations depend on grassroots organization; they must be organized from the bottom up—not from the top down.

This is the experience of the German trade, which has been Europe's most highly organized—and effective—trade association. A Centralverband der Organisationen des Deutschen Automaten-Austellungsgewerbes (MOA), this central organization of the (Continued on page 90)

Exports Still on Boffo Climb

NEW YORK—American exports of amusement machines and juke boxes continued their spectacular rise for the sixth successive month this year, as June shipments from the U. S. hit $131,852, substantially more than the $2,359,438 shipped from this country in June, 1962. The total also topped May exports by nearly $200,000.

Biggest increase was in the export of new phonographs, with 2,062 units valued at $1,463,679 leaving U. S. ports. A year earlier some 750 new phonographs valued at $714,477 were shipped.

While more used juke boxes were shipped this June than in June, 1962 (665 vs. 634), the value of these machines declined slightly from $91,531 to $113,230.

And while the number of games shipped was down from 8,469 to 4,609, the value of these games increased from $2,420,000 to $3,492,000.

The latest figures, issued this week by the U. S. Department of Commerce, indicate that foreign buyers are willing to pay more for top equipment—and most nations, particularly those in Europe, can no longer be regarded as dumping places for obsolete music machines and games.

The big three — Belgium, France and West Germany—continued to be the major buyers of American coin machines, with the United Kingdom in the fourth position.

This pattern hasn't changed for more than a year, with Belgium and West Germany alternating for third place, and France taking over every now and then.

And Belgium continues to be the major buyer of used juke boxes, while West Germany continues to be the major buyer of used games.

The latest figures show that New Juke box purchases and France still tops the buyer of games.

While Belgium is still fairly well saturated with games and music, much of the equipment unloaded at Antwerp finds its way all over Europe.

French and German purchases, for the most part, don't leave the country.

Atlas Names Levin, Jacobs To Posts in Sales, Parts

CHICAGO — Atlas Music Company, Rowe AC Service distributor here, last week named Stan Levin, sales manager and Mort Jacobs parts chief.

Levin will head photography and engraving department, while Jacobs, domestic and foreign divisions. Jacobs is one of the coin machine pioneers here and recently completed a parts and accessories modernization program for Atlas.

Levin has some 17 years' experience in the coin machine field. He started with National Coin Machine Company, later went to Empire Coin Machine Exchange, and then started his own firm, All State Coin Machine Company. He is married and has two children.

Jacobs has been with Atlas 20 years, with the responsibility for many of the innovations in parts servicing for which Atlas is known. He is married and has a daughter of college age.
Gotham Operators Seek Modification of Decree

NEW YORK — Members of the Music Operators of New York hold their annual dinner meeting and election of officers October 29 at the Skyline Inn here.

On the agenda will be an attempt to get a modification of the consent decree under which MONY is operating. Under terms of the decree, the association may not keep a location list designating which operators have contracts with which locations.

Ben Chicofsky, office manager of the association, pointed out that many storekeepers are taking advantage of this consent decree by extracting loans from several operators on the same premises.

A modification of the decree would allow MONY to make available to members credit information on location owners and prevent fraud on the part of some location owners.

The ruling would have to be made by the New York State Attorney-General's office.

Also on the agenda is a discussion of the pending federal legislation to remove the performance royalty exemption for juke boxes, and an appraisal of a new location contract form.

GEORGE MILLER URGES DELAY ON CELLER BILL

WASHINGTON — Rep. Emanuel Celler (D., N.Y.), chairman of the House Judiciary Committee, said he had received a letter from George Miller, former president of the Music Operators of America, asking that the passage of the Celler Bill (which would remove the performance royalty exemption for juke box operators) be delayed. Celler said that Miller wants to set up a meeting between record company manufacturers and music machine interests to discuss alternatives to removal of the exemption.

---

chicago coin

One of America's Oldest Manufacturers of Coin Operated Games...

Makes the BIG NEWS in PIN GAMES for '63!

All New, Location Proven, Profit Earning Champ...

2 PLAYER Sun Valley

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

NOW AT YOUR CHICAGO COIN DISTRIBUTOR!

SEE AMERICA'S HOTTEST LINE OF COIN OPERATED GAMES

NEW OFFICIAL "SPARE-LITE" 6 player Bowling Game

DIRECTIONAL ARROW "LIGHTS-UP"

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

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

Now 6-player STRIKE BALL PUCK BOWLER

With "SERVICE-EEZ" TRIP-RELAY BANK.

Chicago Dynamic Industries, Inc. 1723 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS
distinctive new ROCK-OLA Capri II

100 play stereo monaural phonograph

...now in two exciting models

...with or without full dimensional stereo!

Again in '64 Rock-Ola brings to the operator the finest in elegant cabinetry craftsmanship. Here is styling that is at once both appealing and unimposing... fresh, direct styling that conveys a feeling of richness and quality, in keeping with the richness and quality of the play-building Rock-Olas sound system. Here is engineering and design simplicity unequalled by any other phonograph on the market!

New and extremely durable cabinet finish
New Plastic laminate "Conolite" cabinet finish is extremely stain and mar resistant, easy to keep clean... always maintains a beautiful glossy shine.

Exclusive Rock-Ola Selector Mechanism
Fastest selection-to-play cycle available. Coupled with the famous Rock-Ola revolving record magazine, it selects ready for play any record in ten seconds or less! Ends sticky selector coils... replaces them with positive-action mechanical selector levers which provide fail-safe selection every play.

Full Dimensional Stereo Sound (optional)
Dramatically achieved by combining perfect stereo cone tweeters, above, with the main unit speakers below, then factory pre-angling them to achieve what we call "beaming the music"... providing full dimensional sound whatever the location!
with famous ROCK-OLA design simplicity

1 Famous Rock-Ola Revolving Record Magazine
Often imitated but never equaled, the famous Rock-Ola revolving record magazine has proved itself dependable through years of trouble-free service for operators around the world!

2 New "Common" receiver system
Adapts quickly and easily to both Rhapsody II and Capri II. Ends cost of multi-receiver system inventory.

3 New Automatic Rock-Ola "Money-Counter"
Plug-in unit counts nickels, dimes, quarters, half-dollars. Gives exact total of machine receipts. Sealed, tamper proof unit—"totals" reading visible through window.

4 Fool-proof two-button selection system
Single plane two-button selection system speeds play. Key switch assembly is isolated from pushbuttons. Eliminates service calls caused by spilled liquids.

5 Plug-in-needle cartridge—Snap-in Diamond stylus
High-compliance astatic stereo cartridge merely plugs in. No wires, no screws, no connections needed. New snap-in diamond stylus eases service problems.

Feather-touch tone-arm set down
Resister circuit on gripper arm motor slows action on tone arm for softer set down. Lengthens needle life. Muting delay relay circuit allows tone arm to be muted during set down. Eliminates feed-in groove noise.

6 Exclusive Rock-Ola Mech-O-Matic Intermix
Completely automatic changer intermixes 33⅓, 45 rpm, stereo, monaural records, in any bank, in any sequence. No wires, no micro-switches or electronic aids for changing motor speeds or spindle sizes . . . nothing to break down or repair!

Take advantage of the many big features of the new Rock-Ola Capri II
See your Rock-Ola Distributor today.
Rowe Shows Tropicana Phono

Rowe clock. Stereo sound is self-contained. Low high-frequency speakers are located on the front of the 'phonograph, mid-range speakers at both sides. New controls emit base boost with greater clarity in vocal numbers. They also compensate for acoustical differences in the environment. Upper and lower-frequency ranges are controlled by a new acoustical tone. Tone arm is also redesigned with a magnetic cartridge and a .7 millidiamond stylus as standard equipment.

Other major features include: New improved stepper with separate voltage supply. Silver contacts permit use with any competitive wall box for maximum remote control service. Easier servicing. Simpler method of troubleshooting mechanism. Light on top door floods the photograph interior during servicing. With the top door up all title racks can be serviced at one time. Inside control for cancel, credit and mechanism switch. Simplified mechanism makes all major components can be removed merely by unplugging.

New 30-count phonograph is redesigned for easier readability and reproduction with all pips calibrated. (Continued on page 79)

Columbia Tries New Yule One

NEW YORK—Columbia Records is making a bid for operators' Christmas business with an Andy Williams release of "White Christmas" on a 45 monaural single.

According to Dave Rosner, Columbia's singles merchandising manager, a check of one-stops and operators disclosed that many operators still program ancient copies of "White Christmas" during December because new versions lacked quality and popularity.

Rosner said that a full promotional effort-including television support-will be made on the record. He added that initial orders from one-stops have been excellent.
New York News Briefs

Meyer Parkoff, Atlantic-New York boss, is the grandfather of both Robert Parkoff. Parents are Steve and Barbara Parkoff. Mike Meyer, back in his office and showroom after a three-week vacation, spent with his wife at Hot Springs, Ark., Harry Berger, U. S. Billiards, sidelined with a virus most of last week, was expected back at his desk soon.

John Cooper, Sheldon Sales, Buffalo, was in New York for a few days. Meanwhile, back at the office, Tomme Sann was preparing for the firm's AMI showings, with George Kleser, AMI regional manager, also on hand.

Runyon Sales Barney Segerman is making plans for showing the new AMI Tropicana phonograph to the trade at his New York showroom Thursday and Friday (17 and 18), Myron Sagerman, Runyon International, Springfield, N. J., will have had his showings by then, on October 14 and 15. The firm's Connecticut showing is October 16.

Jack Showcross, Rex Biltmore, Syracuse, is planning a move to larger headquarters by the end of the year.... Nick Melenis, American Shuffleboard general manager, is shipping the firm's four-foot-by-eight-foot tables, while Sol Lapidus heads for the South Carolina operators' meeting in Columbus. After the meetings, Sol will attend the Miller-Newman opening in Grand Rapids, Mich.

Bert Bolland, Betson Enterprise, held open house marking the second anniversary of the new quarters. Prominent among the crowd were the new Rock-Ola Rhapsody II phonograph , Art Diddle, Irving Kaye Company, back off the road, is shipping the Mark II and IV pool tables this week. Howard Kaye promises that the Mark V's will be shipping within two weeks.... Paul Koder, National Shuffleboard general manager, is expected back in his office after a road trip.

DENIS HYLAND

Boston Bits
Irv Margold, Trimount Sales general manager, held the showing of the new AMI Tropicana in Boston October 12. The event was marked by a cocktail party at the Hotel Statler there.

Bob Jones, Redd Distributing, spends every Wednesday, Thursday and Friday on the road, touting the firm's pin games. He claims that the Chicago Coin Sun Valley, Add-A-Ball and Free Play are getting heavy action as are Bally's 4-player, 3-In-Line and Spinner. Bob passes along word also that Stanley Shop, S. G. Bros. Amusements in Westfield, recently became the father of a son.

S. I. Redd sends word on the outdoor box cabinet for music machines which was developed by Tom Libby of Libby Music and Distributing. The box enables operators to leave the phonograph outdoors yet offers it protection from the elements without muffling or distorting the sound.

Atlanta Action
William Buford, Peach State Distributing, has produced a new catalog for billiard equipment and supplies. It's page book features everything needed by pool table operators. The catalog offers close to 1,000 items capable of supplying a complete modern pool room. Buford is making the catalogs available to any operator in the country.

Flora Kenney, Sparks Specialty, attended the South Carolina Operators' meeting last week at Columbia. Sparks recently held its showing to operators of the new AMI phonograph. More than 120 operators and their wives were present, as were Jack Dunwoody and George McCalvin from the factory. On hand representing Sparks were Flora Kenney, D. H. Fisher, Jack Harris and J. D. Sheely.
SOUTHERN AUTOMATIC MUSIC CO.

735 S. Brook Street
Louisville 2, Ky.

Area Code (502) 585-5094

Invites you to see
THE ALL-NEW
ROWE AMI TROPICANA

and listen to
THE EXCITING WORLD
OF
BIG-TIME ENTERTAINMENT
IN
STEREO ROUND*

(Continued on page 91)

SHELDON SALES DISTRIBUTING CORP.
881 Main Street, Buffalo, N. Y.

Invites you to see
THE ALL-NEW
ROWE AMI TROPICANA

and listen to
THE EXCITING WORLD
OF
BIG-TIME ENTERTAINMENT
IN
STEREO ROUND*

(Continued on page 91)

Sol Lipkin on the Road to Promote Use of Long Alleys

COLUMBIA, S.C.—Sol Lipkin, sales manager of the America Shuffleboard Company, Union City, N. J., was on hand for the annual convention of the South Carolina Coin Machine Association at the Wade Hampton Hotel here Saturday and Sunday (12 and 13). Lipkin displayed the new ASC line in the booth of his local distributor, the Spark's Specialty Company.

ASC is conducting a U. S. and Canada tour to promote use of the long alleys. Before the South Carolina convention, Lipkin was in Chicago, Ill., to give another performance at the National Recreation Conference in St. Louis.

He recently completed a Canadian tour with visits to Toronto and Montreal, at the last meeting with the staff of the National Gilbert Company, ASC's Canadian distributor.

Lipkin told Gilbert staff members how to organize leagues and tournament play, how to meet installation problems, and how to promote shuffleboard locally.

Gilchrist personnel at the Montreal meeting included President A. Cardinal, A. Drapeau, P. LaPointe, R. Legault, and D. Sperdelakos. Gilchrist personnel at the Toronto included President E. J. Gauvreau, Garry Small, Russ Miller, Ted Brandt and Jerry Crowe.

W. Va. Ops View '64 Rowe-AMI Phone Unit

CHARLESTON, W. Va.—Music machine operators from all over West Virginia viewed the 1964 Rowe-AMI juke box at the Roanoke Vending Exchange showrooms here Sunday (6), with most staying for dinner and participating in after refreshments.

The following Roanoke personnel were on hand to greet the guests: Eldridge Fink, Robert Bender, Richard McGregor, Bill Clay, and Mrs. Viola Bennett, wife of Jack Bennett, Roanoke president.

Also on hand was Robert S. Eltinger, regional sales manager for Rowe AC Services.

Charleston guests included Hoyt Estleman, Mrs. Earl Bruce, Nellie Fink, Mary Fink, Martha Fink, Susie Fink, Bill Elliston, Phyllis Elliston, Douglas Elliston, Clay Elliston, B. F. Hawkins, Corinna Hawkins, Agatha Hawkins, Trula Wilson, Edna Nester, Ina Waybright, Norma McKeand, Roy C. Aubury, Bill Gammon, Betty Gammon, Robert Bayer, Carol Bayer, Paula Bayer, Larry Bayer, Bob Gilson, Edra Gilson, Ann Bender, Kim Sue Bender, Vicki Rene Bender, Jerry Derrick, Donna Derrick, Linda Curry and Mike Simone.

Out-of-towners included Rob-

Strike Averted at Wurlitzer Plant

N O R T H T O N A W A N D A, N. Y.—Management and union officials came to terms at the 11th hour at the automatic phonograph plant of the Wurlitzer Company here this week. Local 350 of the AFL-CIO Electrical Workers (AFL-CIO) had not been reached.

Local 350 represents the 355 production and maintenance workers at the plant. A federal mediator, William H. Butch, sat with union and management representatives during the negotiations.

Donald D. Tymorek, union president, said the proposed one-year contract would be presented to the membership for approval. No difficulties are anticipated.

30 Operators Show Up for Illinois Meet

CHICAGO.—A surprisingly strong showing of 30 operators were on hand as the newly formed Illinois Coin Machine Association (ICMA) held its initial meeting at the Morri- son Motor Inn here last Sunday. Les Montooth, Peoria, was elected president for an initial six-month period. Montooth has been a prime mover for the formation of the Illinois group, and is also a director of Music Operators of America.

Momentum for the meeting gathered after passage of a State jukes bill last month—first such levy in Illinois. The new Illinois association is open to operators, distributors and manufacturers, and will include all coin-operated equipment—juke boxes, amusement games and vending machines.

$15 Dues

Dues was set at $15 per person per year. The association will hold its next meeting at the Hilton Inn in Aurora November 10. By then the group hopes to have a set of bylaws and a code of ethics to publish for ratification.

Officers besides Montooth are Bill Poss, Valley Music Company, Aurora; vice-president, and M. H. Gillett, Phonograph Service Company, Chicago, secretary-treasurer.

Directors are Earl Kies, Chicago; Orma Johnson, Rock Island; Bud Hahnman, Springfield, Harry Shaffter, Alton, and Bob Linder, Skokie.

Named to the drafts are the following, and if the association wishes to get some additional information about the association. The association was held at 506 Evans Street, Peoria.

Attending Seniors

Ade son the meeting were members of the association, Max Berenson, Distributing Corporation of Illinois, Chicago; Vincent Angeloni, A. S. Stinehouse Music Company, Chicago; Vic Woodall, B & B Novelty Company, Elmwood Park, A. P. (Andy) Hesch, A. H. Entertainers, Arlington Heights.

Don Hesch, A. H. Entertainers, Arlington Heights; Gladys M. Wilkman, Tri County Musical and Novelty Company, Inc., Chicago; Otto Lounies

Moss to Open Omaha Branch

DES MOINES.—Phillip Moss, Iowa Seeburg distributor, has announced the opening of a branch operation in Omaha, Nebr., Tuesday, March 19th, at 309 North 16th Street, in addition to the branch office at 369 North 16th Street, which is operated by Joe Bland and L. T. Needham, with Jack Barton in charge of service personnel. All three are veterans in the industry.

The Omaha branch will serve as distributors for Seeburg's pre-operated phonographs, background music systems, toy systems and LP records. The outlet will also distribute Irving Kaye pool tables and games by Chicago Coin, Williams Manufacturing, Keeney, Midway Manufacturing and Southland Engineering, Inc.
Coin Laundry Proves Good Arcade Location

WASHINGTON - A complete coin arcade in a coin-operated laundry has proved a natural for Joe Felderman, long-established phonograph and amusement machine operator here.

When a new Norge Village, with 16 dry-cleaning machines, 42 washing machines and 10 coin-operated dryers, opened here, Felderman surveyed it, and found that, unlike many coin laundries, there was plenty of space in the right rear of the listening ultra-modern building to install a row of six pinball games, where they could easily be seen all the way from the street.

From the beginning, the row of pin games was a success. The flashing lights and ringing bells attracting scores of players daily. They have plenty of time during the 55 minutes in which automatic dry cleaning is being carried out, or the half-hour usually required for laundering, plus another half hour for drying.

The location was already supplying magazines for customer entertainment, but as Felderman points out, there are so many people who simply do not like to read, and enjoy the excitement of competing with a pinball game's challenge instead.

Now, during all but the slack early morning and late evening, the pin games are in constant use, showing a return equal to the best tavern or restaurant stops in Felderman's experience. In fact, because experience has shown that the same customers are regulars in the coin-laundry from week to week, Felderman immediately adopted the policy of changing the pin games frequently, to give the customers something new.

Now, he can count on extremely heavy play at all times and there is no question that the pin games have had a lot to do with record-breaking volume in both automatic dry cleaning and washing at the big Norge Village.

K. C. SALES AND SERVICE
1926 University Avenue
St. Paul 4, Minn.

invites you to see
THE ALL-NEW
ROWE AMI TROPICANA
and listen to
THE EXCITING WORLD
OF BIG-TIME
ENTERTAINMENT
IN STEREO ROUND*

Mar-Tab Buys Florida Firm

MIAMI — Mar-Tab Vending, a division of Castlewood International Corporation, has bought the Fuller Music Company of Osceola, Fla. Fuller, the largest music-game-vending operation in the Osceola area, will operate under the Mar-Tab name.

This marks Mar-Tab's first move in the North Central Florida area, according to President Sol Tabh.

Mar-Tab is Florida's largest diversified operation, with music, games, cigarettes and full-line vending.

TRIMOUNT
AUTOMATIC SALES CORP.
Branch of Rowe AC Services
Division of Automatic Controls Company of America
40 Waltham Street, Boston 18, Massachusetts, Tel. Liberty 2-9480, Cable: Trico, Boston

invites you to see
THE ALL-NEW
ROWE AMI TROPICANA
and listen to
THE EXCITING WORLD
OF BIG-TIME
ENTERTAINMENT
IN STEREO ROUND*

It's a great new music-maker!
It's an unbeatable money-maker!

* Pat. pending
Texas High Court Declares Ops Must Pay 2% Sales Tax

AUSTIN, Tex. — The Texas State Supreme Court, in a recent decision, ruled that vending machine operators must pay a 2 per cent sales tax on total sales made before July 1. On that date a new law had gone into effect which specifically exempted vending machine sales of under 25 cents. The case arose when four operators—Canteen Company, Dallas; Neely Vending Company, Austin; Gallareau Brothers, Amarillo, and B&M Vending Company, Lubbock—noted refunds on taxes they had paid before the July 1 deadline.

In a 7-2 decision, the court reversed rulings of the Travis County District Court and the Court of Civil Appeals.

Majority Option

The majority opinion was that operators "are required to absorb the tax only because they have elected to sell items at retail prices of less than the less price provided for collectibility from the consumer."

The opinion went on to say that the consequent fact that the operators were unable to pass the tax along to the consumer on sales of less than 25 cents was "inherent in the taxing system adopted by the Legislature in a proper exercise of its powers."

"It would be impossible for the Legislature to levy a tax on this type of waste, which would operate exactly alike on all," the opinion said.

It said the court was, in effect, holding that the retailer is liable for the sales tax. The dissent stated the statute meant to make the consumer liable.

"There is no more discrimination against respondents selling items for 24 cents or less than would be against a retailer selling items between 21 cents and 74 cents where a portion of the tax would have to be paid by the consumer also."

Tax Scale

The Legislature had set a tax scale directed collection of a penny on sales of 25 cents to 50 cents, and similarly on all higher purchases. It runs higher than 2 per cent on many sales and was calculated to offset the loss to merchants on the under-25-cents sales.

However, vending machine operators and some others with mostly sales of less than 25 cents said that the 2 per cent sales tax which they couldn't collect from the customer except by raising prices.

The ruling of the Supreme Court reversed two lower courts which had held invalid a requirement in the original law for vending machine companies and others to remit to the State a 1 per cent tax on sales under 25 cents, where no tax was collected from the customer.

The revised law exempts vending machine owners from paying any tax if their merchandise did not exceed 24 cents in cost. On larger sales they pay like everyone else.

LAUNDRY LESSON

Fools Rush In, But Wise Ops Play It Real Cool

CHEVY CHASE, Md.—"Don’t rush into coin laundry locations without investigating them thoroughly. That’s the advice of Harvey Williams, a leading operator in the Washington suburb. Williams has built up a profitable bulk route in coin laundry business after the good stops and steering clear of the bad ones.

Prime consideration, said Williams, is the percentage of young mothers and children who frequent the laundries. It isn’t the traffic but the kind of traffic.

In one case, two coin laundries were located within a block of each other. One, which featured 16 dry cleaning machines, was twice the size of the other, appeared at first glance to be an ideal bulk laundry location. The marginal location, however, proved to be far better merchandised than the first.

Church Trade

For example, the owner was consistently visiting churches in the area, and offering a plan whereby for each dry cleaning load brought in by a member, at the regular rate of $2 for eight pounds, 50 cents would be deposited to the church fund—a painless way of accumulating the necessary money for picnics, new dresses in the consistory and similar expenses.

Since invariably, church members represent lots of small children, Williams put four times as many machines in this location as he contracted for in the larger laundry—and collections showed the wisdom of choosing the spot on the basis of merchandising them far more than mere size and impression.

Williams has never had the slightest reason to regret the choice and, in fact, his highly selective method of coin laundry locations has led to some of the most profitable returns in his 15 years in the field.

If a laundry is completely unattended, Williams avoids it. Unattended locations mean vandalism to machines, often teen-age parties trying to play havoc with equipment, and climbing onto machines. Therefore, the Washington operator confines his bulk machines to those locations that feature dry cleaning and laundry, simply because the presence of the dry cleaning equipment means by law that a paid attendant will be on hand during the operating day.

With so many coin laundries springing up in the Washington area, merely getting out and prospecting would be a waste of time. Instead, Williams keeps in contact with distributors of automatic laundry and dry cleaning equipment, and goes by their recommendations. Only then does he go out to the trouble to visit the location.

He may overlook a few steps in this way, but in relation to the amount of time involved in prospecting compared to net profits, he feels far better off to be guided by distributors who know exactly 54 cents less is likely to make a go of it, and which won’t.

"They even call me now with suggestions," Williams said. "A distributor wants to do everything possible to help his laundry owners show a profit, and they do not favor bulk vending machines in the process. I get along with the distributors, having referred many prospects for laundry equipment to them, and keep their knowledge of the field mutually beneficial. In this way, I have built up these 650 machines in more than 150 coin laundries, and all of them are paying a 20 per cent return.

Miller-Newmark To New Quartiers

GRAND RAPIDS, Mich.—Miller-Newmark Distributing Company is moving into plush new quarters here and will celebrate by holding an open house and simultaneously showing the 1964 Rowe AC Services line. Also shown will be the firm’s line of pool tables and games. Among factory representatives expected to attend are Mort Sore, Chicago Coin; Sol Lipkin, American Shuffleboard, and Rowe AC executives. Refreshments will be served.
DENVER—Contrary to tradition, bulk operator Frank Thorwald believes that the bulk operator should create a public image.

With 600 machines on location, stays on first-name terms with most of his location owners, and because of it, picks up a lot of valuable stops primarily because of location.

Guggenheim's Big Series

JAMAICA, L. I., N. Y.—Karl Guggenheim, Inc., this week released the Big Series, 24 assorted charms packed 1,000 to a bag. Designed for penny machines, they are available in either plastic, gold plated or half and half.

Items include boxing gloves, electric lights, clothes pins, Sabots, hearts, lighters, purses, feathers, dear, fish, kites, and many other items. Advertising labels are free with orders.

Sol Katz Warns of 5-Cent Vend

SILVER SPRING, Md.—Any bulk operator should think twice before aspiring to add such a large equipment as a drink vending machines to his route, according to Sol Katz, owner of Gmy-Mar Enterprises in this Washington suburb.

Following a 10-year bulk vending career during which time he built up a 3,500-machine route, Katz admits that he got away with it when he decided to experiment with 5-cent cup-vending machines, offering several flavors of soft drinks in paper cups.

"At first, possibilities looked good," Katz said. "I already had the equipment and the location owners were co-operative. It seemed like a highly logical addition to the string."

The Maryland operator thus invested in brand new cup vending machines, each of which was a quick building investment compared to his bulk vending equipment. Machines were installed in good, heavy-traffic locations, where every indication was for success.

Service Problems

It didn't work out that way, however. Right from the beginning, Katz ran into several problems. First, and most serious, was the matter of servicing the units, which proved much more prone to breakdowns and need for repair than he had anticipated.

Particularly bad was refrigeration, about which Katz knew nothing, and which proved of little interest to commercial refrigeration service firms. Machines were not bought from a distributor giving service.

Other problems included the fact that machines had to be serviced every day, instead of once a month, such as Katz was accustomed to with bulk vendors.

In this, it was, enough to make his bulk vending operation suffer.

Next, moving big, heavy cup vending units was an enormous task even though Katz had adequate equipment.

(Continued on page 84)
Casola Urges Surge of Publicity

CHARLESTON, W. Va. — What can operators do to improve their public image?

Quite a bit, according to Lou Casola, Music Operators of America president, speaking at a recent West Virginia Music and Vending Association convention here.

As president of the since-discontinued Coin Machine Council, public relations are of prime importance in the coin machine industry, Casola had more than two years' experience in "image building." His comments to West Virginia operators constitute a good primer in the public relations field.

Casola urged operators to publicize the existence of the MOA code of ethics by the association at its recent September convention.

"Notify the local chiefs of this code—have them see the operation in some city practice it," Casola said.

He also urged operators to distribute a fact sheet about the coin machine industry to their local newspapers.

"These can be obtained through MOA. He said the fact sheet shows that operators are "small businessmen and perform a service to their community. The sheet also discusses the entire coin machine industry to better acquaint newspapers with its makeup."

Casola said the newspapers may not use the information immediately, but they'll put it into their files. "That way, when a coin machine story does come up, the newspapers have some positive information to rely on besides all the negative material that has preceded it."

Use Decals

Casola also urged operators to place a decal on their machines showing they are MOA members and subscribe to the association's code of ethics.

What about a "local image?"

Have your servicemen dress properly and neatly—and put them in uniform. Casola said the latter has two advantages.

For one thing, some institutions have a policy of not permitting anyone into the plant without an identifying uniform. He said his own experience with Rockford (Ill.) College was a good example.

"Protect Operator"

Another point—uniforms serve to protect the operator. Casola noted that police can then stop anyone who is not in uniform from entering the operator's truck or place of business.

He noted that he had been given that advice by his own local chief of police, and estimated it had prevented considerable mishaps.

Some other Casola tips:

• Don't black out your windows—let your window be a showcase for your business.
• Hold occasional open houses. "The operator's reputation is the operator's business. Casola said he held an open house in Rockford last year and had several hundred people visit.
• Identify your trucks and keep them painted and neat.
• Keep your juke boxes on location neat and clean. Maintain a rigid schedule of maintenance to make sure your machines look attractive.
• Join local civic and service groups. Volunteer to serve on committees.
• Donate old machines to schools. This is an excellent program for a local association. Even more important, don't donate the machine unless you can service it, repair records, and keep it up for the location. An out-of-order machine provides more ill will than good. Servicing can be done by association members on a rotation basis.
• When donating a machine ask the receiving party to call the newspapers to come out and cover the ceremony. This gives better results than having the donating operator call. Newspapers will usually respond to a charitable organization.

Casola noted that "the national public relations image of our industry is the sum total of how we conduct ourselves and our business at the local level. The basic responsibility of having the best possible image for the industry rests with the local operators."

WICO'S NEW V and VL are designed primarily for the Operators of Americana conventions in Chicago, it now sells for $79.95. An extra grill conversion kit lists at $19.95, and a drum selection button blanks kit at $2.50.

Sol Katz Warnings

Continued from page 83

Sales Disappointing

Finally, sales on cup vendors were nothing like the figure which the Silver Spring operator had anticipated. Not the least of the worries which cropped up was heavy competition from long-established vending companies, equipped for swift, efficient service on vending units of any type, and through volume operation, being able to offer operators better commissions than Katz felt feasible. It isn't surprising that after a few months' experience, he gave it up—and sold his cup vending machines to his largest competitor, the giant Macke Corporation in nearby Washington, operating more than 10,000 machines throughout the nation's capital and its environs.

Tried Juke Boxes

"I've even tried juke boxes," the operator said, "but they're certainly one of the biggest in the nation with his 3,500 stops, said. "With juke boxes was nothing to write home about either.

"The upshot of these experiences was not a serious financial loss, but a realization that vending at the heavy equipment level is an entirely different, specialized operation, and one which we are not prepared for. My advice to any bulk operator is that you can earn eyes at the faster turnover and supposedly larger profit possible in drinks, confectioners and merchanise, to stay in his own back yard—he'll be better off from both a financial and a health standpoint."

First Names

Continued from page 83
Playing It Safe

HAMBURG—The most psycholog-ically "secure" coin machi-nes production employees any-where in the world are those employed by the Bergmann com-pany in Hamburg. They work in a plant under a last-war air raid shelter.

The plant employs 75 persons manufacturing pin tables and payout machines. It is typical of a large number of last-war shelters which have been con-verted to peaceful use.

Bergmann plans to shift the operation to new premises in due course under the firm's expansion program. Many German workers have come to prefer-to or to believe they prefer—working sub-terra. It is quiet—and secure.

Remote for Lyric

HUMLHORST, West Ger-
manty—German Wurlitzer Cor-
poration is offering its Lyric phonograph with a remote-con-
trol hit-tune selector. The small, chrome, remote box can be mounted on the wall, the table or on the bar. Depressing the con-trols automatically plays the hit-
tune list. Meanwhile, Deutsche Wurlitzer GmbH has strength-
ened its domestic sales net until it encompasses every major and most smaller cities in West Ger-
manty.

Lofty Locations

PARIS — France's new film phonograph, le Telephone Car-
veille, is negotiating with Air France for the trial installation of the 120 box aboard Air France airliners.

Since it is now commonplace to screen films in flight, the com-
pany contends it is only logical to perform boxes on airliners. There are frequent complaints that screening films tends to treat the passengers as a captive audience.

The Caravelle management argues that coin cinema would make for a more flexible and varied entertainment operation. The company is obviously at-
tracted by the film boxes on Air France's Caravelle airliners fly-
ing European routes.

Tax Not Justified

BINGEN—The Federal Ad-
inistrative Court (Bundesver-waltungsgerichte) has reversed a decision of the Muenster super-
or administrative court uphold-
ing the imposition of a monthly 36-mark (71.50) amusement tax by the state Legislature on all coin machines.

The federal court said the lower court had failed to establish that the tax was economically justified and could be absorbed by the operators without undue distress.

The German trade is acclaim-
ing the court's ruling as a victory for its contention that coin ma-
chines are not automatically pro-
fitable, and that tax and li-
cense levies should be based on ability to pay. Moreover, the trade is demanding that tax legis-
lation differentiate between types of machines, rather than lump-
ing phonographs, games and payout boxes for tax purposes.

Irish Payouts

DUBLIN—Nothing succeeds like success, in this case, payouts. Since the Irish government adopted a "liberal" policy of granting amusement arcade li-
censes, the Emerald Isle has enjoyed a dizzy boom in payout patronage.

The Irish government imposes very few restrictions on payout operation, aside from setting a stiff fee for licenses. The result: everybody is getting into the arcade payout act, and long-
established arcade proprietors are protesting that their exist-
ence is threatened.

They are petitioning the gov-
ernment to tighten up the is-
suance of new licenses, with the aim of stabilizing the number of arcades. As a result of the government's open-handed pol-
icy on licenses, arcades have proliferated too fast for even the enthusiastic patronage to keep pace.

BANNER SPECIALTY COMPANY

1508 Fifth Ave., Pittsburgh 19, Pa. (412) GRant 1-1373
Herbert Rosenthal

invites you to see

THE ALL-NEW
ROWE AMI TROPICANA

and listen to

THE EXCITING WORLD
OF BIG-TIME
ENTERTAINMENT
IN STEREO ROUND*

*Pat. pending

ROANOKE VENDING EXCHANGE, INC.

4930 West Broad Street, Richmond 26, Virginia (Atlantic 2-4221)

JACK G. BESS, Pres.

HARRY D. MOSELEY, Exec. Vice-Dir.

invites you to see

THE ALL-NEW
ROWE AMI TROPICANA

and listen to

THE EXCITING WORLD
OF BIG-TIME
ENTERTAINMENT
in STEREO ROUND*

*Pat. pending

IT'S A GREAT NEW MUSIC-MAKER!
IT'S AN UNBEATABLE MONE-MAKER!
• Exciting New Styling
• Versatile "Three-in-One" Programming
• Exclusive Self-Corrected Speakers
• Dramatic Personalized Location Display
• Top Album Hit Feature
• Color, Motion Salesmanship
STOP!
LOOK!
LISTEN! Rowe AMI introduces the great new Tropicana phonograph to bring you

What's a coin-operated phonograph? A jukebox? Yes. A music system? Yes, that too—but much, much more. What this brand-new Rowe AMI Tropicana does is to bring the marvelously exciting world of big-time entertainment into the room with you. In light, motion, color. And in sound—the orbital sound of Stereo Round.* And the music it plays? Whatever the tune, you'll find it's the sound of money.

smart new styling!!
Clean. Low. Slim. Dramatic. Elegant. Just look at it—and you can apply your own adjectives. The wood-grain front is handsome. The stainless steel front is sophisticated. And they are interchangeable.

room-filling stereo round*!!
All the gorgeous sound of stereo in one self-contained unit. Four speakers to bring you the violin highs, the bass lows, the low, moaning vocals, or the ceiling-lifting beat of jazz in real-life, true-to-tone sound.

*Pat. pending

versatile programming!!
Three phonographs in one. Change from 200 selections to 160 or 100; do it the other way; do it to suit the particular need of each location.

features!! features! features!
Play-inviting features like the Top Album Hit display panel. Location-pleasing features like full-width personalization display. Reliability features like a newly designed record guide. Quality features like a diamond stylus good for 50,000 plays. Versatility features like the new, silver-contact stepper that permits use with competitive wall boxes. Features that add up to the sound of money—for you.

SEE THE NEW TROPICANA NOW
SEE IT AT YOUR ROWE DISTRIBUTOR'S

ROWE AC SERVICES
18 South Michigan Avenue, Chicago 3, Illinois
THE SOUND OF MONEY !!!
GET THIS EXTRA PLAY PROMOTER ON YOUR PHONOGRAPHS NOW

RSI-WURLITZER MOSS PACK NO.7

THE BEST FROM THE ALBUMS
Selected music for a program of
PLEASURABLE LISTENING

ADULT PROGRAMMING PAYS BIG

Here's the newest five pack from LP albums. Another great contribution to adult listening. Another chance to step up your earnings through increasing your audience and multiplying play. Get new five packs offering 10 top cuts on 7-inch 33⅓ stereo records delivered to you every two weeks at one-stop rates. See your Wurlitzer Distributor or write Record Service International, 1564 Broadway, New York 36, N. Y.

WURLITZER 2700
Music's Big Money Maker

THE WURLITZER COMPANY • 107 Years of Musical Experience • NORTH TONAWANDA, N. Y.
Rowe Bows Tropicana

All the Razzle-Dazzle of a Broadway musical was present at Rowe AC Services when its latest Tropicana promotion hit the streets in Chicago last week. Skits by professional actors and music was interwoven between broadcast and street performances by company executives. Here the “actors” show off the phonograph and a new mix promotion desk. The large signs represent the “Sound of Money” theme for the unveiling.

Patrick O'Malley, president of Automatic Color Company of America, parent firm of Rowe AC Services, insisted the new Rowe AC remote speaker which function without wires is an induction principle. Jake box operators need merely “tune” in locations with a feeder line and the speaker may be moved about freely. Fred Pollock, Rowe AC sales chief, and Jack Dunaway, Rowe AC vending chief, look on.

Distributors Listened intently as Jack Harper, Rowe AC Services president, and Don McDougal, executive vice-president, outlined policy during the firm's showing of its new Tropicana phonograph in Chicago last week.

A Pair of Pretty Toppies Shown off the New Rowe-AMI Tropicana phonographs during distributor unveiling ceremonies in Chicago last week. Rowe AC Services' Fred Pollock draws laughter when he introduced them as “our own Happiness Girls, Christine and Mandy.”

Rowe AC Services had a packed house—several hundred distributors representing all 46 of its offices—and the firm unveiled its new Tropicana phonograph in Chicago last week.

MUSIC OPERATORS STEREO SERVICE (MOSS)—PRE-PACK OF 5 STEREOS 33 1/3 SINGLES AS ANNOUNCED ON OPPOSITE PAGE

Now... TOP ARTISTS... TOP SONGS... ALL LEADING LABELS

To: RSI, MOSS Division
1564 Broadway
New York, N. Y., 10036

Please send MOSS pre-packs (5 singles each) at $3.50 per pack.
My check in the amount of $ is enclosed. (Patient must accompany order)

Company Name
Address
City Zone State
Signature

*NOTE: Orders from countries outside the U. S. must be accompanied by payment in U. S. funds—and the additional postage charges for shipment will be billed to you.

MOSS RELEASE #7

ARTIST
ANDY WILLIAMS
BARBRA STREISAND
RAY CHARLES
FERRANTE & TEICHER
KENNY BALL

LABEL
Columbia
ABC-Pac
Ingraments in a Recipe
Kapp

ALBUM TITLE
The Second Barbra
Sundland Album
Holiday for Giants
The Big Ones

JUKE BOX DISTRIBUTORS

ONE-STOP

Your operators will be contacting you about the new MOSS Pre-Packs. For full details and price sheet, write immediately to RSI, MOSS Division, 1564 B’way, New York, N. Y., 10036.

OPERATORS!

Here Are the One-Stops Throughout the Nation Who Are Now MOSS Pack Suppliers:

Ed Burgess
Flash Distributors
2047 N. 17th St.
Phoenix, Ariz.

Ted Pawlar
Western One-Stop, Inc.
1461 Park Ave.
Emeryville, Calif.

G. Arland
California Music Co.
2932 W. Pico Blvd.
Los Angeles 6, Calif.

Lunenhand Record Bar, Inc.
2277 W. Pico Blvd.
Los Angeles 6, Calif.

Mountain Distributors
1630 Darmsey St.
Denver 2, Colo.

Fred Marion
Jass One-Stop, Inc.
4928 N.W. 79th Ave.
Miami, Fla.

Gallo Records
1416 E. Broadway
Tampa, Fla.

Russ Di Angelis
Music Box One-Stop
1301 West 79th St.
Chicago, Ill.

Fred Sienara
Singer One-Stop
1812 W. Chicago Ave.
Chicago, Ill.

Western Automatic Music, Inc.
4206 N. Western Ave.
Chicago 18, Ill.

E. F. Van Goon
Van Goon’s One-Stop, Inc.
1715-1717 2d Ave.
Rock Island, Ill.

Bird Music Distributors
126-126 Penner Ave.
Manhattan, N. Y.

Stan Lewis
Stan’s Record Service
728 Texas
Shreveport, La.

Milton Berson
Music Sales One-Stop
140 W. Mount Royal Ave.
Baltimore 1, Md.

Ed Odel
One-Stop Record Service
2721 Pine
St. Louis 3, Mo.

Ed Zaretsky
H. Z. Vending & Sales Co.
1205 Douglas St.
Omaha, Neb.

Ralph Scheetzman
Service One-Stop
382 Clinton Place
Newark, N. J.

Transcontinental Record Sales
959 Main St.
Buffalo, N. Y.

George F. Litzenberg
Keller Melody Sales, Inc.
904 W. Delaware
Toledo, Ohio

J. M. Novey Co.
5555 Mahoning Ave.
Youngstown, Ohio

R. J. Oberzynski
Distributors
1910-1930 W. 6th St.
Harbinburg, Pa.

James J. Gineberg
2218 Broad St.
Philadelphia 22, Pa.

Mr. Kasson
T. J. Morgan Co.
311 N. Federal St.

Mobile Record Service Co.
P.O. Box 2879
Pittsburgh 30, Pa.

Pat Cohen
Pat’s One-Stop
214 E. Marion St.
Richmond, Va.

* Each stereo single in the MOSS Pre-Pack contains the best tracks from a current top-selling LP as selected by Billboard's Program Director.

* Each record sleeve in the MOSS Pack contains 5 title strips and a miniature 4-color transparency of the original album cover for display.

* Distribution will be handled through Record Sources International (RSI)—a division of Billboard.

* Every two weeks a new MOSS Pre-Pack of 5 stereo 33 1/3 singles will be announced in these pages.
MOA Drive

Continued from page 74

this, he and Bob Blundred, MOA managing director, are taking off in mid-November and packing themselves off in Casola's car to sell the MOA story to operators personally.

The pair are calling on heads of operator associations throughout the South. The plan is to try to line up meetings in advance of their arrival.

Casola noted that a large number of coin machine associations operate with relatively little publicity throughout the South. MOA membership is generally weak in this area, he said.

If the Southern motorcade is successful, another is planned for the West — probably after the first of the year.

Casola said he hopes to obtain suggestions and ideas from prospective members and hopes to build attendance for MOA's next convention.

Germans on State-by-State Basis

Continued from page 74

German Coin Machine Operating Trade is federally organized on the basis of State associations in each of the 11 German Laender or States.

Each State association is autonomous and is represented in the central organization proportionately to membership. In German operating affairs, the State organization takes precedence normally over the national organization, unless national issues are involved.


Existence of strong regional organizations such as the German State associations gave the general German trade flexibility and resilience impossible to get from a tightly centralized trade association. This is due in part to the fact that West Germany has a federal type of political organization, which means that coin machine legislation differs from State to State save in the case of national statutes like that regulating payouts.

A prime example is the amusement tax imposed on phonograph machines with other forms of outright amusement. The German trade is waging this battle on the State level, and since legislation varies somewhat from State to State any purely national organization would lack the flexibility of the local organization in conducting such a campaign.

A comparable situation exists in the U. S., and the German trade has been following with obvious interest the plight of Illinois operators vis-a-vis the recently enacted $10 State juke box tax. A number of Illinois op- erators are now in the process of forming what will be the first active Illinois State operator association.

PIONEER SALES AND SERVICE
3110 W. Fond du Lac Avenue • Milwaukee 10, Wisconsin
Area Code (414) Hilltop 5-9340
invites you to see
THE ALL-NEW
SOUTHERN
ROWE AMI TROPICANA
and listen to
THE EXCITING WORLD
OF BIG-TIME ENTERTAINMENT
IN STEREO ROUND*

*Pat. pending

Southern Automatic Music Co. of Ind., Inc.
717 N. Capitol Avenue Indianapolis 4, Ind.
Area Code (317) MElrose 5-5571
invites you to see
THE ALL-NEW
SOUTHERN
ROWE AMI TROPICANA
and listen to
THE EXCITING WORLD
OF BIG-TIME ENTERTAINMENT
IN STEREO ROUND*

*Pat. pending

THE GAME
WITH MORE SCORE
WITH NEW WILLIAMS EXCLUSIVE FEATURES:
• NEW LAUNCHCLOCK PLAYFIELD
• NEW FOURPOUR COIN SWITCH

Operate

WILLIAMS

Big Daddy

The Game
With More Score
With New Williams Exclusive Features:
• New Launchclock Playfield
• New Fourpour Coin Switch

Operate

WILLIAMS

Only A Few Left...

Bally

Spinners

Brand new... still in the cartons. Call today!

New England Operators
Don't be in the minority who have yet to reorder.

Southland's
Speedway

More fast... get this fast mover today!

Redd Dist. Co., Inc.
126 Lincoln Street
Boston (Brighton) 35, Mass.
(617) A1-6040

Bargains

for the week

Games & Gifts

A Big Selection

Secured a Lot of Rich & Col- lating Machines in Stock!

What Do You Need?

Mfg. Direct

Midway Express (A50; $15.00)

Cotton Candy (A55; $20.00)

Sani-Wash (A51; $25.00)

Coin-Op (A56; $30.00)

All Above Excellent

Write for Information

Write or Call Us Collect.
Mile 1-3511

Central

Distributors

2315 Olive St., St. Louis 3, Mo.
Phone: Mile 1-3511; Cabin: Cent.

Say You Saw It in Billboard
Moa asks Diskery Help In Cellar Bill Battle

Strategists even discussed the possibility of forming their own record company—but only if the exemption were removed. One comment summed up feelings here: "We don't want to get into the record business, but we feel we need something to offset the expense of removing the exemption."

Arguments in favor of a juke box operator record company include: (1) Ready-made audiences of some 500,000 juke boxes, (2) Exposure generated for new artists.

An operator noted "we would again be able to build artists as we did in the old days." Run by Moa

Basically, the record company could be run by a national association—presumably Moa—and the income would offset payments Moa might have to pay for performance fees on behalf of the nation's operators to the performance agencies. The disadvantage, on the other hand, of forming a record company is obvious. Chief of these is that the record business is a very specialized field and one in which the operators have no experience.

They would have to hire trained and experienced personnel to run the record firm, and even then success would be questionable.

Previous Attempts

Looking back at history, Barney Young, a well-known juke box figure, once tried to make a business out of recording and selling discs to operators, but the venture never got off the ground.

Moa strategists frankly admit the formation of a disc company would be a desperate measure—and a real gamble—but desperate they are, and gamble they are willing if they must.

In a later interview with Billboard, Casola said that removal of the juke box exemption would ruin the juke box industry. "All marginal stops would have to be pulled," he said.

The Moa president noted that operators already pay $36 per unit (per year) on background music installations. He is afraid that operators would have to pay at least 18% on juke boxes.

Casola feels such a levy would cripple operators.

Background Music

He notes too that in background music, the operator is able to pass the performance levy on to the location. (Most locations pay the operator $3 per month.) However, juke box operators couldn't do this, he points out.

"You can't raise the juke box from dime play to 11-cent or 12-cent play. If we raise it to 15-cent play, we're going to have a drop in collections."

Commenting on the strategy meeting in West Virginia, Casola emphasized that "the main thing is we don't want to antagonize the record companies—we need their help, they have the experience. We hope they can help us work out a solution that could be acceptable to all."

Since the West Virginia meeting, Moa officials have been quietly contacting other operators to get a reaction to the proposal. If there is general agreement—and if the record companies agree to the meeting—a joint operator-record firm session could be held very shortly.

FOR SALE

OUTSTANDING VALUES!

MUSIC

(1) 200 - 130 - 1435.00
(2) AMI 210 - 309.00
(3) Seeburg L - 358.00
(4) Seeburg VR - 778.00
(5) Seeburg V200 - 179.00
(6) Seeburg 355 - 450.00
(7) Seeburg 378 - 350.00
(8) Seeburg 394 - 645.00
(9) Seeburg AS-159 - 465.00
(10) Seeburg AS-179 - 77.00
(11) BB-A - 129.50

PINBALLS

(1) C.C. Mark (SA) - 373.00
(2) C.C. Red Dot (SA) - 395.00
(3) C.C. Red Dot (SA) - 615.00
(4) United Novelties (SA) - 150.00

BASEBALLS

(1) Flipper Add-A-Ball - 170.00
(2) Flipper Add-A-Ball - 140.00
(3) Flipper Add-A-Ball - 120.00

MISCELLANEOUS

Skee-Ball - 400.00
Mead - 350.00
Mead "Dime" Bucket Ball - 100.00

Diamond Coin Machine Exchange, inc.

100 Wabash Ave, Naperville, 10, Va.

3057 W. Winchester

WW-l

IMPORTERS

SEND FOR FREE LATEST CATALOG

64 Pages—Fully Illustrated.

MONROE COIN MACHINE EXCHANGE

2423 Payne Avenue

Area Code (216) SUpperior 1-6600

invites you to see

THE ALL-NEW ROWE AMI TROPICANA

and listen to

THE EXCITING WORLD OF BIG-TIME ENTERTAINMENT IN STEREO ROUND*

MILLER-NEWMARK DISTRIBUTING

42 Fairbanks St., N.W.

Grand Rapids 2, Mich.

5743 Grand River Ave.

Detroit 8, Mich.

Area Code (313) T313 2230

invites you to see

THE ALL-NEW ROWE AMI TROPICANA

and listen to

THE EXCITING WORLD OF BIG-TIME ENTERTAINMENT IN STEREO ROUND*

*Pat. pending.
Empire Covers For Rock-Ola 5-State Area

CHICAGO — Empire Coin Machine Exchange, headed by Gil Kitt and Joe Robbins, has been named Rock-Ola distributor for Wisconsin and Upper Michigan, expanding Empire's territory into a five-State area.

Besides its Chicago headquarters, Empire now has offices in Detroit, Grand Rapids, Mich.; Marinette, Wis.; and Menominee, Mich.

Empire thus covers Michigan (including the Upper Peninsula), Indiana, Illinois, Iowa and Wisconsin. Empire also handles the following game lines: United, Williams, Midway, Fischer and Irving Kaye.

Mr. AND MRS. ALBERT CONNELL, Beech Island, S. C., look over the new Rock-Ola phonograph at a special showing held by Robinson Distributing Company in Augusta, Ga., last week. Refreshments were served throughout the day. Howard Robinson hosted the session, assisted by Jimmy Adams and Charley Hall.

MOA MOVES UP BOARD MEETING DATE TO JAN.

CHICAGO — The Music Operators of America has moved its scheduled May board meeting to just after the first of the year. Bob Bluedorn, MOA managing director, said the earlier board meeting would enable MOA to appoint a convention committee earlier, discuss a pending membership motorcade to the West (see separate story) and plan strategies leading the imminent passage of the copyright exemption repeal.

Seeburg-Hamburg Names Rosenzweig

HAMBURG — The Seeburg GmbH, Hamburg, German branch of the Seeburg organization, has appointed Hans Rosenzweig director of sales. He will handle all the music machines and the vending lines of his firm.

Rosenzweig had been the editor of the German vending magazine "Automatisch Verkaufen" for six years and has made field trips to the USA and throughout Europe. After leaving "Automatisch Verkaufen" and before joining the Seeburg organization, Rosenzweig had been director of sales with the Bechhofer GmbH, Offenbach — Main, German branch of Dynamic Vending, and general agent for Choice Vending machine makers as well as Norge coin-operated laundry and drycleaning centers.

Phonos Success In Canada Pubs

EDMONTON, Alta. — Juke boxes have proven a success in representative beer parlors throughout Alberta, according to A. D. Elliott, chairman of the Alberta Liquor Control board.

He said: "Over the past three or four months we have arranged, in co-operation with the Western Canada Music Operators' Association, to install the machines in a number of beer parlors. The experiment has been a success so far as the

(Continued on page 24)

NATIONAL IS DEALING TRUMPS TO OPERATORS IN M. ILLINOIS, INDIANA, OHIO AND WEST... STOUTLE'S NEW Single Player Card Game

Lew Joness Distributing Co.

305 West Main St. South Bend, Ind.

WANTED: Compleatly Executed Daily

Lucky 5, SA... $150

WANT TO BUY.. ELLSWORTH, FARMER, KNOX... SUNSET - ALBION - LANCERS... RED SCREW - REDY SCREW - LIBERTY BELLE - BIG CASINO - OKLAHOMA - TROPIC ISLE - COVER GIRL... Highest Prices Paid!

NATIONAL COIN MACHINE EXCHANGE

1411-13 Monroe, Chicago 11, Il.

Birmingham 1-3231

MR. MINI

GET THE FINEST QUALITY COIN MACHINE PARTS AT POPULAR PRICES

The new, small, compact minis will make your business a big success. You can't beat them for reliability or performance. They are built for maximum efficiency, minimum service, economical operation. Get the full story from your nearest coin machine parts dealer.

W. B. MUSIC COMPANY, INC.

2900 Main Street

Kansas City 8, Missouri

Invites you to see

THE ALL-NEW ROWE AMI TROPICANA

and listen to

THE EXCITING WORLD

OF BIG-TIME ENTERTAINMENT

IN STEREO ROUND* -

*Pat. pending

Mr. Coin Man

You're in business to make money.
Billboard is in business to help you.

Weekly dollars and sense information in every area of your fast-paced industry... profit ideas... current trends and forecasts... legislation affecting your operation... new machines... new products... new services... new money-making ideas.

SUBSCRIBE TODAY

BILLBOARD, 5160 Patterson Street, Cincinnati, Ohio 45514

Please enter my subscription to BILLBOARD for:

1 YEAR $15 3 YEARS $35 5 years $50

- Payment enclosed - 2 EXTRA issues for cash - Bill me later

Abase subscription rates are for Continental U. S. and Canada only.

Overseas rates on request.

10

Company:

Name:

Address:

City: Zone: State:

Type of Business:

Title:

Get tomorrow's news today.

Get it fast.

Get it often. Get Billboard.

- Order Today

<table>
<thead>
<tr>
<th>FOR SALE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Games &amp; Bowlers</td>
</tr>
<tr>
<td>Army. Sportmen</td>
</tr>
<tr>
<td>Bally Special Snooker</td>
</tr>
<tr>
<td>Bally Special Shuttle</td>
</tr>
<tr>
<td>Broad Ammo</td>
</tr>
<tr>
<td>Gottlieb Mini Amatours</td>
</tr>
<tr>
<td>Gottlieb Sorry</td>
</tr>
<tr>
<td>Gottlieb Shuffle</td>
</tr>
<tr>
<td>Gottlieb Special Shuffle</td>
</tr>
<tr>
<td>Gottlieb Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
<tr>
<td>Gottlieb Double Slot</td>
</tr>
<tr>
<td>Gottlieb Single Slot</td>
</tr>
</tbody>
</table>
| Gottlie...
Witsen Off on European Trip

PHILADELPHIA—Bill Witsen, sales manager of Scott Crosse Company, Philadelphia export company, will leave on a two-week European trip this week.

He will visit with customers in London, Milan, Frankfurt, Hamburg and Paris, and plans to sell all types of coin-operated equipment.

Witsen will also study possibilities for importing coin products manufactured in Europe.

His itinerary includes: Cumberland Hotel, London, Monday through Wednesday (14-17); Carlton Hotel, Milan, Thursday through Sunday (18-20); the Frankfurt International Hotel, Frankfurt, Sunday through Wednesday (20-24); the Atlantic Hotel, Hamburg, Wednesday and Thursday (24-25), and the Claridge Hotel, Paris, Friday through Monday (25-28).

Spanish Pin Boom

MADRID—The Spanish firm Petaco is expanding production of its new pinball to meet demands on the domestic market.

Petaco's pinball has been simplified in construction to the point where it can be serviced easily on the location and most repairs can be made there.

Petaco is continuing development of the pinball, its aim being to produce a pinball which can be entirely serviced and repaired at the site by means of a "replacement package."

Pinballs are booming in Spain, despite considerable official outright opposition and sniping. The Spanish market, however, requires a rugged machine with minimum maintenance requirements.

N. H. Firm Moves

MANCHESTER, N. H.—The Tri-State Amusement Company, shuffleboard and pool table distributor, has moved to a 40,000-square-foot building at the Amoskeag Mill Yard here. Ed Martell, Tri-State treasurer, said the larger quarters will enable the company to take on new lines.

HERMITAGE MUSIC COMPANY

469 Chestnut

Area Code (615) 244-1790

Invites you to see

THE ALL-NEW

ROWE AMI TROPICANA

and listen to

THE EXCITING WORLD OF

BIG-TIME ENTERTAINMENT IN

STEREO ROUND*

*Pat. pending

RUNYON SALES COMPANY

593 Tenth Ave. U. S. Route 22 & Fadam Road

New York, N. Y. Springfield, N. J.

306 Tolland Street East Hartford, Conn.

Invites you to see

THE ALL-NEW

ROWE AMI TROPICANA

and listen to

THE EXCITING WORLD OF

BIG-TIME ENTERTAINMENT IN

STEREO ROUND*

*Pat. pending

J. H. KEENEY & CO., INC.

2800 West 50th Street, Chicago 22, Illinois, Phone MElrose 4-5500

11.\VA

A card game is always a best seller—and Poker is always the most popular card game.
Phonos in Canada

Continued from page 92

licensing are concerned. Such installations will be approved on application of a licensee, provided they are operated under certain conditions.

Conditions includes a specified numbers of speakers so the music won't be obtrusive. Controls must be in the hands of a responsible person. It is not expected cocktail bars will apply for music machines. Most now have their own piped-in music systems.

Southern Amusement Distributing
628 Madison Avenue
Memphis 3, Tenn.

Invites you to see
THE ALL-NEW
ROWE AMI TROPICANA
and listen to
THE EXCITING WORLD
OF BIG-TIME ENTERTAINMENT
IN STEREO ROUND*

William Kissell
To SFC Board

NEW YORK — William J. Kissell has been named to the board of directors of the SFC Financial Corporation, a publicly held corporation which specializes in coin machine financing.

Kissell is credit and loan policy vice-president of the Bankers Trust Company.

DAVID ROSEN, INC.
855 North Broad St., Philadelphia 23, Pa.

Invites you to see
THE ALL-NEW
ROWE AMI TROPICANA
and listen to
THE EXCITING WORLD
OF BIG-TIME ENTERTAINMENT
in STEREO ROUND*

IT'S A GREAT NEW MUSIC-MAKER!
IT'S AN UNBEATABLE MONEY-MAKER!

- Exciting New Styling
- Versatile "Three-in-One" Programming
- Exclusive Self-Contained Speakers
- Dramatic Personalized Location Display
- Top Album Hit Feature
- Color, Motion Salesmanship

*Pat. pending
That's the deal, isn't it?—to sell the music that makes the most money. If you've picked up the idea the LP Console was made just to put Leonard Bernstein out of business, forget it. Anywhere there's room for entertainment...including the corner on and the drive-in...this is the baby everyone is going for. Sawdust floor or carpet, it's the one phonograph that can deliver all the music everyone wants today.
PHILIPS ANNOUNCEMENT AND AT YEAR, Philips director (left), reception born (nee ASCAP) Leslie (by Wally) greeted in AFN ON group Americana Buddy. Model Fred.118 PORT FRANCIS Newsmakers will DISTRIBUTE THE HE Marshall Gould. ASCAP. are two -story HONORS HAMBURG: Mercury's Sphinx in September. George was vanishing. Where George was recently recognized as the landmark, wherein his major work was unveiled. It was sponsored by ASCAP.

ON THE AIR IN HAMBURG: The Everly Brothers were interviewed for AFN Berlin radio by Marc White recently during recording session in the Telefunken Studios in Hamburg. They also played on television and guested at the Star Club.

FOURS: Buddy Greco, currently appearing at the Royal Box of the Americana Hotel, New York, demonstrates his golfing prowess for a group of devotees. Shown atop the 90-story structure are (left to right) Fred Robbins (WNED), Stan Z. Burns (WINS), Jim Leove (WHAW), seated Eva Nolan, Dick Shepard (WNIN), Wally King (WNED) and Buddy.

PHILIPS TO DISTRIBUTE MERCURY: As of the new year, Philips will distribute Mercury Records in Belgium, and at reception in London on the occasion of that announcement are Mercury's music director Olney James (left), Sarah Vaughan, and Philips managing director Leslie Gould.

RCA INTERNATIONAL REPS: At the opening reception of "Meetings in Tasmania," Eugene Davis, vice-president of RCA Victor International; Calogero Orsato, general manager RCA Italiano, and Doni Soria join in conversation. Meeting included introduction of Dynagroove awarding of prizes for family songs plus a general exposition of new catalog.

EVERYBODY GETS INTO ACT: Celebrations marking Jimmy Durante's 50th anniversary in show business were held near and far. Above, he is cuddled by hostesses at the Gaiety in New York. Later that week he was honored in Philadelphia, which included presentation of key of the city by Mayor Tate. David Reem, distributor, was host at the Philly event.

GOLD-LINED PARADISE: Cause for celebration recently at United Artists Records was presentation to Ferrante and Teicher of gold record for million-dollar sales on album "Plumes in Paradise." Collected here are (left to right) Lou Berger, national sales manager; Art Talmadge, president; Lloyd Schapiro, director of creative services; Lou Teicher, and Jay Jaffe, national promotion director. Seated is Art Ferrante.

CAPITOL'S NEW VICE-PRESIDENTS: Assuming new posts for Capitol Records are (left to right) Bob Broder, Frank Scott and Vera Gilmore. Gilmore will head the label's complete A&R staff in Hollywood, Nashville and New York.

FANS AND FRIENDS: Richard Tucker autographed a Klein's Department Store's "The Fabulous Voice of Tucker," when soprano Salma Kaye (who with Tucker) visited the Met star with her 2 daughter, Stephanie Lechinger.