**Frank B. Walker, Dean, Dies at 74**

NEW YORK — The record business lost a true friend and champion last week. Frank B. Walker, the record company's disk and disk industry executive, died of a heart attack in his sleep Tuesday (15) at his home in Little Neck, Queens, N.Y.

Often regarded as the dean of the disk industry and known on all sides simply as "Uncle Frank," Walker would have been 75 on Thursday. Tired and weary from the last, he was suddenly driven down by illness and attributed his good health to his rugged early life of hard work on his parents' farm in Fly Summit, N.Y.

Walker broke into the big band business in the '20s, made his first move into the show business area in the early '30s with his record company, and was associated with RCA Victor and娴熟, a record company, for more than 10 years.

In the case of Williams, Walker played a key role in developing the man and his talent and later became a close personal friend and adviser of the singer. For many artists, Walker, with his homespun, down-to-earth approach to life and its problems, was a sort of father confessor and it was a rare occasion when he couldn't pull out of his pocket a letter to help them through a tough spot.

FRANK WALKER
Eddy Arnold, Elvis Presley, Jon Como, Connie Francis, Ethel Waters, Marvin Rainwater and Hank Williams.

The artists with whom Walker was closely identified were among the many in the business who have benefited from his guidance and support over the years. Some include Gene Austin, Al Jolson, Paul Whiteman, Edward Peck, Clayton McMichen, Dinah Shore, Glenn Miller, David Rose, Artie Shaw, the Dorsey Brothers, Benny Goodman, Frank Sinatra, Perry Como, Roy Acuff, Eddie Cantor.

The album, to be sold for $1, contains a 100 well-known classical themes drawn from Capital's sale catalog and, indirectly, serves as a sampler for the line. The four-leaf clover appeal, issued in the fall of the year, is a musical thing that the listener cannot help but appreciate.

The package complete with blue cardboard folders, contains each section of 10 titles. Each block corresponds to a hand of 10 melodies on the disk. The listener is invited to test his musical knowledge or memory in naming each song. The accompanying check list simplifies playing the game.

Subtle Sales Pitch
Capital injects a subtle sales pitch in its check list folder with the query, "What is the key to this?" Its answer points out the fact that each of the melodies presented in fragment form will be heard on every consecutive commercial.

**See Steve Sholes In Post Vacated By Bob Yorke**

NEW YORK — Bob Yorke, RCA Victor vice-president in charge of the commercial records division, has resigned from the company. It is expected that Steve Sholes, manager of the RCA Victor's West Coast operation, will be named to take over the slot.

Yorke, who had been with the company for 16 years, stated that "It is now my desire to move to another family and live in the West Coast, and, needless to say, it is with the utmost reluctance that I leave of the company."

Yorke hopes to announce a new affiliation soon.

Sholes, former record executive, has been with RCA Victor for 24 years, during which time he has played a major role in the music industry. He is known for his exceptional success in the recording, jazz, rhythm and blues and other segments of the field.

In the past, Sholes has been the artist himself, Алексей, or whatever, and has sold $575 million worth of records.

In later years with the company, Sholes did much administrative work for the RCA Victor and the New York West Coast offices.

Yorke, who joined Victor in 1946, has been in all phases of the first major record company, being vice-president in charge of the commercial records division in 1960.

Norman Racmin, division vice-president and operations manager, stated: "Yorke's services shall be missed. During the last decade . . . he has made significant contributions to the success of the RCA Victor Records Division."

In addition to the record company's major musical talent development, Yorke played a significant role in establishing and maintaining the current position of the Recording Academy in the Broadway show and sound-track areas.

**NAB Heads Record Men**

By GIL FAGGEN

(Edited) Note See Page 4 (For story on second of NAB regional conference)

HARTFORD, Conn. — The National Association of Broadcasters' conference here Monday (14) with the intension of a panel discussion on music record matters and music programming as a part of the first of a series of eight NAB fall regional conferences.

The NAB, which plans similar panel discussions in each of the seven other cities to be visited during this month and November, had 30 minutes for discussion and the question of the hour was: "What is the future of the LP record packaged into the Statler Hilton Hotel meeting room?"

Representatives of record industry (RJA) on the panel was William Gallagher, vice-president for marketing at Columbia Records. Other panelists included Howard L. Green, owner of WOND, Pleasantville, N.J.; A. W. WENY, Elmira, N. Y.; and FM outlet, Fred Rugg, chief of CBS-owned and operated radio stations and Daniel W. Kope, owner of WAVZ, New Haven, Conn.

Rugg, whose seven CBS outlets have a strong music background, told the broadcasters that a station must have a music policy for two reasons. First, to define the character of the station and second, "to avoid penalties."
WANTED

Neil Sedaka and his
"BAD GIRL"

"Wait 'til you see my baby"

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LESLIE FOLDS; B. BOORSTEIN OPENING FIRM

NEW YORK—Leslie Distributors, one of the pioneer one-stops in the nation, was busy going out of business at press time. Stock was being liquidated and proprietor Leo Boorstein said he had no future plans to announce at the moment. The liquidation was being conducted in both the Manhattan and Long Island branches.

While all major labels have been active in the international scene, it is interesting to note the development of the independents in this area. Bobby Weiss is one of the American, based in Europe, who has made a full-time profession out of the independent international record market.

Columbia Records, whose stabilization policy has irked Goody, is known to be carefully checking and authenticating the dealings before any record is sold.

Leonard Backstage

SAM GOODY POLICY NOT SO HOT, DISKERIES SAY

NEW YORK—Sam Goody’s suggestion (Billboard, October 19) that dealers be kept to the current wholesale price by manufacturers by buying from rack jobbers who will sell product at a break-even price, even at a loss, drew a wave of warning from several key executives this week.

A major company executive pointed out that such a rack mechanism in effect to be operating legally, would mean a rise in record price available to all of his clients, lest he be in violation of the Robinson-Patman Act. "Such a move would drive him out of business," the executive pointed out.

He added: "In the event the rack dealer sold product, say at $1.90, without offering the same price to all his customers, then the buyer would also be guilty of violation of the law. These points, incidentally, were carefully spelled out at the last convention of the American Merchants Association by Earl Kintner, ARMADA counsel and Washington representative.

In his talk to the convention, Kintner warned that the Federal Trade Commission had on file many complaints regarding practices in the record business. He stated the industry needs Robinson-Patman Act help.

Meanwhile, Columbia Records, whose stabilization policy has irked Goody, is known to be carefully checking and authenticating the dealings before any record is sold.

Mills Records & Tape Fill 50th Anniversary Bash

NEW YORK—What promises to be one of the most nautique celebrations in record history is in the making, and will take place November 2 when Irving Mills, vice-president of Mills Music, marks his 50th wedding anniversary. To mark the occasion, Sidney Mills, son of Irving and Besse and general recording manager of the firm, will have his father with a collection of 400 records and tapes—all of them made by Irving during his career as a pioneer recording and publishing executive.

Sidney has been working on the collection for many months, dealing with collectors around the world, and the most famous jazz items are being set up in chronological order, listing date, artist's name, title and record number. A lot of the records are in their original sleeves.

"Naturally, some of these are very hard to find," says Sidney, and he has been sent 12 albums to guide me in finding some of the others. Irving, of course, was closely associated with many great jazz personalities, such as Louis Armstrong, and he headed up the Mills Artists Bureau which in the 1920's sold and distributed records as Duke Ellington, Hudson-De Lange, Cab Calloway and many others.

Irving Mills' New York offices in those days were the tops in glamour, and tradeshk today still remember the gold telephones.

Anchit such high life Irving left his mark on the jazz, publishing and recording world. He was a pioneer in coupling publishing and recording, and considered the thing today.

Mills is the son of Sidney Goodman sides under the name of The Modernists, and he cut all his "Whee Say!" sides featuring Goodman, Glenn Miller, Gene Krupa, Tommy Dorsey and Benny Goodman. He also recorded himself under many names, such as Mills Modern Club, and Irving Mills and His Hot Yoty Tots.

One of the biggest hits credit him with starting Swing Street when he began putting out such names as Louis Prima, and brought them into spots on 52nd Street.

He also cut sides with Bud Colkins' ok, with Buddy Clark as vocalist and countless others. After his Hot Yoty Tots Boys—the other being Tommy Dorsey, and the band that played over WMCA, Jimmy playing piano to Irving's smart lead vocal.

Among other activities, Irving co-founded the "Songwriters' Club" shows for many years. Mr. and Mrs. Irving Mills for years have resided in Beverly Hills. The November 2 event will unite all of the family—which includes 5 boys, 2 girls and 16 grandchildren.
Minny Conference Tackles Problems

MINNEAPOLIS — A frank exchange of views on the mutual problems facing broadcasters was the theme of the record industry occurred here Thursday (17) at the second annual Minnesota Broadcasting Conference, sponsored by the National Association of Broadcasters.

The session, moderated by John Monel, included a four-panel discussion, focusing on the impact of technology on broadcasting. The panelists were Robert A. Benston, director of Audio-Visual Programming, Don French, program director of KDWB, Minneapolis; Larry Bernstein, managing editor of WLOL, Minneapolis, and Robert B. King, from WSOY, Decatur, Ill.

Discussion ranged over such topics as meetings with record promotion men, how stations select disks for airing and attitudes of broadcasters toward record people and vice versa.

Franke, who was a station is a part of the Crowell-Collier group, said all C-C jockeys are

Chess Gets Dick LaPalm

CHICAGO — Dick LaPalm, former promotion chief for National Barn Dance and for Triumph Records in New York, has been named national publicity and promotions director for Chess Records, whose stable of labels includes Wolf, Chess, Aragon, Marquee and Delmark.

Before joining KG, LaPalm was a local public relations and promotion men handling such activities as concerts for Henry, Bennett, Cole and Tony Martin. He'll reside in Chicago.

LIGHTS STILL ON AS MUSICIANS SAY OKAY

NEW YORK — Broadway theater marathons continued to be born bright last week when pit band members of Local 802 American Federation of Musicians ratified the settlements agreed upon by union officials and theater management. The vote was taken at the New York Theater the previous Friday (11).

The four-year, three-year settlement averted a strike that would have blacked out 31 Broadway musicals. It was ratified 238 to 19 and the musicians won a $12 raise over three years. They had been locked out for the same period. The League had offered $10.

The union won points in all categories. Musicians also won an overtime minimum of 500 points and 400 points left. Funds for this are to be drawn from the union's 5 percent tax city tax granted by Mayor Robert P. Wagner two years ago.

LATE SINGLE SPOTLIGHTS

Pop

THE SINGING NUN

DOMINIQUE (General, ASCAP) (2:53)—Another import that is already getting strong jockey action around the country. Secur Sourie is her name, she is Belgian, and this is a beautiful folk-styled side sung in her native language in multi-tracks and with a lovely soft sound. The flip is "Entre Les Etroits (Among the Stars)" (Editions-Tutti, BIEP) (3:13).

THE JAYNETTES

KEEP AN EYE HER (Winsy, BMI) (2:40)—The Jaynettes swing with the following-up to "Sally, Go Round the Roses" here with another solid single. They have the same kind of country pickers that go the big route. The flip is an instrumental version of the same tune (Winsy, BMI) (2:40).

GARNET MIMMS AND THE ENCHANTERS

BABY DON'T YOU WEEP (Edenton-Mellin, BMI) (3:22) — For youngsters, this one's a winner. ASK a few kids and see what they think of Garnet's exciting gospel-type group have had a smash with "Cry Baby" and here's a new one ("Baby Don't You Weep") patterned strongly on the original. It has the sound. The flip is just as smartly done, in a slow ballad framework. It could also happen.

United Artists 658

Minny Conference Tackles Problems

Minny Conference Tackles Problems

DOMESTIC TAKES OVER

Bendiksen Sparks Trend for Local Norway Product

By ESPEN ERIKSEN

Oсло — The Norwegian platter market, usually very dependent on imports, has been dominated by domestic products since the beginning of the year. The trend started when Trista artist Arne

A.S. Bennett Announces Big Plans

LONDON — When he announced his re-association of Liberty at a reception at Lon- don's Savoy Hotel (10), Alvin S. Bennett also revealed extensive plans for the company's domestic expansion in Europe as well as the U.S. He spoke of theatrical and television programs in which he has been planning, and he was interested in activity on both continents.

Bennett said Liberty would continue to work closely with EMI, its parent company. He also included Palto among the companies he was discussing future plans with, and he planned to visit the company's offices in London and New York to discuss the plans with the management.

Cameo-Parkway Names Schwartz

NEW YORK — Red Schwartz, who recently ceased Eddy Jay Rec- orders, has been named national promotional manager for Cameo-Parkway, effective at once. He will handle both record staff and distributor promotion men in connection with the group's national promotion.

Cameo, headquartered in Philadelphia, opened an office in New York, National Sales Manager Herman Kaplan said. The office will be run for him by Ed Garrent, East Coast sales manager, and Vintage and Bell records sales manager.

NEWS REVIEW

Wonderland, Ah, Wonderland

Wonderland (division of Riviera/111) has brought out a varied menu of product, all under the general heading of "educational" as its latest contribution to the kiddie field. For those (New, 1484, $2.98) fall into the "Introduction to the Masters" series, part of the Parents' Magazine Music Appreciation Library.

In this case, the scripting of Joseph Macht is expertly in terms of child appeal handled by Norman S. 131 (no additional sound) and the life stories of Robert Schuman, Joseph Haydn, J. S. Bach and Claudia Gutknecht. Floating behind the story of each is a full orchestral treatment of a broad sampling of the particular composer's works. There are few direct references to the works themselves but the chil-

gren get a feel of the music nonetheless.

In other educational entries, the recent series to Latin America (with Tom Gasser) (W 1492); in 1949; and 1953, which will be released in Spanish and Brazil (1949) by Benny Berlin and Spain; and Benny with Christoper Warehans (1948) (both in co-operation with Smash Records) is now in production. There's the life of Henry Ford, told and sung by Vocie Corey (1949), and there's the story of "Children's Christmas," by Tosil Aaron "A Child's Inferno," of all ages. The latter, the Henry Ford and Going-to- School program, is one of the most noteworthy. The entire series (compilers, inventors, trips, etc.) are done with especially notable and satisfying covers.

REN CREVATT

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LYRICS BY IRA GERSHWIN
OL 5990/OS 2390*

MEREDITH WILLSON'S
HERE'S LOVE
The New Musical
KOL 6000/KOS 2400*

SPOON RIVER ANTHOLOGY
OL 6010/OS 2410*

And Masterworks...

BACH: THE SIX PARTITAS
GLENN GOULD
M3L 293/M3S 693*

YOU HARVEST THE HITS
ON COLUMBIA RECORDS

*Stereo
Lots of Smoke, No Fire
In Chi Distrib Picture

By NICK BIRD

(Editors' Note: This is the first of a series on the distribution picture in key market areas, with references to such aspects as distribution, 2) diversification, etc., rack jobbing, etc. 1) Number of times carried - does not indicate.)

CHICAGO — A little more than a year ago, Lenny Garmita rocked the trade by setting up large rack jobbing and leasing department store operations in addition to his already sizable distributing organization. With only distributors at various A R M A D A meetings spoke repeatedly of going into this type of diversification to survive, it appeared just a matter of time before most of the major distributors in the Chicago area would do just that.

To date, however, the moves haven't materialized. This is not to say there haven't been overtures—in fact, often a great deal of smoke. Just no fires.

Virtually every major one-stop, independent distributorship and rack-jobbing organization has been approached indirectly or indirectly about possible mergers—but again, the actual moves have never taken place.

Meanwhile, the two Garmita firms—Pioneer with its leased departments in discount houses and U.S. one-stop, which is retrenched by cutting back their territories. What were essentially national operations have become primarily regional ones.

Just Caution

All this doesn't mean the distributors have closed the door to mergers. It's just that they're cautious. Very cautious.

A spot check of major independent organizations last week—and in total there are around 10—revealed that the firms are very much aware of marketing changes in the industry. It's just exactly which direction the changes are going to take that they're not sure. Until they find out they're not out to take a lot of wild chances.

None of the distributors checked by Billboard is interested in expanding territories. Most feel—and several have found out the hard way—that a local distributor, with his sales and promotion force well entrenched, can do the job better.

Also, none is too eager about taking on other non-record products. Several have experimented with such items as subcriptions, phonograph records, but the romance has been short-lived.

An independent distributor with a past history of success told us that if "the right accessory or electronic line comes along—we'd invest. But we feel it (the product) has a good chance and is a meaningful product to us—not just something for the sake of diversification.

About New Lines

How about new lines? That's another question.

With a number of years, the number of independent distributors in the city has decreased. This has meant necessity that fewer distributors are handling more lines.

Consensus, however, is that the trade has gone out of the market and with the exception of a very few, the number of distributors in the city has decreased. This has meant necessity that fewer distributors are handling more lines.

Victor Plans
Two Tracks For Mancini

HOLLYWOOD — RCA Victor is preparing two Henry Mancini sound-track LP's for block-buster films booked into New York's Radio City Music Hall.

Project, under the supervision of A.M. producer Joe Reisman, centers around the comedies "Charade" and "Pink Panther" booked during Christmas and Easter holidays, respectively. "Charade" stars Cary Grant and Audrey Hepburn; "Panther," Peter Sellers.

Reisman recently returned from New York after cutting label's new instrumental group, the Page 7, at Basin Street East. He's also just completed the "Pink Panther" second single, due for an early November release and is preparing a single session for Mike Landon, "Little Joe," of the "Bonanza" TV series.

Jazzman
Jack Crystal Dies

NEW YORK—Death claimed acclaimed jazzman this week when Jack Crystal, longtime jazz promoter and record man, died Tuesday night (15). He was 54.

Crystal, who was 54, had most recently been promoted for the second time in jazz history at the Central Plaza Hotel in Manhattan.

Mostly known as the operator of the Commodore Record Shop, a hot spot for many jazz fans in the past, which has been out of existence more than five years.

Crystal was also remembered as one of the producers, with Milton Goldman, of the independent jazz label that featured such stars as Eddie Condon, Jack Teagarden, Joe Venuti and Lester Young. Crystal is survived by his wife, Myra, three sons, Joel, Richard and Bill, his mother Mrs. Sophie Crystal, a brother, Bernard, and sister, Mrs. Sophie Gluckman.

Crystal, who was a regular on the radio shows and television programs of the '30s and '40s, was aabile to play the piano with the best of them.

He is also remembered as one of the original producers of "The Sound of Music," which was featured on the radio show of the '30s and '40s.

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Chi Firms
In Merger

CHICAGO—Jimmy Martin, long-time distributor here, is combining his two firms, Jimmy H. Martin and Company and Music Distributors managed by Jack Solinger—under one roof.

Both firms will now operate out of the same quarters. All personnel and lines will remain the same.

Martin said he hopes to cut overhead and administrative costs by the move. The two Martin distributing houses handle some one hundred of the city's top lines.

Decca Managers
Meet in N. Y.

NEW YORK—Decca branch and division managers went into two regional meetings last week, Sydney Goldberg, the label's vice-president in charge of national sales, and a home office delegation conducted the conference in Chicago last week and in Chicago, Thursday (19), to acquaint the managers with the firm's new product for November and to fill them in on details and promotions on the new merchandise.

Frank Walker
Dies at Age 74

WASHINGTON—Frank Walker, one of the pioneer roasters of the South seeking out new talent. He was one of the earliest to employ the portable recording technique for country and western music. He formed a group of "race" artists in hotels, garages, whatever, the opportunity could be set up. He made some of the early Moran and Reck recordings, and they were in demonstrations put on in empty stores using a wind-up phonograph.

During his tenure as head of the Decca Western operation, he was a vice-president of the parent company. He also helped establish the Canadian firm, Quality Records, Inc., now partially owned by MGM, Inc. During World War II, at the request of President Roosevelt, Walker organized the recording industry for the war effort and established the V-

Frank Walker was also remembered with having been a major force in developing country and western music.
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**EDITORIAL**

**The Tie-Up Is Right**

An important step toward a more fruitful relationship between the record and radio industries occurred Monday (14) in Hartford, Conn., when Bill Gallagher, Columbia Records' marketing vice-president, met with R.I.A.A. president to discuss industry problems (see separate story). Gallagher, who appeared as the representative of the Record Industry Association of America, urged upon the broadcasters the necessity for a closer liaison between two industries which are so heavily dependent upon one another.

Although there was much talk and enlightenment, Gallagher had some difficult questions from the broadcasters—having to do with the latter's jaundiced view of record promotion men. The radio-industry problem is obtaining sufficient air time for new artists and new songs; and he spelled out the significance of this to the Columbia representative. Gallagher urged the broadcasters to be vocal about their music programming problems in order that the R.I.A.A. might help solve them.

The meeting itself was not the beginning of the end of the problem. It is merely the beginning. It is not secret that radio management's view of the record industry is a somewhat critical one. Similarly, it is not true that record people often take a dim view of the broadcasters.

Each one's view of the other is distorted and results from lack of knowledge and ignorance. The irony, of course, is that each needs the other. Records helped rescue radio from the doldrums years ago—when the stations had neither the funds, nor the needed names, nor the name programming. Similarly, record manufacturers found in radio the supreme exposure medium.

Each industry can best advance by talking out its problems and embarking upon an era of cooperation and understanding. This is the approach recommended by the R.I.A.A. and the NAB for initiating an interchange of ideas. If pursued with understanding, this interchange would prove very beneficial to both the radio industry and the consumer—upon whose good will and interest both industries depend.

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**Mercury Has Best 30 Days Ever**

*Continued from page 3*

Pipes Three, Ray Stevens, Diana Ross & the Supremes, and the single, "Big Three" was recorded by Barry White. The sales, which were increased by a more refined product line, for instance, allowed the debts were difficult to collect unless the distributorship was able to keep getting the hits the accounts needed. The distributorship finally ran out of money and the retail dealers stepped in to salvage what they could.

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**Capital Test: Middle Music With Game LP**

*Continued from page 1*

The label that stability will necessarily be accompanied by more salinity in sales. Another point bearers mention—and in faith, no discussion of distributor activity is complete without it—financing. Most of the opinion that the record business will continue to grow, but they don't believe in the radial, mush-rooming, wild growth of a few years ago. The idea that stability will necessarily be accompanied by more salinity in sales.

A good current example is James H. Mattix, who is moving to combine his two distribution companies, catalog, and Company, and Music Distributor—under one roof, and thereby save some $30,000 per year by centralizing his operations.

Another example is Summit Distributing, which recently purchased a number of the smaller dealers and the entire warehouse at wholesale prices. The company would handle all lines (as much as is done by news and music/other) and would be responsible for a territory.

Which direction the business takes from here is dependent upon various factors, but it is a fact that the distribution of records will no longer be jumping about into anything.

Many feel price stabilization is an age that any form of organized growth—that is, growth accompanied by an organized distribution pattern. Thus they expect such large distributors as Columbia, Warner Bros., MCA, Mercury and ABC-Paramount moving to increase their factory-owned distributors as an indication of the labels' desire for stability, control and the proper and a corresponding confidence in the sales.

SalesSanity

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Which direction the business takes from here is dependent upon various factors, but it is a fact that the distribution of records will no longer be jumping about into anything.

Many feel price stabilization is an age that any form of organized growth—that is, growth accompanied by an organized distribution pattern. Thus they expect such large distributors as Columbia, Warner Bros., MCA, Mercury and ABC-Paramount moving to increase their factory-owned distributors as an indication of the labels' desire for stability, control and the proper and a corresponding confidence in the sales.

SalesSanity

One point bearers mention—and in faith, no discussion of distributor activity is complete without it—financing. Most of the opinion that the record business will continue to grow, but they don't believe in the radial, mush-rooming, wild growth of a few years ago. The idea that stability will necessarily be accompanied by more salinity in sales.

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Now! A TOTALLY NEW COUNTRY & WESTERN LINE AT VOLUME SELLING PRICES

CUMBERLAND RECORDS

* All newly recorded in Nashville
* All top quality vinyl pressings
* All album jackets in full color
* All albums skin wrapped

FREE DISPLAY RACK
Your Smash distributor will see that you get this attractive sales tool

BUY NOW! Take advantage of a fantastic Initial Order Deal!

PRODUCT OF SMASH DIVISION, MERCURY RECORD CORPORATION

www.americanradiohistory.com
Do your Christmas with the brightest

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

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


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

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

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

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

Another Mancini winner! Music from the new hit movie scored and arranged by Henry Mancini. LPM/LSP-2755.

Win beautiful 'Linde' Star jewelry set in big exciting window display contest!
stocking early...
stars on RCA VICTOR

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

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

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

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

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

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

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

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


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

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

Ask your distributor for details of this Christmas promotion. Stock up now!
**NEW WHEEL IN TOWN**

NEW YORK — A new jazz society was officially brought into being last week when a group of founders and future members voted the Jazz Action Movement (JAM) into existence. The organization is dedicated to research into and improvement of conditions for jazz musicians with emphasis on social, spiritual and psychological factors. This meeting also resulted in a decision on a sliding scale of dues and an outline for future action in the areas of union relations; an investigation of employment possibilities for jazz musicians and discrimination in the various areas of the music industry.

Yearly dues on a sliding scale start at $5, $10, $15 and $20 with sponsors and patrons naming their own amounts in excess of these figures. New members are being sought and information on how to join can be had from any of the original founding group which includes Father Anthony O'Conner and Stanley D'Annio.

**ARTISTS’ BIOGRAPHIES**

**LOIS INDIOS TABAJARAS**

**NAMES:** Natalicio and Antonio Tabajaras.

**BORN:** Ceará, Brazil.

**BIOGRAPHY:** Lois is a well-known vocalist in the Northeastern Brazil, known for her powerful voice and captivating stage presence. She is often seen performing in intimate settings, showcasing her rich vocal abilities and engaging her audience with her dynamic performances.

**TALENT ON TOUR**

(Top record talent in top record towns this week)

**EAST**

Carnegie Hall holds promise of some exciting musical activity this week with the 35-year-old Steve Lipkin, the young and promising singer-songwriter. The April 17 Carnegie Hall concert will feature Tyree Glenn and Harold Queen from April 17 through November 2, 1963. Can- diente's David Troy is on stage for two more weeks, followed by the Cellar Door, Washington, D.C. Also in Carnegie Hall will be Bob Carter, Mora, at the Shadworth, November 2, 1963.

**MIDWEST**

Anita O'Day headline Le Bistro in the last two months. She's in her element and the music is hot. This week features Earline Casin in Cleveland and a few others. The week ends on a high note with the week's best in all jazz, Oscar Peterson, at the Egg's Clam Shell in Chicago.

**PRAIRIE VIEW**

The University of Minnesota presents a unique and exciting program of music this week. The program features the renowned Conductor Leonard Bernstein and the New York Philharmonic Orchestra. The concert will take place on April 17 at 8 p.m. in the newly renovated Holloway Hall.

**SOUTHWEST**

Los Angeles Music Festival presents a selection of music from around the world. The festival features a variety of musical styles, including classical, jazz, and world music. The festival runs from April 17 through April 21 and will be held at the Los Angeles Music Center.

**WALSH**

The Philadelphia Orchestra presents a special concert this week featuring the renowned conductor George Szell. The concert includes works by Beethoven and Mozart and will be held at the Academy of Music on April 17.

**COPRIGHTED MATERIAL**
Remember "SURFIN' USA" b/w "SHUT DOWN"
and "SURFER GIRL" b/w "LITTLE DEUCE COUPE"?

Well, here's another two-sided smash by

THE BEACH BOYS

BE TRUE TO YOUR SCHOOL

b/w

IN MY ROOM
CMA Banquet, Ball Looms As SellOut

NASHVILLE—The Country Music Association’s 50th annual banquet and dance, featuring some of the biggest names in the country music field, is in plush banquet and after-dinner dancing at the Executive and Broszo Valleys Boys, this year being moved temporarily to the Auditorium in order to make room for the annual award ceremony that is turned away in past years. The affair is a regular sellout.

Among depositors this year’s event, to be held Friday, November 1, were handled by a committee chaired by Jim McConnell, chief of the Aeutf-Rose Audio Promotion, with Bill Denny, general manager of Cedarwood Publishing Company, and New York RCA Victor exec, Ben Rosner. This year’s show, which will be headlined by Dusty, Eddy Arnold, Flatt and Scruggs, Leroy Van Dyke, Jean Shepard, the Maddox Brothers & Bill & K. Thompson and band.

Tickets for the affair are $10, and the show will be emceed by Mrs. Jo Walker reports early sales.

CMA’s dinner-dance will top a week of heavy International Country Music Week activity, including the organization’s annual membership meeting and election of directors. The first annual Connie B. Gay President’s Award will be presented at the banquet to an outstanding CMA member (not an officer or director) by Gay, who is the founding president. A premiere showing of the film, “Gonna Dance Country Music on Broadway,” shot here last summer, will be a part of the show during the WSM birthday celebrations, October 31-November 2.

Phoenix Station Goes to C&W.

PHOENIX, Ariz.—KGRS, in changing its call letters to KZON, has amended its program schedule to devote the afternoons to four hours daily of country and western music. C&W deejay Les Pyle and KGRS manager John Morgan also have the large ten-year contract as the morning hosts. "The Phoenix is a great station," said Morgan, "and it’s a great city."

KRAK Celebrates Ann With Country Layout

SACRAMENTO—Station KRAK, here, has rearranged its first year of broadcasting country music on Northern California last week with its fifth country music spectacular at Memorial Auditorium.

More than 3,500 people witnessed the show emceed by KRAK’s Dick Hay. Marry Roberts, youngsters of pancreatic cancer campaign, with Sheb Wooley, Bobby Bare, Mac Wiseman, Marion Worth and the Collins Kids. For the show, a $5,000-wafer, is scheduling country music shows since the start of 1963, and to date has amassed a total attendance in excess of 30,000.

In the hottest records on the charts at WCMC, Norfolk, Va., these days, according to Cassia Charlie, the Swinging Cat in Richmond, are Buck Owens’ "Love’s Gonna Live Here"; Wanda Jackson’s "Memory Mountain" and Roy Orbison’s "Big Word," by Marvin McCullough, Don Dail, A. L., Jim Belk, "Thank-Fick Pete" and Dave Dudley’s "Cowboy Boogie." At smaller WEND, Ebensburg, Pa., send out an XOS for country records... "Country Music" operations manager at WTVR, White River Junction, Vt., says, "Your mention of my name and needs has helped, but I still drastically need a C&W station. The library just isn’t building as fast as I’d like. Still lack of the Top 30. I’m still guaranteeing air play on each and every release send me."

Krause of WKSR, Puck, Tenn., and Bill Moore of WEN in Ashville, are new staf-ffers at WKRM. Columbus, Tenn., replacing Bill Stewart and Victor Pong, who have moved to the brand-new WKRM stereo station, WPEF, in Waver-ly, Tenn... Doug Brunner has joined WRLH, 1,000-wafer at Holly Hill, S. C., where he functions as program director and Announcer, 4 to 9 a.m. and noon till 3 p.m. slot. Also serving as deejays at WRLH are Tony Glenn and E. Rickenbacker. Doug reports excellent reception to Buck Owens’ latest single, "Love’s Gonna Live Here..."

One of the first to switch to all-country is Station KVOA, Billings, Mont. Records should be mailed to Gary Todd, KPEG, also all country, Spok-e-nake. 

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**TEENAGE LETTER**

Jerry Lee Lewis

*Seasons of My Heart* Sun 238a

Jerry Lee Lewis with Linda Gail Lewis

Sun Records 409 Madison Memphis, Tenn.

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Not Since “Raining in My Heart” Has Slim Had One Like This!

**I LOVE THE LIFE I’M LIVING**

SLIM HARPO

Excello 2239

---

WILLIAM DANCY

BILLY SNAPP

FRANK BLake

GRANDIOSE

McDONOUGH

HILL

JOE HARRISON

KEVIN LANE

JIMMY RAY

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HE'S NEW
HE'S YOUNG
HE'S VERY TALENTED
HIS NAME IS JERRY COLE
& HIS FIRST CAPITOL SINGLE IS
MIDNIGHT MARY
#5056
10 BLAZING NEW SINGLES BREAKING BIG ALL OVER!

MGM RECOREDS

IS RED HOT—AND SO IS

Connie Francis
YOUR OTHER LOVE K13176

Richard Chamberlain
BLUE GUITAR K13170

Ginny Arnell
DUMB HEAD K13177

Johnny Tillotson
TALK BACK TREMBLING LIPS K13181

George Hamilton
DON'T ENVY ME K13178

Bobby Hendricks
LOVE IN MY HEART K13179

Jimmy Smith
ANY NUMBER CAN WIN VK10299

Kai Winding
THE LONELY ONE VK10301

Jobim
THE GIRL FROM IPANEMA VK10303

Ella Fitzgerald/Count Basie
SHINY STOCKINGS VK10305

THE HOT ONES...
FROM MGM/VERVE!

MGM Records and Verve Records are divisions of Metro-Goldwyn-Mayer, Inc.
MGM'S SIZZLER!

JOHNNY TILLOTSON

TALK BACK TREMBLING LIPS

C/W ANOTHER YOU

K13181

142,300 SHIPPED IN FOUR DAYS!

RAVE REVIEWS!

TOP AIR PLAY!

SHIPPING NOW IN EYE-CATCHING, FOUR-COLOR SLEEVE!
New York's 5,000-watt r.&b. outlet, WWRL, has been purchased by the Sonderling chain. Programming will remain unchanged. Price was in excess of $2,600,000 and is subject to FCC approval. Sonderling also owns WOFA-AM-FM, Chicago; WDIV, Memphis; KDIA, Oakland, Calif., and KFOX, Long Beach, Calif. Billie Jean Brown, of Detroit's Tamla-Motown group, became Mrs. David Stoudmyre recently. She plans to continue her record career.

Chuck Smith and the Presidents have been signed by Tower.

ERASTUS recently.

The group appears at the El Morocco Club in suburban Chic-

ago... Chicagoan Jim Lounsbury is getting action on the

Chimp, new dance done by Tower recording artists, the

Galaxies.

Ewart Ahrens' Dort Records is national distributor for Gene

Chandler's "It's No Good for

Me," on Constellation. First re-

lease by Chandler not on Vee

Jaye... Johnny Prince, of

WBQ, Augusta, Ga., says he's

looking for new copies of r.&b.

and pop records. Local promo

men please heed... Columbia's

Adrienne Hyman will wed Larry

Lasker here December 29.

Billy Butler and the Four En-

chancers (the Jer's Jerry Butler's

brother) are being recorded on

Okeh by Carl Davis... Four

Chicago boys are getting action

on their version of "Dawn" on the

Dee Dee Deed label (division of

BOSS featuring the David

Rockingham trio and Raymond

Perkins. Perkins is in Evanston,

Ill.; Rockingham from Wasike-

gan, Ill.; Chante Hamilton is

rocked for all Regional Church.

Dawn

DAVID ROCKINGHAM TRIO

Jodie V13

Nationally distributed thru

JAT-GIE RECORD CO., INC.

318 W. 48 St., N.Y., N.Y. 26, W.

Coast to Coast Smash

Headed for #1

"I'M LEAVING IT UP TO YOU"

DALE & GRACE

Don't Miss Boots Till's

"RUN ALONG" b/w "I'M DREAMING ON THE PILLOW"

Capa 116

95% Excellent DJ Ratings. D.J.'s Write:

Capa Records, 803-R Government St., Mobile, Alabama

PICKWICK ACQUIRES

NEW YORK — Pickwick

International has purchased

the Weiss and Barry Music catalog,

according to Cy Leslie.

Said the company president,

"This move marks a further step in

the company's distribution

program. Purchase was strictly

cash deal.

Leslie added that a number of

other firms are also being

examined with a view toward

acquisition at a later time.

Epic Signs Kalen

NEW YORK—Frankie Kalen

has been signed to an exclusive contract by Epic Records. Bob

Morgan, executive producer,

said the young changer's first

single, "Here's Where Make Be-

lieve Ends," and "That's What

Girls Are Wearing This Year,

will be out this week. A&R

producer Bobby Gregg cut the

session.

BIG AS I CAN DREAM

c/w Donna, Donna

KRIS JENSEN

HICKORY 1224

HOT R&B SINGLES

Randy Profit and Carol

Chimpanzee on a Budlern

performance in Chicago's Bud-

执行 recently, Jim Ross,

Whee, and Big Joy, of WOPA,

emsembled the evening.

from Chicago and Bobby Rob-

inson from Evanston.

Doo Downey at KJR, Seattle,

is starting off a heap of "fly

jokes," his answer to the

elephant-joke craze: Why do

flies wear leathers? The flies

bought all the sneakers. Why
do flies have wings? To carry

the elephants from tree-top to
treetop. If there are two flies in

the kitchen, which one is the

cowboy? The one on the noise.

Downey claims he asked Inten-

cers to send in others and got

312 responses, of which only 16

were usable... William H. Levy

is personal manager for Jimmy

Petersen.

UA Buys Lyle

And Catalog

NEW YORK—United Artists

Music Company has purchased

Lyle Music and its entire cata-

log, according to Murray

Dreith, UA general manager.

The Lyle catalog in-

cludes "Roses Are Red," "Happy

Go Lucky Me," "Johnny Will" and

many other songs.

Paul Evans, co-writer on many

Lyle songs, has been named an

exclusive writer pact by UA,

Deitch stated that additional

acquisitions were in the process

of negotiation, in line with UA's

expansion plans.

Smash Taps Dennis

For Coast Role

CHICAGO — Lou Dennis,

veteran East Coast promotion

man, has been named West

Coast regional man for Smash

Records. Dennis, whose home

is in Hartford, will headquarter

in Los Angeles.

Dennis was one-time Mer-

cury promotion man in the Hart-

ford area, and more recently

was promotion man for Sea-

board Distributors, East Har-

ford, who handles all of the New

England disk jockey.

Dennis replaces Jay Swint, who

recently launched his in-

dependent promotion firm in

Seattle.

282 - 512 - 9211

Montel =921

Don't Miss Boots Till's

"RUN ALONG" b/w "I'M DREAMING ON THE PILLOW"

Capa 116

95% Excellent DJ Ratings. D.J.'s Write:

Capa Records, 803-R Government St., Mobile, Alabama

Toll Free:

948 - 3250

787 - 8361

J/V

SMASH

JAMES' DAVINA'S

BLUE MONDAY

DUKE 368

Breaking-Breaking-Breaking!

JAMES DAVIN'S

BLUE MONDAY

DUKE 368

FEATHERS' NEW FIND

LITTLE FRANKIE LEE

WITH FULL TIME LOVER

PEACOCK 1259

DUKE & PEACOCK RECORDS, INC.

3205 BRASSTUS STREET

HOUSTON 26, TEXAS

8-3-6611

They've been

a

hit for

years... the

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The
EVERYBODY comes up a winner

with this sensational new national breakout single by

TOMMY ROE

Remember...

EVERYBODY's cashing in on EVERYBODY, so don't miss out. Stock up on this Natural winner now!
### Best Selling Singles

| #16487   | SUGAR SHACK ........................................ | Jimmy Gilmer & The Fireballs |
| #16507   | CUANDO CALIENTA EL SOL ................................ | Steve Allen |
| #16530   | WONDERFUL SUMMER ..................................... | Robin Ward |
| #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 Surfaris |
| #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 | SUGAR SHACK • BILLY VAUGHN & THE FIREBALLS | WIPE OUT • THE SURFARIS | SCARLETT OHARA • LAWRENCE WELK |

| 1962's GREATEST HITS BILLY VAUGHN | LAWRENCE WELK \*NEW* | 1963's EARLY HITS LAWRENCE WELK | HONEYCOMB & KISSES SWEETER THAN WINE | GRAVY WALTZ • STEVE ALLEN |

| MYRON FLOREN POLKAS | RAGTIME GAL • JO ANN CASTLE | LAWRENCE WELK PRESENTS GREATEST ORGAN HITS | THE MILLS BROS. GREAT HITS | PAT'S GREAT HITS • PAT BOONE |

### New Singles Releases

| #16534   | OUR TENDER LOVE / LOVE TRUE LOVE ............................ | PETER PALMER |
| #16535   | DIAMOND IN THE SKY / BLACKOUT .................................. | THE FABULOUS CHANCELLORS |
| #16536   | THE BALLAD OF SHADOW MOUNTAIN / DESERT FLOWER .............. | VAUGHN MONROE |
| #16537   | ROUGH SURFIN' / MANSION ON THE HILL .......................... | THE TARRYTONS |
| #16538   | RUMBLE IN THE NIGHT / ONCE IN A WHILE ......................... | MIKE MINOR |
| #16540   | COLD AND FROSTY MORNING / TRUE LOVE WAS BORN ............... | THE SHERWOODS |
| #16541   | MOMMIE'S LITTLE BABY / PRETTY LITTLE DUTCH GIRL ............ | THE JACKSON JILLS |
INENAGIUGEN
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A WINNER FOR KRIS!

"BIG AS I CAN DREAM"

c/w DONNA, DONNA

Kris Jensen

Hickory 1224
AN EXPLOSION IN POP SOUND!
AN EXPLOSION IN POP SALES!

the page 7
impact music

LPM/LSP-2734
RCA VICTOR
The most trusted name in sound
ALBUM REVIEWS

POP SPOTLIGHT

**THE VERY BEST OF CONNIE FRANCIS**
- Connie's 18 Bigger Hits: APLA 4 4147 (M) / SM 4147 (S)
- Here's a great collection of Connie's biggest hits, all from the 60s. Her collection of adult hits, including "Who's Sorry Now," "Person to Person," "My Prayer," and "Dinah," is one of the most comprehensive in its category.

**THE SURFARI S PLAY**
- Dennis DL 4470 (M) / DL 74470 (S)
- The Surfari S play are a band from the 60s, and their music is quite different from the typical surf music. Their album includes "Save the Last Dance for Me," "Why Must I Wait," and "The Little Darlin'."

**THE LITRIDE RENEGADES**
- The Last Ride: RCA Camden CAL 793 (M) / CAS 793 (S)
- The Last Ride is a band from the 70s, and their music is quite different from the typical rock music. Their album includes "Rock & Roll Fantasy," "El Dorado," and "Shangri-La."
SPECIAL MERIT PICKS

NATIONAL BREAKOUTS
IN THE WIND
Peter, Paul & Mary, Warner Bros. W 1502 (M); WS 1505 (M)

NEW ACTION LP's
These new albums, not yet at Billboard's Top LP's Chart, have been reported getting strong sales across dealers in recent weeks.

ANY NUMBER CAN WIN
Ralph Cooper, Mo. Master, 1000 (M); (No Stereo)

MAKE THE WORLD GO AWAY
Timi Yuro, Liberty LSP 2929 (M); LST 7330 (M)

MARCH ON WASHINGTON
Ralph Cooper, Mo. Master, 1000 (M); (No Stereo)

I WROTE A SONG
Dan Gibson, RCA Victor LPM 2702 (M); LSP 2702 (M)

BEST BANDALS OF BROADWAY
Brook Benton, Mercury HCO 2030 (M); SR 60302 (M)

FREEDOM MARCH ON WASHINGTON—August 28, 1963
Various Artists, 20th Century-Rca TM 3110 (M)

ELECTRODYNAMICS
Dick Hyman, Command RS 856 (M); RS 856 OD (M)

HYMN SING ALONG WITH MITCH....
Aitch Miller & the Gang, Columbia CL 2063 (M); CS 863 (M)

SPECIAL MERIT PICKS

WASHINGTON SQUARE AND THE BEST OF KENNY BALL
Kopp KL 1348 (M); KS 3348 (S)

INTRODUCING UMPIRE SHARP—A TENORETEN IN LOVE
Epic LP 40727 (M); BN 26075 (M)

THE GREAT NEW SWINGERS
Joe Grusheckey & the Big Band

JAZZ SPECIAL MERIT
Joe Henderson's Blue Note 1404

JAZZ SPECIAL MERIT
Sonny Stitt's Hawk's Nest Records 1318

SANZA-CHRISTMAS ON THE PONDEROSA
Various Artists

CHRISTMAS SPECIAL MERIT
JANET "THE MAMA" TURRIN
Time S 2708 (S)

TOGETHER
Healey & Staff Smith, Epic LA 16493 (M); RA 17893 (M)

MERRY CHRISTMAS
Nancy Barron, Atlantic 8015 (M); S 12300 (M)

MARTIAL SONG At NEWPORT 43
RCA Victor LPM 2777 (M); LSP 2777 (M)

CHARLES-BELAS LONG BAND
Atlantic 1494 (M); S 1494 (M)

SWAMP SEED
Jimmy Rivers, broth., Riverside RM 46 (M); RS 466 (M)

AUGSBURG COLLEGE BAND IN STEREO
Fishburne Christeline C 194

COUNTRY
GUNST COUNTRY STYLE
The Buffalo Kings, Time S 1084 (S)

LATIN AMERICAN
EVERYTHING LATIN YEAR, Yeah Yeah Yeah, Columbia CL 2070 (M); CS 8197 (M)

COMEDY
DOH THAT'S COUNTRY
Holler & Hartley, RCA Victor LPM 2742 (M); LSP 2742 (M)

RELIGIOUS
THE HYMNS MY MOTHER SANG
Aspen Symphony, Foc. LPM 2751 (M); LP 2751 (L)

SPIRITUAL
NOTHING BUT THE GOSPEL TRUTH
The Counters, Warner Bros. W 1114 (M); WS 1551 (S)

FLAT NO 2
The Faith Temple Church Choir, RCA Victor LPN 1764 (M); LSP 2754 (S)

SPoken Word
STABLE BOY
Various Artists, Christeline C 103

CHRISTMAS
ORGAN & CHIMES FOR CHRISTMAS
Paul Touchstone, Columbia CL 3915 (M); CS 8728 (S)

A CHRISTMAS FESTIVAL FROM THE FRATERNITY OF KENNY BALL,
University of Redlands Choir, Epic LC 1701 (M); HC 1711 (S)

HAVE YOURSELF A MERRY LITTLE CHRISTMAS
Warner Bros. & Hr. Ork. Delhi DL 1007 (M); DL 7496 (S)

LOW PRICE CLASSICAL
ERASMUS SYMPHONY NO. 2
Various Artists, RCA Victor YTC 1605 (M); YTC 1605 (S)

MORE
Vic Dana, Dutton BIP 2026 (A); BST 8026 (S)

THE ROBERT D'CORIMIER FOLK SINGERS...
Command RS 823 (M); RS 823 SD (M)

TALK TO ME
Sunny & the Sundowners, Teen Deep LP 2000 (M); (No Stereo)

CRASS CROSS
Theodores Mend, Columbia CL 2068 (M); CS 863 (M)

JOSE JIMENEZ IN JOLLYWOOD...
Dick Haymes & his Orch, Capitol CL 3333 (S)

GOLDEN HITS
Chubby Checkers, Bobby Rydell, Cameo C 1063 (M); (No Stereo)

CERY BABY & 11 OTHER HITS
Darrel Madison & the Orchestra, United Artists UAL 3305 (M); USA 6303 (M)

CHAD MITCHELL TRIO SINGIN' OUR MIND
Mercury HCO 2030 (M); SR 60305 (M)

LIGHTS OUT, SWEET DREAMS
Boothe Menefee & his Orch, Denver DL 4036 (M); DL 7436 (M)

NUMBER 1 HITS, VOL. 1
Billy Vaughn, Dor DLP 2540 (M); DLP 2540 (S)

TILL THEN
Billy & the Romantics, Kopp KL 1341 (M); KS 3341 (S)

1963--THE YEAR'S MOST POPULAR SONGS
Enoch Light & his Orch, Command RS 854 (M); RS 854 OD (S)

LOW PRICE CHRISTMAS
CHRISTMAS HYMNS AND CAROLS
Marti Lema, RCA Camden CALL 7 (M); CAM 779 (S)

LOW PRICE CHILDREN'S
DIE YAN AND THE BERNUMA ONDIO
Ray Price & Glen, Harmony ML 5946

WIND AND OTHER FAVORITE CHILDREN'S SONGS
Adron Norris, Harmony ML 5945

A TRIP TO MAGIC-ANIMAL LAND
Neil Hepper & his Orch, Harmony ML 5941

THREE-STAR ALBUMS
The reviewer's ratings indicate moderate-sales potential within each record's market category.

POPULAR
IND MILL OF THE YEAR
Jerry Grantham, Dean Bell & the Dean Bros., RCA Victor LSP 4081 (M); LSP 4081 (S)

JACKIE DAVIS & DAVE ROYCE
Warner Bros. W 1114 (M); WS 1551 (S)

NICE N' RHYTHM & THE DANCE PLAYERS
Bill Dana, Kopp KL 1341 (M); KS 3341 (S)

CLEMISON AND OTHER FAVORITE BANDS
An American Band, Imperial ML 1000 (M); ML 1000 (S)

CLASSICAL
MEDAR, CONCERTOS FOR FLUTE & CLAYTON, Auber, C. Fr. Colin, 2 LP, Columbia CL 1701 (M); CL 1701 (L)

JAMIESON, STRING QUARTETS, String Trio, Piano Trios, Mozart, Schubert, Decca DL 7482 (M); DL 8007 (S)

SCHUMANN, DAVITT, ANDREWS, Charles Rosen, Epic LCM 8993 (CD); BC 8503 (S)

BACH, FOR HARRIET, WARNER BROS. ML 1005 (M); ML 1005 (L)

CONCERT FOR TWO PIANOS, Yehudi Menuhin, Carl Davis, Columbia CL 108 (M); CL 108 (S)

INTERNATIONAL
SARAH'S CORNET
Blervain & songs & dances, Bell C 7016 (M); C 7016 (S)

NEPOMUT, MANDOLIN ENCORE, NEPOMUT, MANDOLIN ENCORE, RCA Victor LPI 118 (M); LP 118 (S)

POLISH-TOWN HOP
Polka Town Hop, Epic EP 2729 (M); EP 2729 (S)

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Regional Today

Breakouts

National Tomorrow

PATSY CLINE

"I'LL SAIL MY SHIP ALONE"
"WHEN YOU NEED A LAUGH"
DECCA 31552

BOB BECKHAM

"GRABBING AT RAINBOWS"
DECCA 31547

THE DEMENSIONS

Featuring LENNY DELL
"DON'T WORRY ABOUT BOBBY"
CORAL 62382

LINDA HOPKINS

"WONDERFUL"
(I'm So Glad You're Mine)
"AM I THAT EASY TO FORGET"
BRUNSWICK 55582

LORETTA LYNN

"BEFORE I'M OVER YOU"
DECCA 31541

CARL PERKINS

"HELP ME FIND MY BABY"
"FOR A LITTLE WHILE"
DECCA 31548

DECCA · CORAL · BRUNSWICK

www.americanradiohistory.com
UNANIMOUS!
for the gal who made the lifeguard famous

SPOTLIGHT SINGLES
BILLBOARD OF THE WEEK
Strongest sales potential of all records reviewed this week.

WHERE IS THE BOY DIANE RAY (Mercury 72195)

Cash Box Pick of the Week
DIANE RAY, "WHERE IS THE BOY"
---Mercury 72195

MUSIC VENDOR SINGLE
SURE BETS
WHERE IS THE BOY
Diane Ray - MERCURY 72195

WHERE IS THE BOY
DIANE RAY
MERCURY 72195

America's first family of fine recordings

Mercury Records

WHERE IS THE BOY
DIANE RAY
MERCURY 72195
IN HOLLAND

Edison Awards Go to Top Talent

THE HAGUE — The annual Edison awards were given to artists of the year given October 4, in the Concertgebouw, to the laureates in the sector of classical music.

Three awards were given to pianist Vladimir Richter for his interpretation of Tchaikovsky’s Piano Concerto No. 1. Pierre Monteux for his recording of works of Ravel and Delibes; Bruno Walter for his recording of Mahler’s Symphony No. 5. Dimitri Wünschmann for his achievement as a soloist and for his conducting for the recording of the concert, violin, oboe and string orchestra of J. S. Bach; Franz Bruckner, Richard Strauss, and Anna Bijuha for a Handel recording. Pierre Fournier for his recording of Bach’s “Suites.”

One of the technical awards was bestowed on Jacques Berviere’s recording of a Brahms recording by Pierre Fournier for his recording of Bach’s Cello Suite in E flat.

Two other technical awards were given to Hubert de Lannoy for conducting and to Gilles de La Salle for recording the “Ballade” arrangement by De Lannoy.

EDDIE DEBS

<table>
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The program was released by Dutch Televisie for broadcast by Eurovision.

France Europe No. 1 Debs A-Z Record Label

By EDDIE ADAMS

Edison awards, the annual musical awards given by the French Record Institute, have been won this year by three new artists: Eddy Duchin, the American clarinetist; Yves Montand, the French singer; and Yves Montand, the French actor.

Duchin, who is known for his interpretations of popular songs, has been awarded the Edison prize for his recording of “The Man in the Mirror” by Frank Sinatra. Montand, who is known for his acting, has been awarded the Edison prize for his recording of “Cheek to Cheek” by Fred Astaire. Montand, who is known for his singing, has been awarded the Edison prize for his recording of “I Could Have Danced All Night” by Rodgers and Hammerstein.

The Edison awards are given to the artists who have made the most significant contributions to the recording industry in the previous year. The awards are presented annually by the French Society of the Phonographic Industry (SOFI) and are judged by a panel of music critics and industry experts.

The Edison awards are considered to be one of the highest honors in the French recording industry, and the recipients are chosen based on their artistic merit and contributions to the field of music. The Edison awards have been presented since 1961, and the winners are often seen as role models for other artists in the industry.

The Edison awards are not only given to artists, but also to record companies and record labels. This year, the French record company, Disques EMI, was awarded the Edison prize for the best overall contribution to the French recording industry.

The Edison awards are also given to the best-selling albums of the year. This year, the best-selling album was “The Sound of Music” by Rodgers and Hammerstein, which was produced by the French record company, Disques EMI.
Lucien Morisse will handle the production and the A&R, departments. First record to be marketed is "Je," by Daniel Gerard, which, according to Morisse, has sold 45,000 LPs and 20,000 singles in three weeks. The U.S. publishing rights of "Je" have been taken over by Paul Anka. In his second record, Gerard will record "America" from "West Side Story." The second A-Z record will be waxed by Pierre Barouh, A-Z Records will be exclusively devoted to teen talents. No heavy catalog is foreseen.

Nell Sedaka, Timi Yuro and Dino Di Mici, will make personal appearances at the Olympia on October 11, November 5 and 12, respectively. Dino Di Mici will also be active in talent arenas, set those dates.

Europe No. 1 has changed format and will exclusively broadcast news and music. In 1963 income for station is estimated at $15 million.

Cost Basile and his orchestra with Jimmy Rushing played Salle Pleyel on October 7. In the same theater October 6 an "American Folks Music Festival 1963" was presented. ...Col須e in November 1.

GERMANY

Club Finds Film, Disk Unit Hot
By JIMMY JUNGERMANN
102 Insaminger Street, Munich

Munich's night life has a new novelty sensation, the first Cine Night Club. There is a new nocturnal spin, where the new Gaslight Club is packed with fans who are eager to see and hear this new novelty. Gaslight Club boss Abrash Arzac has a disk and a daisy for more than two hours featuring artists like the Keaton Twins, Penda Clark, Jallite Greco, Mary Osterwald, Held Bruch, Penda, Donata, etc. In the Halliday in stereo sound and on 16mm. color film.

Karl Gustav Thorsing, former editor of film festivals, is the director of the Cine Night Club in Hamburg. .. Held Bruch, who is playing the lead in "Annie Get Your Gun" in Berlin, will be engaged to the Holly- wood Gross, Fred Farnum, David Miller, chief of Miller international, will start his own pressing plant in Hamburg. ... Fontana released an LP with cuss from the Jazz Festival in 1960 in Essen, featuring Oscar Pettiford, Coleman Hawkins and Red Rodney. In South African pop Eric Gallo, of Gallo, Ltd., was in Hamburg to confer with executives.

Rita Pavone Sings Words in German
By CHRISTIAN TOERSLUFF
48 Uhlenhorstweg, Hamburg 22

The 16-year-old teen-ager star Rita Pavone from Italy coming to Hamburg for participation in the "Music Diamant" TV show and to make her first German records.

Panels Probes 2d TV Network
By SKIP VOOGD
Job, 38th Street, New York, N.Y.

Dutch Minister of Education, Arts and Sciences, Dr. Th. H. van den Bosch, has told the fivefloor leaders of the largest political parties in the Second Chamber, the five broadcasting societies and the 10 other applicants for a license, that only the second TV network, asking them to appoint their representatives for the commission which is to deal with the problem of the second television network.

In his letter the Minister has suggested that the 10 commercial applicants should appoint one joint representative. Holland's well-known pop singer Annette Grontsjo's single "Vladimir" is being pushed as an international hit. "Vladimir" is the Dutch version of the German song "Nilschwe" and the rights are controlled by Bellalisa of the Aberdeen group. The Grontsjo record soon will be brought out in Germany, Belgium and England.

During a concert of the Rotterdam Philharmonic Orchestra, Gov. A.F.C. de Cessenbroot delivered to the conductor Eduard Van Goor, the arts sciences prize.

A special press conference was held in Holland to introduce the British Decca album "Oliver!" on October 4 the Dutch premiere of "Oliver!" took place at the Loug- her Theater in Rotterdam. Early January of this year, Dutch Philips released a series of "Par- lando-"LP's, introducing famous Dutch literature among them Anne Frank's Diary, spoken by Holland's leading actors. Now the Parlando series was extended with an EP, offering "Martin Luther's Speech at The Reaching At Worms, April 18, 1521," spoken by actor Han Bens van den Berg.

The Netherlands String Quar- tertet, consisting of Nup de Klin, Jusg Schroeder, Paul Godwin and Carol van Lueven Boom- kamp, will make a tour of the United States of America. The first concert will be given in Baltimore on October 13. Other- wise included in the Quartet's tour are Chicago, St. Paul, Minneapolis, Portland, Boston and Pitts- burgh. ... Bovema's Gramophone-Classes series has been enlarged by a series of violin concertos, all performed by Menhijn. Bovema's Colon- bia label presented a live perform- ance by the Benedetta Marcello String Ensemble to its dealers, who visited Bovema's Dealer Day 1963.... Bovema's Imperial label surprised everyone by an impressive in-person performance of Brother Bon- fallon, who plays the guitar and sing- ing monk from the St. Adelbert abbey at Eindhoven.

Dutch disk jockey Joek Brink (AVRO-broadcast) has made his first radio program in "Big Op Jeetel" (Take Good Care of Yourself) and flip side "Too Jo" (You will always sing for me). Adano, who taped his "Amor Perdu" in a Dutch version under "Alleen Voor Jou." All recordings by Adano are now being plugged extensively on radio and TV. This is also the case with the version of "I Will Remember You" on Fontana with "Alleen Voor Jou."... Bovema's Warner Bros. label recently released the latest single of Shermans "My Son the Nut." The label also has been working on a new Everly Brothers single. State side, in Holland, has the Janyettes "Sally Go Round the Room."
International News

- Continued from page 49

The firm is further releasing an album embodying operatic arias by Mauro di Monaco in conjunction with his appearance in Tokyo as a member of the Italian Opera Company, and also an initial single of Barbara Chandler (Kapp) September 20. Nippon Victor added 12 more indie labels to its repertoire and

is marketing them under the logo of Globe. They are Tamba, Mineta, Guadino, Pesci, Hickory, Sue, Symbol, Duke, Peacock, Fraternity and Jelleo. It will include the immediate future that the Miracles, Thompson and other talents take a bow here. The doglegs firm is also re-releasing Peanuts Haddock’s album containing “Blues on Parade,” “March of the Toys” and other selections October 20 in time for his visit to Japan. The recently established Crown Records will commence operation November 1. Some of the new personalization of personnel structure. Ten singles scheduled to be put on sale December 1 will be all stereo cut at Hitkrone Studio and pressed by Topo Kasal Company.

According to the news made by the Dance and Music magazine, the best singles sellers during August were “Dilectoal al Sol” (Jimmy Fontana, Victor), “Hey Paula” (Paula and Paula, Philips), “Little Lego March”, Victor, Arturo’s Island” (Elio Bruno, Elio Brun), “March from the Great Escape” (Mike Milburn, Mirage) and “Atmosphere in Japan” (Carmen Cavallaro, Decca). “Believe” Carnegie (Vidal Conforto and La Notturno) (Alfred Hausi, Poly- de), “West Side Story,” sound track (Columbia), and “Best of King Cole” (Capi).
TODAY'S TOP TUNES

HONOR ROLL OF HITS

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

FOR WEEK ENDING OCTOBER 26

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Composer-Publisher</th>
<th>Week #</th>
<th>Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>SUGAR SHACK</td>
<td>By McCormick—Veitch—Published by Decca (BMI)</td>
<td>5</td>
<td></td>
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<tr>
<td>2</td>
<td>BE MY BABY</td>
<td>By Speewe—Greene—Burns—Published by Mother Bertha—Tri-E (BMI)</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>BLUE VELVET</td>
<td>By Warren—McMurray—Published by Vogue (BMI)</td>
<td>9</td>
<td></td>
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<tr>
<td>4</td>
<td>DEEP PURPLE</td>
<td>By Patrick—Rose—Published by Robbins (ASCAP)</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>BUSTED</td>
<td>By Howard—Published by Pamper (BMI)</td>
<td>6</td>
<td></td>
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<tr>
<td>6</td>
<td>DONNA THE PRIMA DONNA</td>
<td>By DiMaio—Marrone—Published by Dial (ASCAP)</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>MEAN WOMAN BLUES</td>
<td>By Delmer—Published by Gladys (ASCAP)</td>
<td>4</td>
<td></td>
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<tr>
<td>8</td>
<td>WASHINGTON SQUARE</td>
<td>By Golden—Published by Rayren (BMI)</td>
<td>3</td>
<td></td>
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<tr>
<td>9</td>
<td>CRY BABY</td>
<td>By Russell—Murray—Published by Ritterhouse—Metcalf (BMI)</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>DON'T THINK TWICE IT'S ALL RIGHT</td>
<td>By Dylan—Published by Wilmarc (ASCAP)</td>
<td>4</td>
<td></td>
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<tr>
<td>11</td>
<td>I CAN'T STAY MAD AT YOU</td>
<td>By Kitty—Griffin—Published by Design—Green—Columbia (BMI)</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>TALK TO ME</td>
<td>By Soreca—Published by Jay &amp; Cree (BMI)</td>
<td>4</td>
<td></td>
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<tr>
<td>13</td>
<td>Fools Rush In</td>
<td>By Beeman—Metcalf—Published by Brigan—Cove &amp; Cotes (ASCAP)</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>THAT SUNDAY, THAT SUMMER</td>
<td>By Vee—Vee—Published by Coat—(ASCAP)</td>
<td>7</td>
<td></td>
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<tr>
<td>15</td>
<td>SALLY, GO 'ROUND THE ROSES</td>
<td>By Boudreau—Schon—Published by Wiggins (BMI)</td>
<td>6</td>
<td></td>
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<tr>
<td>16</td>
<td>HONOLULU LULLU</td>
<td>By Barry—Christian—Spalding—Published by Screen Gems—Columbia (BMI)</td>
<td>6</td>
<td></td>
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<tr>
<td>17</td>
<td>IT'S ALL RIGHT</td>
<td>By Mayfield—Published by Caron (BMI)</td>
<td>2</td>
<td></td>
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<tr>
<td>18</td>
<td>MARIA ELA NA</td>
<td>By Bennett—Published by Peer (BMI)</td>
<td>2</td>
<td></td>
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<td>19</td>
<td>MY BOYFRIEND'S BACK</td>
<td>By Feldman—Goldstein—Columbia—Published by Blackwood (BMI)</td>
<td>12</td>
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<tr>
<td>20</td>
<td>I'M LEAVING IT UP TO YOU</td>
<td>By Tony—Tuskegee—Published by Tuskegee (BMI)</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>SURFER GIRL</td>
<td>By Wilson—Published by Guild (BMI)</td>
<td>11</td>
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<tr>
<td>22</td>
<td>SHE'S A FOOL</td>
<td>By Berkam—Ridley—Published by Halsey—MBC (BMI)</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>CROSSTREEE</td>
<td>By Paul—Appel—Published by Kilman (ASCAP)</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>THE GRASS IS GREENER</td>
<td>By Millard—Published by Screen Gems—Columbia (BMI)</td>
<td>1</td>
<td></td>
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<tr>
<td>25</td>
<td>(Down at) PAPA JOE'S</td>
<td>By Smith—Published by Tuskegee (BMI)</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>HEAT WAVE</td>
<td>By Holland—Dixie—Published by Jake (BMI)</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>PARTY TIME LOVE</td>
<td>By Hammond—Published by Cisneros—Cotes (BMI)</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>I'LL TAKE YOU HOME</td>
<td>By Washington—Published by Washington (BMI)</td>
<td>25</td>
<td></td>
</tr>
<tr>
<td>29</td>
<td>MICKIE'S MONEY</td>
<td>By Holland—Dixie—Published by Jake (BMI)</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>YOU LOST THE SWEETEST BOY</td>
<td>By Holland—Dixie—Published by Jake (BMI)</td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>

RECORDINGS AVAILABLE

(All selling record listed in bold face)

1. SUGAR SHACK—Denny Gilmore & the Fireflies, Dot 16487.
3. BLUE VELVET—Dolly Vinton, Epic 7645—Lawrence Welk, Dot 7626.
4. DEEP PURPLE—Nina Tempa & April Stevens, Are 4572.
5. BUSTED—Ray Charles, ABC-Franton 1941.
7. MEAN WOMAN BLUES—Roy Orbison, Monument 134.
9. CRY BABY—Cornell Milano & the Enchanters, United Artists 149.
10. DON'T THINK TWICE IT'S ALL RIGHT—Bob Dylan, Columbia 45495.
11. I CAN'T STAY MAD AT YOU—Nikie Davis, RCA Victor 1219.
12. TALK TO ME—Sunny and the Troubadours, Telma 45.
14. THAT SUNDAY, THAT SUMMER—Tony Tare, Capitol 2527.
15. SALLY, GO 'ROUND THE ROSES—Jimmie Davis, Liberty 51523.
16. HONOLULU LULLU—Jan & Dean, Liberty 51523.
17. IT'S ALL RIGHT—Imagination, ABC-Franton 1947.
18. MARIA ELA NA—Moochie—Columbia 45—Bee Lee—Dixieland Hit Makers, Dot 7125.
20. I'M LEAVING IT UP TO YOU—Dale & Grace, Montez 921.
21. SURFER GIRL—Beach Boys, Capitol 10089.
22. SHE'S A FOOL—Leesie Goss, Mercury 7218.
23. CROSSTREEE—Orleans, Cameo 217.
24. THE GRASS IS GREENER—Brenda Lee, Decca 32329.
25. DOWN AT) PAPA JOE'S—Rosa Tucico Group, R-41 5075.
27. PART TIME LOVE—Little Johnny Valentine 3273.
28. YOU LOST THE SWEETEST BOY—Mary Wells, Motown 1648.

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GALLAGHER (Continued on page 53)
READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a real source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

BEST TRACKS FROM THE NEW SPOTLIGHT LPs

These are the tracks selected for disk jockey programming by Billboard's reviewing panel as the most outstanding from this week's new LP Spotlight.

POLITELY PERCUSSIVE—Dick Sc ARCHITECTS (RCA Victor/VLM 4953, LSP 2059) "Mushroom, Magic and Moonlight" (ASCAP) —2:22

JADE

2. "Kravitz Train, the Oscar Peterson Trio—Verve "V-8318, V-8319) "Blackbird" (Northern, ASCAP) (4:15)

ANY NUMBER CAN WIN—JIMMY SMITH (Verve V-8325, V-E331) "The Ape Woman" (New Continental, BMI) (3:33)

CONFLICT—JIMMY SMITH (Contemporary M 1401) "Conflict" (Contemporary, BMI) (2:41)

MIDDLE-Road SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hot 100</td>
<td>Blue Velvet, Dick Hyman, Epic 9614</td>
<td>12</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Washington Square, Steppenwolf, Epic 6067</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Where Two Worlds Collide, Peter Paul &amp; Mary, Warner Bros. 5387</td>
<td>7</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Talk to Me, Sonny &amp; Cher, Uni 3014</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>I Can't Stay Mad at You, Smokey Rogers, RCA Victor</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>That Sunday, That Summer, Nat King Cole, Capitol 5027</td>
<td>9</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>The Streets of New Orleans, Elvis Presley, RCA Victor 2018</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>I'm Leaving It Up To You, Dale &amp; Grace, Motown-Motown 921</td>
<td>11</td>
<td></td>
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<tr>
<td>8</td>
<td>The Love Is Real, The Ventures, Roulette 5529</td>
<td>12</td>
<td></td>
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<tr>
<td>9</td>
<td>Two Tickets to Paradise, Brook Benton, Mercury 72177</td>
<td>13</td>
<td></td>
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<tr>
<td>10</td>
<td>Soulful Walks Away From Me, Bobby Bare, RCA Victor 8238</td>
<td>14</td>
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<tr>
<td>11</td>
<td>Wonderful World, The Temptations, Motown 504</td>
<td>15</td>
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<tr>
<td>12</td>
<td>Blue Suede Shoes, Chuck Berry, Monument 5180</td>
<td>16</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>September Song, Jimmy Durante, Warner Bros. 5392</td>
<td>17</td>
<td></td>
</tr>
</tbody>
</table>

YEYESTRERAY'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and ten years ago this week. Here's how they ranked in Billboard's chart of that time:

POP-5 YEARS AGO

October 27, 1958

1. It's All In The Game, T. Edwards, MGM
2. It's Gonna Be Alright, C. Wilson, Capitol
3. Foolin' Around, Charlie Feathers, Capitol
4. Topsy II, C. Cole, Lane
5. Rock 'n' Roll Baby, B. Day, Class
6. Tears On My Pillow, Little Anthony & The Imperials, Reid
7. Bird Dog, Everly Brothers, Cadence
9. Carl Venton, Decca
10. Sidney Poitier, R. Lake, Decca

POP-10 YEARS AGO

October 24, 1953

1. St. George & His Dragontail, J. Proctor, Capitol
2. Vaya Con Dios, J. Paul-M. Ford, Capitol
3. Tell, Tell, Tell, Jimmie Rodgers, RCA Victor
4. Ella Tette, P. Charles, London
5. Eb Compton, J. Lee Hazle, Cadence
6. Oh, P. W. Reed, Capitol
7. Pegs In Richfield, T. Bennett, Columbia
8. Dragontail, R. Anthony, Capitol
9. Crying In The Chapel, J. Patti, RCA Victor
10. In Another Land, P. Cuna, RCA Victor

RHYTHM & BLUES—5 YEARS Ago—October 27, 1958

Topsy III, C. Cole, Lane
It's All In The Game, T. Edwards, MGM
Two on My Pillow, Little Anthony & The Imperials, Reid
With Your Love For Me, S. Cook, Decca
Rockin' Boobie, B. Day, Class

Hot Sports Panel

Continued from page 52

three experts converse in layman's language about what happened during the game.

"This is a fun series. No one is out to hurt, nor criticalize anyone—players or coaches—intentionally," Gettz explained. "We want listeners to second guess 'Second Coaches.'"

"The program idea is readily adaptable in any market and could be used, in connection with local high school, college or pro sports contest," said Wendell.

Gettz was in professional sports for many years prior to taking over duties as public relations director at KYW-Radio and TV in 1958. He was formerly with the Brooklyn Dodgers in the administrative end of baseball. He also did promotion-publicity work for several years with the New York Giants baseball club. Panelists are Ken Hildebrand, WEAE—Radio personality; Cliff Lewis, football back and quarterback undestudy of the great Otto Graham, and John Ray, head football coach at John Carroll University in Cleveland.

Marvin's next hit?

"I'm Crazy "Bout My Baby"

Marvin Gaye

Tampa 54087

Tamla Motown Records

Detroit, Mich.
Editorials Spotlighted At Broadcast Meeting

HARTFORD, Conn.—Highlighting the first of eight regional National Association of Broadcasters conferences held here Monday and Tuesday (14-15) was a discussion on the handling of controversy and editorializing by local radio and TV stations.

With broadcasters riddled with confusion regarding the FCC's interpretation of the Fairness Doctrine (all stations must allow opportunity for presentation of equal time for responsible groups or individuals with opposing views), frank panel discussions did much to shed light on the problem for many broadcasters.

Jack Atwood, of WCSS-TV, Portland, Me., declared that the "discussion of controversial issues gives a station and the industry stature...and it's good programming."

Sydney Byrnes, owner of WSOR, Windsor, Conn., said that he tries to be fair in the presentation of controversial issues but "does not go looking up alleyways for opposing views."

Byrnes stated that his station presents editorials every day on a variety of subjects and that it would be an impossibility for him to make copies of the editorials on a daily basis for mailing to those who may wish to present the other side. Byrnes said that equal time is offered after each editorial is aired.

Sam Slate, vice-president and general manager of WCBS, New York, said that broadcasters should not be afraid of controversy. "It is the station's job to determine what is to be broadcast, who, when and why—not the FCC or Congress," he declared.

Douglas Anello, NAB counsel, pointed out that NAB also feels strongly that the judgment of individual stations should take precedence over any FCC rule-making or interpretation of the Fairness Doctrine when it comes to the presentation of controversial subjects.

A survey conducted in July of this year by the NAB revealed that 1,546 radio and TV stations are now editorializing (2,586 stations replied out of 4,800 stations surveyed). The total represents 32 per cent of all stations surveyed and is an increase of 490 stations over those reporting editorial activity for December, 1961, the date of the first survey.

Of the 1,546 stations that editorialize, 1,357 are radio and 189 are TV. The percentage of radio and TV stations currently editorializing is the same, 32 per cent.

VOX JOX

• Continued from page 52

prizes. Winners of the nasty sweater and the fine Mikma Rosza score came out ahead. Those who got tickets to see the flick will no doubt sue Garfand.

Schindler has released his newest deejay gaggle called "Sound Effect Fests" which should prove a great hit to those programming comedy. George Show - Bix Crooks Service headquarters at 65 Park-
way Court, Brooklyn, N. Y.

AWAY HE GOES: Dick Smith of WORC (Worcester, Mass.) has won the recent Connie Francis "If My Pillow Could Talk" national radio contest. Smith won a seven-day all-expenses paid vacation for two at Puerto Rico's American Hotel.


KJOE (Steeleport, La.)—now programming top 50—would like to trade music charts and contest ideas with other pop music outlets. Bob Kild is program director. Alas Boyd, music director at WTAY (Robinson, Ill.), has added a new twist to surveying local record stores for the best sellers. Boyd talks to the manager of the local record store directly over the air by beeper telephone and then plays the top selling record mentioned by the manager.

FOCUS ON DEEJAY

A 'Good Guy' in a Go-Kart

ON THE GO FOR CKEY RADIO: Lee Vogel, CKEY air personality (white suit) gets set to blast off in a recent Good Guys Go-Kart event at Toronto's Goodwood International Race Track. Lee, heard on CKEY from 10 a.m. to 1 p.m. Monday through Friday and Sunday 9 a.m. to 12:30 p.m., joined the station in the fall of 1962, coming from NBC's WJAS in Pittsburgh. The English teacher turned deejay maintains an active schedule of outside activities ranging from Go-Kart riding to 50-mile hikes and fishing expeditions at which CKEY listeners attend in droves.

The former Pennsylvaniaan is rapidly becoming a favorite with Torontoites as well as his Canadian Good Guy colleagues: Bill Brady (6-10 a.m.) from Windsor, Ontario; Duff Roman (1-4 p.m.) from Swift Current, Saskatchewan; J. P. Finnigan (4-8 p.m.), a native of Toronto; Glenn (Big G) Walters (8-midnight), who hails from Welland, Ontario, and Scott Cameron (midnight to 6 a.m.), from Kitchener, Ontario.
Singer Tells Its Music Plan: Make Buyer Return Often

By REN GREVATT

NEW YORK—Fast on the heels of announcement of stockholder acceptance of its merger plans with the radio manufacturer, the Singer Company last week outlined detailed plans for its latest diversification, the move into record retailing. Initial announcement of Singer's disk merchandising plans appeared early last month in Billboard.

The adoption of a "blades-with-the-razor" philosophy, the record division is the latest of the firm's marketing of home entertainment equipment products of the type that has made it a leader in obvious part of its sewing machine business.

"The philosophy is simply to create a reason to get the consumer to buy the equipment, not just to stop again and again," Scipio said.

"When you sell him a fairly high ticket item, such as a good sewing machine, he may not return to the store for 10 years. The machine is that good. So you have to provide the reason to return him on a regular basis to the home who uses the sewing machine is a natural market for the raw materials for sewing. We now offer her that.

"It's the same way with stereo products and phonographs. We can't say any reason why we shouldn't sell him a high quality phonograph and then lose him forever. Records can bring the customer back time and again, and at the same time, expose him to our equipment and limited line of products."

On Two Fronts

Actually, Singer is working on two fronts, the location of a record distribution center in Coral Gables, Florida, which is currently operating in association with the John Plan, the Coral Gables, Florida, catalog, which is a substantial number of items, at competitive prices, which customers can order directly through Singer store or by mail through the Plan organization.

More recently, the retail opera- tion has got under way, and again in association with a "kitchen" section, the William Rentsy Wells of the rackimg firm was

10-Year-Old Disk Swings In Capital

WASHINGTON — Old rock hits keep cropping up to make new rock hits (and more money for dealers) and the latest exam- ple has turned up in the national capital in the form of the 10-year-old Coral disk of "True Love Gone," by the En- changes.

A limited release of the disking was carried out by Coral through the various branches of the Decca-Coral New York office, at the instigation of local Joe Fox. The release, according to the Variety Records outlets in near- by territory, is being heavily promoted.

Goldberg said he had re- ceived a number of requests for the disking which is 7000, and the re- storing the summer Coral made up a number of new press- ings. "It's become found money for both Coral and myself," Goldberg said. 

Goldberg said that one of the leading pop stations, WDGM, is programing the disk from time to time.

"It's a good time to bring it out if you're a music lover," he said. "The little laces spread all around the living room, which means you can't buy it easily from a single piece of furniture. In the language of the era, components were "in" (meaning fewer people could afford one), and they were "out," because they were popular.

Now that the first record was re- issued, but in 1965 began the evolutionary pro- cess which is now complete. It was undeniably "smart" to have components, and the component manufacturers encouraged this image with an effective promotion cam- paign. It became generally known that all the "ins" owned component systems. Some of the "ouls" began surreptitiously buying components and hiring technicians to build it up. Soon they were the package manufacturers came out with the "package of the components," and the "package was a hit."

For example, there was "Wide World of Audio" and the "Hifi Image." In 1963 alone, such manufacturers as Webcon, V-M, Magnavox and GE were turning out components for five years and consumer who had formerly had his own equipment to packages, but who now wanted to move up. These components were needed for Every- one, easy to install and easy to tune. Now, at last, the non-audio component could give his home the "in" look.

10-Year-Old Disk Swings In Capital

Sylvania Ups Budget For Fall Campaign

NEW YORK—Sylvania Elec- tric Products, Inc., has blue- PRINTED IN UNITED STATES OF AMERICA

OCTOBER 25, 1973—The psycho-socio-economic phenomena of audio transference, which has now run its half-century beginning just 10 years ago, in 1963.

The audiophile gave birth to the high-fidelity industry shortly after World War II when they started building their own equipment, or looking together for the "right" components. There were no audio component manufacturers, other than through skill or luck, had to be a "club" of audiophiles. For example, there were only 5000 members of the group, but now there is a demand for more and more components. Simply put, the components of the audiophile are the "package of the components." For example, when the first record was released, it had to be a "package of the components." Now, at last, the non-audio component could give his home the "in" look.

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Sylvania Ups Budget For Fall Campaign

NEW YORK—Sylvania Elec-
Singer Tells Music Plan: Make Buyer Return Often

Continued from page 55

• may have overstocks of many of the items, we are already finding that the new market we can expose records to will buy them, in quantity.

Selects Product
Wells’ organization selects the product, as few as 50 LP’s in some cases, which are put out near the Singer store’s cash register. They sell for $1.49, and, as di Scipio says, “We are on the right track because our people are already placing returns. We select by product category—jazz, classical, pop, etc.—and the records are placed in the same way.

We also have a Christmas special that will put on our own stock, consisting of three major label Christmas albums at $2.47 each. In addition, we have a special Christmas selection on an album of our own which, with a coupon, is available for $1.

“Then, just the start of our program, Phase I, if you will,” di Scipio said. In home entertainment equipment, we are now in cameras, stereo, and TV. Just as we do in equipment, we expect to have in records, first line product, our own special selection, and a smaller surplus merchandise. At the moment, we feel we’re getting into records with a minimum commitment and we’re giving our retail people a chance to become educated to the product and how to sell it.

With our controlled distribution facilities—we own our own outlet, 1,700 of them—we are in a very strong position. We feel we can become a major factor in record distribution, and next year we do expect to be in records in full-line depth in many of our stores.

“It is also a fact that we have 9,000 door-to-door salesmen, all specially trained who are associated with the Singer stores, in their specific areas. They all ready sell our products from the other major divisions of sewing machines and home care equipment such as vacuum cleaners.

“They will also be involved in the Fiddler products lines of office equipment and there is every reason to believe they will be involved in records and home entertainment products. Unlike many door-to-door operations that swoop down on a territory and work it for a few days, these men will instill confidence in the customer because they’ll never be farther away than the local Singer store.”

Color TV
Sales May Hit Billion

NEW YORK—Where is color TV headed? The answer is up and to the right, according to RCA Sales Corporation under way early this month, said Raymond W. Saxon, Saxon told the New York Sales Executive Club here last week that color TV set sales will reach a value of $1 billion a year by 1965.

Rate of sale this year has hit $450 million with a $750 million level envisioned next year. Saxon said RCA’s distributor-to-dealer color set sales are running 97% per cent ahead this year, and that color volume will be more than black and white this year. A major crossover point will be reached, Saxon said, in the next year, when color set dollar sales volume will surpass the combined total of the remainder of RCA’s home instrument business including portable radios and white TV, radio, stereo phonos and tape cartridge recorders.

The philosophy and methods of ...
SINGLES REVIEWS

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, and personnel. Serving more than 30,000 buyers, sellers, and users of music records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

DISTRIBUTORS, PROMOTERS, WRITE FOR SAMPLES OF OUR NEW ARRIVALS. SELLERS, WRITE FOR DETAILS ON YOUR PRODUCE.

HAYDN SOCIETY RECORDS

NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST

Send for current catalog

HYDROIC, INCORPORATED

P. O. BOX 1999

KNOXVILLE, TEN. 37901

National Distributors for HAYDN SOCIETY RECORDS

OFFICE SPACE FOR RENT

Prime Midtown Location

7800 square feet will divide

Centrally air-conditioned

Acoustical ceiling in part

Asphalt tile flooring

UNUSUALLY LOW RENTAL

Contact:

KENNETH D. LAUB

Collins Tottle & Co.,

261 Madison Avenue

N. Y. City 16, N. Y.

Tel. M. 2-6202

SITUATIONS WANTED

CUSTOM PRESSES

Presently managing recording style

Experienced in customer relations, album production and pressing sales.

Familiar with progress and problems of small manufacturers and non-profit organizations. Let me help your customers have confidence in you.

Eager to affiliate with a dynamic, progressive employer. Write

BOX 7053, Dallas, Tex.

Announcing

A new low rate for Situations WANTED ads to help people in the filled fields of music - Records, Distributors, Manufacturers, Investors, Label Operators, etc., find the best, most qualified situtation.

This new low rate is possible through an arrangement with the publishers of Billboard and the cooperation of many readers and advertisers.

Details and rate schedules will be mailed on request.

WANTED ISSUES

Send new issues of Billboard to:

West Coast District Manager, 196 W. Randolph St., Chicago, Ill. 60601

HOBBIES WANTED

Records, records, records

BONNIE JEAN

216 Park Ave. South, N. Y., N. Y.

Attention, Radio Stations:

Important Message.

If you help us in securing exactly the right records and albums for your music programming - YOU CAN GET IT FROM RSI.

Over 1000 satisfied station owners and list grows with every call.

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

1554 Broadway, New York, N. Y.

PL 7-2000

MISCELLANEOUS

Für Your Copy of The Just-Published INTERNATIONAL COIN MACHINE DIRECTORY & "BUYER'S GUIDE" packed with Pages & Pages of Names and Addresses of Leading U. S. 

- Record Makers
- Record Distributors
- Coin Pros
- Coin Shops
- Coin Machine Makers
- Coin Machine Distributors
- Special Service Companies

Bus Ratings arranged alphabetically and geographically by State

Only few Cents

Send request and money to:

JIM FAHEY

2450 Badger Ave., Chicago 50, Ill. 60614

HOW TO GET YOUR SONG RECORDED

Whether you’re a "pro" or a beginner, this book is must reading. Contains information on:

- Your Song and What to Do With It.
- How to Make a Demo Record.
- Protecting Your Song and Yourself.
- The Composer and Performing Right Societies.
- Starting Your Own Record Label.
- List of Active Record Companies, Leading U. S. Music Publishing Firms, Record Distribution Firms, and Label Distributors of the U. S.

Written by Bob Roberts, former music editor of Billboard and executive with record companies.

Single copy $5.00. Cash with order.

FREIGHT FREE.

ART-PHYL CREATIONS

501 Broadway, New York, N. Y. 10012

When answering ads say you saw it in Billboard

CLASSIFIED RATES

Per insertion

$7 $15 $25 $1

Manufacturers

$9

$9

Distributors

$3

$15

Advertisements

$3

$15

- Minimum size sold is 1/4". Approximately 35 words 1" 70 words. All rates are for an 8x11 advertisement and 3-4 times. Advertisements 2" or larger sit in boxed style.

- If box number is used, allow 10 words for number and address. Box number service charge, 25¢ per insertion.

USING THIS MANDY AD ORDER BLANK

Please insert the following ad into Billboard for consecutive issues.

Classifications:

- ___ Regular classified style.
- ___ Box classified style.
- ___ Amount enclosed ______

[Company Name] Authorised by ______

[Address]

[City ______ State ______

Billboard Buyers and Sellers Classified Mart

1554 Broadway, New York, N. Y., 10036

Hollywood, Calif., 90028

Chicago, Ill., 60601

BILLBOARD 57

OCTOBER 26, 1963

WANT RECORDS?

45s, SUPPLIES RECORDED MUSICAL Industries, sheet music, blank records, labels, tags, tags, tags, record covers, etc.

WANT PROFESSIONAL CONCERTS? ENSURE YOUR LOCATION IS LISTED AND SEND COMPANY BROCHURES TO:

B. MORRISON, Concert Manager, 702 Memorial Dr., Augusta, Ga.

10,000 VETERANS, 7700 WOMEN, 2000 HIGH SCHOOL STUDENTS, 10,000 SCHOOLS, 1,0000 INSTITUTIONS, ETC., ARE LISTED. DETAILS ON REQUEST.

EMPLOYMENT SECTION

HELP WANTED

WANTED: EXPERIENCED MANAGER (home), with top department, staff, and equipment. Must have sales and management ability. Ability to relocate. Good salary, plus expenses. Address resumes and salary requirements to: Mr. E. J. Butcher, 1555 9th St., Boulder, Colo.

WANT EXPERIENCED PINBALL AND CASINO MACHINE OPERATORS,能夠 investigate possible locations and requirements of equipment. Salary and position offer competitive. Address resumes and salary requirements to: Mr. R. A. Mattingly, Route 1, Box 519, Mt. Pleasant, Iowa.

WANTED: EXPERIENCED MANUFACTURER of sheet music,.blank records, labels, tags, tags, tags, record covers, etc. Address resumes and salary requirements to: Mr. J. E. Ellefson, 203 N. Broadway, St. Paul, Minn.

PHONE NUMBERS:

• 911 (Police) - 751 (Fire) - 251 (Ambulance)

• 213 (Los Angeles) - 818 (Burbank) - 472 (Hollywood)

• 928 (San Diego) - 556 (Oceanside)

• 473 (Long Beach) - 262 (9th Street)

• 272 (Santa Monica) - 562 (Pomona)

• 724 (West Covina) - 779 (Upland) - 639 (Riverside)

• 764 (Anaheim) - 596 (Costa Mesa) - 393 (Irvine)

• 491 (Temecula) - 355 (Ontario) - 399 (Chino)

• 353 (San Bernardino) - 678 (Redlands) - 783 (Colton)

• 893 (Rancho Cucamonga) - 784 (Loma Linda) - 757 (Joshua Tree)

• 442 (Coachella) - 855 (Twentynine Palms)
Owners Pledge Support to Ops

MILLIE McCARTHY

ALBANY, N. Y. — Millie McCarthy, Hurricane, N. Y., op-

er, suggested that five regional meetings be held before the annual State meetings so that operators from all parts of the State are able to form positions on issues to be discussed at the annual State meeting.

The association voted to reduce the annual membership fee from $25 to $15 to members of local groups who join NYSCLA as a unit, provided 100 per cent of the member-

ship enrollment.

IACRC Commissions

Mike Mulqueen, Walden, N. Y., operator, reminded the group that federal income tax regulations provide that commissions to location owners (except cooperatives) in excess of $600 a year must be reported on a special form. He added that the Executive Secretary of the location owner must be in-

cluded in the report.

Mulqueen explained that the rule has been on the books for several years, but has not been observed or enforced. This year, he added, Internal Revenue Service indicated that it will be en-

forced. He advised operators to comply with the ruling.

Attendance at the meetings topped the 50 mark, the heaviest in the six-year history of the group.

EUGENIA—Austrian coin machine operators have been freed from compulsory membership in the Local Association. Austria's chief administrative court has ruled that such com-

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WIESBADEN, West Germany—NSM and Loewen-Automaten introduced its phonograph program—the largest such ever embarked on by a Continental manufacturer—at a world premiere in the Yellow Salon of Kurhaus in Wiesbaden.

The premiere, attended by a blue-ribbon list of European trade leaders, presented three basic models with a total of five phonographs.

The new phonograph program of NSM and its sales arm, Loewen-Automaten, is based on:
1. The entirely new Serenade stand box. A conventional-type box designed for prestige locations, containing all of the latest technical refinements and features.
2. The NSM Mini-Box, in two-tone wood cabinet with a simplified version of the Serenade mechanism. The Mini-Box was designed for its surprising compact cabinet, which struck some as the premiere as a "miracle of miniaturization."
3. The Loewen console series—Town, Senator, and Consul. The console series, with cabinets of precious woods, are equipped with the Fanfare 60 and 100 mechanism, the mechanism which has been manufactured in over 10,000 units.

Flexible Equipment

The NSM-Loewen program is designed to provide a flexible equipment supply tailored to all tastes and locations. It takes into account that the phonograph market, conventionally regarded, displays signs of a certain saturation. The Ringen firm believes, however, that the saturation is more apparent than real—that there are still uncounted potential phonograph sites. Its program is predicated on the proposition that there is, in fact, a "second浪潮."
Ga. Operators Meet to Start Organizing

ATLANTA, Ga.—The first organization meeting of a proposed Georgia Operators Association, was held last week at the Capri Motel here.

Present were Howard Robinson, Robinson Distributing, and Flora Kennedy and Jack Harris, Sparks Specialty, both Blan-
dired, managing director of the Music Operators of America, also addressed the gathering of 15 operators.

Each operator present promised to try to interest two other operators in forming a State organization as well as getting them to join MOA.

Operators will be polled in a few weeks on the success of their attempts and another organizational meeting will be set.

Royce Green, president of the Madison Carolina Cia. Operators Association, will address the next meeting and offer suggestions.

London Firm to Handle Imports

LONDON—Hal Eldridge has organized Holot Enterprises Ltd. to handle for a few years all US imports to the UK, and to operate coin all over the world and to represent carnival ride manufacturers.

Eldridge, an Australian who settled here a few years ago, had been with Ainsworth Consolidated Industries (G.B.) Ltd. until recently.

Eldridge’s other firm, Major Model, will continue to sell and operate coin equipment under the direction of Joe Phillips and Mrs. E. M. Eldridge.

This week Eldridge left for Australia and the United States to visit manufacturers and take on new lines. Any manufacturer wanting to reach Eldridge may do so by writing him c/o Qantas, 350 Post Street, San Francisco.

So. Calif. Ops Get a Look At New Tropicana Phono

LOS ANGELES — Southern California operators got a look at the Tropicana, the new Rowe-AMI phonograph, at a three-day open house showing of the machine by the R. F. Jones Company here Monday through Wednesday (14-16).

One-day shows are scheduled by the distributor at Bakersfield at the Caravan Inn on Tuesday (26) and San Diego in the Royal Suite of the Kings Inn on November 5.

The local showing was well attended with the event under the direction of Chuck Klein, branch manager. Lydia Lloreda Davies was the hostess. Salesmen attending in the show were Don Edwards, Jack Leonard, and Bill Gray. Catering of the buffet luncheons was by The C cascade.

Among the operators attending the show were Ross Jin-


Roanoke Firm Displays Mod. M

RICHMOND, Va.—Roanoke Vending Exchange showed the new Rowe-AMI Mod. M Tropicana to Virginia operators here at its Richmond showroom last week

On hand from Roanoke were Jack Benn, president, and Harry Moseley, vice-president. Ellis Royal represented the factory.

Among the Richmond opera-
tors were Hy Lemrick, Fred Hav-
wood, Arthur Razacco, William Wilkins, C. E. Morris, Stony Morris and John Cameron.

Other operators present in-
cluded Chris Anthony, Hamp-
ton; M. L. Holland, Roanoke; (Continued on page 65)

MUSIC OPERATORS STEREO SERVICE

WE KISS IN THE SHADOW
RSTI - ANDY WILLIAMS - STEREO

PEOPLE WILL SAY WE'RE IN LOVE
From Cudmore Album "Andy Williams Sings Rodgers and Hammerstein"

ANY PLACE I HANG MY HAT IS HOME
RSTI - SABRA STEISAND - STEREO

LOVER COME BACK TO ME
From Columbia Album "The Second Barbra Streisand Album"

WHERE CAN I GO?
RSTI - RAY CHARLES - STEREO

OL' MAN TIME
From ABC-Paramount Album "Ingredients in a Recipe for Soul"

A JAPANESE GARDEN
RSTI - KARL KENNEDY - STEREO

APRIL IN PORTUGAL
From United Artists Album "Holiday for Flavio"

THE GOOD LIFE
RSTI - KENNY BALL - STEREO

THEME FROM A SUMMER PLACE
From Kapp Album "The Big Ones"

Recent STEREO RELEASES for Music Operators

[**SEEBOURG LITTLE LP's**]

Pop Vocal
TONY BENNETT—This Is All I Ask—Columbia

Pop Instrumental
HUGO WINTERHALTER—A Season for My Beloved—ABC-Paramount

STAN KENTON—Sophisticated Approach—Capitol
Jazz/Rhythm & Blues
B. B. KING—Mr. Blues—ABC-Paramount

CHARLIE BYRD—Bossa Nova Pelos Passaros—Riverside

**SEEBOURG ARTIST OF THE WEEK**
TONI ARDEN—Italian Gold—Decca (Pop Vocal)

**DOUBLE-PLAY DISKS**

Tuned-end solos may be expected from the following records. For the juke box operator limited to from 100 to 300 sides per machine, they represent maximum programing effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

<table>
<thead>
<tr>
<th>RECORD</th>
<th>SIDE 1</th>
<th>SIDE 2</th>
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<tr>
<td>MEAN WOMAN BLUES</td>
<td>ROY ORCHISON</td>
<td>MONUMENT</td>
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<td>BLUE BAYOU</td>
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<td>THE GRASS IS GREENER</td>
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<td>BREINDA LEE</td>
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<td>SWEET IMPOSSIBLE YOU</td>
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<td>SURFER GIRL</td>
<td>BEACH BOYS</td>
<td>CAPITOL</td>
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<td>LITTLE DEUCE COUPE</td>
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<td>YOU LOST THE SWEETEST BOY</td>
<td>MARY WELLS</td>
<td>MOTOWN</td>
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<td>WHAT'S EASY FOR TWO IS SO HARD FOR ONE</td>
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<td>BOSSA NOVA BABY</td>
<td>ELVIS PRESLEY</td>
<td>RCA VICTOR</td>
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<td>WITCHCRAFT</td>
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<td>COME BACK</td>
<td>JOHNNY NASH</td>
<td>MERCURY</td>
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<td>YOUR TEEN-AGE DREAMS</td>
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<td>I'M CRAZY 'BOUT MY BABY</td>
<td>MAVIN GAYE</td>
<td>TAMLA</td>
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<td>CAN I GET A WITNESS</td>
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<td>IT'S A MAD, MAD, MAD, MAD WORLD</td>
<td>SHURELLE</td>
<td>SCEPTER</td>
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<td>31 FLAVORS</td>
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<td>WIVES AND LOVERS</td>
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<td>KAPP</td>
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New Loewen-Automatien Phono Program

- Flexible locations for grounds.
- Miniual Distr. Seeburg or 25c.
- Bally United 12

OCTOBER 26, 1963
BILLBOARD

FOR SALE
12 MILLS Panorams
Completely overhauled with all new parts. Cabinets in natural wood finish. Coin chute optional. 15c or 5c.
$300 each
F.O.B. Newark, N. J.
PHIL GOULD
324 Main St., Newark, N. J. (201) Market 6-2979

FOR SALE
Games & Bowlers
Bally, Gottlieb, Williams, Etc.
Call, write or wire.

BARGAINS FOR THE WEEK
GAMES & SELECTIONS
WHAT DO YOU NEED?
Saddle Coin Outlooks.
Two Speed Bowler.
One Speed Bowler.
Fifty Cent.

SCHMELKE BILLIARD CIUES
Dependable Quality Professional Design
Information on request. Write.

GAMES & BOWLERS

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VENDING ALUMINUM IDENTIFICATION DISC WHY!
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STANDARD HAVARD
METAL TYPERS, INC.

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IMPORTERS
SEND FOR FREE
LATEST CATALOG
64 Pages Fully Illustrated.

COIN MACHINE EXCHANGE INC.

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Buy direct from Switzerland the game with a special kind of attractiveness which no other in the world can offer. All formica built and bolted legs. EXCHANGE accepted against Bally's 3-In-Line and latest Gottliebs. DISTRIBUTORSHIPS available, cable today or write to

TOUSJEUX & NOUVEAUTES S. A.
GENEVA, SWITZERLAND

YOU HAVE NEVER SEEN GAMES SO CLEAN!!!!!!!

3 16 Ft. Chicago Coin Royal
Crown Bowler $725
1 Chicago Coin 13 Ft. Royal
Crown Bowler $725
1 United 16 Ft. Duplex
Bowlrs $225
1 United 16 Ft. Duplex
Bowlrs $225
1 United 16 Ft. Playtime
Bowlrs $225
1 United 16 Ft. Playtime
Bowlrs $225
2 Chicago Coin Variety
Roll Downs $425

271 OTHER PIECES TO CHOOSE FROM

Le National
16 ball bocce
4 heavy balls

Olympic 11

OPERA
WILLIAMS
BIG DADDY

THE GAME WITH MORE SCORE WITH NEW WILLIAMS EXCLUSIVE FEATURES:
- NEW LATCHKICK FLATPLAT
- NEW FRONT WOOD COIN SIGHTS

Electronic Mfg. Corp.
4242 N. Filmore St., Chicago 24, II.

ROYAL DISTRIBUTING, INC.
1139 E. Liberty St., Cincinnati 18, Ohio

SEND FOR COMPLETE LISTS

Vending Machines
Shuffle Alley
Pool Tables
Amusements Rides
Pin Games Bowlrs
Assembled Arcade Equip.
Penney Walsight Colom
Records of All Type Parts Supplies

FROM THE WORLD'S LARGEST IMPORTER
DAVID ROSEN
676 R. R. # 4, Moorestown, N. J.

FOOTBALL

16 ball bocce

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Census to Cover Coin Firms

WASHINGTON—Firms producing, selling or servicing coin-operated amusement and vending machines will take part in the 1963 economic censuses, covering manufacturing, mining, industries, business and transportation, the Bureau of the Census, U. S. Department of Commerce, has announced.

The censuses are taken every five years, and all firms are required to report, under terms of the Census Act (13 U. S. Code). The law provides that information concerning an individual firm must be kept confidential and may be used only for statistical purposes.

File copies retained by the firm are also immune to court orders and other legal processes. Every Census Bureau employee takes an oath not to reveal information concerning an individual or firm contained in a census report. In addition to their use in

Record Growth

guiding decisions in business and government, the Economic Censuses have recorded the growth of the nation's industrial and business economy for a century and a half.

The censuses will be conducted entirely by mail, with forms going to large multi-unit firms in mid-November but with the bulk of the forms being mailed by mid-January. Deadline for filling out and returning the forms is February 29, 1964.

Census Bureau officials indicate that they prefer forms be returned promptly even if it is necessary to use some estimates, rather than delayed past the deadline, to permit auditing. This policy is designed to reduce the burden on all firms and to speed up publication of reports.

Each firm will receive a Census form with instructions designed to fit its major line of activity. Questions are similar to those in the last Economic Census, covering 1958, and were decided on after consultation with several thousand representatives of different industries and businesses. Most firms will fill out only one form, but those with multi-unit operations will fill out a separate form for each establishment.

Each form will report its kind of business, location, type of ownership, dollar volume of business in 1963, size of payroll in persons and dollars.

Manufacturer Forms

Forms sent to coin machine manufacturers include questions on man-hours of production workers during each quarter of 1963, capital expenditures, dollar value of plant inventories, fuels, electricity and contract work, costs and composition of principal items of materials, and quantity and value of individual products made. The form also asks for changes in ownership or operation during the year, kind and value of any contract work, dollar volume of miscellaneous receipts and credits. The form asks each firm to list any products worth $50,000 or more which are not specifically requested on the form.

Manufacturers will receive Form MC-355. Such forms are requested to report the amount in sales of automatic merchandising machines (sales of the machines themselves — not what they dispense) and of coin-operated mechanisms or parts that are sold under the firm's name.

Questions included in all wholesalers' forms is the Business Census cover dollar volume of sales to different classes of customers: such as retailers, other wholesalers, exporters, etc., and the number of salesmen, sales representatives and sales agents. Questions also include questions concerning sales branches and offices in the coin operated machines industry.

Wholesalers of these products will receive Form CB-31H. Questions on "commodity lines" on this form include value of sales of coin-operated machines under the general heading "store, office machines, equipment and supplies.

Sales Branches

Manufacturers' sales branches and sales offices in the coin operated machines industry will receive Form CB-31H. "Machine (except electrical) and Allied Products," with applicable questions similar to those on the wholesalers' forms.

Under one of the main headings—machines and commercial machinery—is included a question on sales of automatic vending machines. Those receiving this form will be asked to report "machine rental and royalty receipts from customers" and "receipts from leases and sources other than the sale of merchandise."

There is no category with this title in the 1958 Census of Business. Census Forms will be filled out by operators will request more detailed information about various lines of merchandise sold than in previous censuses. Census officials recognize that many operators will have to estimate the dollar volume or percentage of sales of individual product lines. Operators who engage public accountants to fill out their forms should provide their accountants with dollar or percentage figures for each line of merchandise listed on these forms.

Vending machine operators will receive Form CB-31C, entitled "Miscellaneous Retailing," to fill out. First specific question on this form asks to which operators come under (Continued on page 66)
Baltimore Op Keeps Tabs on Owners’ Wives

BALTIMORE—Few bulk operators anywhere are better represented by location owners than Frank Clendening, Baltimore, who doubles in brass as a bulk operator, and automobile salesman, calling on some 650 service stations in his territory.

Clendening, who vends only peanuts, ball gum, and charms, makes it a practice to learn the birth date of the location owner’s wife as soon as possible after moving in his machines.

Clendening has an arrangement with a wholesale florist whereby he can pick up a half dozen American Beauty roses at a moderate cost, as soon as any location owner’s wife’s birthday approaches, and deliver them to the service station for the husband to take home with his good wishes.

Experience has taught Clendening that a bulk is left at the wife in this way actually carries more impact and appreciation than if it was to come up with something for the location owner. Dissatisfied, there have been numerous times in which the Maryland operator’s birth day Flower arrangement remedied a location owner-husband rivalry that he had forgotten to do anything about his wife’s birthday—with understandably rich appreciation thereafter.

Clendening always gets a call from the location owner or his wife, in appreciation of the gift, which has led to the installation of multipurpose stands throughout locations where formerly only one machine was located. In return for giving out an average of 200 gifts of a dozen roses, the Maryland operator has received per customer from his location owners much better protection against vandalism and theft.

ATTENTION, OPERATORS DISTRIBUTOR PRICES

BUBBLE GUM

25c per count on $500.00 orders, 10c, doz. count over $500.00.

250 per count, assorted, 25c, per count.

1000 per count, assorted, 15c, per count.

Terms C.O.D.—F.O.B. Los Angeles.

BULLEST AND PRINTING CO.,
100 West Randolph Street
Chicago 1, III.

ATTENTION ALL CHARM OPERATORS

We have one of the largest stocks of new 1c, 5c and 25c charm items on the market.

BROOCHES, NECKLACES, BRACELETS, TIE BARS, KEY RINGS

We have new items available every month.

Let us know what you want CHARM EVERY MONTH MAILING LIST. You will receive new items every month.

NEW ITEMS—NOT OLD ONES ARE THE KEY TO SUCCESS.

Terms: C.O.D.

No. of machines operated.

TITAN VENDORS SUPPLY CO.
1510 Farnham Street
Omaha, Nebraska

‘Charity’ Vend Firm Agrees to Dissolve

NEW YORK—Jerome Daniels, head of the Hygienic Vending Corporation, has consented to an order dissolving the firm, and two others who he controls, according to a complaint filed by New York State Attorney General Louis J. Lefkowitz. The other two firms are the Pan-United Coffee Company and the Ever-Ready Vending Company. Among all three firms is listed 10-37 47th Road, Long Island City, N. Y.

According to the Attorney General, the defendants advertised machines "worth approximately $10 for $16 each," which included a $10 annual service charge.

Hygienic first gained press notices in the August 27 issue of Billboard which reported that the firm had been promoting its equipment by telling location management that 10 per cent of the profits would go to the Asthmatic Children’s Foundation. Nick Kenny, columnist for the New York Mirror (which went out of business last week) is local chairman of the charity. Billboard had charged that Hygienic was using Kenny’s name to promote its product. During the first three months of the operation, the only 100 went to the charity, according to Jim Crady, Kenny’s assistant.

In the current action, Attorney General Lefkowitz said that "false and fraudulent representations were made by the defendants and are a scheme to induce the public to purchase the equipment at an enormous profit to the company."

He added that the locations obtained for the machines were "devoid of profit" and that the companies "declined to re-purchase the machines as promised."

Lefkowitz also said that Hygienic "urged customers to purchase a minimum of 10 machines."

Machines used in the promotion included bulk vending, a snack unit and a reaction tester. Customers were obtained through classified advertisements in daily newspapers.

**MANDELL GUARANTEED USED MACHINES**


NATIONAL SUPPLY CORPORATION

116 N. Main Street Elyria, Ohio

MANUFACTURERS AGENTS

MACHINES

NEW LOTS

AIR PUMP MACHINES

REBUILT MACHINES

300 VALVE MACHINES

NATIONAL SUPPLY CORPORATION

116 N. Main Street

ELYRIA, OHIO

**IMMEDIATE DELIVERY** on the New

NORTHWESTERN

**GOLDEN 60**

3" "All Proof" Ball Gum, Largest the Market. Inside ball gum, charms, caps, all nuts and any bulk balls without breaking or cracking. Cold decorative panel. Multiple colors available. With 1c, 5c, 10c or 25c Mechanisms

Stamp Folders, Lowest Prices, Wells

AT-MACHINE VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES AND SERVICE CO.**

2029 Prospect Ave.
Cleveland 15, Ohio
Phone: TOWER 1-6715

THE SUPER SIXTY

Capsule Vending.

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in capsule, 5c, 10c and 25c.

With QUICK-TACH at slight extra cost.

CLEVELAND COIN MACHINE EXCHANGE, INC.

2029 Prospect Ave.
Cleveland 15, Ohio
Phone: TOWER 1-6715

Physical book complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charm Machines as well as other Northwestern and western machines.

**NAME**

**COMPANY**

**ADDRESS**

**CITY**

Fill in coupon, clip and mail to:

**KING & COMPANY**

1896 W. Lake St.
Chicago, Ill.
Phone: K 1-3302

We handle complete line of machines, parts & supplies.
ROCK-OLA calls the tune in '64

product versatility...

NEW RHAPSODY II
160 Play De Luxe Stereo Monaural Phonograph

NOW WITH NEW 7" LP FEATURE!

NEW MINIATURIZED 160 SELECTION MECHANISM

Model 4185A
Take Real Look at Industry—Bess
Continued from page 58
Amusement, an electric blanket donated by Southeastern Venturing Company (Seeberg distributor), Mrs. H. C. Keel, Keel Music, Florence, an AM/FM transistor radio donated by Sparks Specialty Company, and Nute Brown, Greenville, a portable hair dryer donated by Southeastern Music Distributors.

Other prizes were won by James Brookley, Brooks Music, Greenville, an American Tourister train case donated by Mobile Record Service; Helen Hitchner, Spartanburg, twin radios donated by Peach State Distributing; Mrs. A. Bradford, Sugar Point, a golf cart donated by The Sturgeon Distributing Company, and Mrs. Royce Green Jr., a package of 45 singles donated by Southeastern Bearings.

Other Prizes
Prizes also went to Wade Crow, McCall Distributors, a Chicago Coin Sun Valley Pinball Game donated by the factory, and Lloyd Morris, Rosemary Amusement, five albums donated by Blackwell Distributing.

At the Sunday business meeting Royce Green appointed a nominating committee to select officers to be elected at the next meeting in January. The committee consists of Horace Canady, Charleston, chairman; Hal Shiner, Gaffney, R. H. Connell, Beech Island, and Roy Melvin, Florence.

The current officers of the association, in addition to President Green, are A. W. Bradford, Sumter, first vice-president; A. A. Whit, Greenville, vice-president, and Ann O. Fisher, Columbia, secretary-treasurer.

The directors of the South Carolina Association are selected from each of the 15 judicial districts throughout the State. Members are: W. L. Blackwell, Greenville; A. H. Connell, Beech Island; Roy Melvin, Florence; G. N. Harrison, Darlington; James Tracy, Columbia; Hal Shiner, Gaffney, Kenneth Fowl, Greenwood; Horace Canady, Charleston; Arthur E. Anderson, Clinton Boyd, Walterboro, and William Oberest, Georgetown. Vacancies on the board will be filled shortly.

European News Brief
Continued from page 58
For many years while the court was in recess, the music would be provided by the Stork Club orchestra.

Phono Carriage Trade
HAMBURG—Now is offering a new 12x50 music box for the carriage trade. The Phonograph Carriage Company offers 169 selections, has a transistorized amplifier, and plays albums. The company has claimed for the box's total reproduction. The cabinet is a furniture-type console suitable for sitting in hotels, restaurants, private clubs and other exclusive locations.

Name Triebenbacht
BREMEM—Walter Triebenbach has replaced Hans-Guenther Scholle as business manager of Nordwestdeutsche Automaten-Vertriebsgesellschaft mbH & Co., of Bremen, one of Germany's major distributors.

Triebenbach controls three-quarters of the firm's capital, in which has been invested from 200,000 Deutschmarks to 540,000 Deutschmarks. He he will concentrate on the firm's rapidly expanding foreign sales program.

Census to Cover Coin Firms
Continued from page 52
"Method of Selling." Here a check will be required opposite "operating merchandise vending machines." If operating vending machines in the respondent's primary business he will make note of this on the form. Also a section bearing a heading "operating merchandise vending machines" requests information on number of each type of machine on location at the end of 1963. The types of machines listed are coins, cigarettes and tobacco, milk and ice cream, soft drinks—bottled, cup, egg, soup, other hot beverages, candy, confectionery, gum, nuts, hot foods, coolers, iced water, breakers, and other refrigerated foods, sandwiches, salads and other refrigerated foods and "other types."

In the 1958 Census of Business (Retail) vending machine operators were listed under the general heading "Nonstore Retailers." This broad category included mail-order houses and direct (house-to-house) organizations.

Amusement Machines
Firms engaged in supplying amusement and recreational-type machines such as game boxes, pinball machines, etc., will receive Form CB-79B. Those supplying service-type machines (washing, weighing, locker rental, etc.) will receive Form CB-72C, while firms which rent or lease or repair coin-operated machines of all types will receive Form CB-73B. All three forms carry the same section which operates of coin-operated machines are requested to complete in addition to the general inquiries common to all forms.

Under the section, entitled "Coin-Operated Machines," is requested information on number and receipts of machines operated. In addition under this are phonograph machines, pinball machines, other amusement machines, clothes washing, drying, ironing machines, other type machines (washing, lockers, etc.). Also, information is requested from those who rent or lease machines owned by others and those who rent to lease machines to others.

Royal Holds Open House
CINCINNATI—More than 1,400 persons thronged into Royal Distributing Company's quarters here last week to celebrate the opening of the firm's new building.

Refreshments were served throughout the two-day ceremonies, Saturday (5) and Sunday (6), and gifts and prizes were given out, giving the proceedings a holiday atmosphere.

Such were the festivities that callers received extra calls for refreshments once on Saturday and three times on Sunday. Royal executives estimated that the bar consumed 465, five half-barrels of brew and countless gallons of soft drinks.

Children received balloons inflated with helium, parents pens and tape measures with key chains, with additional gifts awarded every hour.

Three names were drawn to compete on a coin-operated amusement game for the "prize of the hour." Losers received quilted comforters. Grand prizes were: Chicago Coin Strike Ball bowler, won by Charles Kuster, Ace Sales, Cincinnati; Williams Big Daddy, won by Mary Lee Howard, daughter of Leon Wheeler, Star Music, Winchester, Ky.; Wurlitzer phonograph, won by Clarence Bac, B & H Music, Clayten, Ohio; Komet ball gum vender, won by Mike Headrick, Standard Amusement Company, Middleton, Ohio.

The Columbia Crew looks over Royal Distributing Company's new record shop. C. B. Russ, Wurlitzer service manager, stands with Mr. and Mrs. Tom Ballinger and Tom Thompson, Columbus reps.

Chicago Coin was well represented at Royal Distributing Company's grand opening ceremonies in Cincinnati last week. Operator Leo Kuster stands with Son Wellberg, Chicago Coin, Harold Hoffmann, Royal Distributing Company, and Mort Service, Chicago Coin sales manager.

Jukebox Installation
INFLORAL burlesque harmonizing was done at Royal Distributing Company's open house in Cincinnati last week by Glen Shorter, Bob Bogdany, Ralph O'very and some of Bob's service personnel.

LES MINE and ROYAL'S CLINT SHOCEY stand with the new Wurlitzer that was given away as a grand prize at last week's open house thrown by Royal Distributing Company.

66 BILLBOARD
OCTOBER 26, 1963
progress where it counts!

Now, with the new Rock-Ola Rhapsody II, Model 4185A, operators can meet the demands of any location going. Offer 33 1/3, 45 RPM, even 7" LP albums. The LP feature is installed in groups of 10 records (20 selections). Any number of LP albums can be installed, up to 80 records, with 160 selections... in groups of 10. Customer has the choice of both sides of album record or any combination of sides. Mix any bank of records in any sequence with the Rock-Ola Mech-O-Matic changer... or, offer all 33 1/3, all 45 RPM, all 7" LP records!

Yes, here at last is the phonograph that truly has everything... greatest possible selection versatility... superbly crafted cabinetry, now with new stain and mar resistant "Conolite" plastic laminate finish... famous Rock-Ola design simplicity... plus, full dimensional stereo sound that can be easily adapted to anything from a small cafe to a concert hall!

More than merely miniaturized, the new Rock-Ola phonograph mechanism is so designed that its operation is almost exclusively mechanical... In addition to design simplicity, the Rock-Ola selector system offers operators the fastest selection-to-play cycle available... more play, more profits! Coupled with the famous Rock-Ola revolving record magazine, it selects ready for play any record in 10 seconds or less... plus, it offers fail safe selection every time through self-cleaning mechanical selector levers.

Indeed, here is product progress where it really counts! Big reasons why more and more operators are turning to Rock-Ola for phonograph features that mean top profits.

Look to
ROCK-OLA
for advanced products for profit

ROCK-OLA Manufacturing Corporation
800 North Kedzie Avenue,
Chicago 51, Illinois

Ad No. 64-8
www.americanradiohistory.com